



Air Source Heat Pump Pricing Summary

Boucher Energy Systems, Inc.
World Class HVAC



HeatSmart Bolton-Harvard has worked with its selected air source heat pump (ASHP) installer, **Boucher Energy Systems**, to establish transparent, discounted pricing for Bolton-Harvard residents that could be discounted by up to 15% from the regional average.

The pricing provided on page 2 provides the **base prices** that Boucher is offering for a standard, straightforward ASHP installation. This reflects a **12-18% discount** Boucher is offering below their typical prices.

However, the homes in Bolton and Harvard are pretty old and can be very different, so it is likely that the quote you receive may be higher to account for those factors, as well as your personal preferences. Even if you and your neighbor had exactly the same home, your particular needs (e.g. for heating/cooling, aesthetics, placement of indoor and outdoor equipment) could significantly change the quote you receive for the same equipment.

See page 3 of this summary for more information on what is included in the base pricing provided and what factors could drive up the cost of your system.

All of the heat pumps listed here are **high-efficiency, cold climate heat pumps** that will work well in the Massachusetts climate. Depending on the model, not all of these systems will be eligible for all of the rebates offered by the Massachusetts Clean Energy Center (MassCEC) and Mass Save. Additionally, once Boucher visits your home and assesses your needs, they may recommend equipment models that are not listed here. Regardless of the equipment recommended, Boucher will make sure you fully understand the cost of the system and the rebates available to you. Boucher will also complete all warranty registration and paperwork for rebates and HEAT Loans on your behalf.

If you have further questions about the pricing and equipment offered, we encourage you to attend a HeatSmart workshop to learn more and ask Boucher in person about their pricing—or reach out to the HeatSmart Coach for your community at boltoncoach@boltonharvardheatsmart.org or harvardcoach@boltonharvardheatsmart.org.

Air Source Heat Pump Base Pricing

Manufacturer	Model Number (outdoor)	Heating Capacity at 5°F ¹	# of indoor units	MassCEC Rebate ²	Mass Save Rebate ³	HeatSmart Bolton/Harvard Price (Boucher)		Regional Average from MassCEC Data ⁴	
						Base price	Price after rebates	Base price	Price after rebates
Mitsubishi	MXZ-3C24NAHZ-U1	25,000 Btu/hr	2	\$1,302	\$200	\$8,337	\$6,835	\$8,947	\$7,445
Mitsubishi	MXZ-3C24NAHZ-U1	25,000 Btu/hr	3	\$1,302	\$300	\$9,676	\$8,074	\$10,525	\$8,923
Mitsubishi	MXZ-3C30NAHZ-U1	28,600 Btu/hr	3	\$1,490	\$300	\$9,832	\$8,042	\$11,641	\$9,851
Mitsubishi	MXZ-4C36NAHZ-U1	45,000 Btu/hr	4	\$2,344	\$400	\$14,420	\$11,676	\$15,892	\$13,148
Mitsubishi	MXZ-5C42NAHZ-U1	48,000 Btu/hr	5	\$2,500	\$500	\$16,940	\$13,940	\$18,482	\$15,482
Mitsubishi	PUZ-HA36NHA5	38,000 Btu/hr	N/A	\$1,979	-	\$12,828	\$10,849	-	
American Standard	4A6V8024A1	12,920 Btu/hr	N/A	-	\$500	\$10,000	\$9,500	-	
American Standard	4A6V8036A1	20,760 Btu/hr	N/A	-	\$500	\$10,500	\$10,000	-	
American Standard	4A6V8048A1	28,920 Btu/hr	N/A	-	\$500	\$11,200	\$10,700	-	
LG	LUU368HV	30,000 Btu/hr	N/A	-	-	\$11,500	\$11,500	-	
Mitsubishi	MUZ-FH06NAH	8,700 Btu/hr	1	\$625	\$300	\$4,470	\$3,545	\$4,491	\$3,566
Mitsubishi	MUZ-FH09NAH	10,900 Btu/hr	1	\$625	\$300	\$4,573	\$3,648	\$4,613	\$3,688
Mitsubishi	MUZ-FH12NAH	13,600 Btu/hr	1	\$625	\$100	\$4,727	\$4,002	\$4,883	\$4,158
Mitsubishi	MUZ-FH15NAH	18,000 Btu/hr	1	\$625	\$100	\$5,345	\$4,620	\$5,113	\$4,388
Mitsubishi	MUZ-FH18NAH2	20,900 Btu/hr	1	\$625	\$100	\$5,450	\$4,725	\$5,226	\$4,501
**Boucher offers heat pump water heaters—pricing available upon request					\$150/750				

