

**Northpointe Automotive**

**Sales Summary - Source 1**

**10/31/2023**

Scan Date:10/31/23

**Counter Parts Sales**

	Retail	Wholesale
Total Pieces .....	31	127
Sales .....	\$ 2,599.56	6,637.00
Cost .....	1,809.75	5,193.76
Gross Profit .....	\$ 789.81	1,443.24
 Profitability .....	 30.38%	 21.75%

**Service Parts Sales**

	Retail	Warranty	Internal
Total Pieces .....	808	202	167
Sales .....	\$ 12,159.56	6,346.87	6,963.86
Cost .....	7,480.64	3,563.70	4,275.46
Gross Profit .....	\$ 4,678.92	2,783.17	2,688.40
 Profitability .....	 38.48%	 43.85%	 38.61%

**Body Shop Parts Sales**

	Retail	Warranty	Internal
Total Pieces .....	0	0	0
Sales .....	\$ .00	.00	.00
Cost .....	.00	.00	.00
Gross Profit .....	\$ .00	.00	.00
 Profitability .....	 .00%	 .00%	 .00%

Total Pieces .....	1335
Sales .....	34,706.85
Cost .....	22,323.31
Gross .....	12,383.54
Profitability .....	35.68%
 Gross Turn .....	 .16
True Turn .....	.16
Return On Investment .....	8.84%

**Northpointe Automotive**

**Inventory Analysis - Source 1**

**10/31/2023**

Scan Date:10/31/23

	Part		Total Cost	% Of Total
	No's	Pcs		
From 0 Thru 3 Months .....	376	2590	34,836.12	24.9%
From 4 Thru 6 Months .....	195	552	14,337.03	10.2%
From 7 Thru 9 Months .....	212	367	10,403.48	7.4%
From 10 Thru 12 Months .....	142	271	6,834.47	4.9%
From 13 Thru 18 Months .....	254	601	12,645.60	9.0%
From 19 Thru 24 Months .....	236	448	13,547.60	9.7%
Greater Than 24 Months .....	1013	2665	47,534.98	33.9%
<b>Total Of Parts Over 365 Days .....</b>	<b>1462</b>	<b>3664</b>	<b>71,690.73</b>	<b>51.2%</b>
Of Ac/Ot Over 365 Days .....	29	38	2,037.45	1.5%
<b>Total Of Parts and Cores.....</b>	<b>2390</b>	<b>7446</b>	<b>136,889.23</b>	<b>97.7%</b>
Of Accessories/Other.....	38	48	3,250.05	2.3%
Of Cores (MEMO Line Only) ..	44	52	{ 10,153.00}	7.2%
<b>Total Of Inventory Including Cores</b>	<b>2428</b>	<b>7494</b>	<b>140,139.28</b>	<b>100.0%</b>
<b>Total Of Lost Sales (Non-Stk) .....</b>	<b>253</b>	<b>381</b>	<b>21,531.90</b>	<b>15.4%</b>
Of Lost Sales (Stock) .....	1	1	5.28	.0%
<b>Total Of Lost Sales (Non-Stk Value)</b>	<b>253</b>	<b>192</b>	<b>6,153.20</b>	<b>4.4%</b>
Of Lost Sales (Stock Value) ..	1	2	10.56	.0%
<b>Total Of Returnable Items.....</b>	<b>2034</b>	<b>4914</b>	<b>106,743.48</b>	<b>76.2%</b>
Of Last-Time Returnable.....	0	0	.00	.0%
Of Non-Returnable Items.....	366	2528	26,280.80	18.8%
Parts With Negative On-Hand.....	0	0	.00	.0%
Normal Stocking With 0 On-Hand....	7	0	.00	.0%
Part Numbers Added W/O Stock .....	0	0	.00	.0%
Part Numbers Added With Stock ....	12	0	.00	.0%
Part Numbers Deleted .....	2147	0	.00	.0%
Manual Adjustments Up (+) .....	7	20	71.74	
Manual Adjustments Down (-) .....	4	4	110.66	

<b>Total Normal Stocking Part Numbers .....</b>	<b>73</b>	<b>Non-Ret</b>
Of On-Hand Stock At Current Cost .....	4,929.67	26
Of On-Hand Pieces .....	875	3,272.90
Current Month Unit Sales .....	440	
Of 12-Month Unit Sales .....	1658	
<b>Percent Of On-Hand To Unit Sales .....</b>	<b>189.5%</b>	
<b>Total Special Order &amp; Other Non-Stocking .....</b>	<b>2318</b>	<b>345</b>
Of On-Hand Stock At Current Cost .....	125,056.61	22,709.90
Of On-Hand Pieces .....	6567	
Current Month Unit Sales .....	681	
Of 12-Month Unit Sales .....	4420	
<b>Percent Of On-Hand To Unit Sales .....</b>	<b>67.3%</b>	