

# Pricing Factor Cheat Sheet

A number of factors can contribute to a ductless system's price. The dollar signs below represent estimates for average cost impacts.

\$ = <\$100    \$\$ = \$100 – \$750    \$\$\$ = >\$750

BASIC INSTALLATION COSTS		
Contributing Factor	Cost	Note
Local requirements/codes	\$	Some jurisdictions require additional work and parts, such as seismic straps.
Taxes and permit fees	\$	Each state, municipality, and jurisdiction may have different taxes & permit fees that can add as much as 12% to the basic install cost.
Difficulty or complexity of installation	\$\$	Unstable environments, steep grading of surrounding soil, second story installations, and installations through asbestos siding or lead painted walls may all impact cost.
Efficiency rating	\$\$	In most cases, an HSPF (efficiency rating) of 9.0 or higher is enough to deliver heating and cooling efficiently. Systems with efficiencies at 11.0 or higher may have a higher upfront cost but offer lower operating costs.
Proximity of outdoor unit to indoor head	\$\$	A standard refrigerant line length is about 25 feet. If the distance exceeds that length or the lines must be run through attics or crawl spaces, costs may be higher.
Access to competitive bids	\$\$\$	Getting just a single bid or having access to only a single installer in your area may lead to a less competitive price.
Interior head type (wall, ceiling, etc.)	\$\$\$	Ductless heat pumps are most commonly installed with a high wall-mounted head. Low wall-mount and ceiling-mount options are also available but may cost more than high wall-mount heads.
Brand/Manufacturer	\$\$-\$\$\$	Some ductless brands have higher associated costs than others, particularly when additional features are included.
Electrical upgrades	\$\$-\$\$\$	In some homes, upgrading the electrical panel or wiring will be needed to safely provide the required power.
Size of system	\$\$-\$\$\$	West of the Cascade Range, if your home needs a system larger than 15,000 BTUs, costs will be above the average. East of the Cascade Range, the same can be said for systems larger than 18,000 BTUs.



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OPTIONAL FEATURES		
Contributing Factor	Cost	Note
<b>Pan heaters (for defrost)</b>	\$	In colder climates (typically east of the Cascade Range) or at high elevations, heaters keep your system from freezing up.
<b>Remote thermostat</b>	\$	Can improve occupant comfort by sensing the temperature in the whole room as opposed to at the indoor head's location.
<b>Service contract</b>	\$	Maintain the efficiency and extend the life of your system with regular maintenance visits from your installer.
<b>Surge protectors</b>	\$	If you live in an area with frequent power outages, this can protect your system from damage.
<b>App and cloud access</b>	\$\$	For people who want remote access to their system.
<b>Extended warranty</b>	\$\$	For people that expect to be in the home for 10+ years after installation.
<b>Occupancy sensors</b>	\$\$	Useful if you're away from your home for extended periods of time.
<b>Snow legs/wall mount</b>	\$\$	For locations with potential for > 3" of snow regularly or > 5" occasionally.
<b>Wall mounted controller</b>	\$\$	Option if you're supplementing an existing baseboard heating system.
<b>Cold climate model</b>	\$\$\$	This allows the system to maintain performance and operate efficiently at colder temperatures (east of the Cascade Range) or at higher elevations, or if the back-up heat in your primary living space does not work.

For more information about installing a ductless heating and cooling system, visit [ComfortReadyHome.com/Ductless-Heat-Pumps](https://www.comfortreadyhome.com/Ductless-Heat-Pumps)

