

Input Sheet

Desk Manager	Finance Manager	Sales Consultant
John Cocyk	Jaime Swope	Ron Felosky
Ryan Hildebrand	Zach Bodolosky	Don Haines
		Rick Sayne
		Harry Santichen
		Cody Custer
		Mike Pote
		Adam Gibson
		Jordan Bracken



Scoreboard	
# of Purchased Vehicles Retailed	2
# of Traded Vehicles Retailed	34
% Retailed of Non-New Franchise	44%
Total # Retail Units	36
Average Days to Sale	37.7
Average Advertised Price (Time of Sale)	\$ 15,245
Average Transaction Price	\$ 14,988
Average Market Price at 100%	\$ 15,001
Average Price to Market (Time of Sale)	103%
Average Transaction to Market	100%
Average Transactional Discount	\$ 257
Average Front End Gross	\$ 1,453
Average Finance Gross	\$ 950
PUVR	\$ 2,403
Total Gross (Units&PUVR)	\$ 86,511



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	2
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Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	2	0
# of Traded Vehicles Retailed	34	0
% Retailed of Non-New Franchise	44%	#DIV/0!
Total # Retail Units	36	0
Average Days to Sale	37.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 15,245	#DIV/0!
Average Transaction Price	\$ 14,988	#DIV/0!
Average Market Price at 100%	\$ 15,001	#DIV/0!
Average Price to Market (Time of Sale)	103%	#DIV/0!
Average Transaction to Market	100%	#DIV/0!
Average Transactional Discount	\$ 257	#DIV/0!
Average Front End Gross	\$ 1,453	#DIV/0!
Average Finance Gross	\$ 950	#DIV/0!
PUVR	\$ 2,403	#DIV/0!
Total Gross (Units&PUVR)	\$ 86,511	#DIV/0!

0	0
0	0
#DIV/0!	#DIV/0!
0	0
#DIV/0!	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	2
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% Retailed of Non-New Franchise	44%
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Scoreboard	
CPO	Totals
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Total Gross (Units&PUVR)	\$ 86,511

Yes	No
0	2
0	34
0	36
#DIV/0!	37.7
#DIV/0!	\$ 14,988
#DIV/0!	\$ 14,988
#DIV/0!	\$ 15,001
#DIV/0!	103%
#DIV/0!	100%
#DIV/0!	\$ 257
#DIV/0!	\$ 1,453
#DIV/0!	\$ 950
#DIV/0!	\$ 2,403
#DIV/0!	\$ 86,511



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	2
# of Traded Vehicles Retailed	34
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Average Front End Gross	\$ 1,453
Average Finance Gross	\$ 950
PUVR	\$ 2,403
Total Gross (Units&PUVR)	\$ 86,511

Yes	No
2	0
18	16
20	16
44.3	29.4
\$ 16,208	\$ 13,790
\$ 15,945	\$ 13,790
\$ 15,987	\$ 13,768
103%	102%
100%	100%
\$ 263	\$ 250
\$ 1,480	\$ 1,419
\$ 773	\$ 1,172
\$ 2,252	\$ 2,592
\$ 45,047	\$ 41,464



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	18	\$27,253	\$18,421	\$2,537	50.00%
31 - 45 Days	6	\$8,228	\$7,534	\$2,627	16.67%
46 - 60 Days	3	\$7,115	\$2,417	\$3,177	8.33%
60 - 90 Days	6	\$6,963	\$4,804	\$1,961	16.67%
90 Days and Over	3	\$2,745	\$1,031	\$1,259	8.33%
Total	36	\$52,304	\$34,207	\$2,403	100.0%



\$ PUVR result of adding Front Gross \$\$ and F&I Gross \$\$ divided by Number of sales
 % of total unit sales result of dividing unit sales in age bucket by total unit sales

Purchases	
Days in Inventory	Unit Sales
0 - 30 Days	1
31 - 45 Days	0
46 - 60 Days	1
60 - 90 Days	0
90 Days and Over	0
Total	2

\$ PUVR result of adding Front ()
 % of total unit sales result of di

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$695	\$533	\$1,228
\$0	\$0	#DIV/0!
\$3,362	\$0	\$3,362
\$0	\$0	#DIV/0!
\$0	\$0	#DIV/0!
\$ 4,057	\$ 533	\$2,295

Gross \$\$ and F&I Gross \$\$ divided by Number of sales
 dividing unit sales in age bucket by total unit sales

% of total unit sales
50.00%
0.00%
50.00%
0.00%
0.00%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	17	\$26,558
31 - 45 Days	6	\$8,228
46 - 60 Days	2	\$3,753
60 - 90 Days	6	\$6,963
90 Days and Over	3	\$2,745
Total	34	\$48,247

\$ PUVR result of adding Front Gross \$\$ and F&I Gross
% of total unit sales result of dividing unit sales in ag



Total F&I Gross \$	\$ PUVR	% of total unit sales
\$17,887	\$2,614	50.00%
\$7,534	\$2,627	17.65%
\$2,417	\$3,085	5.88%
\$4,804	\$1,961	17.65%
\$1,031	\$1,259	8.82%
\$33,673	\$2,409	100.0%

ss \$\$ divided by Number of sales
e bucket by total unit sales

