

Quote Audit — Sample Report

Prepared for: **Sample HVAC Co.** (fictional) · Quotes reviewed: 24 · Period: 2023–2026 · Prepared by Nimbusware · Date: 2026-10-05

Demonstration only. This sample was assembled from 24 publicly posted US homeowner quotes (Reddit, 2023–2026) to show what the report looks like. It is not a real contractor's data. Your report is built only from the quotes you send us; customer names, addresses and phone numbers are never needed.

1. The price list you are actually using

Every replacement quote you sent, grouped by what was quoted. "Median" is the number you land on most often; min and max show how far you have gone either way. Brands seen: Carrier (5), unknown (4), Goodman (4), Lennox (3), Trane (3).

System · size · efficiency	Quotes	Min	Median	Max
heat pump · 3.5 ton · Mid (16–18 SEER2)	6	\$10,400	\$11,700	\$13,200
AC+furnace · 3.5 ton · Not stated	2	\$5,700	\$10,350	\$15,000
AC+furnace · 4 ton · Mid (16–18 SEER2)	2	\$13,300	\$13,686	\$14,072
AC+furnace · 4 ton · Standard (≤15.9 SEER2)	2	\$7,159	\$7,694	\$8,230
heat pump · 3 ton · Mid (16–18 SEER2)	2	\$11,773	\$12,377	\$12,981
AC only · 3 ton · Mid (16–18 SEER2)	1	\$17,000	\$17,000	\$17,000
AC only · 2 ton · Standard (≤15.9 SEER2)	1	\$6,500	\$6,500	\$6,500
AC only · 3 ton · Not stated	1	\$11,000	\$11,000	\$11,000
AC only · 4 ton · Not stated	1	\$10,000	\$10,000	\$10,000
AC only · 2.5 ton · Standard (≤15.9 SEER2)	1	\$11,500	\$11,500	\$11,500
AC+furnace · 5 ton · Standard (≤15.9 SEER2)	1	\$6,800	\$6,800	\$6,800
heat pump · 2.5 ton · Mid (16–18 SEER2)	1	\$12,880	\$12,880	\$12,880
heat pump · 2 ton · Standard (≤15.9 SEER2)	1	\$7,600	\$7,600	\$7,600
heat pump · 2.5 ton · Standard (≤15.9 SEER2)	1	\$8,643	\$8,643	\$8,643
heat pump · 5 ton · Mid (16–18 SEER2)	1	\$20,000	\$20,000	\$20,000

2. Where similar jobs got different prices

Same system, same size, same efficiency tier, but the quotes differ by more than 25%. Sometimes there is a good reason (ductwork, electrical, access); the point is to see it before a customer does.

Bucket	Lowest quote	Highest quote	Spread
AC+furnace · 3.5 ton · Not stated	Q-10 · Goodman · \$5,700	Q-04 · Goodman · \$15,000	2.63×

heat pump · 3.5 ton · Mid (16–18 SEER2)	Q-24 · Carrier · \$10,400	Q-15 · Lennox · \$13,200	1.27x
---	---------------------------	--------------------------	--------------

3. Where your numbers sit next to public US quotes

Compared only where we have at least 5 public quotes for the same bucket. "Middle half" = the 25th to 75th percentile of public quotes. Public quotes are what homeowners reported paying or being quoted; they are not a recommendation.

Bucket	Your median	Public middle half	Position
heat pump · 3.5 ton · Mid (16–18 SEER2)	\$11,700	\$11,275 – \$12,575 (median \$11,700, n=6)	within the middle half
AC+furnace · 3.5 ton · Not stated	\$10,350	\$15,000 – \$16,000 (median \$15,650, n=5)	below the middle half
AC+furnace · 4 ton · Mid (16–18 SEER2)	\$13,686	\$13,300 – \$14,100 (median \$14,072, n=5)	within the middle half
heat pump · 3 ton · Mid (16–18 SEER2)	\$12,377	\$14,044 – \$18,988 (median \$16,325, n=14)	below the middle half
AC only · 2.5 ton · Standard (≤ 15.9 SEER2)	\$11,500	\$9,070 – \$10,364 (median \$9,537, n=5)	above the middle half
heat pump · 2.5 ton · Mid (16–18 SEER2)	\$12,880	\$12,295 – \$13,888 (median \$12,990, n=6)	within the middle half
heat pump · 2.5 ton · Standard (≤ 15.9 SEER2)	\$8,643	\$10,000 – \$12,050 (median \$11,730, n=9)	below the middle half

4. What this report does not do

It does not tell you what to charge. It does not share your numbers with anyone. It does not replace your software; it is a one-time snapshot you can carry into whatever you already use (Housecall Pro, Jobber, a spreadsheet, paper).

5. How to get yours

Send 20–30 of your past replacement quotes (PDF, photo, or screenshot) with customer names and addresses blacked out. You get this report within 48 hours. The only thing we ask in return is a 15-minute call afterward to tell us whether it was useful. Data is deleted on request within 30 days.

Nimbusware · quoting tools for HVAC shops · one engine live with a contractor in Toronto since 2026.