

Inventory Analysis Calculator

2020-2021

Month 5

| | | | | Days Supply U | | |
|---|-------|----------|------|-----------------|-----------------|---------------------------|
| # | Make | Model | Trim | Inventory Units | YTD Sales Units | Average Month Sales Units |
| 1 | Honda | CIVIC | All | 12 | 69 | 13.8 |
| 2 | HONDA | INSIGHT | All | 3 | 11 | 2.2 |
| 3 | HONDA | ACCORD | All | 5 | 24 | 4.8 |
| 4 | HONDA | HRV | ALL | 3 | 31 | 6.2 |
| 5 | HONDA | CRV | ALL | 16 | 146 | 29.2 |
| 6 | HONDA | PASSPORT | ALL | 8 | 16 | 3.2 |
| 7 | HONDA | PILOT | ALL | 6 | 38 | 7.6 |
| 8 | HONDA | ODYSSEY | ALL | 5 | 13 | 2.6 |
| 9 | HONDA | CLARITY | ALL | 2 | 3 | 0.6 |

Inits

| Months Supply | Days Supply Units | Inventory \$ | YTD Sales \$ | YTD Gross \$ | YTD COS |
|----------------------|--------------------------|---------------------|---------------------|---------------------|----------------|
| 0.9 | 26.1 | | \$ 1,730,845 | \$ (125) | \$ 1,730,970 |
| 1.4 | 40.9 | | \$ 281,569 | | \$ 281,569 |
| 1.0 | 31.3 | | \$ 746,215 | | \$ 746,215 |
| 0.5 | 14.5 | | \$ 847,477 | | \$ 847,477 |
| 0.5 | 16.4 | | \$ 4,913,419 | | \$ 4,913,419 |
| 2.5 | 75.0 | | \$ 666,444 | | \$ 666,444 |
| 0.8 | 23.7 | | \$ 1,632,318 | | \$ 1,632,318 |
| 1.9 | 57.7 | | \$ 495,173 | | \$ 495,173 |
| 3.3 | 100.0 | | \$ 68,703 | | \$ 68,703 |

| Average Month COS | Months Supply Dollars | Days Supply Dollars | Average Unit COS | Average Unit Inventory | Variance |
|-------------------|-----------------------|---------------------|------------------|------------------------|-----------|
| \$ 346,194 | 0.0 | 0.0 | \$ 25,087 | \$ - | \$ 25,087 |
| \$ 56,314 | 0.0 | 0.0 | \$ 25,597 | \$ - | \$ 25,597 |
| \$ 149,243 | 0.0 | 0.0 | \$ 31,092 | \$ - | \$ 31,092 |
| \$ 169,495 | 0.0 | 0.0 | \$ 27,338 | \$ - | \$ 27,338 |
| \$ 982,684 | 0.0 | 0.0 | \$ 33,654 | \$ - | \$ 33,654 |
| \$ 133,289 | 0.0 | 0.0 | \$ 41,653 | \$ - | \$ 41,653 |
| \$ 326,464 | 0.0 | 0.0 | \$ 42,956 | \$ - | \$ 42,956 |
| \$ 99,035 | 0.0 | 0.0 | \$ 38,090 | \$ - | \$ 38,090 |
| \$ 13,741 | 0.0 | 0.0 | \$ 22,901 | \$ - | \$ 22,901 |