

From the software trusted by **200K+** home service Pros

 Housecall Pro

Trades Pulse:

HVAC REPAIR ECONOMICS

Free Report

Repair demand is changing across the industry

Installs remain the highest-ticket jobs in HVAC, while repairs are capturing a growing share of both revenue and workload for multi-tech shops.

As HVAC professionals head into the cooling season, the latest platform data from Housecall Pro offers a timely look at how repair and install economics are balancing out across the industry. Over the past several years, repairs have become a larger part of HVAC revenue. This deep dive looks at how that shift is taking shape—and where it's most visible.

Repair revenue share

21.6% → 31.3%

From 2021 to 2025

Repairs per org/year

+64.7%

From 2022 to 2025

Average repair revenue per job

+47%

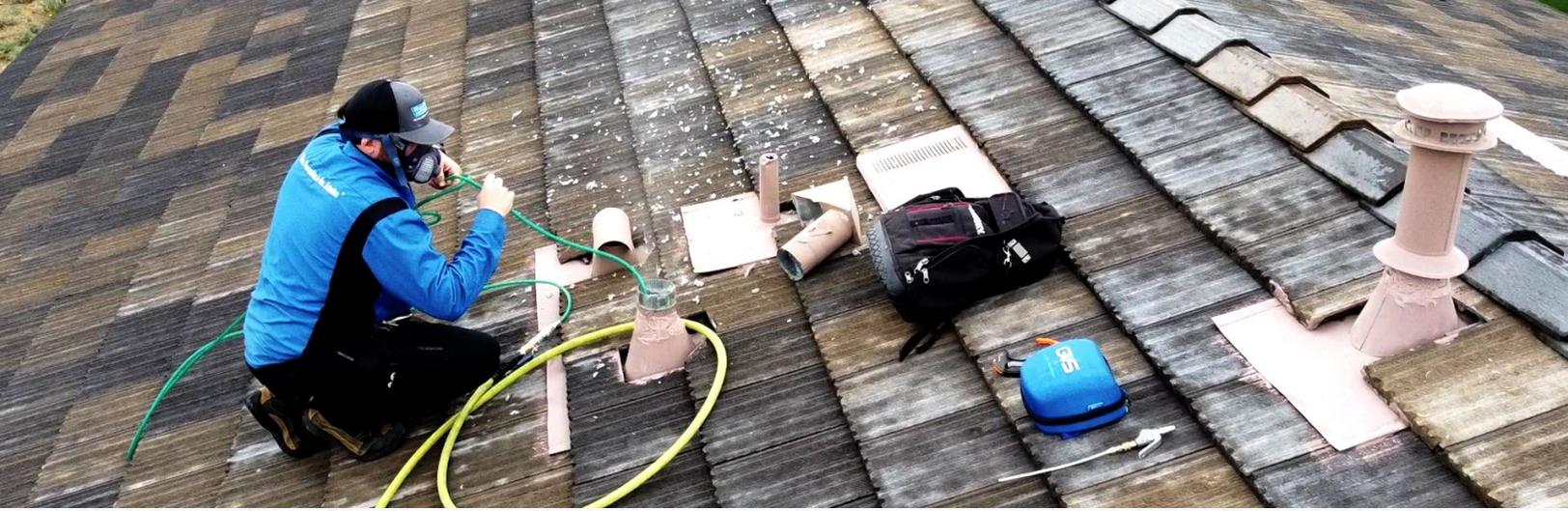
From 2021 to 2025
(nominal)

Repair costs for Pros

-26%

From 2023 peak to 2025
(near 2022 baseline)

