

Inventory Analysis Calculator

2020-2021

Month 5

Days Supply L

| # | Make | Model | Trim | Inventory Units | YTD Sales Units | Average Month Sales Units |
|----|--------|--------------|------|-----------------|-----------------|---------------------------|
| 1 | Honda | Civic 4 Dr | All | 17 | 157 | 31.4 |
| 2 | Toyota | Corolla | All | 2 | 36 | 7.2 |
| 3 | Toyota | Camry | All | 2 | 31 | 6.2 |
| 4 | Toyota | Rav4 | All | 8 | 124 | 24.8 |
| 5 | Toyota | Tacoma | All | 12 | 46 | 9.2 |
| 6 | Toyota | 4Runner | All | 1 | 22 | 4.4 |
| 7 | Toyota | Highlander | All | 1 | 26 | 5.2 |
| 8 | Toyota | G Highlander | All | 1 | 24 | 4.8 |
| 9 | Toyota | Crown | All | 1 | 8 | 1.6 |
| 10 | Toyota | Prius | All | 1 | 5 | 1.0 |
| 11 | Toyota | Tundra | All | 18 | 52 | 10.4 |

Inits

| Months Supply | Days Supply Units | Inventory \$ | YTD Sales \$ | YTD Gross \$ | YTD COS |
|----------------------|--------------------------|---------------------|---------------------|---------------------|----------------|
| 0.5 | 16.2 | \$ 377,535 | \$ 3,374,802 | \$ (125) | \$ 3,374,927 |
| 0.3 | 8.3 | \$ 43,760 | \$ 873,147 | \$ 29,269 | \$ 843,878 |
| 0.3 | 9.7 | \$ 60,391 | \$ 954,231 | \$ 35,144 | \$ 919,087 |
| 0.3 | 9.7 | \$ 275,254 | \$ 4,526,775 | \$ 125,218 | \$ 4,401,557 |
| 1.3 | 39.1 | \$ 536,286 | \$ 2,106,619 | \$ 119,662 | \$ 1,986,957 |
| 0.2 | 6.8 | \$ 43,693 | \$ 1,087,426 | \$ 46,209 | \$ 1,041,217 |
| 0.2 | 5.8 | \$ 40,947 | \$ 1,208,936 | \$ 45,176 | \$ 1,163,760 |
| 0.2 | 6.3 | \$ 41,917 | \$ 1,226,525 | \$ 74,947 | \$ 1,151,578 |
| 0.6 | 18.8 | \$ 44,922 | \$ 374,957 | \$ 11,188 | \$ 363,769 |
| 1.0 | 30.0 | \$ 37,747 | \$ 172,645 | \$ 8,910 | \$ 163,735 |
| 1.7 | 51.9 | \$ 936,414 | \$ 3,096,266 | \$ 41,630 | \$ 3,054,636 |

| Average Month COS | Months Supply Dollars | Days Supply Dollars | Average Unit COS | Average Unit Inventory | Variance |
|-------------------|-----------------------|---------------------|------------------|------------------------|------------|
| \$ 674,985 | 0.6 | 16.8 | \$ 21,496 | \$ 22,208 | \$ (712) |
| \$ 168,776 | 0.3 | 7.8 | \$ 23,441 | \$ 21,880 | \$ 1,561 |
| \$ 183,817 | 0.3 | 9.9 | \$ 29,648 | \$ 30,196 | \$ (548) |
| \$ 880,311 | 0.3 | 9.4 | \$ 35,496 | \$ 34,407 | \$ 1,090 |
| \$ 397,391 | 1.3 | 40.5 | \$ 43,195 | \$ 44,691 | \$ (1,496) |
| \$ 208,243 | 0.2 | 6.3 | \$ 47,328 | \$ 43,693 | \$ 3,635 |
| \$ 232,752 | 0.2 | 5.3 | \$ 44,760 | \$ 40,947 | \$ 3,813 |
| \$ 230,316 | 0.2 | 5.5 | \$ 47,982 | \$ 41,917 | \$ 6,065 |
| \$ 72,754 | 0.6 | 18.5 | \$ 45,471 | \$ 44,922 | \$ 549 |
| \$ 32,747 | 1.2 | 34.6 | \$ 32,747 | \$ 37,747 | \$ (5,000) |
| \$ 610,927 | 1.5 | 46.0 | \$ 58,743 | \$ 52,023 | \$ 6,720 |