

# WILLKOMMEN! BIENVENUE! WELCOME!

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**MagicWorkbooks**®

# RE SalesController

This is a MagicWorkbook: a controlling tool in the form of a Microsoft Excel file.

No macros, no write protection. All formulas used are visible.

All formats used are standard Excel which transform into your country's Excel formats.

You can import your DATA from any source that supports MS Excel.

You can also add your own worksheets as you see fit.

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# **System requirements**

Platform: Windows 98 or later operating system

Microsoft Excel Version: 2007 or later

> (You need a xls format (excel 2003) - send us a short information after you placed the order support@magicworkbooks.com - we'll send you

the ordered xls MagicWorkbook by email)

# **Product Survey**

You need to:

- manage up to 10 real estate sellers and compare results?
- focus on up to 30 different locations?
- prepare monthly reports in one hour or less?
- supply actualized charts & graphs for the management in five minutes?

Then RE SalesController is your kind of tool!

RE SalesController - the reporting tool for Asset Management!



Home Run! Contents RE Sales Con						
Sheet	Туре	contains:	click book to get to page!			
WELCOME	Text	Introduction				
DATA	Spreadsheet	DATA INPUT				
DemoDATA	Spreadsheet	DEMO DATA = a complete set of data to help you.				
Budget	Spreadsheet	SALES BUDGET				
Budgetcum	Spreadsheet	SALES BUDGET Cumulative				
BudgetoV	Spreadsheet	SALES BUDGET (without units withdrawn from sales)				
BudgetoVcum	Spreadsheet	SALES BUDGET (without units withdrawn from sales) CUMULATIVE				
Projection	Spreadsheet	SALES PROJECTION				
PIG	Graph	Sales Overview: Budget, Budget 2 (other usage) and Actual				
PigPie	Graph	Sales Outlook in %				
PROG	Graph	Sales Projection All Locations				
Hitlist	Spreadsheet	Sales Hitlist				
PIT	Spreadsheet	Sales by Target Group				
PigT	Graph	Budget and Actual Sales by Target Group				
S1	Spreadsheet	Sales Sheet for Sales Rep 1				
<b>S</b> 2	Spreadsheet	Sales Sheet for Sales Rep 2				
<b>S</b> 3	Spreadsheet	Sales Sheet for Sales Rep 3				
\$4	Spreadsheet	Sales Sheet for Sales Rep 4				
<b>S</b> 5	Spreadsheet	Sales Sheet for Sales Rep 5				
<b>S</b> 6	Spreadsheet	Sales Sheet for Sales Rep 6				
<b>S</b> 7	Spreadsheet	Sales Sheet for Sales Rep 7				
\$8	Spreadsheet	Sales Sheet for Sales Rep 8				
<b>S</b> 9	Spreadsheet	Sales Sheet for Sales Rep 9				
S10	Spreadsheet	Sales Sheet for Sales Rep 10				
Pig1	Graph	Sales Sheet Budget to Actual Sales Rep 1				
Pig2	Graph	Sales Sheet Budget to Actual Sales Rep 2				
Pig3	Graph	Sales Sheet Budget to Actual Sales Rep 3				
Pig4	Graph	Sales Sheet Budget to Actual Sales Rep 4				
Pig5	Graph	Sales Sheet Budget to Actual Sales Rep 5				
Pig6	Graph	Sales Sheet Budget to Actual Sales Rep 6				
Pig7	Graph	Sales Sheet Budget to Actual Sales Rep 7				
Pig8	Graph	Sales Sheet Budget to Actual Sales Rep 8				
Pig9	Graph	Sales Sheet Budget to Actual Sales Rep 9				
Pig10	Graph	Sales Sheet Budget to Actual Sales Rep 10				



Sales Outlook in %

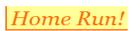
Sales area:

Year: Sales Director: Reporting month:

Company:

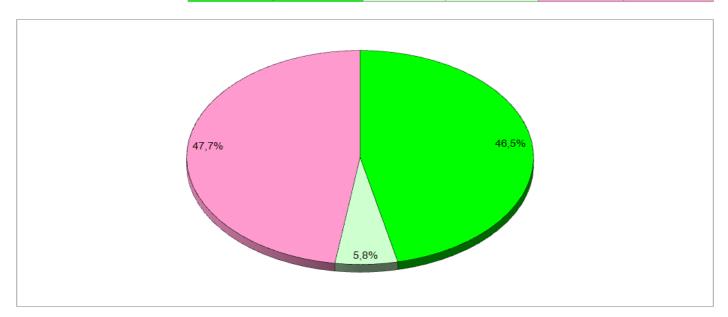
ABC Real Estate Inc

2025 John B. Wilkins Aug 25



Budget units	Units sold	Units reserved	Units open
172	80	10	82
	46,5%	5,8%	47,7%

**Great Lakes** 





Sales area:

