

# Why Now Is a Smart Time to Upgrade Your HVAC System

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If your air conditioner or furnace has been running longer than expected, this fall may be the right window to replace it. Two major manufacturers are currently offering rebates on qualifying systems, and combined with fall installation scheduling, homeowners in Northern Virginia have a real opportunity to save on a new system before winter demand picks up.

Understanding what those rebates actually cover is a good place to start. Trane is currently offering rebates of up to \$100 on qualifying systems, and Carrier is offering rebates of up to \$1,500 on qualifying systems. Rebate amounts and eligibility vary by model, efficiency rating, and installation date, so it's worth confirming the specific terms for your home before you commit. A licensed technician can walk you through which systems in your home qualify and what documentation the rebate requires.

Beyond the rebates themselves, fall is simply a good time to replace an aging system. Waiting until a system fails completely often means an emergency replacement, which limits your options and puts you at the mercy of whatever is in stock. Replacing a system proactively, especially while rebates are available, gives you time to compare options, get accurate sizing for your home, and schedule the work around your calendar instead of an emergency. It also means you're heading into the coldest months of the year with a system that's actually built to handle them, rather than one that's already showing signs of strain.

Of course, not every aging system needs to be replaced right away, and a few signs are worth paying attention to when deciding whether a repair is enough or a full replacement makes more sense. Systems older than 10 to 15 years are approaching the end of their expected lifespan, and repair costs tend to climb as parts become harder to source. Rising energy bills without a clear cause can point to a system that's losing efficiency. Frequent repairs, especially more than one or two in a single season, are often a sign the system is nearing the point where replacement costs less over time than continued repairs.

This is where Pope's Air & Plumbing's approach to replacement decisions matters. Pope's Air & Plumbing has served homeowners across Northern Virginia since 1988, and the company's approach starts

with a repair-first philosophy. That means a technician will always evaluate whether a repair is the right call before recommending a full system replacement. When replacement genuinely is the better option, whether because of age, efficiency, or repair history, the same technicians can walk homeowners through system sizing, available rebates, and financing options so the decision is based on clear information rather than pressure. The company has completed more than 500 projects annually with a 4.9-star customer rating, and was recognized with an Angie's List Award for 10 consecutive years, from 2010 through 2019. Members of the company's Discount Club also receive priority scheduling and a discount on replacement parts, which can factor into the overall cost of an upgrade.

For homeowners ready to take the next step, getting started is straightforward. If your system is aging, underperforming, or you're simply curious whether you'd qualify for a Trane or Carrier rebate this season, a technician can evaluate your current setup and walk you through the options. Pope's Air & Plumbing serves homeowners throughout Northern Virginia and can be reached at (703) 551-0507 or [info@popesair.com](mailto:info@popesair.com).

Note: Rebate amounts, qualifying models, and program dates are set by the manufacturer and subject to change. Confirm current terms with a Pope's Air & Plumbing technician before purchase.

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For more information about Pope's Air, contact the company here: Pope's Air Shawn Goss (703) 551-0507 [info@popesair.com](mailto:info@popesair.com) 9002 Hornbaker Rd, Manassas, VA 20109

## **Pope's Air**

*Since 1988, Pope's Air & Plumbing has provided Northern Virginia homeowners and commercial clients with exceptional HVAC services. Our family-operated business treats every client's building with the same respect we show our own.*

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