Comparing Furnace Quotes: A Homeowner's Checklist

How to compare quotes apples to apples before you sign

Before You Call for Quotes

1. **Note your furnace's approximate age**
   Contractors will ask, and it helps frame whether you are planning ahead or dealing with an urgent failure.
2. **List anything unusual about your ductwork**
   Uneven heating, rooms that never quite reach temperature, or recent renovations are all worth mentioning up front.
3. **Decide what you actually want included**
   A new thermostat, a humidifier tie-in, or upgraded filtration are common add-ons worth deciding on ahead of the visit.

What Every Quote Should State Clearly

1. **The furnace size and efficiency tier**
   Ask how the size was determined, not just what model is being recommended.
2. **Whether existing ductwork was inspected**
   A quote that assumes your ductwork is fine without looking at it is worth a follow-up question.
3. **What is included versus optional**
   Thermostats, humidifiers, and permit fees should be broken out, not bundled silently into one total.
4. **The warranty terms in writing**
   Ask what is covered on parts versus labour, and for how long, in the written quote itself.

Questions to Ask Before You Sign

1. **How was my home's heating load calculated?**
   A specific answer beats a vague one.
2. **What happens if the ductwork needs more work than expected?**
   Ask how that would be communicated and handled before work starts.
3. **Are there rebates or financing I should ask about?**
   Confirm eligibility directly with the program rather than assuming.

Compare scope first, price second, and get everything in writing.

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