

Solar Break-Even Calculator

Know the exact revenue and the number of jobs your solar 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

SOLAR

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 solar 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

Solar 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	\$25,000
Gross margin	30%
Net profit margin	12%
Median field-tech wage	\$24.93/hr
Payroll burden	30%
Billable utilization	65%
Billed labour rate	\$125/hr

BENCHMARK	TYPICAL VALUE
Close rate	20%
Marketing % of revenue	20%

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		\$25,000
Gross margin % Gross profit as a share of revenue		30%

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 Solar example

Monthly fixed costs (overhead)	\$20,000
Average job value	\$25,000
Gross margin %	30%
Break-even revenue per month	\$66,667
Jobs to break even per month	3
Jobs to break even per week	1

WHERE THE DEFAULTS COME FROM

BLS OEWS May 2024 – Solar Photovoltaic Installers (47-2231), wages & percentiles

BLS Occupational Outlook Handbook – Solar Photovoltaic Installers (median pay, outlook)

O*NET OnLine – Solar Photovoltaic Installers 47-2231.00 (2025 BLS wage cross-check)

SolarReviews – Solar Panel Cost 2026 (avg system \$21,816 / 7.2 kW / \$3.03/W)

EnergySage – Solar Panel Cost (avg 12 kW system \$30,505 / \$2.58/W)

Wood Mackenzie – US residential solar customer-acquisition costs (\$0.60/W 2025, +40% in 2026)

LumberFi – Solar Panel Business: Overhead Costs & Profit Margins (20-40% gross, 10-25% net)

ServiceTitan – 19 Key Field Service Metrics (utilization, close rate, gross margin benchmarks)

FieldEdge – Technician Utilization Benchmarks (70-85% healthy)

SmartBarrel – Labor Burden in Construction (25-40% on top of base wage)

Sunvoy – Solar Close Rates by Lead Source (appointment-to-sale benchmarks)

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