

FOR CONTRACTORS · SUPPLIES

Hardwood Floor Supply Price Guide

What we really paid for finish, sandpaper, wood, cleats, paper and stair parts: every line of more than five years of supplier invoices, with the math to check your own prices.

$126,000+ of real invoices | 100 products | Finish cost per coat | For refinishers and installers

Vision Flooring LLC · Everett, Washington
visionflooringllc.com

About this guide

Every number in this guide is a price we actually paid. We read every line of 87 invoices from our main wood-flooring distributor, Jun 2021 to Nov 2026: $126,203 of wood, finish, sealer, stain, sandpaper, cleats, paper and stair parts for our own hardwood refinishing and installation jobs in western Washington. No list prices, no internet averages, no guesses.

It was put together by the owner of Vision Flooring LLC in Everett, Washington (20+ years of experience). We first built it for our own buying decisions: what a coat of finish really costs, which disc is cheaper per floor, when the gallon beats the quart. Now you can check your prices against ours.

How to read it

- **Prices are what we paid**, per unit as invoiced (a pail, a gallon, a box, a sq ft), before sales tax. The date next to a price is the last time we bought it; gray dates are before 2025, so ask for today's price.
- **Finish is compared per coat**, at the coverage the maker's data sheet gives for a rolled coat. After wood, finish is our biggest supply cost.
- **Refinishers**: start with finish (pages 4–5) and sandpaper (6). **Installers**: wood (7), nails, cleats and paper (8) and stair parts (9).
- **Use it to check quotes**, not as a quote. The worksheets put your prices next to ours, and the spreadsheet has every product with a column for yours.

> ⚠ **Real prices, not offers**
> These are one company's prices from one distributor in Washington State, 2021 to 2026. Yours will differ by region, supplier, volume and month. Coverage, dry times and mixing notes come from the makers' data sheets; your product's current data sheet and instructions come first.

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FREE SAMPLE · PRICES HIDDEN

Where $126,000 of Supplies Went

Every supply invoice from our main distributor, Jun 2021 to Nov 2026. Wood is more than half; finish, sealer and stain are the next biggest line. The rules below come from these invoices.

$126,203
spent on supplies, Jun 2021 – Nov 2026

57%
of it was wood flooring

24%
finish, sealer and stain: the next biggest line

finish a sq ft: 2 coats Swedish, up to a seal + 2 coats Pall-X Power

Eight rules that save money

Each one comes from the invoices in this guide

1 · FINISH

Compare per coat, not per can

vs

a sq ft for one rolled coat: Precision Swedish (oil-modified) vs Pall-X Power (waterborne)

2 · SANDPAPER

Compare at the same grit

$0.75

a 120-grit 7" edger disc, 3M Regalite. Norton Red Heat $1.10, Bona ceramic $1.85

3 · WOOD

Grade moves the price most

a sq ft for #1 common instead of select, red oak 2¼" (vs)

