

# QUOTE REVIEW

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An informational review of the quotes you supplied. Not a load calculation and not an engineering report.

*412 Pecan Street*

## What this is, and what it is not

This report compares the quotes you entered and points at the questions worth asking. It is informational. It is NOT a load calculation, NOT an ACCA Manual J, NOT an engineering report, and NOT something a permit office will accept. It does not tell you what size system to buy or which contractor to hire — it tells you what your own quotes say when you line them up, and where they are silent.

## Your quotes, side by side

| Quote | Contractor           | Total    | Capacity | \$/ton  | Efficiency           | Warranty                  |
|-------|----------------------|----------|----------|---------|----------------------|---------------------------|
| #1    | Lone Star Air & Heat | \$9,800  | 3 tons   | \$3,267 | SEER2 14.3 / AFUE 80 | 10 years parts            |
| #2    | Bluebonnet Comfort   | \$14,700 | 3 tons   | \$4,900 | SEER2 13.9 / AFUE 80 | [YOU TO CONFIRM]          |
| #3    | Hill Country HVAC    | \$11,250 | 3 tons   | \$3,750 | SEER2 16.0 / AFUE 96 | 10 years parts and labour |

Spread: \$4,900 between quote #1 at \$9,800 and quote #2 at \$14,700 — the high quote is 50.00% above the low one.

## Square feet per ton — context, not a test

Two figures from the US Department of Energy's consumer guide, quoted because homeowners always ask: DOE says the common estimate of one ton per 400 to 500 square feet "fails to take into account local climate and the efficiency of a house", and that one ton can condition 800 to 1,000 square feet of a very efficient house. That second figure is an EXAMPLE of an efficient house, not the top of an acceptable range.

- Quote #1 works out to 666.67 square feet per ton.
- Quote #2 works out to 666.67 square feet per ton.
- Quote #3 works out to 666.67 square feet per ton.

Neither of those figures tells you whether any of your quotes is the right size, and neither do the numbers above. A ratio inside them is not reassurance and a ratio outside them is not a problem — houses differ by far more than that. Only a load calculation answers the question. This section exists so you have the numbers when you ask.

## Federal minimum efficiency

Equipment installed new has to meet a federal minimum. The floor depends on the product class — a packaged heat pump and a split heat pump have different ones — on the capacity, and for air

conditioners since 2023 on the region (10 CFR 430.32). We check each quote against the floor for the class YOU selected on that row. Where a row's class is not one we hold a figure for, we apply no floor rather than risk telling you a contractor is below one they are not. We check SEER2, AFUE and HSPF2 only — the southwestern states also carry a separate EER2 requirement that we do not collect or check. A figure below the minimum is usually a typo on the quote — either way it is worth one question.

- Quote #2 states SEER2 13.9, below the 14.3 minimum that applies where you are.

## What to look at

- You told us no load calculation was done. Sizing therefore rests on something else — commonly the size of the existing system, or a square-footage estimate. DOE says that is what produces oversized systems, and that ACCA Manual J is how equipment should be sized.
- At least one quote states an efficiency below the federal minimum for the product class and region you selected for that row. Most often this is a transcription error on the quote or on your entry; occasionally it is equipment that cannot lawfully be installed new.
- Your quotes are far apart on price. A wide spread is not proof of overcharging — quotes often differ because they include different work — but it does mean they are not describing the same job, and it is worth finding out which parts differ.
- At least one quote does not name the equipment. Without a brand and model number you cannot check the efficiency rating, the warranty, or whether what gets installed is what you agreed to buy.
- At least one quote does not state a warranty. Parts-only for five years and parts-and-labour for ten are very different products at the same headline price.
- At least one quote does not say whether a permit is included. Replacement usually requires one, and an unpermitted install can surface later at resale or on an insurance claim.
- You reported at least one pressure tactic. Deadlines that expire the same day, large up-front deposits and being discouraged from getting other quotes are sales techniques, not facts about the equipment.

## What this review could not see

Everything here comes from what you entered. We did not see your house, your ductwork, your electrical panel, your insulation or your existing equipment, and we did not read the quotes themselves. A contractor who looked at all of that may have good reasons for choices this report flags. The point of a flag is to give you a question, not a verdict.

## What we did not check

The southwestern states carry an EER2 requirement in addition to SEER2, and we do not collect EER2. We do not check refrigerant type, duct sizing, electrical capacity, installation quality, licensing, insurance or bonding, and we do not verify that the figures you entered match the quotes you hold. Nothing here is a statement that a quote is complete or compliant — only that the specific things we do check either raised a question or did not.

## If you take one thing from this

Ask for the load calculation. The Department of Energy is explicit that rules of thumb produce oversized systems, and that contractors should use ACCA Manual J to size equipment. A contractor who has done one will show it to you.