

The UK's Top-Earning Trades Report

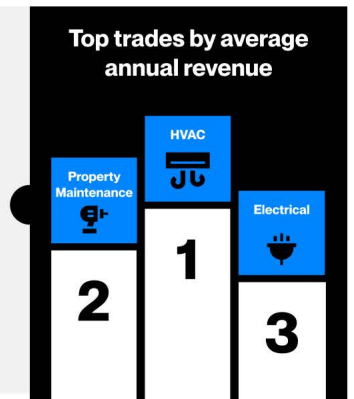
BUILT BY **TRADIFY**

How much do trade businesses make?

We reviewed 3,000+ UK trade businesses using Tradify from June 2024 – May 2026. The results reveal a significant revenue gap between trades, with the highest-performing sectors approaching £2 million in annual turnover, while others sit nearly £1 million behind.

The figures below represent average invoiced revenue, not profit. Labour, materials, overheads, vehicle costs, taxes, and other operating expenses all need to be deducted before you can understand what a business is actually taking home.

This isn't a scoreboard. It's designed to help you understand how your business compares to others of a similar size operating in a similar market. However, if your revenue sits well below the average for your trade, it may be worth reviewing your pricing and how your business operates day to day — and where tighter job management could make a difference.



TRADE	SOLE TRADERS (1 PERSON)	SMALL TEAMS (2-4 PEOPLE)	MEDIUM TEAMS (5-12 PEOPLE)	LARGE TEAMS (13+ PEOPLE)	AVERAGE PER TRADE
Electrical & AV	£107,711	£293,680	£707,108	£2,093,056	£282,843
HVAC	£184,566	£377,534	£1,225,248	N/A	£428,538
Landscaping & Lawns	£122,006	£384,672	£771,470	N/A	£258,714
Plumbing & Gas	£114,492	£277,599	£715,399	£1,986,715	£255,667
Carpentry & Renovations	£149,152	£380,864	£446,359	£1,161,480	£254,452
Property Maintenance	£149,564	£313,205	£654,823	£2,023,478	£345,357

What's changed since last year?

Between June 2025 and May 2026, trade businesses increased their average revenue by 16–25% compared to the previous year, with some adding more than £60,000 in annual turnover.

The businesses seeing the strongest growth are the ones keeping admin under control. Less time on paperwork means more time on jobs, customers, and winning new work. Tradify helps keep things simple. By bringing quoting, scheduling, job management, and invoicing into one place, it reduces paperwork and frees up time to focus on work that actually drives revenue.

TRADE	JUNE 24 — MAY 25	JUNE 25 — MAY 26	AVERAGE YOY GROWTH %
Electrical & AV	£237,492	£283,176	+19%
HVAC	£367,580	£428,529	+17%
Landscaping & Lawns	£219,185	£258,706	+18%
Plumbing & Gas	£221,111	£255,819	+16%
Carpentry & Renovations	£204,060	£254,500	+25%
Property Maintenance	£379,639	£345,392	-9%

What's the average revenue per job?

Carpentry & Renovations report the highest cost per job largely because they tend to complete fewer, higher-value jobs.

