

Remodeling Break-Even Calculator

Know the exact revenue and the number of jobs your remodeling 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

REMODELING

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 remodeling 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

Remodeling 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	\$20,000
Gross margin	29.9%
Net profit margin	6.3%
Median field-tech wage	\$31.55/hr
Payroll burden	30%
Billable utilization	65%
Billed labour rate	\$45/hr

BENCHMARK	TYPICAL VALUE
Close rate	35%
Marketing % of revenue	8%

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		\$20,000
Gross margin % Gross profit as a share of revenue		29.9%

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 Remodeling example

Monthly fixed costs (overhead)	\$20,000
Average job value	\$20,000
Gross margin %	29.9%
Break-even revenue per month	\$66,890
Jobs to break even per month	4
Jobs to break even per week	1

WHERE THE DEFAULTS COME FROM

NAHB – Home Remodeling Profit Margin Jumps (Remodelers' Cost of Doing Business, 2026 edition; 2024 data: 6.3% net / 29.9% gross)

NAHB – Remodelers' Cost of Doing Business, 2026 Edition (BuilderBooks product / study source)

BLS – Occupational Employment and Wages, May 2025 (OEWS news release; Carpenters 47–2031 and Construction Laborers 47–2061 wages)

BLS OEWS May 2025 release summary – Carpenters median \$31.55/hr, Construction Laborers median \$25.02/hr

CountBricks – Residential Construction Labor Rates, U.S. (Feb 2026): carpenter/handyman billed labor rates

Angi – How Much Do General Contractors Charge Per Hour (2026): \$50–150/hr billed labor

SmartBarrel – Labor Burden in Construction (20–35% typical; remodels 35–45%)

Projul – What Your Workers Really Cost Per Hour (construction labor burden)

Hook Agency – What's a Good Closing Rate for Contractors (30–40% best-in-class; <15% poor; referrals 50%+)

InnerSpark Creative – 2025 Construction & Remodeling Marketing Benchmarks (marketing % of revenue)

ServiceTitan – Labor Rate Calculator / Billable Hours guide (trade utilization and billable-rate methodology)

Harvard JCHS – As the Remodeling Industry Has Expanded, So Has Contractor Specialization and Scale (project size context)

The default values are directional until source verification clears.

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