4 · STAIN

From 3 quarts on, buy the gallon

a gallon of Quick Coat stain. A quart is , so 3 quarts cost

5 · PAPER

Price paper per sq ft

25% more

paper for the same $23.50 roll: Aquabar 500 sq ft vs white recycled 400

6 · CLEATS

Price fasteners per 1,000

$14.40

per 1,000 Powernail 2" cleats ($72 a box of 5,000). In 2022: $12.80 per 1,000

7 · RETURNS

Order close to what you need

25%

restocking fee on one wood return: $106 of a $422 return, gone

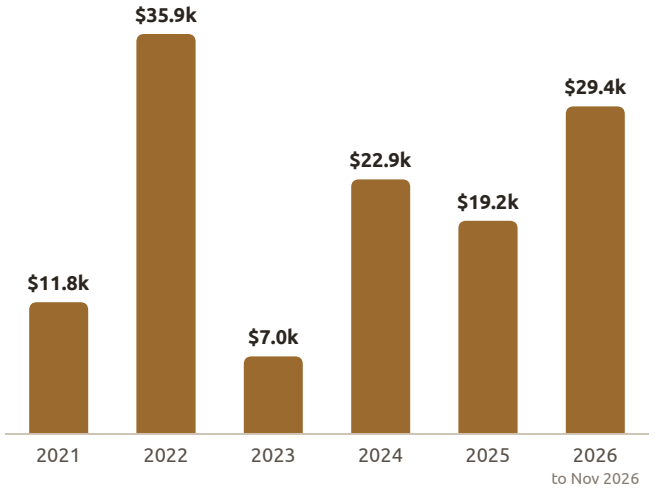
8 · VOLUME

Know your regulars

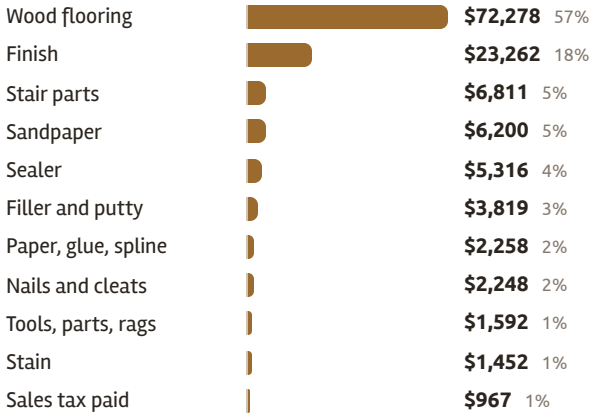
53 pails

of one Swedish finish since 2021, about . Worth asking for a volume price

Spend by year



Where the money goes, 2021–2026



How to use these numbers. Put your last invoice next to the same line in this guide. Where you pay more, ask your supplier why, ask for a case or volume price, or compare the same product per coat, per 1,000 or per sq ft. The worksheet on page 11 has room for 24 of the products we buy most.

What we paid, per unit as invoiced, before sales tax

One wood-flooring distributor · Jun 2021 – Nov 2026

FREE SAMPLE · PRICES HIDDEN

What a Coat of Finish Costs

ROLLED ON

1 gallon ≈ 1 coat on 500 sq ft

We roll most coats, waterborne and Swedish. The makers' data sheets, for a roller: Precision Swedish 450–550 sq ft a gallon, Pall-X Power 450–500 (never thinner). This guide uses the middle: 500 for Swedish, 475 for Power and Pall-X 96 (450–500 on its label line), 500 where there is no sheet.

One coat on a 1,000 sq ft floor, at the last price we paid



Our two main finishes, used the way their data sheets say

PRECISION SWEDISH FINISH FOR PROS

per 1,000 sq ft · a sq ft

2 coats at 500 sq ft a gallon · pail = a gallon

- Roller: short-nap mohair; clean it with lacquer thinner
- Mix the hardener in for one coat at a time: it may not keep
- 2 coats usually enough; 2+ hours between coats, max 2 a day
- Solvent-based: respirator, no flames or pilot lights

PALLMANN PALL-X POWER

per 1,000 sq ft · a sq ft

1 Bona seal coat (a gal) + 2 coats at a gal, 475 sq ft each

- Roller: pre-dampened Pallmann roller; cleans with water
- One-component: nothing to mix; an opened gallon keeps
- A 3-coat system: 1 sealer + 2 finish coats (data sheet)
- Walk on in 2–3 hours, sand after 3–4, cured in about 4 days

POWER SYSTEM VS SWEDISH

per 1,000 sq ft · on a 500 sq ft job

That is the finish only. Pick by how it works on the job too: dry time, smell, wear and callbacks. Invoices can't show those.

Finish to buy for a job

FLOOR	SWEDISH ×2	COST	SEAL + POWER ×2	COST
300 sq ft	1.2 gal		0.6 + 1.3 gal	
500 sq ft	2 gal		1 + 2.1 gal	
750 sq ft	3 gal		1.5 + 3.2 gal	
1,000 sq ft	4 gal		2 + 4.2 gal	
1,500 sq ft	6 gal		3 + 6.3 gal	
2,000 sq ft	8 gal		4 + 8.4 gal	

Swedish and seal at 500 sq ft a gallon, Power at 475. Round up to pails and gallons. Rollers extra (Pallmann roller , Jun 2026).

