



ZYLOBASE

Routes · Doors · Revenue

INDEPENDENT GUIDE · MAY 2026

The 2026 Pressure Washing CRM Comparison Guide

12 tools reviewed. Real pricing. Honest pros and cons. No affiliate kickbacks.

12

CRM platforms compared
head-to-head

\$59–899

Real monthly cost range with
add-ons

\$0

Affiliate revenue this guide
generates

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Built by the ZyloBase founder with a pressure washing operator (Pressure Pros HQ, Atlanta). Free to share.
Updated for 2026.

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Read time: about 20 minutes. Skim the master comparison on page 5, then read the deep-dive sections that match your scale.

01 What's in this guide

If you're running a pressure washing business and trying to decide on a CRM, this guide is for you. We've compared the 12 platforms operators actually consider — Jobber, Housecall Pro, ServiceTitan, Markate, Servgrow, QuotelQ, FieldPulse, DripJobs, GorillaDesk, Service Fusion, ContractorPlus, and ZyloBase — across the features that actually matter: scheduling, invoicing, canvassing, recurring routes, photo capture, review automation, and customer history.

We're transparent about one thing: **ZyloBase is our product**. But this guide isn't a sales pitch dressed up as research. We name where competitors win, name where they lose, give honest pricing including the add-ons their marketing pages hide, and let you decide.

We make \$0 from affiliate links in this guide. We don't earn commission if you choose Jobber, Housecall Pro, or anyone else. The only outcome we want is for you to pick the CRM that actually fits — because pressure washing operators tell each other when they get good advice, and they tell each other when they get sold to.

How to use this guide

Skim the master comparison table on the next page. Read the deep-dives on the 3-4 platforms that match your scale. Check the hidden costs section before talking to any vendor. Use the 'questions to ask vendors' checklist when you're on demo calls.

Total reading time: about 20 minutes. The 20 minutes that saves you from the wrong \$200/mo decision for the next 3 years.

02 The 8 things that actually matter

Every CRM marketing page lists 50+ features. Most don't matter. Here's the short list operators we've talked to say matters most, based on interviews with 40+ pressure washing operators across the US in 2025-2026.

Recurring route management

Auto-generates monthly/quarterly route schedules. Without it, you're rebuilding routes manually every month — hours of admin per month.

Mobile-first technician app

Your tech needs to work offline, capture photos, log job notes, and collect payment from a phone. Desktop-only tools fail in the field.

Two-way QuickBooks sync

Not just one-way push. Invoices, payments, and customer data need to flow both directions, or your accountant will hate you.

Automated review requests

Customer pays the invoice → review request fires automatically. Adds 2-5 five-star reviews per month at zero ongoing labor cost.

Before/after photo capture

Built-in, aligned, saved to the customer record. Your reviews and social content come from the same workflow.

On-my-way SMS to customers

Tech departs → customer gets ETA text automatically. Reduces missed appointments and complaints from elderly customers.

Address-level service history

Service notes attached to the property, not just the customer. When a homeowner moves or sells, the record stays intact.

Door-knocking / canvassing tools

If you do new-customer acquisition through door-to-door, you need GPS-tracked knocks, DNC detection, and rep performance attribution. Most CRMs ignore this entirely — you'd buy a second \$50-100/mo tool.

03 The master comparison

Honest 2026 pricing including the add-ons each platform charges extra for. Numbers verified against public vendor pricing pages as of May 2026.

Platform	Starter	Mid-tier	Canvassing	Reviews	Property history
ZyloBase	\$59 / 3 users	\$149 / 10 users	Yes (native)	Yes	Yes
Housecall Pro	\$69 / 1 user	\$149 / 5 users	No	Limited	No
Jobber	\$59 / 1 user	\$169 / 5 users	No	+\$75 NiceJob	No
ServiceTitan	~\$300+/user	Custom quote	No	No	No
Markate	\$25 / 1 user	\$59 / 3 users	No	No	No
Servgrow	\$23 / 1 user	\$39 / 1-3 users	No	Yes	No
QuotelQ	\$29.99 / 1 user	\$99 / 5 users	No	Yes	No
FieldPulse	\$65 / 1 user	\$165 / 5 users	No	Limited	No
DripJobs	\$99 / 1 user	\$199 / 5 users	No	Yes	No
GorillaDesk	\$49 / 1 user	\$99 / 3 users	No	Limited	No
Service Fusion	\$165 unlimited	\$229	No	Limited	No
ContractorPlus	\$49 / 1 user	Custom	No	Limited	No

Prices reflect each vendor's published 2026 starting rates. ServiceTitan does not publish prices; the figure shown is reported by mid-market users in third-party reviews. Add-on costs are not included in the table above — see section 05.