## Budget and Actual Sales by Target Group

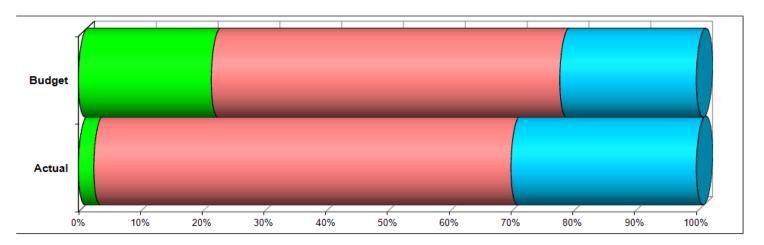
**Great Lakes** 

Company: Year:

Sales Director: Reporting month: ABC Real Estate Inc 2025 John B. Wilkins Aug 25



	REIT	private investors	public investors	Total
Budget	22%	56%	22%	100%
Actual	3%	68%	30%	100%
Variance	-19%	11%	8%	0%





## Sales by Target Group

Sales area: Great Lakes

Company:

Sales Director:

Reporting month:

Actual

Year:

ABC Real Estate Inc 2025 John B. Wilkins Aug 25

Set print filter to "D" to hide empty rows!

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#### Sales objects:

			Saleable	
	Town	Street / Object		Name
	Grand Rapids		59	A. Capone
	Grand Rapids		35	A. Capone
	Grand Rapids		7	A. Capone
	Grand Rapids		167	C. Meyer
	Grand Rapids		5	A. Capone
	Grand Rapids	Allenby 6	17	F. Risini
7	Detroit	Luxtonview A	1	F. Risini
8	Detroit	Luxtonview B	107	C. Meyer
9	Detroit	Luxtonview C	91	D. Lansky
	Detroit	Luxtonview D	12	D. Lansky
11	Detroit	Luxtonview E	20	D. Lansky
12	Detroit	Luxtonview F	48	D. Lansky
13	Detroit	Luxtonview G	96	B. Siegel
14	Detroit	Luxtonview H	61	B. Siegel
15	Ann Arbor	Bugle Court 1	167	E. Luka
16	Ann Arbor	Bugle Court 2	22	E. Luka
17	Ann Arbor	Bugle Court 3	385	F. Risini
18	Ann Arbor	Bugle Court 4	237	F. Risini
19				
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				
	Total		1.537	
	Total		in %	

	Bud	lget	
REIT	private investors	public investors	12 14 1
2 5	5	5 4	12
5	5 5	4	14
	1		1
9	9	9	27 2 3 1
1			2
1		1	3
	1		1
2	5	2	9
2	10		12
1	3	1	5
	4		4
	8	2	10
1	16	3	20
9	6		15
1		1	14
	5		5
3	5		8
		10	10
37	97	38	172
22%		22%	100%

	,	CICII			
REIT	private investors	public investors	10 4	REIT	private investors
	5	5	10	-2 -5	
		4	4	-5	-
					-
	25	1	26	-9 -1 -1	- 1 - -
				-1	-
				-1	-
	1		1		
	2		1 2 4	-2 -2 -1	-
	4		4	-2	-
				-1	
		2	2		-
		3	3		-
2	11	2 3 2 2 5	2 3 15 8 5	1	-
	6	2	8	-9 -1	
		5	5	-1	-1
					-
				-3	-
2	54	24	80	-35	-4
3%		30%	100%	-95%	-449

		ance	
ᇛ	private investors	public investors	-2
-2			-2
-5	-5		-10
	-1		-1
-9 -1 -1	-1 16 -1 -1	-8	-10 -1 -1 -2 -3
-1	-1		-2
-1	-1	-1	-3
-2	-3	-2	-7
-2	-6		-8
-2 -2 -1	-3 -6 -3 -4 -8 -5	-1	-7 -8 -5 -2 -7 -5 -7
	-4	2	-2
	-8	1	-7
1	-5	-1	-5
-9		2	-7
-1	-12	4	-9
	-5		-5
-3	-5		-8
		-10	-10
-35	-43	-14	-92
-95%	-44%	-37%	-53%
-55/0	-4-4 /0	-31 /0	-55 /0



