

Specialty Fixed Operations

2026-Q2

Per-dealership service metrics averaged across the current anonymized powersports cohort · 91 days

Data refreshed at Sep 29, 2026, 9:26 PM

LABOR / RO

\$277.75

(\$32.85) vs comparison period

PARTS / RO

\$195.91

(\$44.82) vs comparison period

HOURS / RO

1.97

LABOR GROSS %

97.3%

PARTS GROSS %

32.9%

EFFECTIVE LABOR RATE

\$141.01

(\$0.21) vs comparison period

PARTS SALES / INVOICE

\$195.91

(\$44.82) vs comparison period

PARTS PROFIT / INVOICE

\$64.84

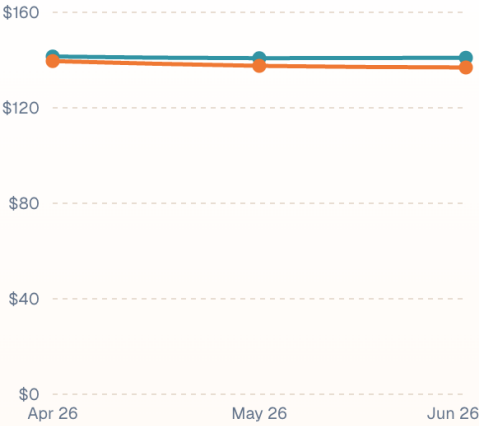
(\$8.67) vs comparison period

ROS / ACTIVE DAY

12.5

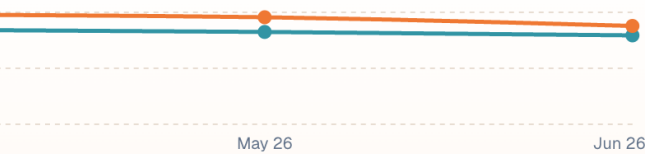
Effective labor rate

All pay types Customer Pay



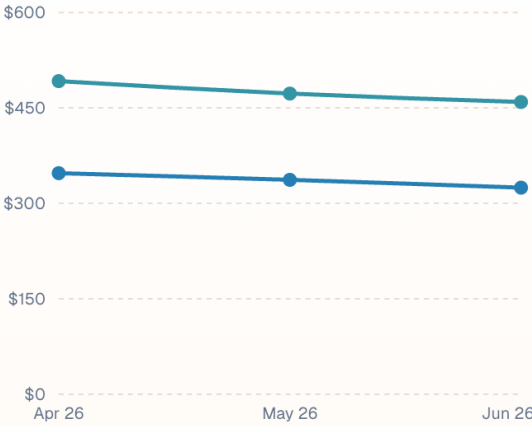
Hours per RO

All pay types Customer Pay



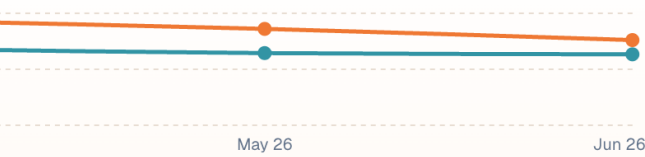
Revenue and profit per RO

Revenue / RO Profit / RO



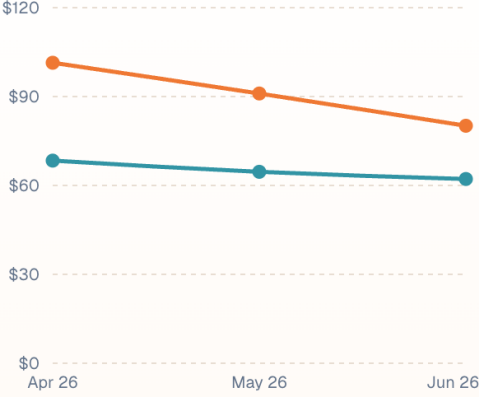
Parts sales per invoice

All pay types Customer Pay



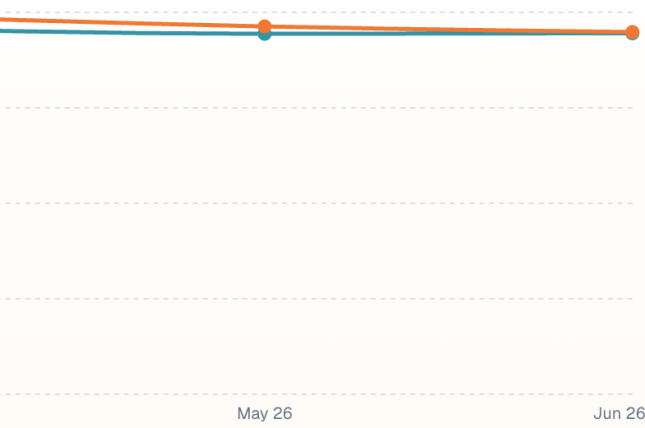
Parts profit per invoice

All pay types Customer Pay



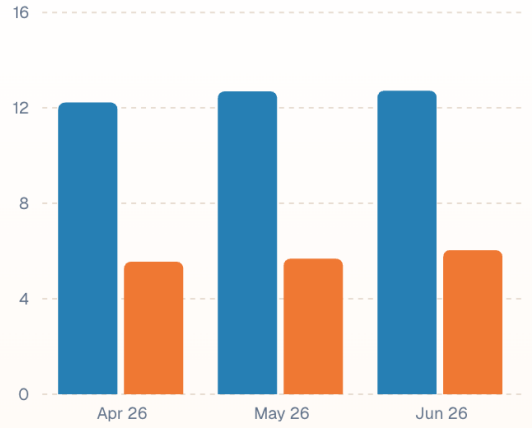
Gross profit per billed hour

All pay types Customer Pay



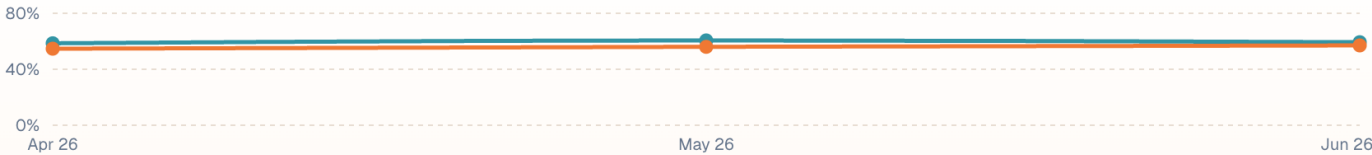
ROs per active service day

All pay types Customer Pay

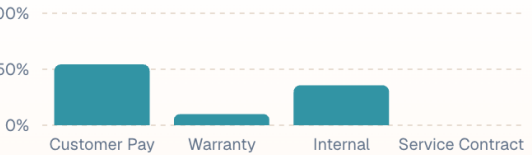


Labor share of RO dollars

