

Summary Personal Profit & Loss - Sales Division

Ray White Everytown

Dated From 1/06/2005 to 30/06/2005

Location Job Filter: All Jobs

Job #	Job Name	Sales	less Cost of Sales	Net Commission	Ray White Value	Staff Levies	less Consumables	Gross Profit	+Consumable Recovery	Gross Profit
SA001	Sales 1	9,075.00	-5,045.70	4,029.30	-907.50	0.00	-412.04	2,709.76	0.00	2,709.76
SA005	Sales 5	10,877.95	-8,417.61	2,460.34	-1,087.80	0.00	-2,381.11	-1,008.57	1,581.11	572.54
SA006	Sales 6	12,566.82	-6,111.76	6,455.06	-1,256.68	0.00	-628.02	4,570.36	0.00	4,570.36
SA007	Sales 7	23,372.50	-15,945.21	7,427.29	-2,337.25	0.00	-649.91	4,440.13	0.00	4,440.13
SB008	Sales 8	17,505.00	-8,344.15	9,160.85	-1,750.50	0.00	-942.09	6,468.26	142.09	6,610.35
SB009	Sales 9	4,450.01	-2,016.45	2,433.56	-445.00	0.00	-187.69	1,800.87	0.00	1,800.87
SB012	Sales 12	3,490.00	-1,566.95	1,923.05	-349.00	0.00	-451.75	1,122.30	0.00	1,122.30
SB017	Sales 17	8,067.61	-4,681.77	3,385.84	-806.76	0.00	-1,145.80	1,433.28	345.80	1,779.08
SB018	Sales 18	8,067.62	-4,838.75	3,228.87	-806.76	0.00	-1,155.02	1,267.09	355.02	1,622.11
SB020	Sales 20	21,875.00	-14,119.21	7,755.79	-2,187.50	0.00	-322.63	5,245.66	1,322.63	6,568.29
SB022	Sales 22	0.00	-2,180.00	-2,180.00	0.00	0.00	-376.66	-2,556.66	0.00	-2,556.66
TOTALS:		119,347.51	-73,267.56	46,079.95	-11,934.75	0.00	-8,652.72	25,492.48	3,746.65	29,239.13

Detailed Division Profit & Loss

Ray White Everytown

Transactions Dated From 1/06/2005 to 30/06/2005

Location Job Filter: All Jobs

	Sales	Prop Mgmt	Admin	Directors	Total
INCOME					
SALES					
Sales Comm - Residential	116,847.51	0.00	0.00	4,470.00	121,317.51
Total SALES	116,847.51	0.00	0.00	4,470.00	121,317.51
PROPERTY MANAGEMENT					
PM - Rental Commissions	0.00	33,948.31	0.00	0.00	33,948.31
PM - Letting fees	0.00	3,445.50	0.00	0.00	3,445.50
PM - Sundry Income	0.00	1,390.80	0.00	0.00	1,390.80
Total PROPERTY MANAGEMENT	0.00	38,784.61	0.00	0.00	38,784.61
OTHER INCOME					
Fin Services - Finance Comm	0.00	0.00	142.43	0.00	142.43
Sundry Income	2,500.00	0.00	0.00	0.00	2,500.00
Total OTHER INCOME	2,500.00	0.00	142.43	0.00	2,642.43
Total INCOME	119,347.51	38,784.61	142.43	4,470.00	162,744.55

COST OF SALES

COST OF SALESPeOPLE

Sales Staff Comm(inc retainer)	-56,517.67	0.00	0.00	0.00	-56,517.67
Commissions Paid Other	-13,781.25	0.00	0.00	0.00	-13,781.25
Sales Staff Super	-2,968.64	0.00	0.00	0.00	-2,968.64
Total COST OF SALESPeOPLE	-73,267.56	0.00	0.00	0.00	-73,267.56
NET GROSS COMMISSION	46,079.95	38,784.61	142.43	4,470.00	89,476.99

RAY WHITE VALUE

Ray White Value	-11,934.75	-500.00	2,576.35	-447.00	-10,305.40
Total RAY WHITE VALUE	-11,934.75	-500.00	2,576.35	-447.00	-10,305.40

STAFF LEVIES

Prof Indemnity Insurance	0.00	0.00	-2,785.00	0.00	-2,785.00
Total STAFF LEVIES	0.00	0.00	-2,785.00	0.00	-2,785.00

