

Inventory Analysis Calculator

Jan-Apr 2021

| | |
|-------|---|
| Month | 4 |
|-------|---|

| | | | | Days Supply L | | |
|----|------|-----------|------|-----------------|-----------------|---------------------------|
| # | Make | Model | Trim | Inventory Units | YTD Sales Units | Average Month Sales Units |
| 1 | Kia | Rio | All | 6 | 11 | 2.8 |
| 2 | Kia | Forte | All | 30 | 49 | 12.3 |
| 3 | Kia | K5 | All | 27 | 59 | 14.8 |
| 4 | Kia | Niro | All | 14 | 6 | 1.5 |
| 5 | Kia | Sportage | All | 14 | 31 | 7.8 |
| 6 | Kia | Sorento | All | 6 | 56 | 14.0 |
| 7 | Kia | Telluride | All | 0 | 48 | 12.0 |
| 8 | Kia | Stinger | All | 6 | 17 | 4.3 |
| 9 | Kia | Seltos | All | 2 | 33 | 8.3 |
| 10 | Kia | Cadenza | All | 0 | 1 | 0.3 |
| 11 | Kia | Soul | All | 19 | 40 | 10.0 |
| 12 | Kia | Carnival | All | 0 | 15 | 3.8 |

Inits

| Months Supply | Days Supply Units | Inventory \$ | YTD Sales \$ | YTD Gross \$ | YTD COS |
|---------------|-------------------|--------------|--------------|--------------|--------------|
| 2.2 | 65.5 | \$ 118,777 | \$ 199,381 | \$ 3,030 | \$ 196,351 |
| 2.4 | 73.5 | \$ 661,700 | \$ 1,096,394 | \$ (26,782) | \$ 1,123,176 |
| 1.8 | 54.9 | \$ 792,978 | \$ 1,684,058 | \$ 8,523 | \$ 1,675,535 |
| 9.3 | 280.0 | \$ 535,405 | \$ 185,046 | \$ (1,544) | \$ 186,590 |
| 1.8 | 54.2 | \$ 476,442 | \$ 928,548 | \$ (6,183) | \$ 934,731 |
| 0.4 | 12.9 | \$ 225,146 | \$ 2,089,044 | \$ 22,229 | \$ 2,066,815 |
| 0.0 | 0.0 | \$ - | \$ 2,177,236 | \$ 187,091 | \$ 1,990,145 |
| 1.4 | 42.4 | \$ 296,349 | \$ 677,593 | \$ 787 | \$ 676,806 |
| 0.2 | 7.3 | \$ 51,058 | \$ 852,164 | \$ 11,244 | \$ 840,920 |
| 0.0 | 0.0 | \$ - | \$ 42,808 | \$ (326) | \$ 43,134 |
| 1.9 | 57.0 | \$ 440,361 | \$ 851,385 | \$ (17,497) | \$ 868,882 |
| 0.0 | 0.0 | \$ - | \$ 572,571 | \$ 17,161 | \$ 555,410 |

| Average Month COS | Months Supply Dollars | Days Supply Dollars | Average Unit COS | Average Unit Inventory | Variance |
|-------------------|-----------------------|---------------------|------------------|------------------------|------------|
| \$ 49,088 | 2.4 | 72.6 | \$ 17,850 | \$ 19,796 | \$ (1,946) |
| \$ 280,794 | 2.4 | 70.7 | \$ 22,922 | \$ 22,057 | \$ 865 |
| \$ 418,884 | 1.9 | 56.8 | \$ 28,399 | \$ 29,370 | \$ (971) |
| \$ 46,648 | 11.5 | 344.3 | \$ 31,098 | \$ 38,243 | \$ (7,145) |
| \$ 233,683 | 2.0 | 61.2 | \$ 30,153 | \$ 34,032 | \$ (3,879) |
| \$ 516,704 | 0.4 | 13.1 | \$ 36,907 | \$ 37,524 | \$ (617) |
| \$ 497,536 | 0.0 | 0.0 | \$ 41,461 | #DIV/0! | #DIV/0! |
| \$ 169,202 | 1.8 | 52.5 | \$ 39,812 | \$ 49,392 | \$ (9,579) |
| \$ 210,230 | 0.2 | 7.3 | \$ 25,482 | \$ 25,529 | \$ (47) |
| \$ 10,784 | 0.0 | 0.0 | \$ 43,134 | #DIV/0! | #DIV/0! |
| \$ 217,221 | 2.0 | 60.8 | \$ 21,722 | \$ 23,177 | \$ (1,455) |
| \$ 138,853 | 0.0 | 0.0 | \$ 37,027 | #DIV/0! | #DIV/0! |