

Plumber's Flat-Rate Pricing Cheat Sheet

Use this as a fast on-site reference. Prices reflect common U.S. market ranges for residential service calls. Adjust based on your region, overhead, and demand.

Service	Typical Flat Rate (USD)
Service Call / Diagnostic Fee	\$75 – \$150
Replace Kitchen Faucet	\$150 – \$350
Replace Bathroom Faucet	\$125 – \$300
Install Garbage Disposal	\$250 – \$450
Unclog Sink Drain	\$125 – \$300
Unclog Toilet	\$150 – \$350
Unclog Main Line (Snaking)	\$300 – \$600
Replace Toilet	\$250 – \$600
Replace Shut-Off Valve	\$125 – \$275
Replace P-Trap	\$150 – \$300
Replace Angle Stop	\$125 – \$250
Replace Water Heater (Tank)	\$1,200 – \$2,500
Replace Water Heater (Tankless)	\$3,500 – \$7,500
Repair Leaking Pipe	\$175 – \$500
Replace Hose Bibb	\$150 – \$350

Pricing Survival Rules:

- Charge for value, not minutes
- Flat-rate pricing removes fear and objections
- Customers buy certainty, not labor hours
- Your price must cover tools, truck, insurance, fuel, taxes, and skill
- If you're booked solid, your prices are too low

Disclaimer: This sheet is for educational purposes. Always comply with local regulations and adjust pricing based on market conditions.