**Inventory Analysis Calculator**          2020-2021

| Month | 5 |
|---|---|

| | | | | | | Days Supply U |
|---|---|---|---|---|---|---|
| # | Make | Model | Trim | Inventory Units | YTD Sales Units | Average Month Sales Units |
| 1 | Audi | R8 | All | 0 | 2 | 0.4 |
| 2 | AUDI | A3/S3 | ALL | 0 | 10 | 2.0 |
| 3 | AUDI | A4 | ALL | 4 | 7 | 1.4 |
| 4 | AUDI | ALLROAD | ALL | 0 | 3 | 0.6 |
| 5 | AUDI | A5/S5 SB | ALL | 8 | 13 | 2.6 |
| 6 | AUDI | A7 | ALL | 0 | 1 | 0.2 |
| 7 | AUDI | Q3 | ALL | 0 | 12 | 2.4 |
| 8 | AUDI | Q5 | ALL | 15 | 50 | 10.0 |
| 9 | AUDI | Q7-45/55 | ALL | 12 | 28 | 5.6 |
| 10 | AUDI | Q8 | ALL | 11 | 15 | 3.0 |
| 11 | AUDI | e-tron | ALL | 6 | 38 | 7.6 |
| 12 | AUDI | e_tron GT | ALL | 3 | 5 | 1.0 |

Units

| Months Supply | Days Supply Units | Inventory $ | YTD Sales $ | YTD Gross $ | YTD COS |
|---|---|---|---|---|---|
| 0.0 | 0.0 | $ - | $ 439,826 | $ 63,451 | $ 376,375 |
| 0.0 | 0.0 | $ - | $ 534,585 | $ 14,228 | $ 520,357 |
| 2.9 | 85.7 | $ 216,025 | $ 410,926 | $ 6,570 | $ 404,356 |
| 0.0 | 0.0 | $ - | $ 176,555 | $ 9,984 | $ 166,571 |
| 3.1 | 92.3 | $ 491,600 | $ 800,359 | $ 6,407 | $ 793,952 |
| 0.0 | 0.0 | $ - | $ 80,740 | $ 990 | $ 79,750 |
| 0.0 | 0.0 | | $ 594,383 | $ 16,254 | $ 578,129 |
| 1.5 | 45.0 | $ 860,688 | $ 2,732,024 | $ 19,765 | $ 2,712,259 |
| 2.1 | 64.3 | $ 826,260 | $ 2,243,214 | $ 80,492 | $ 2,162,722 |
| 3.7 | 110.0 | $ 911,845 | $ 1,311,700 | $ 33,344 | $ 1,278,356 |
| 0.8 | 23.7 | $ 379,640 | $ 2,770,279 | $ 97,707 | $ 2,672,572 |
| 3.0 | 90.0 | $ 497,570 | $ 569,160 | $ 28,325 | $ 540,835 |

| Average Month COS | Months Supply Dollars | Days Supply Dollars | Average Unit COS | Average Unit Inventory | Variance |
|---|---|---|---|---|---|
| $ 75,275 | 0.0 | 0.0 | $ 188,188 | #DIV/0! | #DIV/0! |
| $ 104,071 | 0.0 | 0.0 | $ 52,036 | #DIV/0! | #DIV/0! |
| $ 80,871 | 2.7 | 80.1 | $ 57,765 | $ 54,006 | $ 3,759 |
| $ 33,314 | 0.0 | 0.0 | $ 55,524 | #DIV/0! | #DIV/0! |
| $ 158,790 | 3.1 | 92.9 | $ 61,073 | $ 61,450 | $ (377) |
| $ 15,950 | 0.0 | 0.0 | $ 79,750 | #DIV/0! | #DIV/0! |
| $ 115,626 | 0.0 | 0.0 | $ 48,177 | #DIV/0! | #DIV/0! |
| $ 542,452 | 1.6 | 47.6 | $ 54,245 | $ 57,379 | $ (3,134) |
| $ 432,544 | 1.9 | 57.3 | $ 77,240 | $ 68,855 | $ 8,385 |
| $ 255,671 | 3.6 | 107.0 | $ 85,224 | $ 82,895 | $ 2,329 |
| $ 534,514 | 0.7 | 21.3 | $ 70,331 | $ 63,273 | $ 7,058 |
| $ 108,167 | 4.6 | 138.0 | $ 108,167 | $ 165,857 | $ (57,690) |
| | | | | #DIV/0! | |