

Plumbing Pricing Calculator

Price every plumbing job to actually hit your margin. Add materials, labour, and overhead, set the margin you want, and get the number to quote.

FREE TOOL

PLUMBING

PRINT OR FILL ON SCREEN

BUILT BY FERVOR STUDIO

HOW IT WORKS

The math behind the number

Total your direct costs, meaning materials, labour at its true hourly cost, and any other direct items, then divide by one minus your target margin. That markup is what actually hits the margin. Adding a flat percentage on top of cost usually undershoots it, which is how a plumbing job that looked profitable ends up losing money.

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
Close rate	45%

BENCHMARK	TYPICAL VALUE
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
Material cost Everything that goes into the job		\$119
Labour hours Crew hours on the job		4
Labour rate (true cost per hour) From the real-cost-of-labour worksheet		\$90
Other direct costs Permits, rentals, disposal		\$0
Target margin % The margin you want to keep		50%

OUTPUT	HOW IT IS BUILT	YOUR RESULT
Labour cost	hours x rate	
Total cost	materials + labour + other	
Price to quote	cost / (1 - margin / 100)	
Profit	price - cost	

WORKED EXAMPLE

A Plumbing example

Material cost	\$119
Labour hours	4
Labour rate (true cost per hour)	\$90
Other direct costs	\$0
Target margin %	50%
Labour cost	\$360
Total cost	\$479
Price to quote	\$958
Profit	\$479

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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