

## Inventory Analysis Calculator

2020-2021

Month 5

|    |          |        |        | Days Supply L   |                 |                           |
|----|----------|--------|--------|-----------------|-----------------|---------------------------|
| #  | Make     | Model  | Trim   | Inventory Units | YTD Sales Units | Average Month Sales Units |
| 1  | MB       | A220   | W4     |                 | 1               | 0.2                       |
| 2  | MB       | C300   | W4     |                 | 4               | 0.8                       |
| 3  | MB       | CLA250 | C4     |                 | 2               | 0.4                       |
| 4  | MB       | CLA45  | AMG    |                 | 3               | 0.6                       |
| 5  | MB       | E350   | W4     |                 | 2               | 0.4                       |
| 6  | MB       | E450   | A4     |                 | 1               | 0.2                       |
| 7  | MB       | E450   | S4     |                 | 1               | 0.2                       |
| 8  | MB       | E450   | W4     | 1               | 1               | 0.2                       |
| 9  | MB       | CLS450 | C4     |                 | 1               | 0.2                       |
| 10 | MB       | S500   | V4     |                 | 1               | 0.2                       |
| 11 | MB       | S580   | V4     | 1               | 3               | 0.6                       |
| 12 | MB       | EQS450 | V      |                 | 2               | 0.4                       |
| 13 | MB       | EQS580 | V4     |                 | 2               | 0.4                       |
| 14 | MB       | EQB350 | W4     |                 | 1               | 0.2                       |
| 15 | MB       | GLA250 | W      |                 | 1               | 0.2                       |
| 16 | MB       | GLA250 | W4     |                 | 3               | 0.6                       |
| 17 | MB       | GLB250 | W4     | 1               | 3               | 0.6                       |
| 18 | MB       | GLC300 | W4     | 1               | 17              | 3.4                       |
| 19 | MB       | GLC43  | W4     |                 | 2               | 0.4                       |
| 20 | MB       | GLE350 | W4     | 2               | 10              | 2.0                       |
| 21 | MB       | GLE450 | W4     |                 | 2               | 0.4                       |
| 22 | MB       | GLE53  | AMG    |                 | 3               | 0.6                       |
| 23 | MB       | GLE53  | W4     |                 | 1               | 0.2                       |
| 24 | MB       | GLE63  | C4S    |                 | 1               | 0.2                       |
| 25 | MB       | GLS450 | W4     | 1               | 11              | 2.2                       |
| 26 | MB       | G550   | W4     |                 | 1               | 0.2                       |
| 27 | MB       | G63    | W4     |                 | 1               | 0.2                       |
| 28 | MB       | METRIS | V520   |                 | 4               | 0.8                       |
| 29 | MB       | METRIS | VS20A3 |                 | 4               | 0.8                       |
| 30 | SPRINTER | 1500   | CARGO  |                 | 1               | 0.2                       |
| 31 | SPRINTER | 2500   | PASS   |                 | 10              | 2.0                       |
| 32 | SPRINTER | 3500   | CARGO  | 2               | 76              | 15.2                      |
| 33 | SPRINTER | 3500   | CREW   |                 | 6               | 1.2                       |
| 34 | SPRINTER | 4500   | CARGO  |                 | 7               | 1.4                       |
| 35 | SPRINTER | 3500   | XD     |                 | 1               | 0.2                       |
| 36 |          |        |        |                 |                 | 0.0                       |
| 37 |          |        |        |                 |                 | 0.0                       |
| 38 |          |        |        |                 |                 | 0.0                       |
| 39 |          |        |        |                 |                 | 0.0                       |

|    |  |  |  |  |  |     |
|----|--|--|--|--|--|-----|
| 40 |  |  |  |  |  | 0.0 |
|----|--|--|--|--|--|-----|