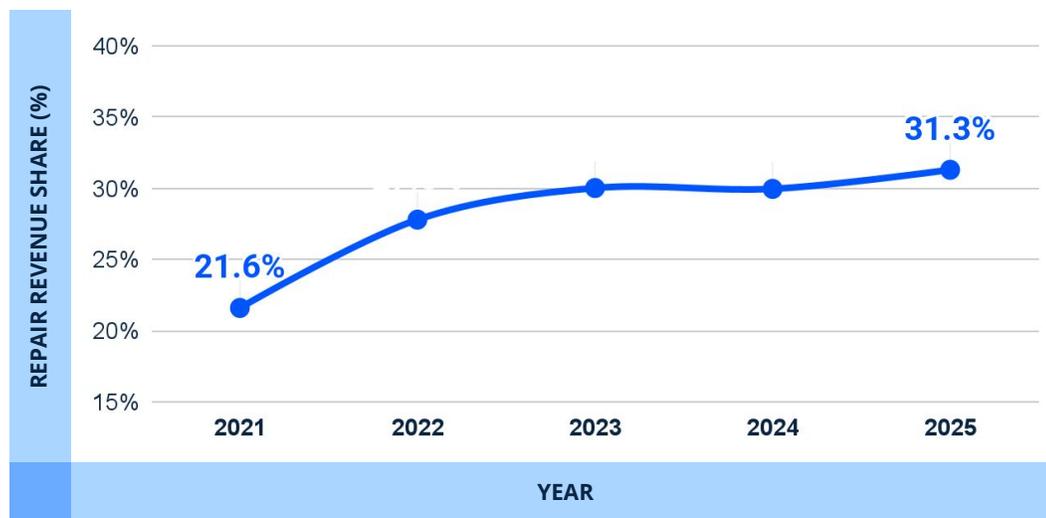
Repair and install classifications draw on job-type tags, which cover approximately 11% of total HVAC job volume. See [Methodology](#).



Housecall Pro data shows repair revenue share climbing from **21.6% in 2021** to **31.3% in 2025**, a gain of almost 10 percentage points. Slightly higher growth patterns can be seen when comparing the fourth quarter, with repairs increasing from 21.2% of HVAC revenue in Q4 2021 to 33.4% in Q4 2025—the highest repair revenue share in the period analyzed.

HVAC repair revenue share by year

Repairs as a percentage of revenue, 2021-2025



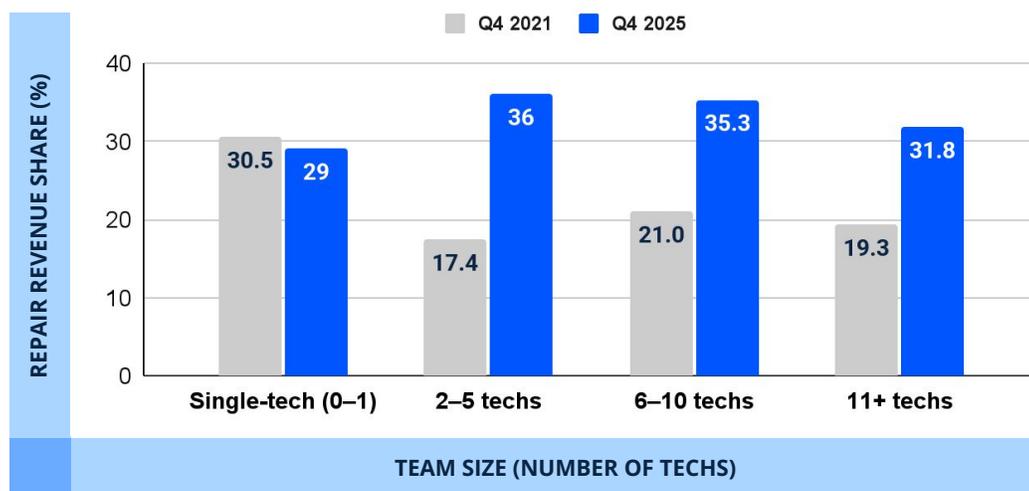


Looking at just Q4 metrics from 2021 to 2025, the growth is strongest among multi-tech shops, where revenue from repairs nearly doubled for businesses with 2-5 techs and **rose by 14.3 and 12.5 percentage points for those with 6-10 and 11+ techs, respectively.** Meanwhile, the revenue share for single-tech shops remained relatively flat.

This shift comes from both volume and pricing. While repair growth has stabilized year-over-year, repair volume continues to rise. Repairs per organization rose from 103 per year in 2022 to more than 170 in 2025. The pattern points to a durable change in repair demand rather than a temporary spike.

