

Sales Summary ①

Dec. 2023

Category	Gross Sales (\$)	Return For Credit (\$)	Net Sale Value (\$)	Gross Profit (\$)	GP%
▽ Repair Order	\$478,526.55	\$0.00	\$478,526.55	\$186,439.30	38.96%
Warranty Pay	\$62,416.95	\$0.00	\$62,416.95	\$25,030.57	40.1%
Internal	\$135,474.28	\$0.00	\$135,474.28	\$45,406.64	33.52%
Customer Pay	\$280,635.32	\$0.00	\$280,635.32	\$116,002.09	41.34%
▷ Wholesale	\$52,188.37	\$2,059.77	\$50,128.60	\$7,920.02	15.18%
▷ Internal	\$19,227.61	\$2,673.48	\$16,554.13	\$15,073.61	78.4%
▷ Retail	\$53,278.69	\$2,690.59	\$50,588.10	\$12,788.83	24%
Total	\$603,221.22	\$7,423.84	\$595,797.38	\$222,221.76	36.84%

Sales by type

① Sales values for the docs, which have been closed in the specified time range. Updated everyday at 12:00 AM PST

Sales Item	MTD				MTD Pacing				Nov 2023 (Last Month)				Year to Last Month			
	RO/SO Count	Total Unique Parts	Value (\$)	% by value of total sales	Total Unique e Parts	Value (\$)	% by value of total sales	Total Unique e Parts	Value (\$)	% by value of total sales	Total Unique e Parts	Value (\$)	% by value of total sales	Total Unique e Parts	Value (\$)	% by value of total sales
Retail	1,719	2,875	\$53,278.69	8.83%	2,908	\$34,521.58	5.17%	19,731	\$427,331.46	6.42%	19,731	\$427,331.46	6.42%	19,731	\$427,331.46	6.42%
ROs	1,242	11,154	\$478,526.55	79.33%	12,019	\$564,935.97	84.55%	15,478	\$5,483,253.56	82.41%	15,478	\$5,483,253.56	82.41%	15,478	\$5,483,253.56	82.41%
Internal	158	2,305	\$19,227.61	3.19%	2,406	\$18,956.02	2.84%	1,595	\$202,920.42	3.05%	1,595	\$202,920.42	3.05%	1,595	\$202,920.42	3.05%
Wholesale	227	594	\$52,189.37	8.65%	613	\$49,751.91	7.45%	2,764	\$539,858.96	8.11%	2,764	\$539,858.96	8.11%	2,764	\$539,858.96	8.11%
Total	3,346	16,918	\$603,221.22	158.33%	17,946	\$668,165.48	157.91%	39,568	\$6,653,364.40	161.04%	39,568	\$6,653,364.40	161.04%	39,568	\$6,653,364.40	161.04%
Returns	52	231	\$7,423.84	1.23%	175	\$6,082.30	0.91%	506	\$109,691.49	1.65%	506	\$109,691.49	1.65%	506	\$109,691.49	1.65%
Net	3,294	16,687	\$595,797.38	98.77%	17,771	\$662,083.18	99.09%	39,062	\$6,543,672.91	98.35%	39,062	\$6,543,672.91	98.35%	39,062	\$6,543,672.91	98.35%

Purchases by Type

This section will consider only the closed POs in the selected duration. Updated everyday at 12:00 AM PST.

