

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