Other systems, per 1,000 sq ft

SYSTEM	1,000 SQ FT	A SQ FT
Precision Swedish, 3 coats		
Seal + 2 coats AquaChoice		
Seal + 2 coats Pall-X Now		
Seal + 2 coats Pall-X 96		
Seal + 2 coats Bona Traffic HD Dec 2022 price		
Add a stain coat (Quick Coat)		

What we paid, per unit as invoiced, before sales tax

One wood-flooring distributor · Jun 2021 – Nov 2026

FREE SAMPLE · PRICES HIDDEN

What We Pay for Finish, Sealer and Stain

Every finish product on our invoices, with the price a gallon so cans, pails and quarts compare. “Change” is the first price we paid against the latest.

PRODUCT	COMES IN	LAST PRICE	A GALLON	LAST BOUGHT	GAL. BOUGHT	CHANGE
FINISH						
Precision Swedish Finish for Pros oil-modified; matte, semi-gloss	5-gal pail			Nov 2026	265	↑ 33% since 2021 ( )
Pallmann Pall-X Power waterborne; satin, semi-gloss, ultra matte	gallon			Oct 2026	46	about the same since Dec 2025
Pallmann Pall-X 96 waterborne, 1-component; satin, matte	gallon			Dec 2025	64	↑ 21% since 2021 ( )
Pallmann Pall-X Now waterborne; satin	gallon			Oct 2026	4	one order
Berger-Seidle AquaChoice waterborne, Smart Home; satin	5-gal pail			Oct 2026	5	one order
Bona Traffic HD waterborne, 2-component; satin	gallon			Dec 2022	8	older price
Glitsa Multi-Kote with hardener; satin	2.5 gal			Nov 2021	10	older price
SEALER (WATERBORNE)						
Bona Natural Seal	gallon			Dec 2025	55	↑ 22% since 2022 ( )
Bona Nordic Seal	gallon			Dec 2025	18	↑ 26% since 2022 ( )
Bona Classic Seal	gallon			Dec 2025	9	↑ 16% since 2024 ( )
Bona AmberSeal	gallon			Jul 2026	8	↑ 19% since 2022 ( )
Bona Clear Seal	gallon			Jul 2024	3	older price
STAIN (ANY COLOR)						
Dura Seal Quick Coat stain	gallon			Oct 2026	19	↑ 24% since 2021 ( )
Dura Seal Quick Coat stain	quart			Oct 2026	1	= a gallon
Dura Seal stain (regular, not Quick Coat)	gallon			Feb 2022	7	older price

Ask your supplier

A case price on gallons you buy every month

Pall-X Power comes in single gallons at . We bought 40 gallons of it in 2026. Swedish in a 5-gal pail works out to a gallon.

Save

Stain: quart or gallon?

1 qt	2 qt	3 qt	1 gal

Need 3 quarts or more of one color? Buy the gallon.

Compare

Pall-X 96 costs less than Power

vs a gallon: less per 1,000 sq ft for 2 coats. Last bought Dec 2025.

Quick Coat colors we bought

#101 Country White · **#110** Neutral · **#116** Antique Brown · **#123** Coffee Brown · **#128** Medium Brown · **#131** Ebony · **#171** Dark Walnut · **#172** Classic Gray · **#173** Espresso · **#175** Jacobean · **#181** Silvered Grey · **#185** Aged Barrel · **#199** True Black

Our customers pick their color from samples on their own floor during the job. For a sample a quart ( ) is enough; for the floor, the gallon ( ) is cheaper from 3 quarts on.

Finish math in three lines

One coat a sq ft = price a gallon ÷ sq ft a gallon
Swedish: ÷ 500 = a sq ft. Compare finishes this way, never per can.

Gallons for a job = sq ft × coats ÷ sq ft a gallon
800 sq ft, 2 coats at 500 = 3.2 gallons: one 5-gal pail of Swedish, or 4 gallons of a waterborne.

A system = seal coat + finish coats (+ stain)
Seal + 2 Power: per 1,000 sq ft. 2 Swedish: . Price the whole system.

