# JOBMARGIN

## Markup & Margin Quick Reference

### The two percentages use different bases

Margin = profit / selling price | Markup = profit / cost

Price for target margin = total cost / (1 - target margin)

| TARGET PROFIT MARGIN | REQUIRED MARKUP |
|---|---|
| **5%** | **5.3%** |
| **10%** | **11.1%** |
| **15%** | **17.6%** |
| **20%** | **25.0%** |
| **25%** | **33.3%** |
| **30%** | **42.9%** |
| **35%** | **53.8%** |
| **40%** | **66.7%** |
| **45%** | **81.8%** |
| **50%** | **100.0%** |

**EXAMPLE**

Cost: $6,200

Target margin: 25%

Price: $8,266.67

Profit: $2,066.67

Markup: 33.3%

### Safe-use reminder

- Start from complete job cost, including burdened labor and allocated overhead.
- Taxes, permits, bonds, retainage, financing, and contract-specific limits are not automatic.
- This reference is an educational planning aid—not accounting, tax, legal, or contract advice.