

Inventory Analysis Calculator

2020-2021

Month 9

| | | | | Days Supply L | | |
|----|--------|----------|------|-----------------|-----------------|---------------------------|
| # | Make | Model | Trim | Inventory Units | YTD Sales Units | Average Month Sales Units |
| 1 | TOYOTA | PRIUS | All | 5 | 11 | 1.2 |
| 2 | TOYOTA | COROLLA | All | 19 | 85 | 9.4 |
| 3 | TOYOTA | CAMRY | All | 15 | 102 | 11.3 |
| 4 | TOYOTA | BZ4X | All | 5 | 17 | 1.9 |
| 5 | TOYOTA | RAV4 | All | 31 | 213 | 23.7 |
| 6 | TOYOTA | SIENNA | All | 4 | 42 | 4.7 |
| 7 | TOYOTA | LAND CRU | All | 4 | 8 | 0.9 |
| 8 | TOYOTA | HIGHLAND | All | 5 | 90 | 10.0 |
| 9 | TOYOTA | TACOMA | All | 29 | 40 | 4.4 |
| 10 | TOYOTA | TUNDRA | All | 8 | 31 | 3.4 |
| 11 | TOYOTA | 4 RUNNER | All | 0 | 32 | 3.6 |
| 12 | TOYOTA | VENZA | All | 0 | 7 | 0.8 |
| 13 | TOYOTA | GR86 | All | 1 | 2 | 0.2 |
| 14 | TOYOTA | SEQUOIA | All | 1 | 6 | 0.7 |
| 15 | TOYOTA | CROWN | All | 1 | 6 | 0.7 |

Inits

| Months Supply | Days Supply Units | Inventory \$ | YTD Sales \$ | YTD Gross \$ | YTD COS |
|---------------|-------------------|--------------|--------------|--------------|--------------|
| 4.1 | 122.7 | \$ 197,045 | \$ 406,261 | \$ 13,628 | \$ 392,633 |
| 2.0 | 60.4 | \$ 139,328 | \$ 2,251,708 | \$ 69,102 | \$ 2,182,606 |
| 1.3 | 39.7 | \$ 243,390 | \$ 3,333,927 | \$ 104,295 | \$ 3,229,632 |
| 2.6 | 79.4 | \$ 143,247 | \$ 786,671 | \$ 498 | \$ 786,173 |
| 1.3 | 39.3 | \$ 625,738 | \$ 8,152,302 | \$ 399,687 | \$ 7,752,615 |
| 0.9 | 25.7 | \$ 143,240 | \$ 2,002,567 | \$ 140,253 | \$ 1,862,314 |
| 4.5 | 135.0 | \$ 70,605 | \$ 524,134 | \$ 40,721 | \$ 483,413 |
| 0.5 | 15.0 | \$ 216,096 | \$ 2,515,644 | \$ 112,771 | \$ 2,402,873 |
| 6.5 | 195.7 | \$ 515,542 | \$ 1,858,278 | \$ 112,055 | \$ 1,746,223 |
| 2.3 | 69.7 | \$ 388,200 | \$ 1,940,935 | \$ 47,981 | \$ 1,892,954 |
| 0.0 | 0.0 | | \$ 1,609,379 | \$ 184,062 | \$ 1,425,317 |
| 0.0 | 0.0 | | \$ 276,236 | \$ 10,030 | \$ 266,206 |
| 4.5 | 135.0 | \$ 38,577 | \$ 67,102 | \$ 3,146 | \$ 63,956 |
| 1.5 | 45.0 | \$ 81,452 | \$ 472,120 | \$ 42,784 | \$ 429,336 |
| 1.5 | 45.0 | \$ 201,788 | \$ 268,480 | \$ 3,806 | \$ 264,674 |

| Average Month COS | Months Supply Dollars | Days Supply Dollars | Average Unit COS | Average Unit Inventory | Variance |
|-------------------|-----------------------|---------------------|------------------|------------------------|--------------|
| \$ 43,626 | 4.5 | 135.5 | \$ 35,694 | \$ 39,409 | \$ (3,715) |
| \$ 242,512 | 0.6 | 17.2 | \$ 25,678 | \$ 7,333 | \$ 18,345 |
| \$ 358,848 | 0.7 | 20.3 | \$ 31,663 | \$ 16,226 | \$ 15,437 |
| \$ 87,353 | 1.6 | 49.2 | \$ 46,245 | \$ 28,649 | \$ 17,596 |
| \$ 861,402 | 0.7 | 21.8 | \$ 36,397 | \$ 20,185 | \$ 16,212 |
| \$ 206,924 | 0.7 | 20.8 | \$ 44,341 | \$ 35,810 | \$ 8,531 |
| \$ 53,713 | 1.3 | 39.4 | \$ 60,427 | \$ 17,651 | \$ 42,775 |
| \$ 266,986 | 0.8 | 24.3 | \$ 26,699 | \$ 43,219 | \$ (16,521) |
| \$ 194,025 | 2.7 | 79.7 | \$ 43,656 | \$ 17,777 | \$ 25,878 |
| \$ 210,328 | 1.8 | 55.4 | \$ 61,063 | \$ 48,525 | \$ 12,538 |
| \$ 158,369 | 0.0 | 0.0 | \$ 44,541 | #DIV/0! | #DIV/0! |
| \$ 29,578 | 0.0 | 0.0 | \$ 38,029 | #DIV/0! | #DIV/0! |
| \$ 7,106 | 5.4 | 162.9 | \$ 31,978 | \$ 38,577 | \$ (6,599) |
| \$ 47,704 | 1.7 | 51.2 | \$ 71,556 | \$ 81,452 | \$ (9,896) |
| \$ 29,408 | 6.9 | 205.8 | \$ 44,112 | \$ 201,788 | \$ (157,676) |