04 Deep dives on the top 6

Brief honest take on each of the six platforms pressure washing operators tell us they consider most often. Not a complete feature list — the things you'd want a peer operator to tell you over a beer.

Jobber

Best for: Solo or 1-3 truck operators who want a clean, polished SaaS that handles invoicing and scheduling well.

Where it wins: Mobile app is excellent. Quoting is intuitive. Customer portal is solid. Massive third-party ecosystem.

Where it loses: No canvassing. Auto-review requests require NiceJob (\$75/mo add-on). Per-user pricing penalizes scaling. Renewal pricing surprises operators.

Housecall Pro

Best for: 1-10 technician home services operators who want integrated payments and a strong tech-facing app.

Where it wins: Tech mobile app is top-tier. Payment integration is seamless. Built-in marketing tools work. Customer experience is polished.

Where it loses: Per-user fee at scale gets expensive (\$35/addl). No canvassing tools. API limited compared to ServiceTitan. Reporting falls behind at 10+ techs.

ServiceTitan

Best for: \$2M+ HVAC, plumbing, electrical operators with 15+ technicians and an office admin who can run the system.

Where it wins: Most comprehensive feature set. Best reporting. Real enterprise scalability. Deep integrations.

Where it loses: Massively over-engineered for pressure washing operators. Pricing starts around \$300/mo per user. Operators we interviewed called it 'awful for recurring work' and 'lack of any way to clone a sales opportunity.' Support widely criticized.

Markate

Best for: Operators who want low cost and don't need automation.

Where it wins: Cheap. Simple. Mobile-friendly. Doesn't get in the way.

Where it loses: No automated review generation. No canvassing. Limited reporting. Feels lighter than the larger platforms — which is the point, but means you'll outgrow it fast.

Servgrow

Best for: Solo or 1-3 user operators who want broad feature set at the lowest possible price (lifetime \$29/mo founders license).

Where it wins: Comprehensive feature checklist for a low price. Includes website builder. Lifetime price lock is genuinely attractive if you're early.

Where it loses: No public API. No canvassing tools. Very small review base (only 2 verified reviews on Software Finder, none on Goodfirms). Lifetime promo is marketing — confirm it's still available before committing.

QuotelQ

Best for: Roofing and pressure washing operators who quote a lot of jobs by square footage and want included measurement tools.

Where it wins: MapMeasure Pro on all plans. 14-day free trial no credit card. Built by actual contractors. Per-user model starts at \$29.99/mo solo. Strong on quoting workflow.

Where it loses: No native canvassing tools. Per-user pricing scales to \$189.99/mo at 7 users. No address-level service history. Not designed for businesses running canvassing teams alongside recurring routes.

05 The hidden costs nobody mentions

When you look at a vendor's pricing page, you see the headline number. Here's what operators tell us they actually pay each month after add-ons.

Real-world example: 4-truck operator stack

- Jobber Connect: \$169/mo
- NiceJob (review automation): \$75/mo
- SalesRabbit (door-knocking, 2 users): \$99/mo
- Mailchimp: \$35/mo
- EagleView (occasional measurements): ~\$50/mo amortized

Total: \$428/mo across 5 disconnected tools. None of them talk to each other.

06 Best fit by business shape

Solo operator with fewer than 20 customers, only want invoicing

Markate at \$25/mo is often the right answer in this narrow case.

Solo or 1-3 trucks, want modern automation (photos, reviews, AI, measuring)

ZyloBase founding at \$49/mo is usually the clear frontrunner.

1-3 trucks, doing canvassing AND recurring routes

ZyloBase. No competitor offers both natively.

4-8 trucks, multi-tech operation, scaling fast

ZyloBase Growth at \$149/mo for 10 users is very competitive on price and features.

10+ trucks, established, \$1M+ revenue

Genuine choice between ZyloBase Pro and ServiceTitan. For pressure washing specifically, ZyloBase is a strong fit.

