

Kitchen & Bath Real Cost of Labour Calculator

What you pay a kitchen and bath 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

KITCHEN & BATH

PRINT OR FILL ON SCREEN

BUILT BY FERVOR STUDIO

HOW IT WORKS

The math behind the number

What you pay a kitchen & bath 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

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
Hourly wage What you pay per hour		\$32
Payroll burden % Taxes, insurance, benefits, paid time off		30%
Billable utilization % Share of paid hours that are billable		62%
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 Kitchen & Bath example

Hourly wage	\$32
Payroll burden %	30%
Billable utilization %	62%
Overhead per billable hour	\$15
Burdened wage	\$41
True cost per billable hour	\$81

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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