

Garage Door Real Cost of Labour Calculator

What you pay a garage door 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

GARAGE DOOR

PRINT OR FILL ON SCREEN

BUILT BY FERVOR STUDIO

HOW IT WORKS

The math behind the number

What you pay a garage door 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

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
Hourly wage What you pay per hour		\$25
Payroll burden % Taxes, insurance, benefits, paid time off		35%
Billable utilization % Share of paid hours that are billable		75%
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 Garage Door example

Hourly wage	\$25
Payroll burden %	35%
Billable utilization %	75%
Overhead per billable hour	\$15
Burdened wage	\$34
True cost per billable hour	\$60

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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