

Plumbing Break-Even Calculator

Know the exact revenue and the number of jobs your plumbing 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

PLUMBING

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 plumbing 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

Plumbing 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	\$340
Gross margin	50%
Net profit margin	8%
Median field-tech wage	\$34.7/hr
Payroll burden	35%
Billable utilization	70%
Billed labour rate	\$90/hr

BENCHMARK	TYPICAL VALUE
Close rate	45%
Marketing % of revenue	10%

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		\$340
Gross margin % Gross profit as a share of revenue		50%

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 Plumbing example

Monthly fixed costs (overhead)	\$20,000
Average job value	\$340
Gross margin %	50%
Break-even revenue per month	\$40,000
Jobs to break even per month	118
Jobs to break even per week	28

WHERE THE DEFAULTS COME FROM

U.S. Bureau of Labor Statistics – OEWS 47–2152 Plumbers, Pipefitters, and Steamfitters (current/May 2025)

U.S. Bureau of Labor Statistics – Occupational Outlook Handbook: Plumbers, Pipefitters, and Steamfitters

Profitability Partners – Plumbing Profit Margins (200+ home-services acquisitions)

HomeGuide – Average Plumbing Estimates 2026 (typical job cost)

Modernize – How Much Does a Plumber Cost per Hour 2025 (billable labor rate)

FieldEdge – Technician Utilization Benchmarks

Construction Coverage – Labor Burden: Definition, Costs, Examples & Calculator

Hook Agency – How Much Should a Plumbing Company Spend on Marketing

WebFX – 2026 Home Services Marketing Benchmarks (booking/close rates)

FinancialModelsLab – 7 Plumbing Service KPIs (\$445 AOV, utilization, CAC)

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