

## NEW VEHICLE DAYS' SUPPLY & INVENTORY TURNS

NADA Guides - New Vehicle

Days' Supply 45 Days

Months' Supply 1.5 Months

Annual Inventory Turns 8 Turns (12 months ÷ 1.5 months)

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New Vehicle Average YTD Cost of Sales

YTD New Vehicle Retail Sales Dollars ( <i>without F&amp;I</i> )		39,864,399		2		52
YTD New Vehicle Retail Gross Profit Dollars ( <i>without F&amp;I</i> )	±	2942633	a	2		52
YTD New Vehicle Retail Cost of Sales Dollars	=	36,921,766				
Statement Month	÷	12				
Average YTD New Vehicle Cost of Sales	=	3,076,814	A			

a If GP is a loss, enter a - negative number - . If GP is a gain, enter as a + positive number + .

New Vehicle Inventory Days' Supply

New Vehicle Inventory Dollars		7,319,152		1	Asset	33
Average YTD New Vehicle Cost of Sales	÷	3,076,814	A			
Months' Supply of New Vehicle Inventory	=	2.38	B			
Number of Days in the Month	×	30				
Days' Supply of New Vehicle Inventory	=	71				Guide = 45

New Vehicle Calendar-Year Inventory Turns

12 Months in a Year		12				
Months' Supply of New Vehicle Inventory	÷	2.38	B			
New Vehicle Inventory Turns	=	5.0				Guide = 8



**PRE-OWNED DAYS' SUPPLY & INVENTORY TURNS**

NADA Guides - Pre-Owned Vehicle  
 Days' Supply 30 Days  
 Months' Supply 1.0 Months  
 Annual Inventory Turns 12 Turns (12 months ÷ 1.0 months)

Pre-Owned Vehicle Average YTD Cost of Sales

YTD Pre-Owned Vehicle Retail Sales Dollars ( <i>without F&amp;I</i> )		15,378,191
YTD Pre-Owned Vehicle Retail Gross Profit Dollars ( <i>without F&amp;I</i> )	±	1,384,113
YTD Pre-Owned Vehicle Retail Cost of Sales Dollars	=	13,994,078
Statement Month	÷	12
Average YTD Pre-Owned Vehicle Cost of Sales	=	1,166,173

**a** If GP is a loss, enter a - negative number - . If GP is a gain, enter as a + posit

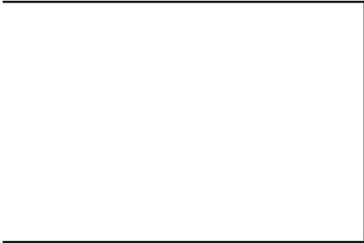
Pre-Owned Vehicle Inventory Days' Supply

Pre-Owned Vehicle Inventory Dollars		2,862,355
Average YTD Pre-Owned Vehicle Cost of Sales	÷	1,166,173
Months' Supply of Pre-Owned Vehicle Inventory	=	2.45
Number of Days in the Month	×	30
Days' Supply of Pre-Owned Vehicle Inventory	=	74

Pre-Owned Vehicle Calendar-Year Inventory Turns

12 Months in a Year		12
Months' Supply of Pre-Owned Vehicle Inventory	÷	2.45
Pre-Owned Vehicle Inventory Turns	=	4.9

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A

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1	Asset	39
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A

B

Guide = 30

B

Guide = 12



**PARTS & ACCESSORIES DAYS' SUPPLY & INVENTORY TURNS**

NADA Guides - Parts & Accessories  
 Days' Supply 45 Days  
 Months' Supply 1.5 Months  
 Annual Inventory Turns 8 Turns (12 months ÷ 1.5 months)

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<u>Parts Average YTD Cost of Sales</u>					
YTD Parts & Accesories Sales Dollars	2,091,317		5		39
YTD Parts & Accessories Gross Profit Dollars	± 672,936	a	5		39
YTD Discounts & Adjustments (use +/- sign on statement)	± 0				
YTD Parts & Accessories Cost of Sales Dollars	= 1,418,381				
Statement Month	÷ 12				
Average YTD Parts & Accessories Cost of Sales	= <u>118,198</u>	A			

a If GP is a loss, enter a - negative number - . If GP is a gain, enter as a + positive number + .

<u>Parts and Accessories Inventory Days' Supply</u>					
Parts and Accessories Inventory Dollars	252,745		1	Asset	48
Average YTD Parts and Accessories Cost of Sales	÷ 118,198	A			
Months' Supply of Parts and Accessories Inventory	= 2.14	B			
Number of Days in the Month	× 30				
Days' Supply of Parts and Accessories Inventory	= <u>64</u>				Guide = 45

<u>Parts and Accessories Calendar-Year Inventory Turns</u>					
12 Months in a Year	12				
Months' Supply of Parts and Accessories Inventory	÷ 2.14	B			
Parts and Accessories Inventory Turns	= <u>5.6</u>				Guide = 8