MARLOWE & FINCH
KITCHEN & BATH

Pricing review · Builder copy
The Oak Kitchen · Estimate R04 · 23 October 2026
Marlowe & Finch · Concord, Massachusetts

Trade cost plan & selling price

BUILDER COPY, NOT FOR YOUR CLIENT

The Oak Kitchen · Illustrative base estimate only · R04 crown, mantel, premium finishes and service relocation are unpriced

ITEM	LINE	QUANTITY & PRICING BASIS	DIRECT COST	MARKUP	MARGIN $	CLIENT PRICE
General Conditions			**$4,030.00**		**$770.00**	**$4,800.00**
GC-1	Project Management & Supervision	Project lead on site ~6 weeks; ordering, scheduling, inspections, punch list	$1,600.00	25%	$400.00	$2,000.00
GC-2	Building Permit & Inspections (allowance)	Town building-permit fee; provisional allowance passed through at cost	$950.00	0%	$0.00	$950.00
GC-3	Protection & Dust Control	Zip wall + door, floor board, register seals, negative-air fan; daily upkeep	$840.00	25%	$210.00	$1,050.00
GC-4	Dumpster (1) - 15 Yard	(1) 15-yard container, one pull, local hauler	$640.00	25%	$160.00	$800.00
Demolition			**$2,700.00**		**$675.00**	**$3,375.00**
DM-1	Kitchen Demolition - Cabinets, Tops & Appliances	2-person crew ~3 days; base removed and stored; appliance recycling fee	$1,800.00	25%	$450.00	$2,250.00
DM-2	Flooring Removal to the Subfloor	~270 SF; 2-person crew ~1 day	$900.00	25%	$225.00	$1,125.00
Plumbing			**$3,000.00**		**$750.00**	**$3,750.00**
PL-1	Plumbing Rough-In - Sink & Dishwasher	Base service-wall plumbing only; new left-wall sink relocation is unpriced	$1,800.00	25%	$450.00	$2,250.00
PL-2	Faucet, Drain & Dishwasher Connections	Licensed plumber: fixture trim-out, dishwasher hookup, compatible parts and testing	$1,200.00	25%	$300.00	$1,500.00
Electrical			**$4,800.00**		**$1,200.00**	**$6,000.00**
EL-1	Electrical Rough-In & Kitchen Circuits	Licensed electrician: verify existing capacity, circuits, devices, protection, permit and testing	$2,400.00	25%	$600.00	$3,000.00
EL-2	Kitchen Lighting & Switching	Base counts: 6 recessed lights, 2 pendant positions; R04 routes and lantern fittings unquoted	$1,400.00	25%	$350.00	$1,750.00
EL-3	Device Trim-Out & Appliance Connections	Device trim-out, 2 pendant connections, owner-supplied appliance connections and testing	$1,000.00	25%	$250.00	$1,250.00

Trade cost plan & selling price, continued

BUILDER COPY, NOT FOR YOUR CLIENT

The Oak Kitchen · Illustrative base estimate only · R04 crown, mantel, premium finishes and service relocation are unpriced

ITEM	LINE	QUANTITY & PRICING BASIS	DIRECT COST	MARKUP	MARGIN $	CLIENT PRICE
HVAC & Ventilation			**$1,000.00**		**$250.00**	**$1,250.00**
HV-1	Range Hood Mounting & Ducting (allowance)	Base hood installation allowance; R04 range position, duct route and mantel need new quotes	$1,000.00	25%	$250.00	$1,250.00
Insulation & Drywall			**$900.00**		**$225.00**	**$1,125.00**
DW-1	Drywall Patching & Wall Prep	Provisional trade-access patches, insulation restoration and surface preparation	$900.00	25%	$225.00	$1,125.00
Kitchen Cabinets, Countertops & Tile			**$27,850.00**		**$7,175.00**	**$35,025.00**
KC-1	Kitchen Cabinets: Supply (allowance)	Third-party cabinet-supply allowance; dealer quote, layout and exact quantities pending	$14,500.00	25%	$3,625.00	$18,125.00
KC-2	Kitchen Cabinet Installation	Contractor installation budget; scope confirmed against the independent supplier package	$3,500.00	30%	$1,050.00	$4,550.00
KC-3	Cabinet Hardware Installation	Contractor hardware-installation budget; final handle count and product schedule pending	$750.00	30%	$225.00	$975.00
KC-4	Quartz Countertops - Fabricate & Install (allowance)	Provisional installed fabricator allowance; site template, slab yield and final product pending	$6,800.00	25%	$1,700.00	$8,500.00
KC-5	Backsplash Tile & Setting (allowance)	~18 SF + waste; tile, setting materials and labor	$2,300.00	25%	$575.00	$2,875.00
Flooring & Finish Carpentry			**$6,600.00**		**$1,675.00**	**$8,275.00**
FL-1	Kitchen Flooring: Supply (allowance)	~300 SF engineered oak + underlayment, adhesive, reducer; supplier budget	$4,500.00	25%	$1,125.00	$5,625.00
FL-2	Kitchen Flooring Installation	~270 SF engineered oak, nail- or glue-down; 2-person crew ~2 days	$1,600.00	25%	$400.00	$2,000.00
FL-3	Baseboard & Shoe Molding	30 LF provisional base trim only; layered crown molding is not priced	$500.00	30%	$150.00	$650.00