What we paid, per unit as invoiced, before sales tax

One wood-flooring distributor · Jun 2021 – Nov 2026

FREE SAMPLE · PRICES HIDDEN

Sandpaper: Price per Piece

About 5% of what we spend: $6,200 since 2021, about $1,100 a year. Prices are before the sales tax charged on sandpaper. Gray rows are older prices.

7" edger discs (5/16" hole): compare at the same grit

120 grit

3M Regalite Jul 2026	$0.75	✓ lowest
Norton Red Heat May 2026	$1.10	
Bona Green ceramic Jun 2026	$1.85	

100 grit

3M Resinite Dec 2024	✓ lowest
Norton Red Heat Mar 2023	✓ lowest
3M Regalite Oct 2023	

50 grit

3M Resinite Aug 2024	✓ lowest
3M Regalite Dec 2024	
Norton Red Heat May 2026	
Bona Green ceramic Jun 2026	

36 grit

3M Resinite Jun 2021	✓ lowest
3M Regalite Mar 2023	

Very coarse: 3M Resinite 16 grit (Aug 2022) · 12 grit (Dec 2024).

Does the pricier disc pay?

At 120 grit, to cost the same per floor as Regalite ($0.75), a disc has to sand this much more floor:

3M Regalite	1×
Norton Red Heat	1.5×
Bona Green ceramic	2.5×

Test it on your own floors: for a month, count the discs each room takes with each brand.

Belts 7⅞ × 29½

3M REGALITE BELT	LAST PRICE	BOUGHT	FIRST PRICE	CHANGE
36 grit		Mar 2023		↑ 3%
40 grit		Dec 2025		↑ 31%
60 grit		Dec 2025		↑ 22%
100 grit		Dec 2025		↑ 17%
120 grit		Dec 2025		↑ 17%
Norton Red Heat 24 grit		Sep 2021	—	older price

Belt prices are from our 2021–2025 orders: check them against today's quotes.

Other discs, screens and pads

ITEM	EACH	BOUGHT
8" Trio disc, Norton Red Heat 120 grit box of 30		Feb 2022
8" Trio disc, Norton Red Heat 100 grit box of 30		Apr 2022
8" Trio disc, 3M Regalite 120 grit		Apr 2022
16" screen, 3M 220 grit case of 12		Jun 2025
6" edger disc, 3M 100 grit		Aug 2022
5" multi-hole disc, Norton 100 grit box of 50		Apr 2022
Trio hook ring P954 a part		Feb 2022

Grits we buy most (pieces since 2021)

7" EDGER DISCS		BELTS	
100 grit	1,200	100 grit	80
50 grit	1,025	60 grit	60
36 grit	450	40 grit	50
120 grit	400	36 grit	30
16 grit	50	120 grit	30
12 grit	15	24 grit	10

What we paid, per unit as invoiced, before sales tax

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FOR INSTALLERS

FREE SAMPLE · PRICES HIDDEN

Nails, Cleats, Staples and Paper

The supplies under and inside a nail-down floor. They cost cents a sq ft, so compare them per 1,000 fasteners and per sq ft of paper, not per box. In this sample, only the cleats and paper we buy most show their prices.

Fasteners: per box and per 1,000

FASTENER	IN A BOX	BOX	PER 1,000	BOUGHT
Powernail 2" 16-gauge cleats	5,000	$72	**$14.40**	Jul 2026
Powernail 1¾" 18-gauge cleats (red box, Model 50)	5,000			Oct 2023
Flooring Pro 2" 16-gauge nails	5,000			Aug 2022
Flooring Pro 1¾" 16-gauge nails	5,000			Oct 2023
Pro Drive 2" flooring staples	7,720			Sep 2021
Flooring Pro 2" 15-gauge finish nails (Senco)	—		—	Apr 2022

Powernail 2" cleats went from $62 a box (Sep 2021) to $72 (Jul 2026), up 16%. Use the fastener your nailer and the flooring maker call for.

