

Landscaping Break-Even Calculator

Know the exact revenue and the number of jobs your landscaping 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

LANDSCAPING

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 landscaping 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

Landscaping 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	\$3,500
Gross margin	40%
Net profit margin	12%
Median field-tech wage	\$18.5/hr
Payroll burden	30%
Billable utilization	78%
Billed labour rate	\$55/hr

BENCHMARK	TYPICAL VALUE
Close rate	50%
Marketing % of revenue	6%

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		\$3,500
Gross margin % Gross profit as a share of revenue		40%

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 Landscaping example

Monthly fixed costs (overhead)	\$20,000
Average job value	\$3,500
Gross margin %	40%
Break-even revenue per month	\$50,000
Jobs to break even per month	15
Jobs to break even per week	4

WHERE THE DEFAULTS COME FROM

U.S. Bureau of Labor Statistics – OEWS, Landscaping and Groundskeeping Workers (37-3011)

BLS Occupational Outlook Handbook – Grounds Maintenance Workers

O*NET OnLine – National Wages, Landscaping and Groundskeeping Workers (37-3011.00)

Level CFO – 2026 Landscape Company Financial Benchmarks (margins, net profit, close rate, revenue/customer)

Aspire – Top Landscaping Industry Statistics 2025 (net margin, labor % of revenue)

Service Autopilot – The Real Cost of Labor for Lawn & Landscaping Businesses in 2026 (labor burden, utilization)

FieldCamp – Landscaping Pricing Guide 2026 (billable labor rate, job values)

Landscape Leadership – How Much Should a Landscaping Business Spend on Marketing

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

NALP – 2025 Financial Benchmark Report (revenue per customer, contract value growth)

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