

Chart Title

12

10

8

6

4

2

0

171640

RO #	RO Count (Jun 202	RO Line Count (Jun	RO Line Count	per Sold Hours (Jun 2023 MTD)
171633	1	1	1.0	0.3
171634	1	2	2.0	1.4
171635	1	4	4.0	3.5
171636	1	1	1.0	0.5
171637	1	2	2.0	0.7
171638	1	3	3.0	0.9
171639	1	2	2.0	0.7
171640	1	2	2.0	3.0
171641	1	3	3.0	1.4
171642	1	3	3.0	2.7
171643	1	2	2.0	2.1
171644	1	1	1.0	0.4
171645	1	2	2.0	0.7
171646	1	4	4.0	1.0
171647	1	1	1.0	0.5
171648	1	3	3.0	0.8
171649	1	1	1.0	0.5
171650	1	3	3.0	0.8
171651	1	3	3.0	0.9
171652	1	2	2.0	0.7
171653	1	1	1.0	0.4
171654	1	1	1.0	0.2
171655	1	1	1.0	2.4
171656	1	1	1.0	0.4
171657	1	4	4.0	2.7

Nalley Toyota

Sold Hours per RO (Jun 2	Total Gross - NOD	Labor Sales - NOD	Labor Disc (CY Dyn	Labor Disc % (Jun
0.30	\$23	\$33	\$0	0.00%
1.40	\$120	\$135	\$0	0.00%
3.50	\$238	\$209	-\$16	-7.22%
0.50	\$53	\$56	\$0	0.00%
0.70	\$34	\$40	\$0	0.00%
0.90	\$88	\$71	\$0	0.00%
0.70	\$32	\$46	-\$9	-16.91%
3.00	\$176	\$144	\$0	0.00%
1.40	\$15	\$64	\$0	0.00%
2.70	\$151	\$227	-\$22	-8.78%
2.10	\$193	\$196	\$0	0.00%
0.40	\$1	\$11	-\$20	-65.57%
0.70	\$47	\$56	\$0	0.00%
1.00	\$40	\$43	-\$26	-37.79%
0.50	\$52	\$56	\$0	0.00%
0.80	\$30	\$46	\$0	0.00%
0.50	\$40	\$56	\$0	0.00%
0.80	\$9	\$24	-\$20	-44.52%
0.90	\$28	\$51	-\$3	-6.02%
0.70	\$16	\$36	-\$20	-36.14%
0.40	\$14	\$11	\$0	0.00%
0.20	\$21	\$20	\$0	0.00%
2.40	\$183	\$208	-\$18	-7.91%
0.40	-\$8	\$6	-\$25	-81.27%
2.70	\$154	\$219	-\$27	-10.79%

Labor Gross - NOD Labor \$ per RO (Ju Labor Gross per ROELR- NOD (Jun 202 Parts Sales - NOD (

\$23	\$33.31	\$23.41	\$111.03	\$0
\$93	\$135.03	\$93.03	\$96.45	\$74
\$139	\$208.75	\$138.75	\$59.64	\$728
\$39	\$55.52	\$39.02	\$111.04	\$71
\$19	\$39.95	\$18.95	\$57.07	\$36
\$46	\$70.64	\$46.34	\$78.49	\$94
\$22	\$46.19	\$21.69	\$65.99	\$32
\$66	\$143.80	\$65.80	\$47.93	\$690
\$15	\$63.75	\$14.75	\$45.54	\$0
\$132	\$226.71	\$132.21	\$83.97	\$59
\$122	\$195.59	\$122.09	\$93.14	\$154
-\$3	\$10.55	-\$2.65	\$26.38	\$26
\$32	\$55.59	\$32.49	\$79.41	\$36
\$10	\$42.80	\$9.80	\$42.80	\$115
\$39	\$55.52	\$39.02	\$111.04	\$67
\$19	\$45.64	\$19.24	\$57.05	\$56
\$40	\$55.52	\$40.02	\$111.04	\$0
-\$2	\$24.30	-\$2.10	\$30.37	\$57
\$22	\$50.56	\$22.06	\$56.18	\$23
\$12	\$35.50	\$12.40	\$50.71	\$26
-\$3	\$10.64	-\$2.56	\$26.60	\$42
\$13	\$20.00	\$13.00	\$100.00	\$25
\$133	\$207.75	\$133.35	\$86.56	\$116
-\$7	\$5.74	-\$7.46	\$14.35	\$19
\$125	\$219.04	\$124.54	\$81.13	\$76

Parts Disc (CY DynaParts Disc % (Jun 2 Parts Gross - NOD Avg Mileage (Jun 2 Avg Time (Jun 2023 MTD)

\$0 -		\$0	6,494	58.02
\$0	0.00%	\$27	98,238 -	
-\$9	-1.19%	\$99	162,414 -	
\$0	0.00%	\$14	10,351	58.17
\$0	0.00%	\$15	83,517	199.15
\$0	0.00%	\$42	168,761	128.20
-\$4	-12.09%	\$10	57,241	176.37
\$0	0.00%	\$110	170,102 -	
\$0 -		\$0	30,705	185.25
-\$3	-5.11%	\$19	65,302 -	
\$0	0.00%	\$71	70,443	132.15
-\$11	-29.67%	\$4	95,321	165.22
\$0	0.00%	\$15	45,619	77.43
-\$14	-10.83%	\$30	30,936	76.70
\$0	0.00%	\$13	20,847	79.55
\$0	0.00%	\$11	44,687 -	
\$0 -		\$0	15,165	85.52
-\$11	-15.59%	\$11	30,778	97.92
-\$2	-7.05%	\$6	88,966	162.40
-\$11	-29.67%	\$4	13,248	126.82
\$0	0.00%	\$17	155,685	147.93
\$0	0.00%	\$8	55,355	117.00
-\$10	-7.63%	\$49	60,628 -	
-\$13	-41.49%	-\$0	127,593	143.35
-\$6	-7.63%	\$30	248,342	193.22