All pay types Customer Pay



Labor sales by pay type



BY PAY TYPE

Pay Type	Labor / RO	Parts / RO	Hours / RO	Labor Gross %	Parts Gross %	Effective Labor Rate	ROs / Active Day
All Pay Types	\$277.75	\$195.91	1.97	97.3%	32.9%	\$141.01	12.5
Customer Pay	\$311.95	\$256.86	2.26	96.9%	35.1%	\$137.99	5.8
Warranty	\$202.81	\$225.34	1.41	97.2%	26.6%	\$141.69	2.9
Internal	\$234.04	\$107.65	1.62	97.8%	32.2%	\$145.03	6.8
Service Contract	\$0.00	\$0.00	0.00	0.0%	0.0%	\$0.00	0.0

Every displayed value is calculated within each dealership first, then averaged equally across eligible dealerships.

SERVICE VISION BENCHMARK

National benchmark

Calculated from hundreds of dealerships across VisionAST's national powersports dealer body.

Analytics

Customer Pay generates \$312 in labor sales per RO versus \$278 across all pay types, with 2.26 versus 1.97 billed hours per RO and a \$138 ELR. The higher labor dollars per RO come from more billed hours and job mix rather than a higher rate.

Statistics

Customer Pay makes up 54.4% of labor sales, Internal 35.7%, Warranty 9.9%, and Service Contract 0.0%. Customer Pay is the largest pay-type share.

Trends

All-pay-type ELR changed (\$1), while Customer Pay changed (\$3) from the first to the latest period. Both moved lower across the view, indicating softer pricing or job mix.