

Input Sheet



Desk Manager	Finance Manager	Sales Consultant
BRENNAN JR, ERIC	SAMUELS, JACINTH	ORBAN, ALEX
BROWETT, GILES	SPILLANE, DONALD J	BOCCUZZI, GEORGE
SAUER, MATTHEW	HOUSE	MONTES, ERUBEY
		COLUMB, DAVID
		LATKA, RAYMOND
		CASTELLI, VINCENT
		BROWN, PAUL
		VALENTINO, GIOVANNI
		CARUSO, JOSEPH
		WYNNE, CRAIG
		MENDEZ, JUAN DANIEL
		FITZGIBBONS, BRIAN
		ANSONG, MATTHEW
		MASON, MICHAEL
		HOUSE

#	Year	Make	Model	Days in Stock	Source Purchased?	CPO	Advertised Price (Time of Sale)	Transaction Price	Market Price at 100%	Front End Gross	Finance Gross
1	2015	Chevrolet	Equinox	30	Yes	No	\$ 15,000	\$ 13,800	\$ 15,000	\$1,500	\$1,000
1	2018	Mercedes-Benz	E350W4	75	Yes	No	\$ 54,500	\$ 52,000	\$ 56,770	(\$2,410)	\$1,088
2	2018	Mercedes-Benz	GLC300	98	Yes	No	\$ 39,000	\$ 39,000	\$ 46,987	(\$2,299)	\$902
3	2012	HONDA	ACCORD	71	No	No	\$ 9,800	\$ 9,300	\$ 11,264	(\$718)	\$0
4	2008	NISSAN	ROUGE	40	No	No	\$ 7,000	\$ 6,726	\$ 6,230	\$1,559	\$0
5	2015	Mercedes-Benz	C300W4	16	Yes	YES	\$ 28,000	\$ 26,750	\$ 27,451	(\$2,410)	\$1,586
6	2015	Mercedes-Benz	C300W4	37	Yes	YES	\$ 27,000	\$ 26,000	\$ 27,551	(\$815)	\$1,739
7	2018	Mercedes-Benz	E300W4	37	Yes	No	\$ 49,500	\$ 49,161	\$ 56,250	(\$1,923)	\$1,563
8	2013	NISSAN	ALTIMA	35	No	No	\$ 12,000	\$ 11,320	\$ 12,765	\$395	\$379
9	2013	LAND ROVER	LR4	30	No	No	\$ 57,000	\$ 53,500	\$ 57,000	\$349	\$350
10	2016	Mercedes-Benz	E00A	24	No	No	\$ 48,000	\$ 47,250	\$ 47,059	\$3,508	\$1,550
11	2015	BMW	7 SERIES	28	No	No	\$ 37,000	\$ 36,000	\$ 38,144	\$1,402	\$0
12	2015	Mercedes-Benz	S550	67	Yes	YES	\$ 58,500	\$ 58,518	\$ 63,312	(\$2,424)	\$0
13	2015	Mercedes-Benz	ML350	51	Yes	YES	\$ 35,500	\$ 34,250	\$ 35,500	(\$589)	\$2,011
14	2016	Mercedes-Benz	GLA250	15	No	YES	\$ 30,000	\$ 27,678	\$ 28,846	\$2,204	\$0
15	2006	Mercedes-Benz	C300W4	15	No	No	\$ 8,000	\$ 6,000	\$ 7,273	(\$33)	\$0
16	2015	Mercedes-Benz	C300W4	9	Yes	YES	\$ 28,000	\$ 27,500	\$ 27,451	(\$585)	\$1,566
17	2012	JEEP	WRANGLER	47	No	No	\$ 25,500	\$ 25,000	\$ 29,310	\$1,606	\$0
67	2014	Mercedes-Benz	E350W4	70	No	YES	\$ 25,000	\$ 24,000	\$ 27,174	(\$2,726)	\$212
68	2018	Mercedes-Benz	E300W4	75	Yes	No	\$ 58,000	\$ 57,970	\$ 57,426	\$449	\$1,627
69	2003	Mercedes-Benz	SL500	18	No	No	\$ 16,500	\$ 16,275	\$ 16,337	\$4,928	\$0
70	2015	Mercedes-Benz	S559V4	3	Yes	YES	\$ 69,900	\$ 69,900		\$3,580	\$0
71	2015	Mercedes-Benz	ML350	21	Yes	YES	\$ 35,000	\$ 34,500	\$ 35,000	\$1,518	\$1,756
72	2018	Mercedes-Benz	GLE350	25	Yes	No	\$ 56,000	\$ 52,984	\$ 56,566	(\$1,479)	\$1,089