CONSUMABLES

Films & Photographs	-200.00	0.00	0.00	0.00	-200.00
Advertising Recovered (VPA)	590.91	0.00	0.00	0.00	590.91
Letter Box Drops	-284.36	0.00	0.00	0.00	-284.36
Promo Advert - Salesperson	-351.82	0.00	0.00	0.00	-351.82
Newspapers - Classified	-3,717.77	-100.70	-348.55	0.00	-4,167.02
Auction Costs	-227.27	0.00	0.00	0.00	-227.27
Postage & Couriers	-587.36	-601.41	-1,426.22	-8.63	-2,623.62
Printing & Stationery	-1,277.37	-509.06	897.41	-98.21	-987.23
Telephone	-926.59	-724.55	-1,141.17	-143.21	-2,935.52
Internet	-758.45	0.00	666.62	-137.90	-229.73
Staff Amenities	0.00	-3.28	-465.32	0.00	-468.60
Photocopier	-912.64	0.00	1,062.64	-150.00	0.00
Total CONSUMABLES	-8,652.72	-1,939.00	-754.59	-537.95	-11,884.26

CONSUMABLES RECOVERED

Staff Consumables Recovered	3,746.65	0.00	0.00	0.00	3,746.65
Total CONSUMABLES RECOVERED	3,746.65	0.00	0.00	0.00	3,746.65

	Sales	Prop Mgmt	Admin	Directors	Total
Total COST OF SALES	-90,108.38	-2,439.00	-963.24	-984.95	-94,495.57
GROSS PROFIT BEFORE CONS. REC.	25,492.48	36,345.61	-820.81	3,485.05	64,502.33
GROSS PROFIT AFTER CONS. REC.	29,239.13	36,345.61	-820.81	3,485.05	68,248.98

OVERHEAD EXPENSES

PREMISES					
Rent	0.00	-1,325.47	-959.09	0.00	-2,284.56
Electricity, Water & Gas	0.00	-705.59	-1,080.77	0.00	-1,786.36
Cleaning & Waste Removal	0.00	-112.00	-114.77	0.00	-226.77
Storage	0.00	0.00	-47.09	0.00	-47.09
Insurance - General	0.00	0.00	-680.00	0.00	-680.00
Total PREMISES	0.00	-2,143.06	-2,881.72	0.00	-5,024.78
OFFICE TECHNOLOGY & EQUIPMENT					
Computer Expenses	0.00	0.00	-417.27	0.00	-417.27
Computer Software Rental	0.00	0.00	-150.00	0.00	-150.00
Total OFFICE TECHNOLOGY & EQU	0.00	0.00	-567.27	0.00	-567.27
ADMINISTRATION					
PM - Superannuation	0.00	-1,272.97	0.00	0.00	-1,272.97
PM - Salaries	0.00	-14,552.04	0.00	0.00	-14,552.04
Support Staff Superannuation	0.00	-166.25	-525.80	0.00	-692.05
Support Staff (Reception, etc)	0.00	-1,980.84	-5,842.05	0.00	-7,822.89
Credit Card Charges	0.00	0.00	-0.06	0.00	-0.06
Merchant Fees	0.00	0.00	-77.33	0.00	-77.33
Consultants	0.00	0.00	-148.75	-1,272.72	-1,421.47
Searches & Maps (RP Data, etc)	0.00	0.00	-394.52	-1,350.00	-1,744.52
Interest & Borrowing Costs	0.00	0.00	-2,198.48	0.00	-2,198.48
Subscriptions	0.00	0.00	-290.91	0.00	-290.91
Bank Charges	0.00	-7.50	-579.96	0.00	-587.46
Total ADMINISTRATION	0.00	-17,979.60	-10,057.86	-2,622.72	-30,660.18
Total OVERHEAD EXPENSES	0.00	-20,122.66	-13,506.85	-2,622.72	-36,252.23

OPERATING PROFIT	29,239.13	16,222.95	-14,327.66	862.33	31,996.75
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OTHER EXPENSES

DIRECTORS COSTS					
Directors Life Insurance	0.00	0.00	0.00	-516.74	-516.74
MV Fuel - Principal	0.00	0.00	0.00	-320.04	-320.04
MV Fuel - Principal	0.00	0.00	0.00	-34.11	-34.11
MV Repairs -	0.00	0.00	0.00	-90.91	-90.91
Sign Car Rego & Ins	0.00	0.00	0.00	-610.86	-610.86
Sign Car Repairs & Maint	0.00	0.00	0.00	-170.91	-170.91
Total DIRECTORS COSTS	0.00	0.00	0.00	-1,743.57	-1,743.57
Total OTHER EXPENSES	0.00	0.00	0.00	-1,743.57	-1,743.57

NET PROFIT	\$29,239.13	\$16,222.95	-\$14,327.66	-\$881.24	\$30,253.18
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