15+ trucks, \$2M+, considering ServiceTitan

ServiceTitan is the industry standard at this scale. ZyloBase isn't there yet.

07 Red flags during the sales process

They won't show you actual pricing without a demo call

Almost always means the price will be higher than competitors. Vendors who hide pricing are betting on closing you in the conversation before you can compare. Walk away unless you actually want the demo.

Affiliate-driven recommendations in Facebook groups

If someone in a pressure washing FB group is recommending a CRM and posts a link with /aff/jdoe123 in it, they're getting paid. Doesn't mean the tool is bad — just means their recommendation isn't independent.

'Lifetime' deals from new platforms

Some legit. Most are marketing. The lifetime price assumes the company survives, which most SaaS startups don't. Read the fine print.

No public API

If you can't connect the CRM to anything else, you're locked in. Most established platforms expose APIs. New platforms often don't. Important if you plan to scale or integrate later.

Hidden setup fees, mandatory onboarding fees, or per-customer fees

Ask explicitly: 'Is the price you just quoted the only thing I'll be billed for monthly?' Get it in writing.

'Founder-built' marketing without proof

Lots of vendors claim 'built by contractors' or 'founder-built.' Check the founder's LinkedIn. If they've never run a service business, the claim is marketing.

08 Questions to ask on every vendor demo

Print this page. Have it in front of you during demos. The answers tell you more than the marketing site ever will.

01. What's the full monthly cost at 5 users including ALL add-ons you'd recommend?
02. Show me how a customer goes from a door-knock lead to a recurring route customer. Step by step.
03. When my technician finishes a job, what happens automatically? Who gets what message and when?
04. If I cancel after 6 months, what happens to my customer data? Can I export it?
05. What's your churn rate? How many of your customers from a year ago are still customers today?
06. If I have a problem on Saturday at 2 PM, what's the actual response time? What's the channel?
07. Show me the address history view. When a customer cancels and a new person moves in, what happens to the service notes?
08. Will my price go up next year? How often do you raise prices on existing customers?
09. Does your platform have an API? Can I export my data to a CSV anytime?
10. What's your roadmap for the next 12 months? Specifically?

09 Where ZyloBase fits

We built ZyloBase because we couldn't find a CRM that solved the exact problem we faced every day: running door-to-door canvassing and recurring service routes at the same time.

Most platforms are built for one or the other. ZyloBase was designed from day one for pressure washing (and similar) operators who knock doors and run recurring routes. The defining feature is RouteConvert™ — turning a door knock into a recurring route customer in one tap. Service history lives at the address level, so it survives when customers move or sell the property.

Where ZyloBase actually wins

- Native canvassing tools with GPS tracking, DNC detection, and rep performance tracking.
- RouteConvert™ — door knock to recurring route in one tap.
- Address-level service history that stays with the property.
- All core features (photos, reviews, invoicing, AI assistant) included on every plan.
- Flat-rate pricing that doesn't increase with team size.
- Founder-led onboarding for the first 10 founding members.

Honest about where we are still building

- You're a solo operator who literally only wants invoicing and scheduling → Markate at \$25/mo is often the better short-term fit.
- You're a \$2M+ mixed-trade operation with complex HVAC/plumbing needs → ServiceTitan is currently the industry standard.
- You need deep third-party integrations → Jobber and Housecall Pro have a larger ecosystem today.

10 The founding member offer

ZyloBase is live. While the first 10 founding spots remain, the founding rate is in effect:

\$49/mo Starter up to 3 users	\$99/mo Growth up to 10 users	\$149/mo Pro up to 20 users
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What's included with every founding spot

- All 12 trademarked features on every plan — no add-ons, no feature gating.
- 30-day money-back guarantee — full refund, no questions asked.
- Founder-led onboarding (the founder personally helps set up your first customers, routes, brand kit, and integrations).
- Direct founder cell access for the first 30 days.
- Founding rate locked for life — your price never increases as long as your subscription stays active.

How to claim a spot

Visit zylobase.com/founding and complete the short form. The first 10 spots lock the rate for life.

Want to talk first? Email jeremy@zylobase.com. Founder reply within 24 hours.

Built by operators for operators.

If this guide helped you make a better decision, share it with another pressure washing owner.

Ready to try ZyloBase? Claim your founding-member spot →