Trade cost plan & selling price, continued

BUILDER COPY, NOT FOR YOUR CLIENT

The Oak Kitchen · Illustrative base estimate only · R04 crown, mantel, premium finishes and service relocation are unpriced

ITEM	LINE	QUANTITY & PRICING BASIS	DIRECT COST	MARKUP	MARGIN $	CLIENT PRICE
Painting			**$1,400.00**		**$350.00**	**$1,750.00**
PT-1	Kitchen Painting	Ceiling ~270 SF + walls ~360 SF + trim, base and shoe; primer + 2 coats	$1,400.00	25%	$350.00	$1,750.00
Fixtures & Final Cleaning			**$2,720.00**		**$680.00**	**$3,400.00**
FC-1	Fixtures & Lighting: Supply (allowance)	Base sink, faucet and 2 pendant allowance; R04 lantern pair and premium finish uplift unpriced	$2,200.00	25%	$550.00	$2,750.00
FC-2	Final Construction Cleaning	2-person crew ~1 day	$520.00	25%	$130.00	$650.00
	Direct project cost		**$55,000.00**	25%	**$13,750.00**	**$68,750.00**
	Planning contingency, 5% of direct cost		$2,750.00	25%	$687.50	$3,437.50
Total cost basis & client price			**$57,750.00**	25%	**$14,437.50** 20% margin	**$72,187.50**

Markup: $14,437.50 / $57,750.00 = 25%. Gross margin: $14,437.50 / $72,187.50 = 20%. Gross margin is not net profit. Trade, supplier and allowance lines are priced at cost x 1.25 (25%); self-performed carpentry (KC-2, KC-3, FL-3) at cost x 1.30 (30%); the building permit (GC-2) is passed through at cost (0%) and any unused balance is credited to the client. Amounts are illustrative all-in planning bases; actual tax and trade inclusions require confirmation. The client proposal shows client prices only.

Open pricing & scope decisions

BUILDER COPY, NOT FOR YOUR CLIENT

The Oak Kitchen · Estimator handoff · Resolve these items before final pricing

OPEN ITEM	SCOPE OWNER	ACTION TO CLOSE	PRICE & RELEASE EFFECT
Field dimensions & existing conditions	Contractor	Measure room, openings, services and floor conditions.	Revise quantities and any affected scope; no field survey completed.
Independent supplier package	Contractor / dealer	Obtain a measured supplier layout and complete written supply quotation; Plan & Price does not sell cabinets.	Replace the $14,500.00 cost allowance (KC-1) with complete written pricing.
Quartz fabrication	Fabricator	Obtain a site template and confirm slabs, waste, seams, cutouts, support and installation.	Confirm the $6,800.00 cost allowance (KC-4); do not order from net area alone.
Appliances & ventilation	Client / trades	Confirm owner-supplied refrigerator, range, dishwasher and hood models, and the hood duct route on site.	Range fuel sets EL-1 and any gas work; true the HV-1 hood allowance once the duct route is confirmed (qualified trades confirm ventilation requirements).
Electrical & plumbing	Licensed trades	Quote the left-wall sink relocation, revised range/hood route and lantern positions.	PL-1, EL and HV bases do not price the R04 moves. Obtain written quotes and revise the coordinated estimate.
Finishes & fixtures	Client / estimator	Reconcile selections to the tile, flooring and fixture allowances.	KC-4 and KC-5 include labor; verify any change to installation scope. FL-1 is material only. Confirm quantities, delivered prices and companion parts.
Crown, mantel & premium finishes	Contractor / suppliers	Measure layered crown, define the mantel surround and quote premium finish, slab and lantern choices.	R04 upgrades are not priced. Add complete supply, installation and finishing scope; the base reserve is not their budget.

Avoid duplicate charges

Cabinet supply (KC-1) and installation (KC-2, KC-3) are separate; pulls are supplied in KC-1. Flooring material (FL-1) and installation (FL-2) are separate. Fixture supply is in FC-1; the sink is set in KC-2 and connected in PL-2, the pendants hung in EL-3. Quartz (KC-4) and tile (KC-5) include their labor. The hood is hung and ducted in HV-1, powered in EL-1. Trade permits sit in PL-1 and EL-1; only the building permit is in GC-2. New prices replace the allowance, not added on top.

Release condition

For a real project: reconcile drawings, written trade and supplier pricing, selections, exclusions and the client selling price together. This fictional example is not ready for procurement or construction.