

Job cost and pricing analysis

Joel Ward | Cable's Roofing | Original workbook exhibit

Actual jobs and hypothetical examples compare material and labor costs, extras, price per square, profit, and margin.

Source: Job Cost Analysis 2-22-21.xlsx

Worksheet coverage

Actual: complete populated view with full-width columns

Hypothetical: complete populated view with full-width columns

Customer, job, and representative identifiers are redacted. Existing source formatting and saved calculations are retained.

Actual

All displayed columns fit on this page

	Contract#	Published Price per Sq	Actual \$/per Sq	Material	Extra Material	Net Mat	Labor	Extra Lab	Net Lab	Total Cost	Cost w/o Extra	Profit	Profit %	Profit w/o Extra	Profit w/o Extra %		Cost per SQ	%	Cost Per SQ w/o Extras	%	Notes
	17,700.00	319.00	393.33	4,414.12		4,414.12	4,525.00	1,600.00	2,925.00	8,939.12	7,339.12	8,760.88	49.5%	10,360.88	58.5%		198.65	50.5%	163.09	41.5%	
	21,500.00	360.00	358.33	8,495.83		8,495.83	3,355.00		3,355.00	11,850.83	11,850.83	9,649.17	44.9%	9,649.17	44.9%		197.51	55.1%	197.51	55.1%	
	10,706.32	317.00	274.52	4,060.70		4,060.70	2,345.00		2,345.00	6,405.70	6,405.70	4,300.62	40.2%	4,300.62	40.2%		164.25	59.8%	164.25	59.8%	
	9,874.17	317.00	276.82	3,845.71	1,233.00	2,612.71	2,121.30	190.00	1,931.30	5,967.01	4,544.01	3,907.16	39.6%	5,330.16	54.0%		167.28	60.4%	127.39	46.0%	2 sq Mod Bit
	13,250.00	317.00	292.30	4,968.01		4,968.01	3,199.80	430.00	2,769.80	8,167.81	7,737.81	5,082.19	38.4%	5,512.19	41.6%		180.19	61.6%	170.70	58.4%	
	19,750.00	317.00	278.17	8,145.78	1,017.67	7,128.11	4,670.00	350.00	4,320.00	12,815.78	11,448.11	6,934.22	35.1%	8,301.89	42.0%		180.50	64.9%	161.24	58.0%	5 sq Mod Bit
	4,950.00	293.00	309.38	2,403.62		2,403.62	880.00		880.00	3,283.62	3,283.62	1,666.38	33.7%	1,666.38	33.7%		205.23	66.3%	205.23	66.3%	
	5,226.12	293.00	248.86	2,326.80		2,326.80	1,155.00		1,155.00	3,481.80	3,481.80	1,744.32	33.4%	1,744.32	33.4%		165.80	66.6%	165.80	66.6%	
	6,250.00	293.00	223.21	2,837.35		2,837.35	1,590.00		1,590.00	4,427.35	4,427.35	1,822.65	29.2%	1,822.65	29.2%		158.12	70.8%	158.12	70.8%	
	6,150.00	317.00	323.68	3,710.84		3,710.84	1,081.00		1,081.00	4,791.84	4,791.84	1,358.16	22.1%	1,358.16	22.1%		252.20	77.9%	252.20	77.9%	
	5,652.45	317.00	282.62	3,232.88	723.00	2,509.88	1,482.50	50.00	1,432.50	4,715.38	3,942.38	937.07	16.6%	1,710.07	30.3%		235.77	83.4%	197.12	69.7%	
	5,850.00	293.00	302.64	3,179.21	1,400.00	1,779.21	1,976.30	1,000.00	976.30	5,155.51	2,755.51	694.49	11.9%	3,094.49	52.9%		266.71	88.1%	142.55	47.1%	4 sq Mod Bit
	21,960.00	317.00	279.14	8,333.76		8,333.76	5,491.20	300.00	5,191.20	13,824.96	13,524.96	8135.04	37.0%	8435.04	38.4%		175.73	63.0%	171.92	61.6%	
	7,250.00	293.00	324.68	2,440.43		2,440.43	2,651.45	425.00	2,226.45	5,091.88	4,666.88	2158.12	29.8%	2583.12	35.6%		228.03	70.2%	209.00	64.4%	
	4,850.00	293.00	210.87	2,063.86		2,063.86	1,315.00		1,315.00	3,378.86	3,378.86	1471.14	30.3%	1471.14	30.3%		146.91	69.7%	146.91	69.7%	
	3,360.00	293.00	210.00	1,903.58		1,903.58	880.00		880.00	2,783.58	2,783.58	576.42	17.2%	576.42	17.2%		173.97	82.8%	173.97	82.8%	
	7,585.00	317.00	339.68	2,721.24		2,721.24	1,278.15		1,278.15	3,999.39	3,999.39	3,585.61	47.3%	3,585.61	47.3%		179.10	52.7%	179.10	52.7%	
	11,773.00	317.00	304.45	4,116.44		4,116.44	2,744.60	400.00	2,344.60	6,861.04	6,461.04	4911.96	41.7%	5311.96	45.1%		177.43	58.3%	167.08	54.9%	
	5,225.00	293.00	275.00	2,116.99		2,116.99	1,045.00		1,045.00	3,161.99	3,161.99	2063.01	39.5%	2063.01	39.5%		166.42	60.5%	166.42	60.5%	
	11,300.00	317.00	289.74	4,839.16		4,839.16	2,170.00		2,170.00	7,009.16	7,009.16	4290.84	38.0%	4290.84	38.0%		179.72	62.0%	179.72	62.0%	
	8,500.00	317.00	250.00	3,473.47		3,473.47	2,267.40		2,267.40	5,740.87	5,740.87	2759.13	32.5%	2759.13	32.5%		168.85	67.5%	168.85	67.5%	
	21,572.00	317.00	269.65	8,271.35		8,271.35	5,820.00		5,820.00	14,091.35	14,091.35	7,480.65	34.7%	7,480.65	34.7%		176.14	65.3%	176.14	65.3%	
	7,350.00	293.00	259.44	2,948.98	70.00	2,878.98	1,833.15	250.00	1,583.15	4,782.13	4,462.13	2,567.87	34.9%	2,887.87	39.3%		168.80	65.1%	157.51	60.7%	
	9,900.00	293.00	282.86	2,918.01	60.00	2,858.01	2,225.00	275.00	1,950.00	5,143.01	4,808.01	4,756.99	48.1%	5,091.99	51.4%		146.94	51.9%	137.37	48.6%	

