

# DATA INPUT PAGE: PRE-OWNED

## Units

66	=	<b>A</b>	Total # Pre-Owned RETAIL Units Currently in Inventory
2911759	=	<b>B</b>	Inventory Dollars
360	=	<b>C</b>	YTD Pre-Owned RETAIL Units Sold (no wholesale; may be multiple entries)
12	=	<b>D</b>	Statement Month Pre-Owned RETAIL Units Sold
30	=	<b>E</b>	YTD Avg. Pre-Owned Monthly RETAIL Units Sold

## Retail Gross

3777.08	=	<b>F</b>	YTD Front-end Gross Avg. Profit PUVR (without F&I)
694.12	=	<b>G</b>	YTD F&I Avg. PUVR
4471.20	=	<b>H</b>	YTD Total Per Unit Avg. (add numbers from boxes F & G)

## Reconditioning (YTD Average Per Unit)

2146	=	<b>I</b>	(Locate Memo account. Is there an entry? What is included? Record YTD per unit average)
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## YTD Totals

16665393	=	<b>J</b>	Total Pre-Owned Retail Sales \$ YTD
1359746	=	<b>K</b>	Total Pre-Owned Retail Front Gross \$ YTD
249883	=	<b>L</b>	Total Pre-Owned F&I Gross \$ YTD
2480269	=	<b>M</b>	Total Pre-Owned Department Expense \$ YTD

# DATA INPUT PAGE: NEW

## Units

112	=	<b>N</b>	Total # New RETAIL Units Currently in Inventory
8386216	=	<b>O</b>	Inventory Dollars
1736	=	<b>P</b>	YTD New RETAIL Units Sold
12	=	<b>Q</b>	Statement Month New RETAIL Units Sold
145	=	<b>R</b>	YTD Avg. New Monthly RETAIL Units Sold

## Retail Gross

3778.29	=	<b>S</b>	YTD Front-end Gross Avg. Profit PNVR (without F&I)
350.77	=	<b>T</b>	YTD F&I Avg. PNVR
4129.06	=	<b>U</b>	YTD Total Per Unit Avg. (add numbers from boxes S & T)

## Additions

7417204	=	<b>V</b>	<i>LIFO 356785</i> Additions to income related to the new vehicle department (BMW AVP / CARRYING COST STIPEND)
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## YTD Totals

126342870	=	<b>W</b>	Total New Retail Sales \$ YTD
6559097	=	<b>X</b>	Total New Retail Front Gross \$ YTD
608932	=	<b>Y</b>	Total New F&I Gross \$ YTD
5345513	=	<b>Z</b>	Total New Department Expense \$ YTD