HEAT PUMP PROS — GUIDE

Ductless or ducted: compare the distribution plan

Choose a distribution layout that serves the rooms you use.

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A heat pump quote should explain how each room receives heating and cooling. Ask to compare the distribution plan, not just the outdoor equipment.

EnergySage describes ducted systems as using an air handler and ducts. Ductless systems use indoor units connected to an outdoor unit. Its cost article notes that adding indoor units adds equipment and labour. Those descriptions do not establish which layout is best for your home.

If you have ducts

Ask the installer to inspect the existing duct system. Request a written finding on airflow, leaks, access and any required changes. Ask whether the quoted price includes the work needed to deliver the design airflow.

Walk through rooms that are too hot or cold today. Ask how the proposal addresses each one. Reusing ducts without documenting their condition makes the scope hard to compare.

If you are considering indoor heads

Mark each proposed indoor unit on a plan. Ask how closed bedrooms, bathrooms and hallways will be served. Discuss sound, appearance, drain routing and access for cleaning. Check who repairs the wall finish after installation.

Ask for the exact matched indoor and outdoor configuration. If multiple rooms share an outdoor unit, ask how output is shared and how the system behaves when only part of the home needs heat.

Compare the whole project

Keep separate lines for equipment, electrical work, duct changes, drains and wall repairs. Compare maintenance access as well as appearance. Ask the designer to explain the room loads and equipment selection in writing.

A compact indoor unit is not proof of a complete distribution design. A central system is not proof that existing comfort problems will disappear. Choose a proposal that shows how the home and its rooms will be served.

Sources

All pages below were fetched and checked on 2026-11-10. The check date is not a promise that

intake remains open.

- EnergySage, How much does a heat pump cost in 2026?. Checked 2026-11-10.
- ACCA, Manual J Residential Load Calculation. Checked 2026-11-10.
- Government of Canada, Electric heat pumps and NRCan resources. Checked 2026-11-10.

Frequently asked questions

What should a distribution plan show?

Ask it to show the rooms served, indoor units or duct changes, drains and service access. Discuss rooms with closed doors.