Hypothetical

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		Markup: SQ	167% H&R	Perimeter	Underlay	Turbines	Pipe Jacks	Coil Nails	Cap Nails	OSB	NP1	Paint	Sub-Total	Taxes	Delivery	Materials Total	Labor Total	Grand Total	With Profit		
																			30%	40%	50%
Example 1	Shingle Cert Landmark Bundles	46.00	197	279	5	4	9	2	2	1	3	3									
		130.00	6	4																	
		3,403.40	139.08	92.72	305.00	264.00	68.40	66.00	44.00	30.00	24.75	22.50	4,459.85	367.94	35.00	4862.79	2530.00	7392.79			
															Per SQ:	105.71	55.00	160.71	229.59	267.85	321.43
Example 2	Cert XT25 Bundles	46.00	197	279	5	4	9	2	2	1	3	3									
		140.00																			
		3,245.20	0.00	0.00	305.00	264.00	68.40	66.00	44.00	30.00	24.75	22.50	4,069.85	335.76	35.00	4440.61	2530.00	6970.61			
															Per SQ:	96.54	55.00	151.54	216.48	252.56	303.07
Example 3	Atlas Pinnacle Bundles	46.00	197	279	5	4	9	2	2	1	3	3									
		129.00	7	4																	
		3,377.22	383.25	168.00	345.00	264.00	68.40	66.00	44.00	30.00	24.75	22.50	4,793.12	395.43	35.00	5223.55	2530.00	7753.55			
															Per SQ:	113.56	55.00	168.56	240.79	280.93	337.11
Example 4	Atlas Legend Bundles	46.00	197	279	5	4	9	2	2	1	3	3									
		136.00		4																	
		3,172.88	0.00	168.00	345.00	264.00	68.40	66.00	44.00	30.00	24.75	22.50	4,205.53	346.96	35.00	4587.49	2530.00	7117.49			
															Per SQ:	99.73	55.00	154.73	221.04	257.88	309.46
Example 5	Atlas Glassmaster Bundles	46.00	197	279	5	4	9	2	2	1	3	3									
		140.00																			
		3,266.20	0.00	0.00	305.00	264.00	68.40	66.00	44.00	30.00	24.75	22.50	4,090.85	337.50	35.00	4463.35	2530.00	6993.35			
															Per SQ:	97.03	55.00	152.03	217.18	253.38	304.06
Example 6	Atlas Stormmaster SH Bundles	46.00	197	279	5	4	9	2	2	1	3	3									
		129.00	7	4																	
		4,646.58	383.25	168.00	345.00	264.00	68.40	66.00	44.00	30.00	24.75	22.50	6,062.48	500.15	35.00	6597.63	2530.00	9127.63			
															Per SQ:	143.43	55.00	198.43	283.47	330.71	396.85