73	2018	Mercedes-Benz	CLA250	106	Yes	No	\$ 37,500	\$ 37,500	\$ 37,129	(\$591)	\$907
74	2015	Mercedes-Benz	GLK350	47	Yes	YES	\$ 28,000	\$ 27,500	\$ 29,167	(\$2,036)	\$493
75	2009	TOYOTA	VENZA	44	No	No	\$ 14,000	\$ 13,000	\$ 13,462	(\$1,541)	\$0
76	2018	Mercedes-Benz	CLA250	82	Yes	No	\$ 37,500	\$ 34,950	\$ 38,660	(\$2,227)	\$1,685
77	2016	Mercedes-Benz	S550	0	Yes	YES	\$ 66,821	\$ 66,821		(\$640)	\$0
78	2019	TOYOTA	PRIUS	20	No	No	\$ 12,000	\$ 11,500	\$ 12,500	\$2,166	\$497
79	2010	Mercedes-Benz	ML350	22	No	No	\$ 13,000	\$ 12,500	\$ 23,636	\$1,587	\$0
80	2011	Mercedes-Benz	E350W4	59	No	No	\$ 16,000	\$ 16,000	\$ 18,824	\$5,803	\$952
81	2018	Mercedes-Benz	C300W4	44	YES	No	\$ 40,500	\$ 37,427	\$ 44,505	(\$2,589)	\$1,067
82	2015	Mercedes-Benz	E350W4	14	Yes	YES	\$ 40,000	\$ 40,000	\$ 43,478	\$3,865	\$598
83	2013	Mercedes-Benz	C300W4	26	Yes	No	\$ 18,000	\$ 18,000	\$ 17,822	\$1,692	\$0
84	2015	Mercedes-Benz	E350W4	42	No	YES	\$ 31,000	\$ 30,500	\$ 32,979	(\$312)	\$2,321
85	2015	Mercedes-Benz	E350W4	48	No	YES	\$ 26,500	\$ 25,900	\$ 28,804	(\$1,689)	\$370
86	2013	Mercedes-Benz	C300W4	51	No	No	\$ 18,000	\$ 18,000	\$ 18,750	(\$83)	\$733
87	2016	Mercedes-Benz	E350W4	28	Yes	YES	\$ 37,000	\$ 36,000	\$ 37,374	\$748	\$1,600
88	2015	JEEP	COMPASS	20	No	No	\$ 15,000	\$ 10,642		(\$1,603)	\$100
89	2013	JEEP	GRAND CHEROKE	9	No	No	\$ 20,000	\$ 18,000	\$ 20,000	\$1,412	\$267
90	2012	CADILLAC	CTS	39	No	No	\$ 16,500	\$ 16,500	\$ 18,333	\$3,150	\$863
91	2014	Mercedes-Benz	SPRINTER	0	No	No	\$ 23,924	\$ 23,924		(\$1,175)	\$1,094
92	2016	Mercedes-Benz	GL450	26	Yes	YES	\$ 52,000	\$ 48,465	\$ 50,000	(\$4,607)	\$1,934
93	2006	Mercedes-Benz	E350W4	3	No	No	\$ 6,000	\$ 5,000	\$ 5,825	\$481	\$0
94	2013	AUDI	Q7	43	No	No	\$ 22,000	\$ 21,450	\$ 20,370	\$2,284	\$200
95	2006	Mercedes-Benz	R500	63	No	No	\$ 6,500	\$ 8,700	\$ 9,268	(\$39)	\$200
96	2010	Mercedes-Benz	E350W4	30	No	No	\$ 16,000	\$ 15,000	\$ 14,286	\$3,338	\$1,282
97	2015	Mercedes-Benz	C300W4	32	Yes	YES	\$ 29,000	\$ 27,000	\$ 26,852	(\$1,715)	\$0

98	2016	Mercedes-Benz	E350W4	17	Yes	YES	\$ 37,000	\$ 35,000	\$ 38,144	(\$740)	\$0
99	2015	Mercedes-Benz	CLS550	18	Yes	YES	\$ 40,000	\$ 38,435	\$ 44,444	\$1,001	\$2,437
100	2015	Mercedes-Benz	C300W4	81	Yes	YES	\$ 25,000	\$ 24,500	\$ 27,174	(\$3,948)	\$355
101	2015	Mercedes-Benz	ML350	96	Yes	YES	\$ 31,000	\$ 30,000	\$ 34,444	(\$5,947)	\$520
102	2014	Mercedes-Benz	GLK350	31	No	YES	\$ 25,000	\$ 23,500	\$ 24,752	(\$102)	\$0



