

## How a Home Inspector Week is Spent

Fixed	Hours	Unit
Lunch	0.5	4x Per week
Time when nothing gets accomplished	0.5	4x Per week
Marketing	10	Per Week
Continuing education 29 hrs / 50 weeks	0.58	Per Week
Business administration	4	Per Week
Other		
Other		
Other		
Other		
Other		
Other		
<b>Total Fixed Hours Per Week</b>	<b>15.58</b>	

Variable	Hours	Unit
Actually perform inspection	2.5	Per inspection
Arrive early for inspection	0.5	Per inspection
Driving time to and from inspection	0.75	Per inspection
Write reports, collate and mail	1	Per inspection
Answer client questions & inquiries	0.15	Per inspection
Driving time to and from radon pick up	0.75	Per inspection
Radon waiting, pickup & paperwork	0.75	Per inspection
Other		
Other		
Other		
Other		
Other		
Other		
<b>Variable Hours Per Inspection</b>	<b>6.4</b>	

49 working weeks in a year (52 - weeks vacation 1 week Holiday & Sick Time)

THREE Excel Workbooks can be downloaded from  
<http://AccurateInspections.com/Time-Expences-HowPricelmpactsProfit.xls>

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## Fixed Expenses Example

Advertising		
Brochures to print 10,000 @ .30	\$	3,000
Business cards 3,000 @ .07	\$	210
Promotional Items	\$	1,000
Web site hosting, maintenance, pay per click	\$	1,500
Computer, software, replacements and upgrades	\$	800
Contributions to charity & events	\$	1,000
Licenses, HI, Radon, Termite, Dues, prof assoc's etc.	\$	1,000
Education, Conventions	\$	1,000
Equipment, tools	\$	1,000
Accountant-prepare taxes and quarterly reports	\$	1,500
Legal-consult two hours	\$	500
Errors and omissions	\$	4,000
Health Insurance	\$	8,000
Liability Insurance	\$	500
Cellular phone assume \$ 100 * 12	\$	1,200
One business line , one fax line assume \$ 90 * 12	\$	1,080
Internet access	\$	600
Utilities, heating, cooling and electric \$ 50 * 12	\$	600
Office Equipment upgrades and replacements	\$	1,000
Postage mail 600 marketing letters per month @ .85	\$	6,120
Other		
Other		
Other		
Other		
Other		
Other		
Other		
Other		
<b>Fixed Expenses Example</b>	<b>\$</b>	<b>35,610</b>

## Variable Expenses Example

Auto .58 per mile 30 miles x 4	\$	70
Bad debt	\$	6
Credit card discount 50% customers 2.75%	\$	10
Claims	\$	6
Workers Compensation & Unemployment 1.5% of gross	\$	5
Printer ink, cartridges and paper	\$	5
Postage mail radon canisters @ \$4.00	\$	4
Postage mail 250 reports x two @ 1.34	\$	4
Scheduling service @ 30 per inspection	\$	30
Stationary & mic.	\$	10
Radon, lab fees	\$	15
Other		
Other		
Other		
Other		
Other		
Other		
Other		
Other		
Other		
Other		
Other		
Other		
<b>Variable Expenses Example</b>	<b>\$</b>	<b>165</b>

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## 6 Ways to Make \$ 20 an Hour or \$50,000 a year as a Home Inspector