| Inits         |                   |              |              |              |              |
|---------------|-------------------|--------------|--------------|--------------|--------------|
| Months Supply | Days Supply Units | Inventory \$ | YTD Sales \$ | YTD Gross \$ | YTD COS      |
| 0.0           | 0.0               |              | \$ 43,430    | \$ 1,135     | \$ 42,295    |
| 0.0           | 0.0               |              | \$ 218,835   | \$ 6,889     | \$ 211,946   |
| 0.0           | 0.0               |              | \$ 94,475    | \$ 2,689     | \$ 91,786    |
| 0.0           | 0.0               |              | \$ 172,605   | \$ 2,432     | \$ 170,173   |
| 0.0           | 0.0               |              | \$ 133,085   | \$ 6,082     | \$ 127,003   |
| 0.0           | 0.0               |              | \$ 75,480    | \$ 45        | \$ 75,435    |
| 0.0           | 0.0               |              | \$ 85,900    | \$ 3,470     | \$ 82,430    |
| 5.0           | 150.0             |              | \$ 82,100    | \$ 4,393     | \$ 77,707    |
| 0.0           | 0.0               |              | \$ 92,815    | \$ 5,381     | \$ 87,434    |
| 0.0           | 0.0               |              | \$ 135,420   | \$ 10,820    | \$ 124,600   |
| 1.7           | 50.0              |              | \$ 392,294   | \$ 5,918     | \$ 386,376   |
| 0.0           | 0.0               |              | \$ 206,210   | \$ 15,151    | \$ 191,059   |
| 0.0           | 0.0               |              | \$ 265,340   | \$ 24,291    | \$ 241,049   |
| 0.0           | 0.0               |              | \$ 63,585    | \$ 2,244     | \$ 61,341    |
| 0.0           | 0.0               |              | \$ 45,170    | \$ 1,471     | \$ 43,699    |
| 0.0           | 0.0               |              | \$ 151,451   | \$ 9,501     | \$ 141,950   |
| 1.7           | 50.0              |              | \$ 135,750   | \$ 5,564     | \$ 130,186   |
| 0.3           | 8.8               |              | \$ 890,500   | \$ 31,499    | \$ 859,001   |
| 0.0           | 0.0               |              | \$ 146,320   | \$ 4,924     | \$ 141,396   |
| 1.0           | 30.0              |              | \$ 709,549   | \$ 36,776    | \$ 672,773   |
| 0.0           | 0.0               |              | \$ 152,465   | \$ 7,880     | \$ 144,585   |
| 0.0           | 0.0               |              | \$ 296,799   | \$ 31,738    | \$ 265,061   |
| 0.0           | 0.0               |              | \$ 89,750    | \$ 2,885     | \$ 86,865    |
| 0.0           | 0.0               |              | \$ 132,125   | \$ 6,464     | \$ 125,661   |
| 0.5           | 13.6              |              | \$ 1,026,213 | \$ 80,347    | \$ 945,866   |
| 0.0           | 0.0               |              | \$ 161,520   | \$ 6,891     | \$ 154,629   |
| 0.0           | 0.0               |              | \$ 208,250   | \$ 9,903     | \$ 198,347   |
| 0.0           | 0.0               |              | \$ 154,119   | \$ 8,122     | \$ 145,997   |
| 0.0           | 0.0               |              | \$ 152,047   | \$ 8,259     | \$ 143,788   |
| 0.0           | 0.0               |              | \$ 44,188    | \$ 2,331     | \$ 41,857    |
| 0.0           | 0.0               |              | \$ 672,449   | \$ 38,006    | \$ 634,443   |
| 0.1           | 3.9               |              | \$ 4,549,609 | \$ 283,072   | \$ 4,266,537 |
| 0.0           | 0.0               |              | \$ 394,103   | \$ 21,009    | \$ 373,094   |
| 0.0           | 0.0               |              | \$ 493,493   | \$ 34,361    | \$ 459,132   |
| 0.0           | 0.0               |              | \$ 64,598    | \$ 4,188     | \$ 60,410    |
| #DIV/0!       | #DIV/0!           |              |              |              | \$ -         |
| #DIV/0!       | #DIV/0!           |              |              |              | \$ -         |
| #DIV/0!       | #DIV/0!           |              |              |              | \$ -         |
| #DIV/0!       | #DIV/0!           |              |              |              | \$ -         |

|         |         |  |  |  |      |
|---------|---------|--|--|--|------|
| #DIV/0! | #DIV/0! |  |  |  | \$ - |
|---------|---------|--|--|--|------|

