Q3 2025 - Estimate vs Actual Analysis

Stock #	Year	Make	Model	Mech Est	Mech Act	Body Est	Body Act	Total Est	Total Act	Variance
A2401	2021	Honda	Accord	\$450.00	\$525.00	\$0.00	\$0.00	\$725.00	\$760.00	(\$35.00)
T2402	2020	Tesla	Model S	\$1,200.00	\$1,450.00	\$2,500.00	\$2,850.00	\$4,150.00	\$4,775.00	(\$625.00)
F2403	2019	Ford	F-150	\$800.00	\$750.00	\$1,200.00	\$1,100.00	\$2,975.00	\$2,800.00	\$175.00
B2404	2022	BMW	3 Series	\$950.00	\$1,250.00	\$1,800.00	\$2,100.00	\$3,300.00	\$4,050.00	(\$750.00)
C2405	2018	Chevrolet	Malibu	\$650.00	\$600.00	\$800.00	\$750.00	\$2,075.00	\$1,950.00	\$125.00
T2406	2020	Toyota	Corolla	\$350.00	\$425.00	\$0.00	\$0.00	\$575.00	\$665.00	(\$90.00)
V2407	2021	Volkswagen	Jetta	\$500.00	\$575.00	\$600.00	\$850.00	\$1,400.00	\$1,750.00	(\$350.00)
H2408	2019	Hyundai	Elantra	\$400.00	\$350.00	\$0.00	\$0.00	\$625.00	\$550.00	\$75.00
M2409	2022	Mini	Cooper	\$850.00	\$1,050.00	\$1,500.00	\$1,650.00	\$2,775.00	\$3,175.00	(\$400.00)
M2410	2019	Mazda	CX-5	\$600.00	\$650.00	\$900.00	\$800.00	\$1,825.00	\$1,800.00	\$25.00
J2411	2020	Jeep	Grand Cherokee	\$1,100.00	\$1,200.00	\$2,000.00	\$2,400.00	\$4,350.00	\$4,925.00	(\$575.00)
B2412	2018	Buick	Encore	\$550.00	\$475.00	\$400.00	\$350.00	\$1,200.00	\$1,050.00	\$150.00
T2413	2021	Toyota	Camry	\$400.00	\$450.00	\$0.00	\$0.00	\$700.00	\$775.00	(\$75.00)
F2414	2018	Ford	Mustang	\$1,500.00	\$1,850.00	\$3,000.00	\$3,500.00	\$5,650.00	\$6,700.00	(\$1,050.00)
A2415	2017	Acura	TLX	\$700.00	\$650.00	\$1,200.00	\$1,100.00	\$2,250.00	\$2,075.00	\$175.00
L2416	2020	Land Rover	Range Rover Evoque	\$1,800.00	\$2,100.00	\$2,500.00	\$2,800.00	\$5,000.00	\$5,750.00	(\$750.00)
H2417	2018	Honda	Fit	\$300.00	\$275.00	\$0.00	\$0.00	\$475.00	\$440.00	\$35.00
C2418	2019	Chrysler	Pacifica	\$950.00	\$1,100.00	\$1,500.00	\$1,700.00	\$3,450.00	\$3,850.00	(\$400.00)
N2419	2021	Nissan	Altima	\$450.00	\$425.00	\$0.00	\$0.00	\$700.00	\$685.00	\$15.00
A2420	2018	Audi	Q5	\$1,200.00	\$1,400.00	\$2,200.00	\$2,500.00	\$4,000.00	\$4,625.00	(\$625.00)

## **Q3 2025 Reconditioning Analysis Summary**

#### **KEY INSIGHTS**

W

Q3 2025 - Estimate vs Actual Analysis

**COST SUMMARY** 

Q3 2025 - Estimate vs Actual Analysis

This report tracks the accuracy of our reconditioning cost estimates versus actual expenses incurred during Q3 2025. Understanding variance patterns helps improve future budgeting and identify cost control opportunities.

Positive variances (green) indicate we came in under budget, while negative variances (red) show where actual costs exceeded estimates. Consistent tracking enables better resource allocation and vendor negotiations.

#### **PERFORMANCE METRICS**

TOTAL VEHICLES RECONDITIONED AVERAGE ACTUAL COST

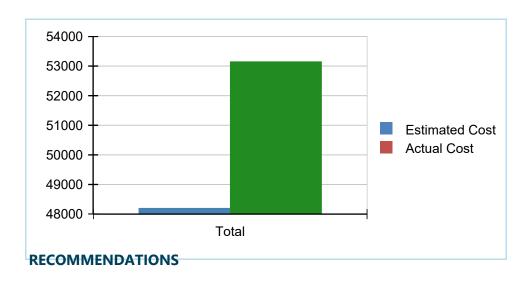
20

TOTAL VARIANCE ESTIMATE ACCURACY

\$2,850

-\$3,625 92.8%

Q3 2025 - Estimate vs Actual Analysis



- Review high-variance vehicles to identify estimation gaps
- Focus on body work estimates showing largest variances
- Maintain strong performance on mechanical estimates
- Consider vendor pricing updates for Q4 2025
- Continue tracking to improve forecast accuracy