<b>Number of Inspections Per Year</b>	<b>200</b>	<b>200</b>	<b>200</b>	<b>200</b>	<b>200</b>	<b>200</b>	<b>200</b>	<b>200</b>
Price each (home & radon)	\$ 350	\$ 400	\$ 450	\$ 500	\$ 550	\$ 578	\$ 613	\$ 700
Gross	\$ 70,000	\$ 80,000	\$ 90,000	\$ 100,000	\$ 110,000	\$ 115,600	\$ 122,600	\$ 140,000
Variable cost each	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165
Variable cost total	\$ 32,920	\$ 32,920	\$ 32,920	\$ 32,920	\$ 32,920	\$ 32,920	\$ 32,920	\$ 32,920
Fixed costs of business	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610
<b>Potential Profit - 7.5 % Employer side of SS</b>	\$ 1,360	\$ 10,610	\$ 19,860	\$ 29,110	\$ 38,360	\$ 43,540	\$ 50,015	\$ 66,110
<b>Fixed Hours</b>	15.6	15.6	15.6	15.6	15.6	15.6	15.6	15.6
<b>Variable Hours</b>	26.1	26.1	26.1	26.1	26.1	26.1	26.1	26.1
<b>Total Hours Per week (49 weeks per year)</b>	41.7	41.7	41.7	41.7	41.7	41.7	41.7	41.7
<b>\$ per hour</b>	\$ 0.63	\$ 4.89	\$ 9.16	\$ 13.42	\$ 17.69	\$ 20.08	\$ 23.06	\$ 30.49
<b>Number of Inspections Per Year</b>	<b>250</b>	<b>250</b>	<b>250</b>	<b>250</b>	<b>250</b>	<b>250</b>	<b>250</b>	<b>250</b>
Price each (home & radon)	\$ 350	\$ 400	\$ 450	\$ 500	\$ 524	\$ 600	\$ 650	\$ 700
Gross	\$ 87,500	\$ 100,000	\$ 112,500	\$ 125,000	\$ 131,000	\$ 150,000	\$ 162,500	\$ 175,000
Variable cost each	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165
Variable cost total	\$ 41,150	\$ 41,150	\$ 41,150	\$ 41,150	\$ 41,150	\$ 41,150	\$ 41,150	\$ 41,150
Fixed costs of business	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610
<b>Potential Profit - 7.5 % Employer side of SS</b>	\$ 9,935	\$ 21,497	\$ 33,060	\$ 44,622	\$ 50,172	\$ 67,747	\$ 79,310	\$ 90,872
<b>Fixed Hours</b>	15.6	15.6	15.6	15.6	15.6	15.6	15.6	15.6
<b>Variable Hours</b>	32.7	32.7	32.7	32.7	32.7	32.7	32.7	32.7
<b>Total Hours Per week (49 weeks per year)</b>	48.2	48.2	48.2	48.2	48.2	48.2	48.2	48.2
<b>\$ per hour</b>	\$ 3.96	\$ 8.57	\$ 13.18	\$ 17.79	\$ 20.00	\$ 27.01	\$ 31.62	\$ 36.23
<b>Number of Inspections Per Year</b>	<b>300</b>	<b>300</b>	<b>300</b>	<b>300</b>	<b>300</b>	<b>300</b>	<b>300</b>	<b>300</b>
Price each (home & radon)	\$ 350	\$ 400	\$ 464	\$ 489	\$ 550	\$ 600	\$ 650	\$ 700
Gross	\$ 105,000	\$ 120,000	\$ 139,200	\$ 146,700	\$ 165,000	\$ 180,000	\$ 195,000	\$ 210,000
Variable cost each	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165
Variable cost total	\$ 49,380	\$ 49,380	\$ 49,380	\$ 49,380	\$ 49,380	\$ 49,380	\$ 49,380	\$ 49,380
Fixed costs of business	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610
<b>Potential Profit - 7.5 % Employer side of SS</b>	\$ 18,509	\$ 32,384	\$ 50,144	\$ 57,082	\$ 74,009	\$ 87,884	\$ 101,759	\$ 115,634
<b>Fixed Hours</b>	15.6	15.6	15.6	15.6	15.6	15.6	15.6	15.6
<b>Variable Hours</b>	39.2	39.2	39.2	39.2	39.2	39.2	39.2	39.2
<b>Total Hours Per week (49 weeks per year)</b>	54.8	54.8	54.8	54.8	54.8	54.8	54.8	54.8
<b>\$ per hour</b>	\$ 6.50	\$ 11.37	\$ 17.61	\$ 20.04	\$ 25.99	\$ 30.86	\$ 35.73	\$ 40.61

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## 6 Ways to Make \$ 20 an Hour or \$50,000 a year as a Home Inspector