Boucher offers a 1-year, bumper-to-bumper warranty on all installations, covering all aspects of the installation by Boucher and its subcontractors. Mitsubishi systems include a 12-year parts/compressor warranty, American Standard offers a 10-year parts and 12-year compressor warranty, and LG offers a 10-year parts/compressor warranty. **Boucher will complete all warranty registration on your behalf within 7 days of project completion and payment.**

¹ Rated heating capacity differs based on temperature. Cooling capacity differs by model.

² Assumes base rebate without income adders. <120% income adder increases rebate by 28%. <80% income adder increase rebate by 60%. If household heats with electric resistance heating, rebates increase by \$300 (for base and <120% income) and \$500 (for <80% income).

³ Assumes installing the number of indoor units listed. Single-zone units are eligible for \$300/indoor unit rebate and multi-zone for \$100/indoor unit, increasing by \$300 per indoor unit if replacing electric resistance heating. Centrally ducted systems are eligible for a \$250 or \$500 rebate depending on cooling efficiency.

⁴ Based on analysis of 1,300 rebate submissions to MassCEC from the 39 towns and cities within an approx. 20-mile radius of Bolton and Harvard. Insufficient rebate data exists on central ducted systems

What is included in the base price?

The base price for each model described in the table on the previous page includes:

- ⦿ **The heat pump indoor and outdoor units**, as well as the labor costs for installing them;
- ⦿ **20 feet of piping** to connect the outdoor unit with each indoor unit (25 feet for central ducted);
- ⦿ **Mounting the system on a concrete pad 18 inches above the ground** keep the outdoor unit clear of snowfall;
- ⦿ **A pan heater** to help melt any snow and ice that builds out on the outdoor unit; and
- ⦿ **All equipment and workmanship warranties.**

What factors could increase the cost of my system?

A lot of factors related to your home and to your personal preferences could increase the cost of your system. The most common cost adders include:⁵

- ⦿ **Additional piping** to connect indoor and outdoor units will add to the cost of your system at roughly \$15 per foot. This could be significant for multi-zone systems with complex room layouts across multiple floors and could add hundreds of dollars to your system.
- ⦿ **Additional electrical work**, such as an added electrical subpanel to meet the increased electricity demand a heat pump will require or added ground fault circuit interrupter outlets (GFCI outlets required by code), could add a few hundred to a few thousand dollars to your system, depending on the state of your home's electrical service.
- ⦿ **Different indoor units**, such as advanced wall mounts, floor mounts, ceiling cassettes, and ducted indoor units will cost more.
- ⦿ **Ductwork upgrades or repairs** will likely be necessary if you are installing a ducted system, as a lot of existing ductwork may not be adequately sized for a heat pump's heating output. This could add anywhere from \$500 to \$5,000 or more depending on the amount of repairs needed.
- ⦿ **Other building qualities**, such as homes over two stories tall, brick wall construction, or the need to place indoor units away from exterior walls can also drive up the cost of the system.
- ⦿ **Additional optional upgrades** such as smart thermostats and annual maintenance plans can also add to the cost of your system.

Regardless of what additional factors may increase the cost of your system, Boucher will clearly explain to you the factors that are causing your quote to deviate from the base pricing provided above.

⁵ A full list of cost adders is provided on the HeatSmart Bolton Harvard website at www.boltonharvardheatsmart.org.