

Foundation Repair Pricing Calculator

Price every foundation repair job to actually hit your margin. Add materials, labour, and overhead, set the margin you want, and get the number to quote.

FREE TOOL

FOUNDATION REPAIR

PRINT OR FILL ON SCREEN

BUILT BY FERVOR STUDIO

HOW IT WORKS

The math behind the number

Total your direct costs, meaning materials, labour at its true hourly cost, and any other direct items, then divide by one minus your target margin. That markup is what actually hits the margin. Adding a flat percentage on top of cost usually undershoots it, which is how a foundation repair job that looked profitable ends up losing money.

THE DEFAULTS

Foundation Repair benchmarks for 2026

The worksheet starts from the sourced figures below, so the first number you see is realistic. You then replace each one with your own.

BENCHMARK	TYPICAL VALUE
Average job value	\$5,179
Gross margin	22%
Net profit margin	7%
Median field-tech wage	\$22.14/hr
Payroll burden	30%
Billable utilization	70%
Billed labour rate	\$200/hr
Close rate	30%

BENCHMARK	TYPICAL VALUE
Marketing % of revenue	8%

YOUR WORKSHEET

Fill in your own numbers

Write your figures into the blank column, on paper or on screen. The typical column is only a starting point, so replace it with what your business actually runs.

INPUT	YOUR NUMBER	TYPICAL
Material cost Everything that goes into the job		\$1,813
Labour hours Crew hours on the job		8
Labour rate (true cost per hour) From the real-cost-of-labour worksheet		\$200
Other direct costs Permits, rentals, disposal		\$0
Target margin % The margin you want to keep		22%

OUTPUT	HOW IT IS BUILT	YOUR RESULT
Labour cost	hours x rate	
Total cost	materials + labour + other	
Price to quote	cost / (1 - margin / 100)	
Profit	price - cost	

WORKED EXAMPLE

A Foundation Repair example

Material cost	\$1,813
Labour hours	8
Labour rate (true cost per hour)	\$200
Other direct costs	\$0
Target margin %	22%
Labour cost	\$1,600
Total cost	\$3,413
Price to quote	\$4,376
Profit	\$963

WHERE THE DEFAULTS COME FROM

U.S. Bureau of Labor Statistics – OEWS Construction Laborers (47-2061), May 2024 (via Occupational Outlook Handbook: Construction Laborers and Helpers)

This Old House – How Much Does Foundation Repair Cost? (2026 Pricing; avg \$5,179, ~\$200/hr labor)

ServiceTitan – Construction Profit Margin (specialty vs. general contractor margins, CFMA benchmarks)

JMCO – 2025 Performance Benchmarks: Construction Companies (CFMA-based gross/net margins by contractor type)

SmartBarrel – Labor Burden in Construction: What It Is & How to Calculate It (25–40% burden ranges)

FieldEdge – Technician Utilization Benchmarks (65–85% billable utilization bands)

ServiceTitan – Data Report: Average Call Booking / Lead Conversion Rates (28% lead-to-booked; estimate-to-job 30–40%)

WebFX – 2026 Home Services Marketing Benchmarks (5–12% of revenue marketing spend)

The default values are directional until source verification clears.

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