

- Page 119: Complete New metrics on inside back cover before start of session.

### Units

|     |     |   |
|-----|-----|---|
| 96  | = M | Total # New RETAIL Units Currently in Inventory |
| 117 | = N | YTD New RETAIL Units Sold                       |
| 38  | = O | Statement Month New RETAIL Units Sold           |
| 39  | = P | YTD Avg. New Monthly RETAIL Units Sold          |

### Retail Gross

|             |     |  |
|-------------|-----|--|
| \$ 2,037.03 | = Q | YTD Front-end Gross Avg. Profit PNVR (without F&I)     |
| \$ 3,277.53 | = R | YTD F&I Avg. PNVR                                      |
| \$ 5,314.56 | = S | YTD Total Per Unit Avg. (add numbers from boxes E & F) |

### Additions

|           |     |   |
|-----------|-----|---|
| \$ 46,869 | = T | Additions to income related to the new vehicle department |
|-----------|-----|---|

### YTD Totals

|              |     |                                     |
|--------------|-----|-------------------------------------|
| \$ 5,526,913 | = U | Total New Retail Sales \$ YTD       |
| \$ 238,332   | = V | Total New Retail Front Gross \$ YTD |
| \$ 383,471   | = W | Total New F&I Gross \$ YTD          |
| \$ 344,728   | = X | Total New Department Expense \$ YTD |

Session 2

- Page 118: Complete Preowned metrics on inside back cover before start of session.

**DATA INPUT PAGE: PRE-OWNED**

**Units**

|      |   |   |  |
|------|---|---|--|
| 104  | = | A | Total # Pre-Owned RETAIL Units Currently in Inventory                      |
| 281  | = | B | YTD Pre-Owned RETAIL Units Sold<br>(no wholesale: may be multiple entries) |
| 91   | = | C | Statement Month Pre-Owned RETAIL Units Sold                                |
| 93.7 | = | D | YTD Avg. Pre-Owned Monthly RETAIL Units Sold                               |

**Retail Gross**

|            |   |   |  |
|------------|---|---|--|
| \$742.92   | = | E | YTD Front-end Gross Avg. Profit PUVR (without F&I)     |
| \$3,625.40 | = | F | YTD F&I Avg. PUVR                                      |
| \$4,368.32 | = | G | YTD Total Per Unit Avg. (add numbers from boxes E & F) |

**Reconditioning (YTD Average Per Unit)**

|            |   |   |  |
|------------|---|---|--|
| \$1,868.83 | = | H | (Locate Memo account. Is there an entry?<br>What is included? Record YTD per unit average) |
|------------|---|---|--|

**YTD Totals**

|              |   |   |   |
|--------------|---|---|---|
| \$10,587,894 | = | I | Total Pre-Owned Retail Sales \$ YTD       |
| \$ 208,760   | = | J | Total Pre-Owned Retail Front Gross \$ YTD |
| \$1,018,738  | = | K | Total Pre-Owned F&I Gross \$ YTD          |
| \$ 1,313,100 | = | L | Total Pre-Owned Department Expense \$ YTD |