

Northpointe Automotive

Parts Sales Summary - All Sources

Counter Parts Sales

	Retail	Wholesale
Total Parts	142	183
Sales	\$ 7,963.50	14,691.26
Cost	\$ 4,996.38	11,937.08
Gross Profit	\$ 2,967.12	2,754.18
Profitability	37.26%	18.75%

Service Parts Sales

	Customer	Warranty	Internal
Total Parts	1205	271	251
Sales	\$ 35,280.72	14,201.28	7,171.99
Cost	\$ 22,968.32	8,137.13	4,434.74
Gross Profit	\$ 12,312.40	6,064.15	2,737.25
Profitability	34.90%	42.70%	38.17%

Body Shop Parts Sales

	Customer	Warranty	Internal
Total Parts	0	0	0
Sales	\$.00	.00	.00
Cost	\$.00	.00	.00
Gross Profit	\$.00	.00	.00
Profitability .....	.00%	.00%	.00%

Total Parts	2052
Sales	79,308.75
Cost	52,473.65
Gross	26,835.10
Profitability	33.84%

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GM

Parts Sales Summary - Source 1

Counter Parts Sales

	Retail	Wholesale
Total Parts	22	68
Sales	\$ 1,638.31	5,000.68
Cost	\$ 907.00	4,282.47
Gross Profit	\$ 731.31	718.21
Profitability	44.64%	14.36%

Service Parts Sales

	Customer	Warranty	Internal
Total Parts	553	141	57
Sales	\$ 13,976.71	6,512.59	2,380.78
Cost	\$ 8,233.33	3,553.73	1,489.18
Gross Profit	\$ 5,743.38	2,958.86	891.60
Profitability	41.09%	45.43%	37.45%

Body Shop Parts Sales

	Customer	Warranty	Internal
Total Parts	0	0	0
Sales	\$.00	.00	.00
Cost	\$.00	.00	.00
Gross Profit	\$.00	.00	.00
Profitability .....	.00%	.00%	.00%

Total Parts	841
Sales	29,509.07
Cost	18,465.71
Gross	11,043.36
Profitability	37.42%

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MOPAR

Parts Sales Summary - Source 2

Counter Parts Sales

	Retail	Wholesale
Total Parts	22	80
Sales	\$ 1,833.95	8,744.20
Cost	\$ 1,414.15	7,238.30
Gross Profit	\$ 419.80	1,505.90
Profitability	22.89%	17.22%

Service Parts Sales

	Customer	Warranty	Internal
Total Parts	613	130	69
Sales	\$ 16,127.47	7,688.69	4,045.75
Cost	\$ 10,857.74	4,583.40	2,552.01
Gross Profit	\$ 5,269.73	3,105.29	1,493.74
Profitability	32.68%	40.39%	36.92%

Body Shop Parts Sales

	Customer	Warranty	Internal
Total Parts	0	0	0
Sales	\$.00	.00	.00
Cost	\$.00	.00	.00
Gross Profit	\$.00	.00	.00
Profitability .....	.00%	.00%	.00%

Total Parts	914
Sales	38,440.06
Cost	26,645.60
Gross	11,794.46
Profitability	30.68%

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AFTER MARKET

Parts Sales Summary - Source 9

Counter Parts Sales

	Retail	Wholesale
Total Parts	98	35
Sales	\$ 4,491.24	946.38
Cost	\$ 2,675.23	416.31
Gross Profit	\$ 1,816.01	530.07
Profitability	40.43%	56.01%

Service Parts Sales

	Customer	Warranty	Internal
Total Parts	39	0	125
Sales	\$ 5,176.54	.00	745.46
Cost	\$ 3,877.25	.00	393.55
Gross Profit	\$ 1,299.29	.00	351.91
Profitability	25.10%	.00%	47.21%

Body Shop Parts Sales

	Customer	Warranty	Internal
Total Parts	0	0	0
Sales	\$.00	.00	.00
Cost	\$.00	.00	.00
Gross Profit	\$.00	.00	.00
Profitability .....	.00%	.00%	.00%

Total Parts	297
Sales	11,359.62
Cost	7,362.34
Gross	3,997.28
Profitability	35.19%