Paper: per roll and per sq ft

PAPER	ROLL	PRICE	A SQ FT	ROLLS	BOUGHT
Aquabar kraft paper	500 sq ft	$23.50	**4.7¢**	2	Jul 2026
White recycled kraft paper	400 sq ft			2.5	Nov 2026
Black tar paper	436 sq ft			2.3	Jun 2023

Rolls: how many for 1,000 sq ft, before the overlap your flooring maker asks for. Aquabar gives 100 sq ft more paper than white recycled kraft for the same roll price.

How many fasteners a sq ft? Count your pattern

BOARD WIDTH	EVERY 6"	EVERY 8"	EVERY 10"
2¼" boards	10.7	8.0	6.4
3¼" boards	7.4	5.5	4.4
4" boards	6.0	4.5	3.6
5" boards	4.8	3.6	2.9

144 ÷ board width ÷ spacing, along the board. Add the extra fasteners near the end joints. Your spacing comes from the flooring maker's instructions: narrow boards take more fasteners a sq ft than wide ones.

What fasteners cost a sq ft

FASTENERS	POWERNAIL	FLOORING PRO	STAPLES	BOXES
4 a sq ft	**$0.06**			0.8
6 a sq ft	**$0.09**			1.2
8 a sq ft	**$0.12**			1.6

At our last price per 1,000: Powernail 2" cleats (2026), Flooring Pro 2" nails (2022), Pro Drive 2" staples (2021). Boxes: boxes of 5,000 for 1,000 sq ft. Count what your crew really shoots on one room, then use that row.

Paper and cleats for 1,000 sq ft of nail-down, before the wood

PAPER

$47

2 rolls of Aquabar ($23.50 each) cover 1,000 sq ft before overlaps

CLEATS, EXAMPLE: 6 A SQ FT

$86

6,000 Powernail 2" cleats at $14.40 per 1,000; you buy 2 boxes ($144)

TOGETHER

$0.13 a sq ft

paper + cleats used; glue, spline and the wood on top

GLUE, SPLINE, LEVELER, VENTS	PRICE	BOUGHT
DAP 4000 construction adhesive, 29 oz		Dec 2025
Spline ¼ × 7/16	/ft	Dec 2025
Spline ½" for engineered	/ft	Oct 2021
Sika Level 325 underlayment, 55 lb		May 2022
Rabbeted floor vent 4 × 10 with frame (Brazilian cherry)		Jun 2022
Garland urethane mallet face cap		Feb 2022

Before you order wood and supplies

- [ ] Order whole bundles: each wood line on page 7 shows its bundle size
- [ ] Ask for every width and mill in stock, with prices: the same wood cost up to a sq ft more from one mill than another
- [ ] Ask about the restocking fee before you order extra: one of our wood returns lost 25%
- [ ] Prefinished saves the sanding and finish on site; compare its price a sq ft with unfinished plus finish (pages 4 and 7)
- [ ] Price paper per sq ft and fasteners per 1,000, not per roll or box

What we paid, per unit as invoiced, before sales tax

One wood-flooring distributor · Jun 2021 – Nov 2026

END OF THE FREE SAMPLE

The Hardwood Floor Supply Price Guide

You just saw how the guide works, with most prices hidden. The full guide shows every price, plus wood, stair parts, prices over time, the worksheets and the spreadsheet.

- ✓ Where more than $126,000 of supplies went, by year and by product group, and eight rules that save money, each taken from the invoices
- ✓ What a coat of finish costs, rolled on at the coverage on the maker's data sheet: oil-modified Swedish, Pallmann, Bona, Berger-Seidle and stain, per coat, per job and per system
- ✓ Every finish, sealer and stain we bought, with the price a gallon, the gallons we bought and how much each price went up
- ✓ Sandpaper by the piece: 7″ edger discs at four grits in three brands, belts, Trio discs and screens, and which pricier disc has to last how much longer to pay
- ✓ Wood flooring per sq ft by species, grade, width and mill, with five years of price trends and what grade, species, prefinish and mill do to the price
- ✓ For installers: cleats, nails and staples per 1,000, paper per sq ft, fasteners a sq ft by board width, glue, spline and leveler
- ✓ Stair parts, filler, rags and tools: the re-order list, with the prices that changed

Get the full guide →

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Questions first? Text 425-218-4234; a real person answers.