

Kitchen & Bath Break-Even Calculator

Know the exact revenue and the number of jobs your kitchen and bath 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

KITCHEN & BATH

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 kitchen & bath 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

Kitchen & Bath 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	\$35,000
Gross margin	29.9%
Net profit margin	6.3%
Median field-tech wage	\$31.55/hr
Payroll burden	30%
Billable utilization	62%
Billed labour rate	\$85/hr

BENCHMARK	TYPICAL VALUE
Close rate	30%
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		\$35,000
Gross margin % Gross profit as a share of revenue		29.9%

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 Kitchen & Bath example

Monthly fixed costs (overhead)	\$20,000
Average job value	\$35,000
Gross margin %	29.9%
Break-even revenue per month	\$66,890
Jobs to break even per month	2
Jobs to break even per week	1

WHERE THE DEFAULTS COME FROM

BLS May 2025 OEWS – Carpenters (47–2031) median/mean wages

NAHB – Home Remodeling Profit Margin Jumps (Remodelers' Cost of Doing Business Study, 2024 data: 29.9% gross / 6.3% net)

Eye On Housing (NAHB) – Remodelers Saw Profit Margin Gains in 2024

Houzz – 2025 U.S. Houzz Kitchen Trends Study (median kitchen spend)

ServiceTitan – Billable Hours / technician utilization (Home Service Business Institute 58–65%)

SmartBarrel – Labor Burden in Construction (25–40% on top of wage)

Hook Agency – What's a Good Closing Rate for Contractors?

Angi – How Much Do General Contractors Charge Per Hour (2026)

OnPurpose Media – Marketing Budget for Contractors (% of revenue)

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