DASHBOARD & PROFIT SUMMARY

Clearwater Pressure Washing | Pressure Washing | Current quote: Q-1001 - Mark Johnson

THIS QUOTE

Total Quote (before tax)	Total Est. Cost (direct + overhead)	Est. Net Profit $	Est. Gross Margin %
$360.00	$232.50	$127.50	50.4%

Direct job cost	Gross profit $	Overhead allocation	Est. Net Margin %
$178.50	$181.50	$54.00	35.4%

HEALTHY MARGIN

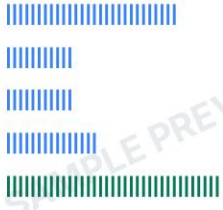
Red below:	35.0%	Green at or above:	50.0%

PRICE GUIDE

Break-even price	$210.00
Recommended bid	$360.00
Your price	$360.00
Revenue per paid labor hour	$86.90

WHERE EACH QUOTE DOLLAR GOES

Labor	27.6%
Materials	11.4%
Equipment, vehicle & other	10.6%
Overhead	15.0%
Net profit	35.4%



ALL JOBS (from Job Tracker)

Jobs logged	Jobs completed (actuals in)	Revenue (completed jobs)	Profit vs. estimate (completed)
1	1	$420.00	-$26.00

Est. gross margin (completed)	Actual gross margin (completed)	Labor variance	Materials + equip/other variance
49.5%	43.3%	-$24.00	-$2.00

Biggest profit leak so far: LABOR: crews are taking longer than estimated

HOW TO USE

1. Settings tab: enter your company, wage, overhead and margin rules once.
2. Estimator tab: fill the blue cells for a new job.
3. Check this Dashboard: red = raise the price or cut scope.
4. Quote tab: pick Itemized prices or Lump sum (right of the quote), then File > Print > Save as PDF (Ctrl+P / Cmd+P) and send the PDF, never this file.
5. Job won? Copy Estimator section 8 > Paste Values on Job Tracker.
6. After the job, enter actual hours & costs on the Job Tracker.

Excel: if a yellow bar says PROTECTED VIEW, click Enable Editing.

Google Sheets: File > Make a copy and work in your copy. Sheet protection does not carry over, so type only in the blue cells.

Tip: Save a copy per quote (File > Save As) if you need to reopen old quotes.

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JOB COSTING & ESTIMATOR - Pressure Washing

Blue cells = your inputs	Automatic	*Internal only - never send this tab to a client. Send the Quote tab as a PDF.*

1. JOB & CLIENT

Quote #	Q-1001
Quote date	Nov 27, 2026
Client name	Mark Johnson
Service address	77 Oak Ridge Dr
City, State ZIP	Austin, TX 78745
Phone	(512) 555-0199
Email	mark.j@example.com

		Time multiplier
Service type	Combo package	1.00
Staining level	Moderate	1.00
Access	Single story / easy	1.00
Combined time multiplier		**1.00**

2. TIME ESTIMATE (labor hours)

Task (also used as the quote line)	Qty	Unit	Rate	Rate means	Base labor hrs	Adjusted hrs	Quote line #	Quote amount	Rounded share
Driveway / patio / sidewalk	800	sq ft	700	*sq ft/labor hr*	1.14	1.14	1	$113.00	$113.00
House siding soft wash	2,000	sq ft	1,000	*sq ft/labor hr*	2.00	2.00	2	$198.00	$198.00
Deck / fence	0	sq ft	300	*sq ft/labor hr*	0.00	0.00		$0.00	$0.00
Roof soft wash	0	sq ft	400	*sq ft/labor hr*	0.00	0.00		$0.00	$0.00
Setup, rinse-down & cleanup	1	job	30	*min per job*	0.50	0.50	3	$49.00	$49.00
On-site labor hours (all workers combined)					3.64	**3.64**			

Multipliers apply to the main tasks; add-ons/setup use their own fixed time. Quote amounts split the price by each task's share of hours, rounded to whole dollars (last line absorbs the cents).

3. LABOR

Crew size (workers)	1
On-site labor hours	3.64
Time on site per visit (hours, crew working together)	3.64
Round-trip drive time (hours, paid)	0.50
Total paid labor hours	**4.14**
Hourly wage override (leave blank = Settings default)	
Hourly wage used	$20.00
Labor burden (taxes, workers' comp, benefits)	20.0%
Burdened cost per labor hour	$24.00
LABOR COST	**$99.43**

4. MATERIALS & SUPPLIES

Item	Cost per unit	Unit	Qty	Waste / spillage %	Cost
Sodium hypochlorite (12.5%)	$6.00	gallon	5.8	10.0%	$38.28
Surfactant / soap	$0.25	oz	10	10.0%	$2.75
Degreaser / rust remover	$18.00	gallon	0	10.0%	$0.00
	$0.00		0	10.0%	$0.00
	$0.00		0	10.0%	$0.00
MATERIALS COST					**$41.03**

Qty cells holding a formula are linked to the task quantities above; you can type over them.

5. EQUIPMENT, VEHICLE & OTHER DIRECT COSTS

Equipment (from Settings)	Cost per hour	Hours used	Cost
Pressure washer (4 GPM)	$1.67	3.64	$6.07
Surface cleaner	$0.60	3.64	$2.19
Soft-wash pump & tank	$1.00	3.64	$3.64
Hoses, wands & tips (wear)	$1.00	3.64	$3.64
	$0.00	0.00	$0.00

Hours used defaults to time on site; type over it if a machine runs less.

Vehicle: round-trip miles	$0.73	20	$14.50
Fuel for washer engine			$8.00

[YOUR LOGO HERE]
Insert > Picture, then drag over this box

Clearwater Pressure Washing

100 Main Street, Suite 2
Springfield, IL 62701
(555) 555-0100
hello@yourcompany.com
www.yourcompany.com
Licensed & insured

PRESSURE WASHING QUOTE

Quote # Q-1001
Date Nov 27, 2026
Valid until Dec 27, 2026

PREPARED FOR

Mark Johnson
77 Oak Ridge Dr
Austin, TX 78745
(512) 555-0199
mark.j@example.com

SERVICE DETAILS

Service type **Combo package**

#	Description	Qty	Unit	Amount
1	Driveway / patio / sidewalk	800	sq ft	$113.00
2	House siding soft wash	2,000	sq ft	$198.00
3	Setup, rinse-down & cleanup	1	job	$49.00

Plants and landscaping pre-wetted and rinsed to protect them.

Subtotal $360.00

TOTAL $360.00

PAYMENT TERMS

Payment is due upon completion by card, check, or bank transfer.
Customer to provide access to an outdoor water spigot and electricity.
We are not responsible for pre-existing damage, loose paint, or failing sealant.
Quote valid for the surfaces and sizes listed; added areas are priced separately.

ACCEPTANCE

By signing below, you accept this quote and the payment terms above.

Client signature _____ Date _____

Printed name _____

Thank you for choosing Clearwater Pressure Washing!

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