



Auction Valuation/Estimation Worksheet

Auction: _____ **Closing Date:** _____

Auction Asset Value Estimate

Assets	Price Estimate	Realized Price
Featured Items:	\$	\$
	\$	\$
	\$	\$
	\$	\$
	\$	\$
Remaining Assets:	\$	\$
Grand Total	\$	\$

This worksheet is for internal use and not an appraisal tool. Use this section to estimate higher priced items prices and total auction sales. This practice will make it easier to determine commission rates, marketing budgets, and profitability.

Auction Labor Estimate

Hourly Rate \$ _____

Process	Hours Estimate	Actual Hours
Setup Labor		
Inspection Labor		
Removal Labor		
Drive Time		
Misc. Labor		
Grand Total		

Understanding your labor costs is crucial in the quoting process. Calculate your estimated hours versus actual hours worked to track your progress for each auction.

Auction Notes (What went well? Where can you improve?)



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		Estimate	Realized
Grand Total Labor Estimate X Hourly Rate:		\$ _____	\$ _____
Additional Auction Expenses: (forklift rental, dumpster, etc.)	+	\$ _____	\$ _____
Fixed Costs Per Auction: (cell phone, insurance, etc.)	+	\$ _____	\$ _____
Total Expenses:	=	\$ _____	\$ _____
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Grand Total Price Estimate:		\$ _____	\$ _____
Potential Commission Rate:	X	% _____	% _____
Commission Total:	=	\$ _____	\$ _____
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Commission Total:		\$ _____	\$ _____
Total Expenses:	-	\$ _____	\$ _____
Net Profit:	=	\$ _____	\$ _____
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