Repair revenue share by team size

Q4 2021 vs. Q4 2025, by number of techs

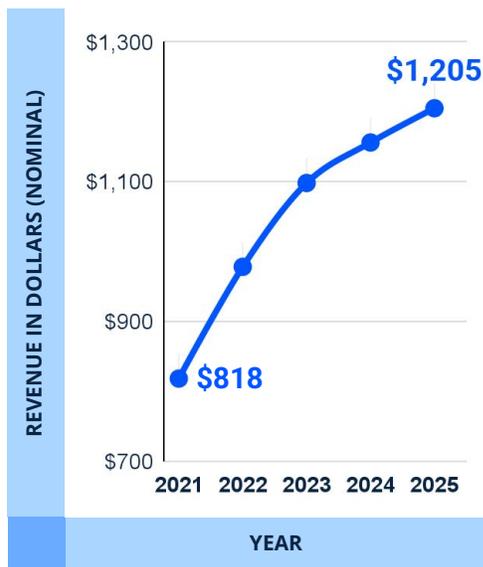


Average repair revenue per job also increased from **\$818 in 2021** to **\$1,205 in 2025** (a 47% nominal increase, or 24% after inflation). That means the typical repair is worth more than it was a few years ago.

At the same time, repair cost dynamics have shifted for HVAC Pros. After peaking in late 2023 and staying elevated in 2024, average repair costs eased in 2025. By Q4 2025, repair costs were 26% below their 2023 peak and roughly 6% below 2022 levels.

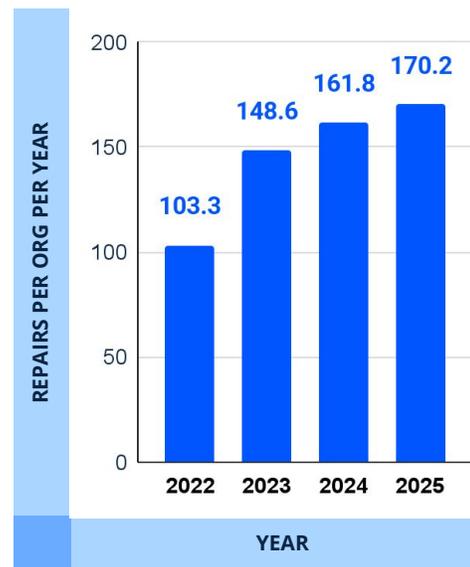
Average repair revenue per job

Growth in HVAC repair value, 2021-2025



Average repairs per org/year

Growth in annual HVAC repair volume, 2022-2025



These trends are playing out against broader HVAC pricing pressure. According to the [U.S. Bureau of Labor Statistics](#), wholesale and equipment prices remain high. This landscape contributes to higher replacement costs—and may influence how homeowners approach repair versus install decisions. As replacement costs rise, the economic case for repair strengthens.



Why this matters

While installs remain the highest-ticket jobs, repair work is becoming a larger share of daily revenue and technician workload. For HVAC operators, this trend could put more focus on scheduling, quoting, and workflow management.

As repair volume grows alongside install work, the companies that build their operations around this mix may be better positioned in the quarters ahead.



The Trades Pulse

Home service businesses sit on the front lines of the economy.
When conditions shift, Pros feel it first.

This HVAC report kicks off Housecall Pro's quarterly **Trades Pulse**—a benchmark series drawing on aggregated, anonymized platform data to track how the trades are performing, what's driving change, and what it means for home service Pros.

Methodology ▶▶▶▶▶

This report draws on aggregated, anonymized data from HVAC (Heating & Air Conditioning) businesses using the Housecall Pro platform. The analysis focuses on jobs where job-type tags explicitly indicate repair or install work, representing approximately 11% of total HVAC job volume. Jobs without explicit job-type tagging are excluded. While this creates a filtered sample, consistent tagging behavior across quarters supports reliable trend analysis over time.

Job types are classified using a deterministic mapping system applied to normalized job labels. A precedence hierarchy ensures each job is assigned to a single category: install-directional labels take precedence over maintenance, which takes precedence over repair/service. Maintenance and checkups are included within the repair category for revenue-share reporting.

Metrics examined include repair revenue share (repair revenue / total revenue), repairs per organization per year, average repair revenue per job, and average repair cost per job. Revenue and cost figures are evaluated in nominal and inflation-adjusted terms where noted.

The analysis relies on a consistent cohort of active businesses with completed jobs and positive revenue to ensure comparability across periods. Findings reflect directional patterns within this subset and should not be interpreted as representative of all HVAC activity on the platform or as benchmarks for individual businesses.

External market indicators, including HVAC wholesale pricing and producer price indexes, are referenced for context only and are not incorporated into Housecall Pro's calculations.