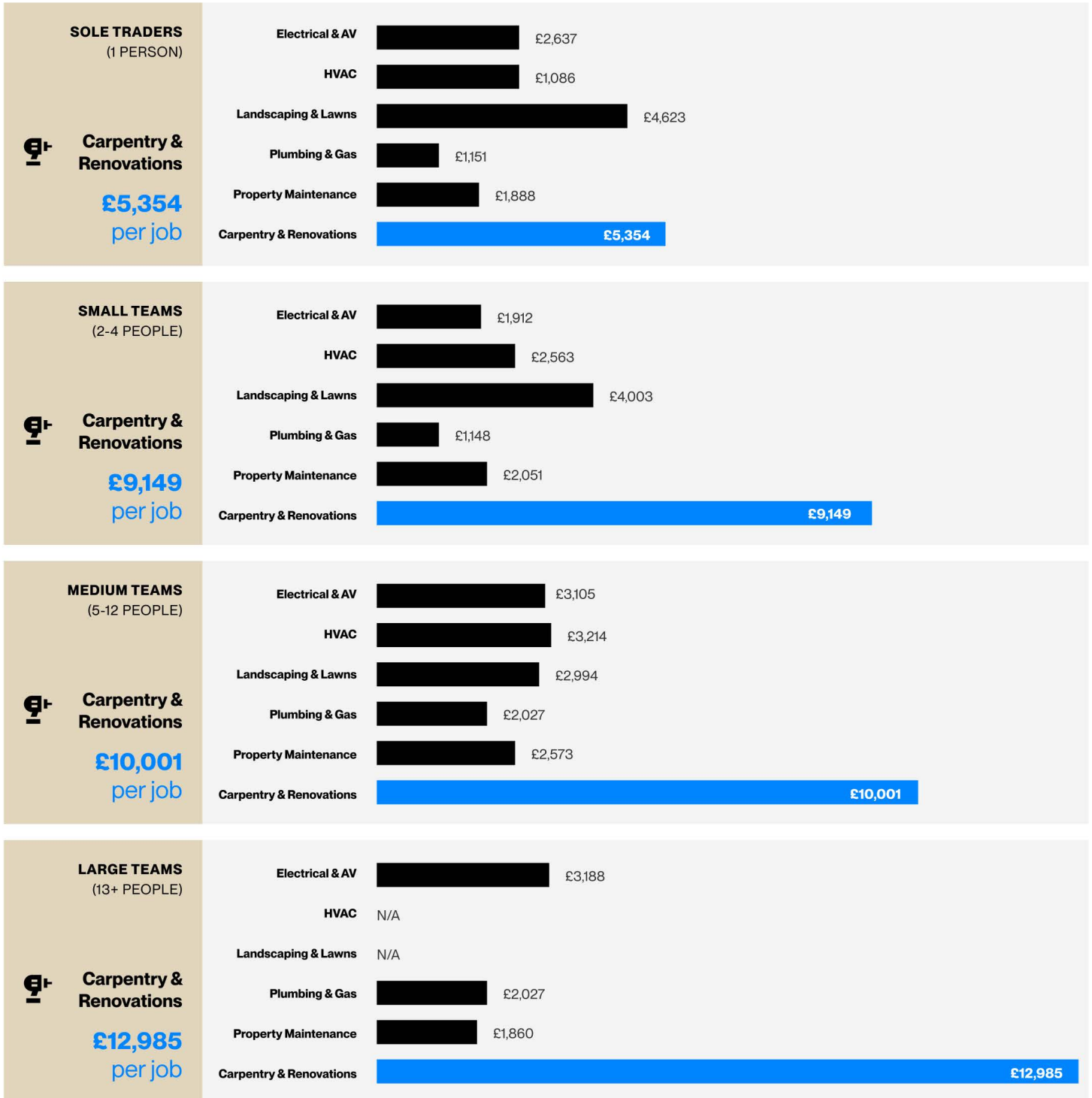
However, larger invoices alone don't guarantee business growth, just as a higher volume of jobs doesn't automatically translate into better performance. The key factor is understanding profitability on a job-by-job basis as each invoice is completed.

It's worth reviewing how many jobs were completed over the past year, your average invoice value, and how many of those jobs actually delivered a profit. Comparing your own figures against the data below can help you determine whether it makes sense to scale your business further, or whether the greater opportunity lies in strengthening your current systems and processes first.



On average, trades see a 30–40% shift in revenue per job as they scale.

The main outlier is Landscaping, falling from £4,623 to £2,994 as headcount increases.



Who wins the most quotes?