Aug 25

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#### Sales by Sales Representative

A. Capone

ABC Real Estate Inc

2025 John B. Wilkins

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Sales area: Great Lakes Year: Sales Director:

Company:

Reporting month:

Sales objects:

a	es objects.		
			Einheiten zum
	Town	Street / Object	Verkauf
1	Grand Rapids	Allenby 1	59
2	Grand Rapids	Allenby 2	35
3	Grand Rapids	Allenby 3	7
5	Grand Rapids	Allenby 5	5
	Total		106

BUDGET												
Jan 25	Feb 25	Mrz 25	Apr 25	Mai 25	Jun 25	Jul 25	Aug 25	Sep 25	Okt 25	Nov 25	Dez 25	Year
		1	1	2	1	1	1	2	2	1		12
1		1	2	2	2		2	1	1	1	1	14
				1								1
				1				1				2
1		2	3	6	3	1	3	4	3	2	1	29

	Town	Street / Object
1	Grand Rapids	Allenby 1
2	Grand Rapids	Allenby 2
3	Grand Rapids	Allenby 3
5	Grand Rapids	Allenby 5
	Total	

AC7	ACTUAL											
Jan 25	Feb 25	Mrz 25	Apr 25	Mai 25	Jun 25	Jul 25	Aug 25	Sep 25	Okt 25	Nov 25	Dez 25	Year
	1	3		1	3		2					10
1		1			1	1						4
1	1	4		1	4	1	2					14

	Town	Street / Object
1	Grand Rapids	Allenby 1
2	Grand Rapids	Allenby 2
3	Grand Rapids	Allenby 3
5	Grand Rapids	Allenby 5
	Total	
	Total per	

Aug 25

Varia	ances	•										
Jan 25	Feb 25	Mrz 25	Apr 25	Mai 25	Jun 25	Jul 25	Aug 25	Sep 25	Okt 25	Nov 25	Dez 25	Year
	1	2	-1	-1	2	-1	1	-2	-2	-1		-2
			-2	-2	-1	1	-2	-1	-1	-1	-1	-10
				-1								-1
				-1				-1				-2
	1	2	-3	-5	1		-1	-4	-3	-2	-1	-15
	1	2	-3	-5	1							-4
	<b>iii</b>	<b>=</b>	<b>X</b>	<b>X</b>	<b>=</b>							淡

	Town	Street / Object
1	Grand Rapids	Allenby 1
2	Grand Rapids	Allenby 2
3	Grand Rapids	Allenby 3
5	Grand Rapids	Allenby 5
	Total	

Re	SE	erv	atı	on	5																			
Jan	25	Feb	25	Mrz	25	Арі	25	Mai	25	Jun	25	Jul	25	Aug	25	Sep	25	Okt	25	Nov	25	Dez	25	Yea



Sales Hitlist

Sales area: Great Lakes

Sales objects:

Company: Year: Sales Director:

Reporting month:

ABC Real Estate Inc 2025

John B. Wilkins Aug 25 Set print filter to "D" to hide empty rows!

	Sales Rep	Budget units	Units sold	units sold in %
1	A. Capone	29	14	48%
2	B. Siegel	34	26	76%
3	C. Meyer	32	25	78%
4	D. Lansky	36	9	25%
5	E. Luka	19	5	26%
6	F. Risini	22	1	5%

RANK	RANK		RANK	
Budget units	Units sold		units sold in %	
4	3	<b>₩</b>	3	<b>=</b>
2	1		2	
3	2		1	
1	4		5	
6	5		4	
5	6		6	

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#### **SALES PROJECTION**

Sales area: Great Lakes

Sales objects:

Company: ABC Real Estate Inc Year: 2025

Sales Director: John B. Wilkins
Reporting month: Aug 25

Set print filter to "D" to hide empty rows!

