

# Refinished Furniture Pricing Guide



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# WELCOME

The following pages are the exact pricing guide I would provide to potential clients so they could clearly understand the refinishing process and pricing model used prior to contacting me, thus clearly setting the client's expectations ahead of time.

You may use this pricing guide and notes to develop your own pricing guide, with the understanding that I am not an attorney and this is not legal advice.

As you dive into the furniture painting and refinishing market **here are few key tips that I have learned over the years:**

- Only refinish furniture that you can move around in order to work on it.
- Money-maker pieces include: Dining tables, dressers, sideboards, pairs of nightstand and side tables, sets of wood dining chairs.
- If you are just starting out, price furniture on the low end of the estimates provided. As you perfect your technique and can work at a faster pace, you can increase prices.
- Set up a staging background to take quality photos of every finished piece. Use a photo editing software to brighten photos if necessary.
- Too many varied paints will result in lots of miscellaneous leftover paint and wasted money. Choose only one or two primary types of paint. To decide on the best types of paint to use on furniture, **[get my Painting Furniture ebook HERE.](#)**
- Choose a limited color pallet and primarily work within these colors to develop your own style and save money on paints.
- Be creative!

Thinking Creatively!

*Vicki*

## Our Pricing Structure

Estimates are provided here to give you an idea of what your custom furniture painting quote might look like – often still priced far below purchasing a new piece of furniture.

FURNITURE ITEM	PRICE ESTIMATE
Sideboard, Buffet, Long Dresser	\$300 - \$700
Tall Dresser	\$200 - \$400
Table: Side table	\$200 - \$300
Table: Console, Sofa, Coffee table	\$200 - \$300
Table: Kitchen table	\$300 - \$400
Table: Dining table	\$500 - \$900
Cedar Chest	\$200 - \$350
Bed (headboard, footboard, side rails)	\$250 - \$500
Headboard	\$250 - \$350
Desk: small to medium	\$200 - \$350
Wood Chair	\$100 - \$150
Mirror	\$100 - \$175

There is a minimum order of \$100 per piece. Pricing above includes **prep, regular primer, and a single color paint finish**. Additional supplies costs listed below. Add 10% to gross amount for additional techniques/finishes.

SUPPLIES	
Regular Primer: \$20	Included
BIN Primer or Clear Shellac: \$75*	Add \$75 + 10%
Paint: Enamel/Latex \$30-45; Milk \$40; or Chalk \$45	Included
Stain: \$15; Gel Stain \$30	Included
Glaze: \$20	Add \$20 + 10%
Clear Topcoat: \$35	Add \$35 + 10%

**EXAMPLE:** Navy blue painted sideboard with black glaze.  $\$500 + \$50 (10\%) + \$20 = \$570$

**EXAMPLE:** Set of 4 white painted wood chairs  $\$100 \times 6 = \$600 + \$60 (10\%) + \$75 = \$735$

\*Clear shellac or BIN primers must be used if the finished product will be white or similar light color or if the furniture crackles when paint is applied. Crackling may occur even after the furniture is washed with a degreasing solution due to the years of furniture polish build-up and is often unknown until the first layer of paint is applied. Due to the nature of this product, there is an uncharge to \$75 (no exceptions).

Estimates are for exterior finishing only. Interior refinishing can be quoted upon request.

## Hardware

Hardware is sourced or provided by the customer. We are happy to guide you on this purchase through a store or online supplier.

## Pick-up & Delivery

Entri Ways works locally in (your City), (your State). Customer is responsible for delivery and pick-up of furniture at times mutually agreed upon, unless otherwise discussed and quoted.

We require furniture to be picked up within 4 days of being notified to avoid unnecessary storage fees of \$25 per day that will be applied to your order. We are a busy studio with limited space and know you'll understand and also be excited to see your refinished piece. Any furniture not picked up within 14 days of notification will become the property of (your company) and deposit retained.

## Turnaround

Depending on the size and scope of the project and the number of projects we have in the queue, turnaround time can vary; but generally runs at 2 weeks.

## Our Right of Refusal

We will not paint furniture of high collectible value in its current state, nor are we estimators. You determine your furniture's value and guide us on the refinishing or painting for which you are retaining our services.

Extra large, oversized pieces such as hutches, large armoires, and bookcases are not a fit for our studio and in most cases will not be accepted. We will not paint cribs.

If your furniture holds sentimental value, you must be aware that there is a risk, although rare, of damage or a piece not accepting paint/stain. We make every effort to satisfy and offer advisable finishes – but with every creation, there is risk that you'll need to accept.

Our studio is unable to strip paint or work with lead paint. If a furniture piece is already painted and the paint finish is in good condition (no heavy chipping or peeling that may leave bumps on a newly painted surface), we will discuss the refinishing options to employ. This may include painting over the existing finish.

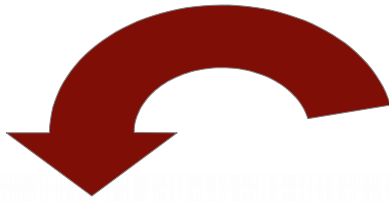
## Getting Started

A \$100 nonrefundable deposit is required before work begins. This is put toward the purchase of supplies and will be applied to your final order. Remaining balance is due upon pick-up of completed furniture and can be made in cash or online via PayPal. A signed **Statement of Work** and **Hold Harmless Agreement** is required on all projects.

We look forward to your project and transforming your special piece into a treasured, functional piece of furniture for your home.

To get started, email us at: (email address)

Now that you know *how* to price your refinished furniture, choose the right paint and supplies to use for your furniture refinishing projects. These resources will help...



Click the images to get these resources



*Painting Furniture: Choosing the right paint for your furniture refinishing project and techniques that result in a professional finish*



25+ Furniture Refinishing Supplies