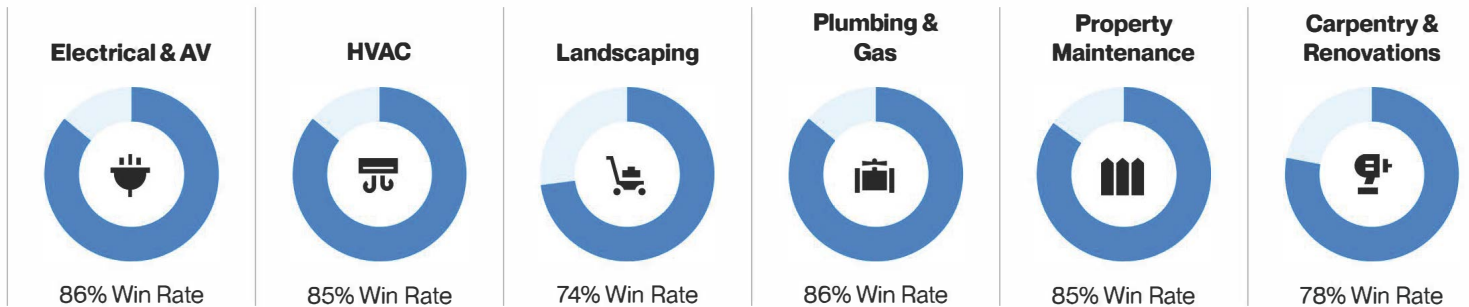
Businesses that use Tradify win at least three out of every four quotes sent, with **Electrical** and **Plumbing** leading with an **86% win rate**, and **Property Maintenance** and **HVAC** close behind at **85%**.

The common thread is simple — quicker quoting, professional-looking quotes, and easy follow-ups like [text reminders](#) help keep customers moving forward.



90% of SMS messages are read in under 3 minutes.

Quick quoting helps you win jobs by reaching customers first. Tradify makes it easy to send, remind, and accept quotes via SMS.

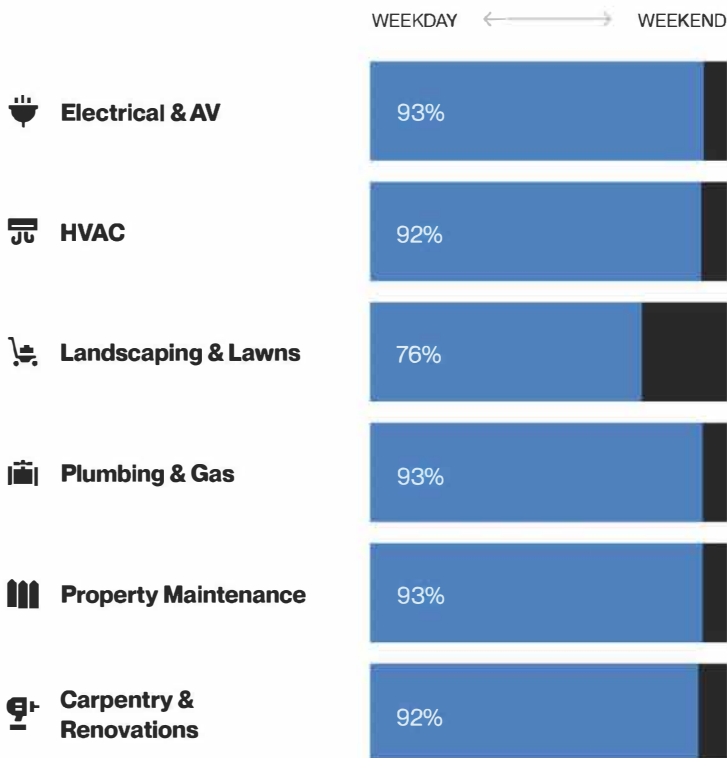


Who's doing weekend admin?

Tradify users get most of their job admin done during the week, rather than letting it bleed into their weekends.

More than 90% of admin for **Plumbing, Property Maintenance, Electrical, HVAC, Carpentry & Renovations** is completed during the week, a good sign that solid systems are helping keep paperwork out of their weekends.

Landscaping & Lawns is the only exception. Around one in five admin tasks spill into the weekend, which likely comes down to a more reactive, weather-driven workload, higher job volumes, and last-minute schedule changes.



As trade businesses grow, revenue is shaped by how efficiently time is managed. Sustainable growth comes from the ability to quote, win, and complete more profitable jobs without unpaid admin time eating into your margins.

Businesses that scale successfully are those with clear, repeatable systems that keep working well as teams expand.

With a free 14-day trial of Tradify, you can see for yourself how better job management will support your business for years to come.

[Start Free Trial](#)