



Commercial Cleaning Pricing Guide

Developing an effective pricing strategy for commercial cleaning services requires understanding industry standards, service types, and various pricing methodologies. This comprehensive guide provides benchmark rates and pricing approaches to help you establish competitive and profitable rates for your cleaning business.

Four Pricing Methodologies for Commercial Cleaning

1. Hourly Rate Pricing

Charging by the hour works well when the job scope is uncertain or when you're establishing your business. This method provides flexibility for unpredictable situations and protects you from underestimating complex jobs. However, keep in mind that faster completion doesn't necessarily increase earnings, and some clients may need reassurance that your rate reflects quality and expertise, not just time spent on-site.

2. Flat Rate Pricing

A flat fee structure gives clients budget certainty and eliminates ongoing negotiations. This approach is ideal for experienced cleaners who can accurately assess job requirements. The primary advantage is that efficient work allows you to maximize profit. The key challenge is ensuring you don't underestimate the scope, which could result in reduced profitability or lost time.

3. Per-Room Pricing

Room-based pricing assigns a specific rate to each space based on its cleaning requirements. Calculate your total by counting all rooms and applying the appropriate rate to each. For example: bathrooms typically command higher rates due to sanitization needs, while standard offices may cost less. This method simplifies estimates since clients don't need to know exact square footage, and it avoids complications associated with hourly billing.

4. Square Footage Pricing

Pricing per square foot considers both the size of the space and the type of surfaces being cleaned. Larger facilities generally have lower per-square-foot rates due to economies of scale, while areas requiring specialized attention (kitchens, medical spaces, or bathrooms) justify higher rates. For

instance, you might charge \$0.10/sq ft for a large office building but \$0.25/sq ft for a medical facility requiring enhanced sanitization protocols.

Pricing by Service Type

Below are current market rates for various commercial cleaning services across the United States:

Standard Commercial Services

Service Type	Hourly Rate (Per Cleaner)	Room Rate	Sq Ft Rate
Office Cleaning	\$20 - \$80	\$50 - \$150	\$0.10 - \$0.40
Janitorial Services	\$20 - \$80	\$50 - \$150	\$0.10 - \$0.40
Medical Office Cleaning	\$50 - \$150	\$75 - \$150	\$0.25 - \$0.35
Commercial Kitchen	\$50 - \$80	Varies	\$0.15 - \$0.30

Office Cleaning Services

Standard office cleaning encompasses common areas, individual workspaces, restrooms, break rooms, and reception areas. Tasks include floor maintenance, dusting, surface cleaning, and waste removal. Typical pricing ranges: \$20-\$80 per hour per cleaner, \$150-\$1,500 as a flat rate depending on facility size, \$50-\$150 per room, or \$0.10-\$0.40 per square foot with higher rates for intensive areas like restrooms.

Janitorial Services

Janitorial work focuses on large-scale facilities such as schools, hospitals, and corporate buildings. Services include floor care, corridor maintenance, waste management, supply restocking, and general facility upkeep. Because janitorial contracts typically involve recurring service schedules, pricing is often structured around square footage and service frequency. Rates mirror office cleaning: \$20-\$80/hour per cleaner, \$150-\$1,500+ flat rate, \$50-\$150 per room, or \$0.10-\$0.40/sq ft.

Medical Office Cleaning

Medical facility cleaning represents a premium service category requiring specialized sanitization and disinfection protocols beyond standard cleaning. The heightened responsibility and expertise justify higher rates: \$50-\$150 per hour, \$200-\$1,500+ flat rate based on facility size, \$0.25-\$0.35 per square foot, or \$75-\$150 per room depending on space type (exam rooms versus waiting areas).

Commercial Kitchen Cleaning

Restaurants, hotels, convention centers, and similar facilities require specialized kitchen cleaning services. This involves sanitizing food preparation surfaces, deep-cleaning cooking equipment, removing grease buildup, and maintaining floor hygiene. Expected rates: \$50-\$80 per hour per cleaner, \$200-\$500+ flat rate depending on kitchen size and condition, or \$0.15-\$0.30 per square foot.

Specialty and Add-On Services

Enhance your service offerings and revenue by providing specialized cleaning solutions. These can be bundled with standard contracts or offered as standalone services:

Specialty Service	Pricing
Sanitization & Odor Removal	\$75 - \$100/hour
Furniture & Upholstery Cleaning	\$100/hour
Ceiling & Wall Cleaning	\$0.50 - \$0.60/sq ft
Floor Stripping & Waxing	\$0.30 - \$0.50/sq ft
Floor Buffing & Burnishing	\$0.04 - \$0.12/sq ft
Tile Cleaning	\$0.12 - \$0.21/sq ft
Carpet Cleaning	\$0.08 - \$0.40/sq ft
Green Cleaning Supplies	\$5 - \$10 per job
Window & Blind Cleaning	\$2 - \$5 per window
Appliance Cleaning	\$10 - \$40 per appliance
Disaster Restoration	\$1,000 - \$4,000

Note: Many of these specialty services can be incorporated into your standard offerings or positioned as premium upsells to increase revenue and provide more comprehensive solutions for your clients.

IMPORTANT DISCLAIMER: All pricing information contained in this guide represents national averages and industry benchmarks compiled from multiple sources. These figures serve as general reference points only and should not be implemented without thorough analysis of your specific business situation. To determine appropriate pricing for your commercial cleaning operation, you must carefully evaluate your local market dynamics, competitive positioning, labor costs, equipment expenses, supply costs, insurance requirements, transportation expenses, overhead allocation, desired profit margins, and service quality standards. This baseline data is intended as a foundation for developing a customized pricing strategy aligned with your business model, geographic market, and operational capabilities.