HVAC PROS — GUIDE

Furnace replacement costs and quote checklist

Separate furnace equipment, installation work and exclusions before you compare replacement offers.

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HomeGuide, New Furnace Replacement Cost, fetched 2026-11-10 gives an installed standard-efficiency furnace range of **US$3,500 to US$7,500 or more**. It gives a figure of **up to US$11,500** for a high-efficiency unit with professional installation. These are US editorial estimates. They are not guaranteed prices and do not establish costs in Canada.

Define the replacement job

Record the existing fuel type, furnace model, equipment location and comfort problems. Ask the contractor to evaluate the property before proposing equipment. Do not choose a furnace from floor area alone. ENERGY STAR's contractor hiring guidance, fetched 2026-11-10, recommends a home evaluation and written, itemized estimates.

Ask why the proposed equipment fits the building. Have the contractor explain what changes are needed to the ducts, controls, venting or drainage. The HomeGuide source above identifies home size, location, climate, furnace type and installation complexity as cost factors.

Compare complete scopes

| Quote line | Question to ask | | --- | --- | | Equipment | What are the exact model and rated efficiency? | | Installation | Which connections and modifications are included? | | Ductwork | Is any duct repair or adjustment included? | | Controls | Will the existing thermostat work with the new equipment? | | Removal | Does the price include old equipment removal? | | Approvals | Who checks and arranges applicable local approvals? | | Testing | What startup checks and records will you receive? | | Warranty | What covers parts and labor, and who handles a claim? | | Total | What is the currency, tax and final scope price? |

Do not compare a full replacement quote with an equipment-only advertisement. Ask for exclusions in writing. If the contractor cannot price concealed work before opening an area, ask how changes will be approved.

Use age carefully

The HomeGuide page above gives a general furnace lifespan of **15 to 30 years** with proper maintenance. It also gives narrower ranges by fuel type. Condition and operating history matter. This range does not establish the remaining life of your furnace. Request a professional assessment before deciding to repair or replace.

Keep the handover record

Ask for model and serial details, operating instructions, warranty documents and the service schedule. Keep the invoice and any inspection records together. Check that the written job matches what was installed. For a business, name the person responsible for future maintenance and warranty calls.

A Canadian property needs a local quote in CAD. Confirm local installation requirements with the responsible agency and contractor. This guide does not set a universal permit rule.

Frequently asked questions

Does the quoted furnace price include ductwork?

Ask the contractor to name each included modification. The equipment price alone does not define installation scope.

Can an age range tell me when my furnace will fail?

No. Ask for a condition assessment and compare repair and replacement options.