

HVAC Break-Even Calculator

Know the exact revenue and the number of jobs your HVAC 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

HVAC

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 HVAC 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

HVAC 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	\$1,600
Gross margin	45%
Net profit margin	8%
Median field-tech wage	\$28.75/hr
Payroll burden	32%
Billable utilization	65%
Billed labour rate	\$125/hr

BENCHMARK	TYPICAL VALUE
Close rate	43%
Marketing % of revenue	7%

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
Monthly fixed costs (overhead) Rent, insurance, vehicles, software, office and owner wages, ad retainers		\$20,000
Average job value Your blended average		\$1,600
Gross margin % Gross profit as a share of revenue		45%

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 HVAC example

Monthly fixed costs (overhead)	\$20,000
Average job value	\$1,600
Gross margin %	45%
Break-even revenue per month	\$44,444
Jobs to break even per month	28
Jobs to break even per week	7

WHERE THE DEFAULTS COME FROM

U.S. Bureau of Labor Statistics – OEWS, Heating/AC/Refrigeration Mechanics & Installers (49-9021), May 2024

U.S. Bureau of Labor Statistics – Occupational Outlook Handbook: HVAC Mechanics & Installers (median wage May 2024)

Built on Tenth – Average HVAC Ticket Size by Job Type (2025–2026 market intelligence)

CEO Finance Academy – HVAC Business Profit Margins at \$1M–\$5M (cites 2024 ACCA Financial Benchmarking Study)

ACHR News – Report: Only 65% of HVAC Technician Time is Billable Hours

ACHR News – Survey Reveals Strategies to Boost HVAC Close Rates by Double Digits

WebFX – 2026 HVAC Marketing Benchmarks (~7% of revenue, CPL data)

BDR – How Much Should HVAC Contractors Spend on Marketing (7–12% of revenue)

Rippling – How to Calculate Labor Burden: 2025 Guide (25–40% burden range)

ServiceTitan – HVAC Labor Rate Calculator & Field Service Metrics (billed rates, utilization)

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