

2026 Solo Operator Pricing Rate Card & Multiplier Matrix

2026 EXTERIOR PRESSURE & SOFT WASH FORMULA

VERIFIED IN QUOTENEST ENGINE V1.12.1

Final Quote = Round(Max(\$99 Floor, \$45 Setup + (Area/LinFt × Unit Rate × Elevation Factor) + Add-Ons))

Calibrated for solo 4–8 GPM rigs targeting \$95–\$175/hr net production after SH, surfactant, and fuel.

1. VERIFIED 2026 BASE UNIT RATES & BENCHMARKS

US SOLO OPERATOR STANDARD

SERVICE / BENCHMARK LINE ITEM	PRICING METRIC	2026 VERIFIED RATE	FIELD SCOPE NOTE
House Siding Soft Wash (1–1.5% SH Mix)	Heated Living Sq Ft	\$0.16 / sq ft	1-Story base (\$0.20/sqft at 2-Story • 2,000 sqft = \$445)
Concrete Driveway & Sidewalk Flatwork	Surface Sq Ft	\$0.18 / sq ft	Rotary surface clean + SH post-treat (600 sqft 2-car = \$153)
Paver Patio / Composite Deck / Pool Deck	Surface Sq Ft	\$0.20 / sq ft	Controlled pressure + joint protection (500 sqft = \$145)
Commercial Storefront & Entry Walkway	Surface Sq Ft	\$0.22 / sq ft	Gum/traffic lane degreasing & rinse (1,000 sqft = \$265)
House Soft Wash + Driveway Combo Bundle	Combined Sq Ft	\$0.24 / sq ft	Single-trip package (2,400 sqft 2-Story bundle = \$765)
Asphalt / Tile Roof Soft Wash (3–4% SH)	Roof Sq Ft	\$0.26 / sq ft	Zero-pressure algaecide (\$0.39/sqft steep • 2,000 sqft = \$695+)
Gutter Debris Flush & Downspout Clear	Linear Feet	\$1.05 / lin ft	Roofline perimeter (160 lin ft 2-Story home = \$255)
Wood or Vinyl Privacy Fence Restoration	Linear Feet	\$1.15 / lin ft	Single side base (150 lin ft 6ft fence = \$235 + \$50 both sides)

2. ELEVATION, HEIGHT & TERRAIN MULTIPLIERS

APPLIED TO BASE PRODUCTION SUBTOTAL

1-Story Structure / Flat Driveway / 4ft Fence Ground-level wand reach, zero ladder staging, level drainage	1.00x	6ft Privacy Fence Standard Run Full vertical board soft wash & post detailing	1.10x
Sloped Driveway / Retaining Grade Up-hill rotary surface control & runoff containment	1.15x	2-Story Home / Building Exterior High-reach J-rod shooter tips, ladder stabilization & extra dwell	1.25x
8ft Privacy Fence / Multi-Level Steps & Curbs Extended vertical reach or detailed step-riser & curb edging	1.25x	3-Story+ Structure / Steep Roof Pitch Dedicated 12V proportioner pump, safety harness & spotter	1.50x

3. HIGH-MARGIN LINE-ITEM ADD-ON MENU

FLAT FEE PER LINE ITEM

Under-Guard Gutter Silt Flush	+\$40	Alkaline Oil & Grease Stain Degreaser	+\$45
Efflorescence & Calcite Salt Wash	+\$50	Both Sides Perimeter Fence Wash	+\$50
Oxalic Acid Rust & Battery Neutralizer	+\$55	Heavy Moss & Lichen Chemical Dwell	+\$60
Gutter Face Tiger-Stripe Brightening	+\$65	Vinyl Siding UV Oxidation Restoration	+\$75

4. VERBATIM PROPOSAL DISCLAIMER (PREVENTS DRIVEWAY SCOPE CREEP)

"SCOPE PROTECTION CLAUSE: Concrete poured within the last 24 months is cleaned via low-pressure chemical soft wash only to protect the surface cream coat. Deep-soaked petroleum oil shadows and UV siding oxidation require dedicated chemical restoration line items."