

Community Toyota

03/31/2021

Sales Summary - Source 1

Scan Date:03/31/21

Counter Parts Sales

	Retail	Wholesale
Total Pieces .....	599	760
Sales .....	\$ 21,556.37	19,017.21
Cost .....	12,547.33	15,978.64
Gross Profit .....	\$ 9,009.04	3,038.57
Profitability .....	41.79%	15.98%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces .....	1676	585	689
Sales .....	\$ 110,433.38	45,583.99	30,981.73
Cost .....	70,381.13	28,420.09	18,732.82
Gross Profit .....	\$ 40,052.25	17,163.90	12,248.91
Profitability .....	36.27%	37.65%	39.54%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces .....	1146	0	14
Sales .....	\$ 108,255.20	.00	309.26
Cost .....	74,744.54	.00	219.16
Gross Profit .....	\$ 33,510.66	.00	90.10
Profitability .....	30.96%	.00%	29.13%

Total Pieces .....	5469
Sales .....	336,137.14
Cost .....	221,023.71
Gross .....	115,113.43
Profitability .....	34.25%
Gross Turn .....	.86
True Turn .....	.79
Return On Investment .....	44.58%

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Sales Summary - Source 9

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Counter Parts Sales

	Retail	Wholesale
Total Pieces .....	15	98
Sales .....	\$ 76.71	261.66
Cost .....	46.70	231.39
Gross Profit .....	\$ 30.01	30.27
Profitability .....	39.12%	11.57%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces .....	7654	1928	565
Sales .....	\$ 31,813.17	5,721.95	2,302.92
Cost .....	17,534.12	4,641.79	1,281.75
Gross Profit .....	\$ 14,279.05	1,080.16	1,021.17
Profitability .....	44.88%	18.88%	44.34%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces .....	2	0	0
Sales .....	\$ 6.80	.00	.00
Cost .....	6.48	.00	.00
Gross Profit .....	\$ .32	.00	.00
Profitability .....	4.71%	.00%	.00%

Total Pieces .....	10262
Sales .....	40,183.21
Cost .....	23,742.23
Gross .....	16,440.98
Profitability .....	40.92%
Gross Turn .....	.00
True Turn .....	.00
Return On Investment .....	.00%

Received Stock For Month

Scan Date:03/31/21  
Source 1

	Cost	Pieces	% Total Pieces
In Regular Stock .....	\$ 177,020.54	13,925	91.31
In Special Orders .....	\$ 26,605.01	540	3.54
In Emergency Purchases .....	\$ 162.65	786	5.15
Total Stocked In .....	\$ 203,788.20	15,251	
Total Sold Out .....	\$ 221,023.71	5,469	35.86
Net Increase/Decrease .....	\$ -17,235.51	9,782	

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Inventory Analysis - Source 1

03/31/2021

Scan Date:03/31/21

	Part		Total Cost	% Of Total
	No's	Pcs		
From 0 Thru 3 Months .....	1013	19184	167,654.34	64.9%
From 4 Thru 6 Months .....	363	1850	35,818.99	13.9%
From 7 Thru 9 Months .....	300	1368	32,775.19	12.7%
From 10 Thru 12 Months .....	120	342	19,924.18	7.7%
From 13 Thru 18 Months .....	33	88	2,040.17	.8%
From 19 Thru 24 Months .....	0	0	.00	.0%
Greater Than 24 Months .....	0	0	.00	.0%
Total Of Parts Over 365 Days .....	33	88	2,040.17	.8%
Of Ac/Ot Over 365 Days .....	0	0	.00	.0%
Total Of Parts and Cores.....	1826	22747	255,605.87	99.0%
Of Accessories/Other.....	3	85	2,607.00	1.0%
Of Cores (MEMO Line Only) ..	7	7	1,810.00}	.7%
Total Of Inventory Including Cores	1829	22832	258,212.87	100.0%
Total Of Lost Sales (Non-Stk) .....	67	71	6,273.61	2.4%
Of Lost Sales (Stock) .....	16	21	628.61	.2%
Total Of Lost Sales (Non-Stk Value)	67	7	188.68	.1%
Of Lost Sales (Stock Value) ..	16	17	171.40	.1%
Total Of Returnable Items.....	0	0	.00	.0%
Of Last-Time Returnable.....	0	0	.00	.0%
Of Non-Returnable Items.....	1827	22825	256,522.87	99.3%
Parts With Negative On-Hand.....	49	75	6,774.53	2.6%
Normal Stocking With 0 On-Hand....	614	0	.00	.0%
Part Numbers Added W/O Stock .....	50	0	.00	.0%
Part Numbers Added With Stock .....	382	74	9,362.92	3.6%
Part Numbers Deleted .....	1	0	.00	.0%
Manual Adjustments Up (+) .....	39	213	1,026.82	
Manual Adjustments Down (-) .....	45	53	914.48	

