How home-elevator pricing works

What a home elevator or lift costs, what changes the price, and what your written quote should tell you.

Every price in this guide is an installed price — equipment and installation together — and every range is approximate. We visit your home before we write a quote, so the number in it is the number for your home and your job.

What sets the price

Two homes can take the same equipment and end up with different prices. Here is why.

The equipment and the model

A home elevator, a platform lift, a stairlift, a wheelchair ramp and a ceiling lift each have their own price range. Within each, the model matters: its size, what it carries, and how it's built into the house.

How far it travels

The number of floors an elevator serves is part of its price. A platform lift up to a porch sits at the lower end of its range, and an enclosed lift inside the house at the upper end. A ramp's price follows the length of its run and its turns and landings.

The shaft and the building work

A traditional elevator runs in a built shaft. A vacuum elevator stands on its own, and a through-floor elevator rises through an opening between two floors; neither needs a separate shaft. How much building your house needs is part of the price, and the quote should say what's included.

Finishes and options

On a traditional elevator, the cab size, doors, walls, lighting and fixtures are yours to choose, and each moves the price. A stairlift rail is straight, or built to the shape of a staircase that turns.

Your house

Where the equipment goes matters. A ceiling lift's track fastens to the structure overhead, so the ceiling has to be able to carry it. A ramp is laid out to the rise and shape of your entry; where the rise is too tall for a practical ramp, or there isn't room to run one, a platform lift fits instead.

Permits and inspection

Most installations need a permit and a final inspection. What's required depends on your parish or county and the equipment you choose.

Electrical

Lifts and elevators need power where they run or park. A stairlift runs on a battery that recharges at its parking spot, and a ceiling lift charges from a standard wall outlet. If your home needs electrical work for the equipment you choose, the quote should say what's needed and whether it's included.

What a written quote should include

A quote you can compare item by item, and hold a company to, puts these in writing:

- The full installed price — equipment and installation together.
- The equipment: the make, the model, and the floors or stops it serves.
- The work that's included — construction, electrical and finishing — and anything that isn't.
- Who pulls the permit, and who handles the inspection.
- The timeline, from order to finished install.
- The warranty: how long for labor, how long for parts, who provides each, and what isn't covered.
- The name of the person responsible for your job.
- How long the quoted price is good for.

What can change the price after the visit

Your quote is written for the job as it was planned at your home. If something about your home would change the price, you hear it before you sign. After that, the price changes when the plan does:

- You choose different equipment, a different model or a different size.
- You add a floor or a stop, or move where the equipment goes.
- You change the finishes or add options.
- You add work the quote didn't include.
- You decide after the period the quoted price is good for. Ask for an updated quote.

Ask for any change in writing, with its price, before the work goes ahead.

Warranty and service

Every installation comes with one year of repair labor from us, plus the manufacturer's parts warranty. The parts term depends on the equipment, and your quote puts the warranty for your job in writing. We service what we install, so the company that did the work is the one you call.

Prices and timing by product

These are the installed price ranges and typical timing for what we install. Lead time is how long the equipment takes to arrive after you order it; install time is how long the work at your home takes. Your job's exact price and timeline are in your written quote.

Home elevators

about $34,000–$130,000 installed

Where yours lands in that range depends on which type you choose, the model, the number of floors and the finishes.

Type	Equipment lead time	Typical install
Vacuum A self-supporting cab, no separate shaft	about 8–12 weeks	about 3–5 days
Traditional A cab in a built shaft	about 8 weeks · Fox Valley Builder's Series about 10–12 weeks · Cibes Symmetry residential elevator	about 5 days
Through-floor Rises through an opening between two floors	varies with the job	about 5 days

Platform lifts

about $10,000–$80,000 installed

A porch-height lift sits at the lower end of the range, and an enclosed lift inside the house at the upper end. A porch lift is quick to arrive; an enclosed lift is the long end of the lead time.

Equipment lead time	Typical install
about 3–26 weeks	about 1–2 days

Stairlifts

about $4,500–$18,000 installed

A straight rail sits at the lower end of the range. A curved rail is built to the shape of your staircase and sits at the upper end.

Rail	Equipment lead time	Typical install
Straight	in stock, or up to about 2 weeks	about 1–2 days
Curved	about 6–8 weeks	about 1–2 days

Wheelchair ramps

about $3,000–$18,000 installed

Where a ramp lands in the range depends on the length of the run, the number of turns and landings, and the layout of your entry.

Equipment lead time	Typical install
about 1–2 weeks	about 1–2 days

Ceiling lifts

about $6,000–$19,000 installed

Where a ceiling lift lands in the range depends on the track layout and the room.

Equipment lead time	Typical install
about 2 weeks	about 2–3 days

Paying for it

What you'll owe is in your written quote — the full price for your installation, up front, however you pay. If you'd rather spread the cost out than pay it all at once, financing is available through Mobility Trust; the terms are between you and the lender.

Some programs help people pay for home access, and each sets its own rules on who qualifies and what it covers — our guide *Help paying for a home elevator or lift* gives an overview.

Get a written quote — the price, the timing and the warranty, up front.

Get a quote · 985-497-1675

gulfsouthelevator.com

You'll get a written quote — then it's your call. No pushy follow-up.