

Foundation Repair Real Cost of Labour Calculator

What you pay a foundation repair tech and what an hour of their time actually costs you are two different numbers. See your true cost per billable hour once payroll burden and non-billable time are in.

FREE TOOL

FOUNDATION REPAIR

PRINT OR FILL ON SCREEN

BUILT BY FERVOR STUDIO

HOW IT WORKS

The math behind the number

What you pay a foundation repair tech and what an hour of their time actually costs you are two different numbers. The real cost is the burdened wage, meaning pay plus taxes, insurance, and benefits, divided by the share of paid time that is actually billable. Non-billable hours spread the same cost over fewer billable hours, so the true number sits well above the wage.

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

BENCHMARK	TYPICAL VALUE
Close rate	30%
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
Hourly wage What you pay per hour		\$22
Payroll burden % Taxes, insurance, benefits, paid time off		30%
Billable utilization % Share of paid hours that are billable		70%
Overhead per billable hour Tools, vehicle, and admin allocated per hour		\$15

OUTPUT	HOW IT IS BUILT	YOUR RESULT
Burdened wage	$\text{wage} \times (1 + \text{burden} / 100)$	
True cost per billable hour	$\text{burdened} / (\text{utilization} / 100) + \text{overhead}$	

WORKED EXAMPLE

A Foundation Repair example

Hourly wage	\$22
Payroll burden %	30%
Billable utilization %	70%
Overhead per billable hour	\$15
Burdened wage	\$29
True cost per billable hour	\$56

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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