

# How a Painting Contractor Determines the Cost of Painting a Room

You may be considering the possibility of hiring a professional painter for your next painting project. But when you get a few quotes from different painters you wonder how they came up with that price. Why are they all different?

The cost of painting a room varies between painting contractors. There is really no universal price rate. Each painting company charges differently according to several important factors.

**Overhead** – Every company has ongoing operating costs for their business such as:

- Employee salaries – Many painting companies have staff that they pay a salary to on weekly basis – office manager, secretary, job site overseer, painters, etc
- Office expenses – When running an office the expenses can add up – paper, printer ink, envelopes, etc
- Advertising - Online advertising has become very popular. Most companies have a website and there are fees that go along with that. There is also local advertising in newspapers, magazine, circulars, and even phone books.
- Vehicle expenses – Auto insurance, upkeep & repairs.
- Business Insurance – Most businesses pay monthly for insurance that protects their company in case of emergency. Larger businesses with have to pay more money because they have more liability.
- Licenses – Each state has different laws when it comes to licenses. If a license is required there is usually a yearly fee.
- Travel expense – Gas, tolls, mileage.

So, as you can see, there is a lot that has to be figured in when it comes to overhead expenses. Some larger companies have more overhead, so their price quotes may be higher. It really depends. The best option is to get 4 or 5 different quotes from both large and small companies.

**Time & Rate** – A painter figures how much time they think the job will take to do from start to finish. They may have an hourly rate in mind and tally the time with the rate and come up with a price for the time. Some painters use a daily rate instead. If companies use several employees for the job, they will figure that into the time and rate as well. This is the main area where every company differs.

**Hourly Rate**– A painting contractor may determine the cost of painting a room by an hourly rate. This is rare though. Most painters give one flat rate quote for the entire job. A smaller one man run business may find it easier to work by the hour in order to keep track of their time. They may not have as many expenses.

**Square Footage** – Some painters have price rates according to the square footage. If that is the case, be sure to ask how many coats of paint are included in that price.

**Materials** – Each job will require a variety of different materials according to the work that needs to be done. If there is an extensive amount of prep work needed than more supplies will be needed such as tape, putty, sandpaper, primer, and on and on... This can add up.



**Taxes** – Each state also has their own sales tax laws. In the states that require payment of sales tax you will see that charge on your bill as well in addition to the final price. So be sure to keep that in mind when getting price quotes.

**Profit** – This is usually a percentage according to how much the business owner would like to make for their business to cover extra costs and build on company assets. Nowadays with the economy, many painting contractors are making a very small amount of profit for their businesses. The price of paint has gone up drastically in the past several years, but yet painters are having to reduce their prices to accommodate their clients. Many painters are reducing their profit percentage and losing money. The best bit of advice for anyone looking to hire a professional painting contractor is to get a few price quotes and ask questions.

Here are a few questions that you can ask which may help you to choose the right painter for your home.

- How long have they been in business?
- Do they have the proper licensing and insurance?
- Can they provide a list of references?
- What type of prep work do they do?
- Can they make material recommendations?

Going with a painting contractor that has the lowest price is not always the best choice. Make sure they have the skill and experience needed to meet your needs. Don't put your focus on HOW the painting contractor determines the cost of painting a room. What you need to worry about is choosing a painter who is a hard worker, honest, reliable, and does a good job.