

7 Free Contractor Estimate Templates (2026)

Free contractor estimate templates you can copy, paste, and customize for HVAC, roofing, plumbing, landscaping, and electrical jobs. Includes line-item examples, email scripts, and how to upgrade to AI quoting.

What is a contractor estimate template?

A contractor estimate template is a repeatable layout for your quotes: customer info, scope of work, materials, labor, payment options, and terms. Instead of rewriting every estimate from scratch, you plug in line items, pricing, and notes -- the structure stays the same.

- Keeps every estimate consistent and professional (no more "fridge math" on a napkin).
- Makes it easy to show good / better / best options and monthly payments.
- Sets you up to automate quoting later with tools like AI contractor automation.

Use these templates as a starting point -- then layer on your own branding, exclusions, and state-specific language your attorney or association recommends.

General contractor estimate template (copy/paste)

You can paste this contractor estimate template into Google Docs, Word, or your current CRM. In BuildFolio, the AI Quote feature handles sections like scope, line items, and monthly payments for you.

Contractor estimate templates by trade

These trade-specific contractor estimate templates follow the same structure but use language homeowners expect to see for each type of work.

How to write a contractor estimate that actually closes

Email & SMS scripts to send your estimate

Pair your contractor estimate template with simple, direct messages:

Email script

SMS script

In BuildFolio, these live as templates inside SMS automation. You can trigger them automatically when an estimate is created or changed.

From contractor estimate templates to AI quotes

FAQ: contractor estimate templates

Turn contractor estimate templates into fast, phone-friendly quotes.

Start free with lead capture + financing. Upgrade to Pro when you're ready for AI quoting and SMS follow-ups.

Stop Guessing Your Margins

Quote Smarter. Close Faster. Keep More.

Try BuildFolio free at build-folio.com

Free / \$39 per month Pro