AUTO REPAIR SHOP

PARTS PRICING MATRIX

If your parts aren't priced correctly, you could be leaving thousands of dollars in profit on the table each year.

A matrix pricing strategy uses multipliers to calculate the selling price of a part on a repair order. It helps you maintain healthy margins while staying competitive.

Here's how it works:
The lower the part's cost, the higher the multiplier. As part prices increase, the markup naturally decreases. This approach protects your profits while keeping prices fair for customers.

Parts Cost					Multiplier	Gross Profit (GP)	Markup
$	0.01	–	$	1.00	4	75%	300%
$	1.01	–	$	5.00	3.5	71%	250%
$	5.01	–	$	10.00	3.25	69%	225%
$	10.01	–	$	20.00	3	67%	200%
$	20.01	–	$	50.00	2.75	64%	175%
$	50.01	–	$	75.00	2.5	60%	150%
$	75.01	–	$	150.00	2.25	56%	125%
$	150.01	–	$	300.00	2	50%	100%
$	300.01	–	$	1,000.00	1.85	46%	85%
$1,000.01					1.75	43%	75%

At Kaizen, we know automotive repair. We deliver accurate monthly financials, timely tax return filing, and industry-specific proactive advice so you always know where your shop stands and how to keep it profitable.

Make every part count.

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CPAs + ADVISORS
FOR AUTO REPAIR