<b>Number of Inspections Per Year</b>	350	350	350	350	350	350	350	350
Price each (home & radon)	\$ 350	\$ 400	\$ 421	\$ 464	\$ 550	\$ 600	\$ 650	\$ 700
Gross	\$ 122,500	\$ 140,000	\$ 147,350	\$ 162,400	\$ 192,500	\$ 210,000	\$ 227,500	\$ 245,000
Variable cost each	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165
Variable cost total	\$ 57,610	\$ 57,610	\$ 57,610	\$ 57,610	\$ 57,610	\$ 57,610	\$ 57,610	\$ 57,610
Fixed costs of business	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610
<b>Potential Profit - 7.5 % Employer side of SS</b>	\$ 27,084	\$ 43,272	\$ 50,070	\$ 63,992	\$ 91,834	\$ 108,022	\$ 124,209	\$ 140,397
<b>Fixed Hours</b>	15.6	15.6	15.6	15.6	15.6	15.6	15.6	15.6
<b>Variable Hours</b>	45.7	45.7	45.7	45.7	45.7	45.7	45.7	45.7
<b>Total Hours Per week (49 weeks per year)</b>	61.3	61.3	61.3	61.3	61.3	61.3	61.3	61.3
<b>\$ per hour</b>	\$ 8.50	\$ 13.58	\$ 15.71	\$ 20.08	\$ 28.81	\$ 33.89	\$ 38.97	\$ 44.05
<b>Number of Inspections Per Year</b>	400	400	400	400	400	400	400	400
Price each (home & radon)	\$ 350	\$ 389	\$ 434	\$ 500	\$ 550	\$ 600	\$ 650	\$ 667
Gross	\$ 140,000	\$ 155,600	\$ 173,600	\$ 200,000	\$ 220,000	\$ 240,000	\$ 260,000	\$ 266,800
Variable cost each	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165
Variable cost total	\$ 65,840	\$ 65,840	\$ 65,840	\$ 65,840	\$ 65,840	\$ 65,840	\$ 65,840	\$ 65,840
Fixed costs of business	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610
<b>Potential Profit - 7.5 % Employer side of SS</b>	\$ 35,659	\$ 50,089	\$ 66,739	\$ 91,159	\$ 109,659	\$ 128,159	\$ 146,659	\$ 152,949
<b>Fixed Hours</b>	15.6	15.6	15.6	15.6	15.6	15.6	15.6	15.6
<b>Variable Hours</b>	52.2	52.2	52.2	52.2	52.2	52.2	52.2	52.2
<b>Total Hours Per week (49 weeks per year)</b>	67.8	67.8	67.8	67.8	67.8	67.8	67.8	67.8
<b>\$ per hour</b>	\$ 10.73	\$ 15.07	\$ 20.08	\$ 27.43	\$ 33.00	\$ 38.56	\$ 44.13	\$ 46.02
<b>Number of Inspections Per Year</b>	450	450	450	450	450	450	450	450
Price each (home & radon)	\$ 350	\$ 364	\$ 430	\$ 500	\$ 550	\$ 600	\$ 650	\$ 700
Gross	\$ 157,500	\$ 163,800	\$ 193,500	\$ 225,000	\$ 247,500	\$ 270,000	\$ 292,500	\$ 315,000
Variable cost each	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165
Variable cost total	\$ 74,070	\$ 74,070	\$ 74,070	\$ 74,070	\$ 74,070	\$ 74,070	\$ 74,070	\$ 74,070
Fixed costs of business	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610
<b>Potential Profit - 7.5 % Employer side of SS</b>	\$ 44,234	\$ 50,061	\$ 77,534	\$ 106,671	\$ 127,484	\$ 148,296	\$ 169,109	\$ 189,921
<b>Fixed Hours</b>	15.6	15.6	15.6	15.6	15.6	15.6	15.6	15.6
<b>Variable Hours</b>	58.8	58.8	58.8	58.8	58.8	58.8	58.8	58.8
<b>Total Hours Per week (49 weeks per year)</b>	74.4	74.4	74.4	74.4	74.4	74.4	74.4	74.4
<b>\$ per hour</b>	\$ 11.44	\$ 12.95	\$ 20.05	\$ 27.59	\$ 32.97	\$ 38.35	\$ 43.74	\$ 49.12

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<b>Number of Inspections Per Year</b>	<b>500</b>	500	<b>500</b>	500	500	500	500	500
Price each (home & radon)	\$ 344	\$ 400	\$ 418	\$ 500	\$ 550	\$ 600	\$ 650	\$ 700
Gross	\$ 172,000	\$ 200,000	\$ 209,000	\$ 250,000	\$ 275,000	\$ 300,000	\$ 325,000	\$ 350,000
Variable cost each	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165	\$ 165
Variable cost total	\$ 82,300	\$ 82,300	\$ 82,300	\$ 82,300	\$ 82,300	\$ 82,300	\$ 82,300	\$ 82,300
Fixed costs of business	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610	\$ 35,610
<b>Potential Profit - 7.5 % Employer side of SS</b>	<b>\$ 50,033</b>	\$ 75,933	<b>\$ 84,258</b>	\$ 122,183	\$ 145,308	\$ 168,433	\$ 191,558	\$ 214,683
Fixed Hours	15.6	15.6	15.6	15.6	15.6	15.6	15.6	15.6
Variable Hours	65.3	65.3	65.3	65.3	65.3	65.3	65.3	65.3
<b>Total Hours Per week (49 weeks per year)</b>	<b>80.9</b>	80.9	<b>80.9</b>	80.9	80.9	80.9	80.9	80.9
<b>\$ per hour</b>	<b>\$ 11.90</b>	\$ 18.05	<b>\$ 20.03</b>	\$ 29.05	\$ 34.55	\$ 40.05	\$ 45.54	\$ 51.04

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