

# Find Your Unit Break Even

Enter your data below to calculate your own reciprocal and convert it into a break-even number for your dealership. Learn more at [ncmassociates.com](http://ncmassociates.com).



	Your Numbers	Example
1	Personnel Expense	\$3,762,737
2	Overhead Expense	\$1,330,311
3	Occupancy Expense	\$1,227,046
4	Total (Add lines 1, 2, and 3)	\$6,320,094
5	Reciprocal (Enter percentage as a decimal)	22.5%
6	Total Expense Not Absorbed (Line 4 × line 5)	\$1,422,021
7	New and Used Gross Average	\$6,121
8	Units Needed to Break Even Year-to-Date (Line 6 ÷ line 7)	232
9	Reported Months	10
10	Units per Month to Break Even	23