

Plumbing Real Cost of Labour Calculator

What you pay a plumbing 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

PLUMBING

PRINT OR FILL ON SCREEN

BUILT BY FERVOR STUDIO

HOW IT WORKS

The math behind the number

What you pay a plumbing 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

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
Hourly wage What you pay per hour		\$35
Payroll burden % Taxes, insurance, benefits, paid time off		35%
Billable utilization % Share of paid hours that are billable		70%
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 Plumbing example

Hourly wage	\$35
Payroll burden %	35%
Billable utilization %	70%
Overhead per billable hour	\$15
Burdened wage	\$47
True cost per billable hour	\$82

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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