

# Auto Repair Shop Evaluation for Purchase

Please enter numbers for the most recent 12 months

**Payroll** (Include vacation and holiday pay. Do not include owner payroll or benefits for anyone)

1: \$ \_\_\_\_\_ Gross payroll for non-tech employees

2: \$ \_\_\_\_\_ Gross payroll for techs

Notes: \_\_\_\_\_

**Costs** (Include all costs / spending of all kinds somewhere in the next 4 lines - except what was entered in lines #1 & #2)

3: \$ \_\_\_\_\_ Cost of parts, fluids and shop supplies which were sold

4: \$ \_\_\_\_\_ Cost of tires which were sold

5: \$ \_\_\_\_\_ Cost of sublet labor and towing

6: \$ \_\_\_\_\_ Total expenses (Do not include any payroll of any kind)

Notes: \_\_\_\_\_

**Sales** (Include all sales of all kinds in the next 4 lines. Do not include taxes)

7: \$ \_\_\_\_\_ Total labor sales

8: \$ \_\_\_\_\_ Total parts, fluids and shop supply sales

9: \$ \_\_\_\_\_ Total tires sales

10: \$ \_\_\_\_\_ Total sublet and towing sales

11: \$ \_\_\_\_\_ Total sales (Should equal total of lines #7 through #10)

Notes: \_\_\_\_\_

**RO's**

12: # \_\_\_\_\_ Total car count (Number of RO's)

Notes: \_\_\_\_\_

**Employees** (Partial numbers are OK – employee working 20 hours = .5)

13: # \_\_\_\_\_ Total number of techs

14: # \_\_\_\_\_ Total number of all other employees of any kind

Notes: \_\_\_\_\_

**Hours**

15: # \_\_\_\_\_ Total sold / billed hours

Notes: \_\_\_\_\_

**This will allow for calculation of:**

A: Percentages of sales spent on payroll, expenses, parts and tires

B: Gross profit percentages for parts, labor, tires and total sales

C: Technician efficiency

D: Average RO

E: Effective labor rate

F: Money remaining for owner payroll and net profit