

# Garage Door Break-Even Calculator

Know the exact revenue and the number of jobs your garage door business needs each month just to cover costs. Put in your overhead and average job, and see your break-even point by day, week, and month.

FREE TOOL

GARAGE DOOR

PRINT OR FILL ON SCREEN

BUILT BY FERVOR STUDIO

## HOW IT WORKS

### The math behind the number

Break-even revenue is your fixed monthly costs divided by your gross margin. Divide that by your average job value and you get the number of jobs you need before your garage door business makes a dollar of profit. Change the average job or the margin and the whole target moves, which is the part that surprises most owners.

## THE DEFAULTS

### Garage Door 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      | \$650         |
| Gross margin           | 50%           |
| Net profit margin      | 15%           |
| Median field-tech wage | \$25/hr       |
| Payroll burden         | 35%           |
| Billable utilization   | 75%           |
| Billed labour rate     | \$110/hr      |

| BENCHMARK              | TYPICAL VALUE |
|------------------------|---------------|
| Close rate             | 45%           |
| 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  |
|--------------------------------------------------------------------------------------------------------------------|-------------|----------|
| <b>Monthly fixed costs (overhead)</b><br>Rent, insurance, vehicles, software, office and owner wages, ad retainers |             | \$20,000 |
| <b>Average job value</b><br>Your blended average                                                                   |             | \$650    |
| <b>Gross margin %</b><br>Gross profit as a share of revenue                                                        |             | 50%      |

| OUTPUT                       | HOW IT IS BUILT                                  | YOUR RESULT |
|------------------------------|--------------------------------------------------|-------------|
| Break-even revenue per month | $\text{fixed} / (\text{margin} / 100)$           |             |
| Jobs to break even per month | $\text{break-even revenue} / \text{average job}$ |             |
| Jobs to break even per week  | $\text{monthly jobs} / 4.3$                      |             |

#### WORKED EXAMPLE

### A Garage Door example

|                                |          |
|--------------------------------|----------|
| Monthly fixed costs (overhead) | \$20,000 |
| Average job value              | \$650    |
| Gross margin %                 | 50%      |
| Break-even revenue per month   | \$40,000 |
| Jobs to break even per month   | 62       |
| Jobs to break even per week    | 15       |

#### WHERE THE DEFAULTS COME FROM

U.S. Bureau of Labor Statistics – OEWS, Mechanical Door Repairers (49-9011)

Garage Door Marketers – 2025 Garage Door Industry Market Report (gross/net margin, marketing %, booking rate, avg replacement ticket)

Housecall Pro – Garage Door Price Guide 2026 (ticket values by service, margin targets)

ServiceTitan – How to Price Garage Door Jobs (gross margin targets, labor-driven pricing)

Salary.com – Garage Door Technician Hourly Wages (median/percentile cross-check)

Rippling – How To Calculate Labor Burden: Complete 2025 Guide (payroll burden %)

FieldEdge – Technician Utilization Benchmarks (billable utilization %)

WebFX – 2026 Home Services Marketing Benchmarks (lead booking/close rate)

Westport Financial – Home Services Profitability (net margin context)

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