| Average Month COS | Months Supply Dollars | Days Supply Dollars | Average Unit COS | Average Unit Inventory | Variance   |
|-------------------|-----------------------|---------------------|------------------|------------------------|------------|
| \$ 8,459          | 0.0                   | 0.0                 | \$ 42,295        | #DIV/0!                | #DIV/0!    |
| \$ 42,389         | 0.0                   | 0.0                 | \$ 52,987        | #DIV/0!                | #DIV/0!    |
| \$ 18,357         | 0.0                   | 0.0                 | \$ 45,893        | #DIV/0!                | #DIV/0!    |
| \$ 34,035         | 0.0                   | 0.0                 | \$ 56,724        | #DIV/0!                | #DIV/0!    |
| \$ 25,401         | 0.0                   | 0.0                 | \$ 63,502        | #DIV/0!                | #DIV/0!    |
| \$ 15,087         | 0.0                   | 0.0                 | \$ 75,435        | #DIV/0!                | #DIV/0!    |
| \$ 16,486         | 0.0                   | 0.0                 | \$ 82,430        | #DIV/0!                | #DIV/0!    |
| \$ 15,541         | 0.0                   | 0.0                 | \$ 77,707        | \$ -                   | \$ 77,707  |
| \$ 17,487         | 0.0                   | 0.0                 | \$ 87,434        | #DIV/0!                | #DIV/0!    |
| \$ 24,920         | 0.0                   | 0.0                 | \$ 124,600       | #DIV/0!                | #DIV/0!    |
| \$ 77,275         | 0.0                   | 0.0                 | \$ 128,792       | \$ -                   | \$ 128,792 |
| \$ 38,212         | 0.0                   | 0.0                 | \$ 95,530        | #DIV/0!                | #DIV/0!    |
| \$ 48,210         | 0.0                   | 0.0                 | \$ 120,525       | #DIV/0!                | #DIV/0!    |
| \$ 12,268         | 0.0                   | 0.0                 | \$ 61,341        | #DIV/0!                | #DIV/0!    |
| \$ 8,740          | 0.0                   | 0.0                 | \$ 43,699        | #DIV/0!                | #DIV/0!    |
| \$ 28,390         | 0.0                   | 0.0                 | \$ 47,317        | #DIV/0!                | #DIV/0!    |
| \$ 26,037         | 0.0                   | 0.0                 | \$ 43,395        | \$ -                   | \$ 43,395  |
| \$ 171,800        | 0.0                   | 0.0                 | \$ 50,529        | \$ -                   | \$ 50,529  |
| \$ 28,279         | 0.0                   | 0.0                 | \$ 70,698        | #DIV/0!                | #DIV/0!    |
| \$ 134,555        | 0.0                   | 0.0                 | \$ 67,277        | \$ -                   | \$ 67,277  |
| \$ 28,917         | 0.0                   | 0.0                 | \$ 72,293        | #DIV/0!                | #DIV/0!    |
| \$ 53,012         | 0.0                   | 0.0                 | \$ 88,354        | #DIV/0!                | #DIV/0!    |
| \$ 17,373         | 0.0                   | 0.0                 | \$ 86,865        | #DIV/0!                | #DIV/0!    |
| \$ 25,132         | 0.0                   | 0.0                 | \$ 125,661       | #DIV/0!                | #DIV/0!    |
| \$ 189,173        | 0.0                   | 0.0                 | \$ 85,988        | \$ -                   | \$ 85,988  |
| \$ 30,926         | 0.0                   | 0.0                 | \$ 154,629       | #DIV/0!                | #DIV/0!    |
| \$ 39,669         | 0.0                   | 0.0                 | \$ 198,347       | #DIV/0!                | #DIV/0!    |
| \$ 29,199         | 0.0                   | 0.0                 | \$ 36,499        | #DIV/0!                | #DIV/0!    |
| \$ 28,758         | 0.0                   | 0.0                 | \$ 35,947        | #DIV/0!                | #DIV/0!    |
| \$ 8,371          | 0.0                   | 0.0                 | \$ 41,857        | #DIV/0!                | #DIV/0!    |
| \$ 126,889        | 0.0                   | 0.0                 | \$ 63,444        | #DIV/0!                | #DIV/0!    |
| \$ 853,307        | 0.0                   | 0.0                 | \$ 56,139        | \$ -                   | \$ 56,139  |
| \$ 74,619         | 0.0                   | 0.0                 | \$ 62,182        | #DIV/0!                | #DIV/0!    |
| \$ 91,826         | 0.0                   | 0.0                 | \$ 65,590        | #DIV/0!                | #DIV/0!    |
| \$ 12,082         | 0.0                   | 0.0                 | \$ 60,410        | #DIV/0!                | #DIV/0!    |
| \$ -              | #DIV/0!               | #DIV/0!             | #DIV/0!          | #DIV/0!                | #DIV/0!    |
| \$ -              | #DIV/0!               | #DIV/0!             | #DIV/0!          | #DIV/0!                | #DIV/0!    |
| \$ -              | #DIV/0!               | #DIV/0!             | #DIV/0!          | #DIV/0!                | #DIV/0!    |
| \$ -              | #DIV/0!               | #DIV/0!             | #DIV/0!          | #DIV/0!                | #DIV/0!    |

|    |   |         |         |         |         |         |
|----|---|---------|---------|---------|---------|---------|
| \$ | - | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
|----|---|---------|---------|---------|---------|---------|