Purchases	MTD				MTD Pacing		Nov 2023 (Last Month)		Dec 2022 (Month Last Year)		Year to Last Month	
	Category	Orders	Pieces	Value (\$)	% of total purchases	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces
RIM/ASR Orders	10	752	\$26,417.32	5.63%	-	-	4,796	-	1,290	\$34,418.89	197	\$642,750.99
OEM Special Order	50	1,623	\$105,502.38	22.43%	-	-	1,125	-	639	\$81,721.29	488	\$697,750.86
OEM Stock Order	53	8,106	\$58,005.10	12.36%	-	-	31,333	-	2	\$4,325.31	453	\$598,257.26
Vendor Stock Order	103	4,772	\$155,623.11	35.3%	-	-	6,220	-	382	\$77,409.49	854	\$933,649.66
Vendor Special Order	392	555	\$87,551.95	18.66%	-	-	709	-	118	\$19,397.15	3,437	\$763,116.28
Misc Order	1	0	\$12.49	0%	-	-	0	-	0	\$8,442.50	247	\$59,627.49
Sublet Orders	14	0	\$26,030.23	5.55%	-	-	0	-	0	\$119,290.90	196	\$320,093.73
Total	623	15,808	\$459,142.58	100%	-	-	44,183	-	2,431	\$345,004.52	5,872	\$4,005,446.26
Vendor Credit PO	-	-	-	-	-	-	-	-	-	-	-	-
Misc Credit PO	-	-	-	-	-	-	-	-	-	-	-	-
Net	623	15,808	\$459,142.58	0%	-	-	44,183	-	2,431	\$345,004.52	5,872	\$4,005,446.26

Inventory by age

Category	Sales					Purchase (\$)					Total		
	Never Sold	0-3 months	4-6 months	7-9 months	10-12 months	Greater than 12 months	Never Purchased	0-3 months	4-6 months	7-9 months		10-12 months	Greater than 12 months
Never Sold							\$68,48	\$21,963.02	\$2,794.23	\$1,395.81	\$1,593.63	\$2,931.30	\$30,746.47
0-3 months		\$5,323.60					\$5,323.60	\$33,348.56	\$33,876.49	\$3,256.87	\$5,993.93	\$12,491.64	\$410,291.09
4-6 months			\$38.37					\$9,138.09	\$48,928.41	\$9,952.11	\$605.17	\$3,024.97	\$68,697.12
7-9 months				\$338.86				\$6,303.45	\$2,804.69	\$23,757.93	\$11,846.25	\$4,726.80	\$48,777.98
10-12 months					\$189.18			\$1,955.53	\$49.02	\$1,581.13	\$24,466.55	\$5,655.88	\$33,107.29
Greater than 12 months						\$2,285.22		\$12,500.69	\$4,719.50	\$973.86	\$13,684.83	\$19,732.75	\$73,876.85
Total							\$8,223.71	\$400,419.34	\$94,172.34	\$34,917.71	\$58,190.36	\$68,563.34	\$664,486.80

Employee Insights

Employee Name	Net Cost (\$)	Net Sale (\$)	Total Return (\$)	Gross Profit (\$)	Gross Profit Margin (%)	Total Internal Sale (\$)	Total Internal Sale Margin (%)
MICHAEL DEMARTINO	\$95,904.40	\$151,304.09	\$989.26	\$55,399.69	36.61%	\$360.95	24.44%
TIMOTHY SHRECKENGOST	\$8,136.44	\$15,349.74	\$0.00	\$7,213.30	46.99%	\$0.00	0%
BLAKE MOSES	\$2,051.42	\$3,773.04	\$397.42	\$1,721.62	45.63%	\$0.00	0%
MARK ONEAL	\$66,534.70	\$111,364.87	\$1,482.49	\$44,830.17	40.26%	\$14,543.45	90.07%
KRISTOPHER CRUZ	\$127,408.03	\$200,454.08	\$3,857.88	\$73,046.05	36.44%	\$263.98	129.14%
AARON JARVIS	\$75,864.03	\$113,551.56	\$696.79	\$37,687.53	33.19%	\$1,385.75	34.52%

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Total Retail Sale (\$)	Total Retail Sale Margin (%)	Total Wholesale (\$)	Total Wholesale Margin (%)	Total RO Part Sale (\$)	Total RO Part Sale Margin (%)
\$8,733.03	14.65 %	\$18,797.68	8.93 %	\$123,412.43	42.42 %
\$131.11	16.22 %	\$33.75	9.84 %	\$15,184.88	47.34 %
\$516.10	14.51 %	\$138.40	9.1 %	\$3,118.54	52.4 %
\$0.00	0 %	\$0.00	0 %	\$96,821.42	32.77 %
\$28,785.14	24.56 %	\$16,188.13	19.73 %	\$155,216.83	40.23 %
\$12,422.72	27.49 %	\$14,970.64	18.06 %	\$84,772.45	36.67 %

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