						Act	Act	Act	Act	Act	Act	Act	Bud	Bud	Bud	Bud	Bud		
Town		Street / Object	Saleable units	Sales Rep.		Jan 25	Feb 25	Mrz 25	Apr 25	Mai 25	Jun 25	Jul 25	Aug 25	Sep 25	Okt 25	Nov 25	Dez 25	Year	Variance (without other
	d Rapids		59		other usage	l		1	1	2	1	1	1	2	2	1		12	usage)
	d Rapids	Allenby 1 Allenby 2	35			1		1	2			_	2	1	1		1	14	
	d Rapids	Allenby 3	7	A. Capone	for rent	<u>'</u>		<u>'</u>				-		- '	- 1	<u> </u>	<u>'</u>	14	
	d Rapids	Allenby 4	167	C. Meyer	for rent	l	2	1	1	3	3	2	2	3	3	2	1	23	
	d Rapids	Allenby 5	5	-		-		<u>'</u>	<u>'</u>	1	_			1			<u>'</u>	23	
	d Rapids	Allenby 6	17	F. Risini	for rent	-				<u>'</u>				- '					
7 Detro		Luxtonview A	1		ior rent						1							1	
8 Detro		Luxtonview B	107	C. Meyer				1	1	2				1	1	1	1	9	
9 Detro		Luxtonview C	91	-				2	2			_	1	1	1		1	$\overline{}$	
0 Detro		Luxtonview D	12	D. Lansky				4	1		1	_	<u> </u>	1	<u>'</u>	1	<u> </u>	8	
1 Detro		Luxtonview E	20	D. Lansky				1	<u> </u>	1				1		1		4	
2 Detro		Luxtonview F	48					3	1				1	1	1	_	1	11	
3 Detro		Luxtonview G	96	B. Siegel		1	1	2	3				т.	1	2			$\overline{}$	
4 Detro		Luxtonview H	61	B. Siegel		l	<u> </u>	4	3		1			1	2		1	15	
5 Ann A		Bugle Court 1	167	E. Luka				1	2			_	1	1	2			14	
6 Ann A		Bugle Court 2	22	E. Luka	next year				_		_	<u> </u>	<u> </u>		_	_	<u> </u>		
7 Ann A		Bugle Court 3	385	F. Risini	next year														
8 Ann A		Bugle Court 4	237	F. Risini	,					1	1	1	1	2	2	1	1	10	
9														_	_				
20																			
21																			
2																			
3																			
4																			
5																			
16																			
7																			
8																			
9																			
)																			
Total	I		1.537			2	3	21	17	20	19	6	9	17	17	15	9	155	

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#### Sales Projection All Locations

Sales area: Great Lakes

Sales objects:

Company:
Year:
Sales Director:
Reporting month

#### ABC Real Estate Inc 2025

2025 John B. Wilkins Aug 25



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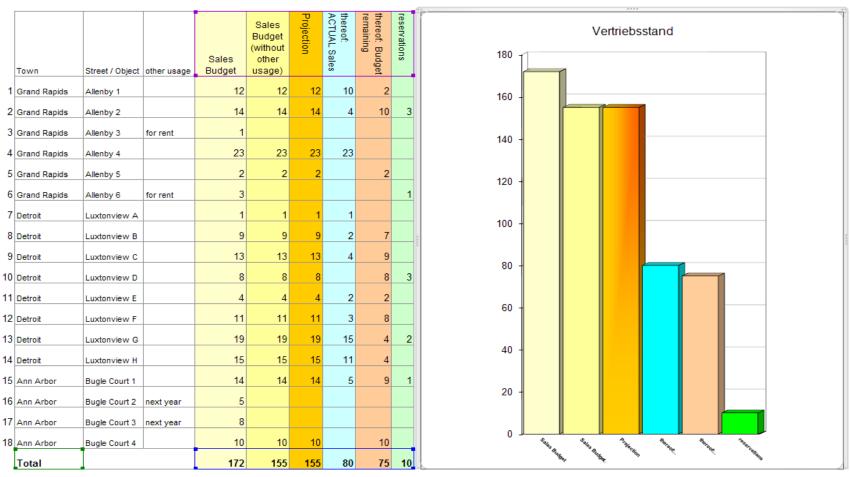
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In what way do MagicWorkbooks<sup>®</sup> differ from normal Excel workbooks?

### MagicWorkbooks are easier to use:

- Easy-to-handle data input with demo data for orientation
- All data to be entered only once
- No programming knowledge required
- No detailed knowledge of Microsoft Excel required
- No work on spreadsheets or charts required
- No scrolling for sheets thanks to a Hyperlink-table of contents

### **MagicWorkbooks** are faster:

- A monthly report with 20 spreadsheets and 20 charts in 20 minutes?
- Calculate year-end liquid reserves with changes in revenue prediction for every month in half an hour?
- Compute balance sheets for the next five years in one hour?
- Decision on a \$ 50 million sale-and-lease-back operation: Prepare all relevant data in one hour?
- Determine capital re-investment requirements (fixed assets) for the next year in 10 minutes?
- Prepare a comprehensive company presentation for your bank in one hour?

With MagicWorkbooks all that is "business as usual"!

This was just a brief survey ...

if you have further questions regarding this workbook, email us!

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