3. Eastern Motors Auto Dealership wanted to estimate the average CLV over a 5 year time horizon of a customer who purchases a new vehicle. The average vehicle sells for 27,852 and has a margin of 9. Based on historical averages, 88 of people buying a new vehicle at Eastern will return for service 8 times over the next 5 years. Though it varies considerably, Eastern generates approximately 91 in margin on each service visit after accounting for parts and direct labor costs.

What is the estimated 5 year value of the service component (only) of a customer who purchases a new vehicle at Eastern Motors?

# **Motors Auto Time Estimate Manual**

**DJ Losen** 

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