Total Normal Stocking Part Numbers .....	1223	Non-Ret 1223
Of On-Hand Stock At Current Cost .....	104,246.54	104,246.54
Of On-Hand Pieces .....	18471	
Current Month Unit Sales .....	6707	
Of 12-Month Unit Sales .....	80183	
Percent Of On-Hand To Unit Sales .....	434.1%	
Total Special Order & Other Non-Stocking .....	1213	1213
Of On-Hand Stock At Current Cost .....	152,156.33	152,156.33
Of On-Hand Pieces .....	4354	
Current Month Unit Sales .....	1004	
Of 12-Month Unit Sales .....	7069	
Percent Of On-Hand To Unit Sales .....	162.4%	

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Inventory Analysis - Source 2

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	Part		Total	% Of
	No's	Pcs	Cost	Total
From 0 Thru 3 Months .....	0	0	.00	.0%
From 4 Thru 6 Months .....	0	0	.00	.0%
From 7 Thru 9 Months .....	0	0	.00	.0%
From 10 Thru 12 Months .....	0	0	.00	.0%
From 13 Thru 18 Months .....	0	0	.00	.0%
From 19 Thru 24 Months .....	0	0	.00	.0%
Greater Than 24 Months .....	1	2	.00	.0%
Total Of Parts Over 365 Days .....	1	2	.00	.0%
Of Ac/Ot Over 365 Days .....	0	0	.00	.0%
Total Of Parts and Cores.....	1	2	.00	.0%
Of Accessories/Other.....	0	0	.00	.0%
Of Cores (MEMO Line Only) ..	0	0	.00	.0%
Total Of Inventory Including Cores	1	2	.00	.0%
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Total Of Lost Sales (Non-Stk) .....	0	0	.00	.0%
Of Lost Sales (Stock) .....	0	0	.00	.0%
Total Of Lost Sales (Non-Stk Value)	0	0	.00	.0%
Of Lost Sales (Stock Value) ..	0	0	.00	.0%
Total Of Returnable Items.....	0	0	.00	.0%
Of Last-Time Returnable.....	0	0	.00	.0%
Of Non-Returnable Items.....	1	2	.00	.0%
Parts With Negative On-Hand.....	0	0	.00	.0%
Normal Stocking With 0 On-Hand....	0	0	.00	.0%
Part Numbers Added W/O Stock .....	0	0	.00	.0%
Part Numbers Added With Stock .....	0	0	.00	.0%
Part Numbers Deleted .....	0	0	.00	.0%
Manual Adjustments Up (+) .....	0	0	.00	
Manual Adjustments Down (-) .....	0	0	.00	

		Non-Ret
Total Normal Stocking Part Numbers .....	0 .....	0
Of On-Hand Stock At Current Cost .....	.00 .....	.00
Of On-Hand Pieces .....	0	
Current Month Unit Sales .....	0	
Of 12-Month Unit Sales .....	0	
Percent Of On-Hand To Unit Sales .....	.0%	
Total Special Order & Other Non-Stocking .....	1 .....	1
Of On-Hand Stock At Current Cost .....	.00 .....	.00
Of On-Hand Pieces .....	2	
Current Month Unit Sales .....	-2	
Of 12-Month Unit Sales .....	-2	
Percent Of On-Hand To Unit Sales .....	-100.0%	