Your HVAC quotes, explained.

SAMPLE REPORT | Fictional homeowner and contractor quotes | October 2026

Project: Replace an aging central air conditioner and gas furnace in a hypothetical 2,200 sq. ft. Utah home. Existing ducts are assumed to remain unless a quote explicitly includes changes.

Important: All contractor names, prices, equipment specifications and quote language in this demonstration are invented to illustrate the comparison process. No actual contractor has been evaluated. This is not a local price survey, an engineering assessment, or a recommendation to purchase equipment.

At-a-glance comparison

	Quote A: Alpine Comfort	Quote B: Wasatch Heating	Quote C: Summit Home Air
Quoted total	$11,800	$14,600	$17,900
AC / heat pump	2-stage 3-ton AC; 16 SEER2 (claimed)	Variable-speed 3-ton heat pump; 17 SEER2 (claimed)	Variable-speed 3-ton AC; 18 SEER2 (claimed)
Heating	Single-stage 80% AFUE gas furnace	2-stage 96% AFUE gas furnace, dual fuel	Modulating 98% AFUE gas furnace
Labor warranty	1 year	2 years	5 years
Permit stated?	Not mentioned	Included	Included
Duct assessment?	Not mentioned	Static pressure test included	Visual inspection only

Preliminary conclusion: Quote B provides the clearest written installation scope in this fictional example. It is **not automatically the best value**: its heat-pump configuration, electrical requirements, sizing and operating costs need confirmation. Quote A has the lowest initial price but leaves important scope questions unanswered. Quote C includes premium equipment and a longer labor warranty, but the added cost needs to be justified by documented benefits.

Price differences

Comparison	Difference
B versus A	$2,800 higher (23.7%)
C versus B	$3,300 higher (22.6%)
C versus A	$6,100 higher (51.7%)

Different equipment types and installation scopes mean these are **not** apples-to-apples bids. Price alone cannot establish whether any proposal is fair.

What each quote actually includes

Quote A - Alpine Comfort | $11,800

Invented proposal excerpt: Remove existing AC and furnace; install 3-ton two-stage AC and 80% AFUE single-stage gas furnace; reconnect to existing ducts and thermostat; manufacturer parts warranty subject to registration; one-year labor warranty.

Clarify before signing: Permit and inspection, Manual J load calculation, coil and refrigerant-line compatibility, condensate management, thermostat compatibility, disposal, duct condition, start-up commissioning and exact model numbers.

Quote B - Wasatch Heating | $14,600

Invented proposal excerpt: Replace AC with 3-ton variable-speed heat pump and 96% AFUE two-stage gas furnace; include thermostat, permit, disposal, new pad, line-set evaluation, condensate safety switch, static-pressure test and documented start-up; two-year labor warranty.

Clarify before signing: Exact model numbers and AHRI matched-system certificate; dual-fuel changeover settings; whether electrical upgrades are included or excluded; Manual J sizing; whether existing ductwork can support design airflow; rebate assumptions.

Quote C - Summit Home Air | $17,900

Invented proposal excerpt: Install 3-ton variable-speed AC and 98% AFUE modulating furnace; smart thermostat, permit, disposal, new filter cabinet, visual duct inspection and five-year labor warranty.

Clarify before signing: Is the five-year labor warranty backed by contractor or third party, and what exclusions apply? Is venting/condensate work included? Does premium equipment justify the additional price for this home? Confirm commissioning deliverables and exact models.

Scope comparison: stated vs missing

Decision item	A	B	C
Permit / inspection	Not stated	Included	Included
Manual J sizing	Not stated	Not stated	Not stated
Airflow / duct testing	Not stated	Static-pressure test	Visual only
Electrical upgrade	Not stated	Clarify exclusion	Not stated
Exact model numbers	Not stated	Not stated	Not stated
Start-up verification	Not stated	Documented	Not stated
Labor warranty	1 year	2 years	5 years

“Not stated” means the fictional written quote does not specify the item. It does **not** establish that the contractor will omit it. Ask for written clarification.

Decision guide

Seven questions to send all three contractors

1. What are the exact outdoor unit, indoor coil, furnace, and thermostat model numbers, and can you provide the matched-system efficiency documentation?

2. Will you provide a room-by-room Manual J load calculation, and how was the proposed 3-ton size selected?

3. Are permits, required inspections, removal, disposal, electrical modifications, venting and condensate work included? Please itemize exclusions.

4. Will you measure duct static pressure and verify delivered airflow? What happens if existing ducts are inadequate?

5. What commissioning tests will be performed, and will I receive written results?

6. What are the parts, labor and workmanship warranty terms, registration requirements, exclusions, and service-response arrangements?

7. What are the payment milestones, anticipated installation date, change-order process, and final all-in price before any rebates?

Practical recommendation for this sample

Do not select a winner yet. Request the same missing details from all bidders, then compare verified model numbers, sizing, complete installation scope, warranty terms and total cost. Quote B is the best documented starting point in this fictional set; it is not a technical endorsement of a heat pump or a finding that B is the lowest lifetime-cost option.

What this report cannot establish

This sample does not verify load calculations, installation quality, contractor licensing, rebate eligibility, real equipment performance, energy savings, local market pricing, or the condition of the home. An independent qualified HVAC professional may be needed for design or safety concerns. Do not upload sensitive personal or payment information in a quote document.

Your next step

Ask each contractor to answer the seven questions in writing. Use the answers to update the comparison before accepting a proposal. Keep the final contract, model numbers, permits, warranties and commissioning documentation together.