



National Average Pricing for Lawn Care Services

Basic Lawn Care Services

- **Lawn Mowing:** \$30 to \$65 per session for a ¼ acre yard. For larger properties, mowing costs range from \$60 to \$150 per acre per session .
- **Weekly Lawn Care:** \$30 to \$65 per week for basic mowing or \$65 to \$100 per week for full-service maintenance .
- **Monthly Lawn Care:** \$90 to \$200 per month for basic services (2-3 mows) or \$200 to \$400 per month for full-service maintenance on a ¼ acre yard .
- **Annual Lawn Maintenance:** \$900 to \$4,000 per year for a ¼ acre yard, depending on the services included .

Specialized Lawn Care Services

- **Aeration:** \$75 to \$225 per service. Aeration helps to reduce soil compaction and improve air, water, and nutrient penetration .
- **Dethatching:** \$160 to \$225 per service. Dethatching removes the thatch layer to improve nutrient absorption .
- **Seeding/Overseeding:** \$680 to \$1,815, depending on the size of the lawn and type of seed used .
- **Leaf Removal:** \$155 to \$460 per service, depending on yard size and amount of debris .
- **Winterization:** Around \$393 to prepare your lawn for winter .

Fertilization Services

- **Lawn Fertilization:** \$120 to \$480 per treatment. Fertilization provides essential nutrients for grass growth and health .
- **Weed Control:** \$65 to \$170 per session. Weed control prevents unwanted plants from competing with your grass for nutrients .
- **Pest Control:** Around \$100 per treatment to manage pests that can damage your lawn .

Material Cost Plus Margin Pricing

To price lawn care services based on material cost plus margin, use the following formula:

Total Job Cost = (Labor Hours x Hourly Labor Cost) + Overhead Cost per Job + Equipment Cost per Job + Taxes + Profit Margin

- **Hourly Labor Cost:** \$40 to \$80 per hour .
- **Profit Margin:** Typically ranges from 10% to 20% depending on your business goals and market competition .

For example, if a job takes 2 hours of labor at \$50 per hour, with \$20 in overhead costs, \$30 in equipment costs, and a desired profit margin of 15%, the calculation would be:

Total Job Cost = (2 x \$50) + \$20 + \$30 + (15% of \$150) = \$150 + \$22.50 = \$172.50

This approach ensures all costs are covered while providing room for profit, maintaining a sustainable business model.

By understanding these average costs and pricing strategies, you can effectively price your lawn care services and communicate clear and competitive rates to your customers