

Franchise Dealer Labor Rate Survey

Dealer	Labor Rate		Flat Rate Time Standard
	Single	Variable	
Your Dealership Greenway HYUNDAI		C <u>130.00</u> W <u>199.99</u> M <u>130.00</u> R <u>219.99</u> EV <u>219.99</u> I <u>199.99</u>	<input checked="" type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input checked="" type="checkbox"/> Mitchell <input type="checkbox"/> Other I - ALL DATA
SUTHERLIN NISSAN ORLANDO		C <u>80.00</u> W <u>199.16</u> M <u>80.00</u> R <u>200.00</u>	<input checked="" type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input checked="" type="checkbox"/> Other ALL DATA
FIELDS BMW		C <u>201.00</u> W <u>201.00</u> M <u>201.00</u> R <u>201.00</u>	<input checked="" type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input type="checkbox"/> Other
SPORTS MAZDA		C <u>199.00</u> W <u>164.00</u> M <u>199.00</u> R <u>199.00</u>	<input checked="" type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input type="checkbox"/> Other
DON MEALEY SPORTS SUBURU		C <u>85.00</u> W <u>140.07</u> M <u>85.00</u> R <u>150.00</u>	<input checked="" type="checkbox"/> Factory <input type="checkbox"/> Chilton <input type="checkbox"/> Computer <input type="checkbox"/> Motors <input type="checkbox"/> Mitchell <input checked="" type="checkbox"/> Other ALL DATA

Variable Rate Code(s):

C=Lowest, Most Competitive (ie., L.O.F., etc.)

W=Warranty EV = Repair Rate

M=Maintenance Rate (Normal Factory Maintenance)

R =Highest, Repair Rate I = Internal

Non-Dealer (Independent) Competitive & Maintenance Pricing Survey

Competitor Information	Lube, Oil & Filter	Cabin Filter	Balance Tires	Align Front End	Service A/C	Replace Front Disc Pads
Store: <i>HT MOTOR</i> Date: <i>11/18/2023</i> Time: <i>12:54</i> Consultant: <i>JACK TEZCAN</i>	\$55	\$50	\$120	\$75	\$85	\$125
Store: <i>NVA MOTORS</i> Date: <i>11/18/2023</i> Time: <i>12:58</i> Consultant: <i>MENDI</i>	\$89	\$99	\$225	\$175	\$? DEPENDS	\$199
Store: <i>EZ AUTO SALES</i> Date: <i>11/18/2023</i> Time: <i>1:05</i> Consultant: <i>MARK</i>	\$89	\$99	\$225	\$175	DEPENDS	\$199
Store: <i>TIRE OUTLET SALES</i> Date: <i>11/18/2023</i> Time: <i>1:19</i> Consultant: <i>A</i>	\$60	\$40	\$199	\$150	\$80	\$200
Store: <i>AUTO CITY MOTORS</i> Date: <i>11/18/2023</i> Time: <i>1:22 PM</i> Consultant:	\$45	\$15	N/A	N/A	\$60	\$150
Store: <i>HANKS AUTO SALES</i> Date: <i>11/19/2023</i> Time: <i>1:04</i> Consultant: <i>DAVID</i>	\$70	\$79	\$180	\$140	\$99	169
Store: <i>John's Auto Sales</i> Date: <i>11/18/23</i> Time: Consultant: <i>Jose</i>	\$80	\$35	\$120	\$150	\$80	\$200
Competitor Averages	\$69.71	\$59.57	\$152.71	\$123.57	\$57.71	\$177.43
My Dealership	\$115	\$60	\$50	\$129	\$102	\$165