Scoreboard	
# of Purchased Vehicles Retailed	60
# of Traded Vehicles Retailed	46
% Retailed of Non-New Franchise	18%
Total # Retail Units	106
Average Days to Sale	38.9
Average Advertised Price (Time of Sale)	\$ 32,249
Average Transaction Price	\$ 30,684
Average Market Price at 100%	\$ 33,840
Average Price to Market (Time of Sale)	94%
Average Transaction to Market	90%
Average Transactional Discount	\$ 1,564
Average Front End Gross	\$ 181
Average Finance Gross	\$ 926
PUVR	\$ 1,107
Total Gross (Units&PUVR)	\$ 117,358



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	60
# of Traded Vehicles Retailed	46
% Retailed of Non-New Franchise	18%
Total # Retail Units	106
Average Days to Sale	38.9
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Average Front End Gross	\$ 181
Average Finance Gross	\$ 926
PUVR	\$ 1,107
Total Gross (Units&PUVR)	\$ 117,358

Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	60	0
# of Traded Vehicles Retailed	46	0
% Retailed of Non-New Franchise	18%	#DIV/0!
Total # Retail Units	106	0
Average Days to Sale	38.9	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 32,249	#DIV/0!
Average Transaction Price	\$ 30,684	#DIV/0!
Average Market Price at 100%	\$ 33,840	#DIV/0!
Average Price to Market (Time of Sale)	94%	#DIV/0!
Average Transaction to Market	90%	#DIV/0!
Average Transactional Discount	\$ 1,564	#DIV/0!
Average Front End Gross	\$ 181	#DIV/0!
Average Finance Gross	\$ 926	#DIV/0!
PUVR	\$ 1,107	#DIV/0!
Total Gross (Units&PUVR)	\$ 117,358	#DIV/0!

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



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	60
# of Traded Vehicles Retailed	46
% Retailed of Non-New Franchise	18%
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Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	60
# of Traded Vehicles Retailed	46
Total # Retail Units	106
Average Days to Sale	38.9
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Average Finance Gross	\$ 926
PUVR	\$ 1,107
Total Gross (Units&PUVR)	\$ 117,358

Yes	No
32	28
12	34
44	62
35.5	41.3
\$ 35,514	\$ 27,889
\$ 34,623	\$ 27,889
\$ 35,092	\$ 32,969
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
\$ 891	\$ 2,042
\$ (218)	\$ 464
\$ 1,056	\$ 834
\$ 838	\$ 1,298
\$ 36,886	\$ 80,472



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	60
# of Traded Vehicles Retailed	46
Total # Retail Units	106
Average Days to Sale	38.9
Average Advertised Price (Time of Sale)	\$ 32,249
Average Transaction Price	\$ 30,684
Average Market Price at 100%	\$ 33,840
Average Price to Market (Time of Sale)	94%
Average Transaction to Market	90%
Average Transactional Discount	\$ 1,564
Average Front End Gross	\$ 181
Average Finance Gross	\$ 926
PUVR	\$ 1,107
Total Gross (Units&PUVR)	\$ 117,358

Yes	No
60	0
27	19
87	19
39.5	35.8
\$ 35,368	\$ 16,863
\$ 33,703	\$ 16,863
\$ 36,075	\$ 23,659
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
\$ 1,665	\$ 1,106
\$ (56)	\$ 1,266
\$ 1,042	\$ 394
\$ 986	\$ 1,660
\$ 85,816	\$ 31,542



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	52	\$53,890	\$48,707	\$1,973	50.00%
31 - 45 Days	21	\$7,540	\$17,702	\$1,202	20.19%
46 - 60 Days	12	(\$1,904)	\$11,553	\$804	11.54%
60 - 90 Days	11	(\$22,373)	\$7,550	(\$1,348)	10.58%
90 Days and Over	8	(\$16,160)	\$11,574	(\$573)	7.69%
Total	104	\$20,993	\$97,086	\$1,135	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	30
31 - 45 Days	9
46 - 60 Days	6
60 - 90 Days	6
90 Days and Over	8
Total	59

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$10,107	\$36,079	\$1,540
(\$4,763)	\$11,562	\$755
(\$7,409)	\$9,498	\$348
(\$13,676)	\$5,513	(\$1,361)
(\$16,160)	\$11,574	(\$573)
\$ (31,901)	\$ 74,226	\$717

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

% of total unit sales
50.85%
15.25%
10.17%
10.17%
13.56%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	22	\$43,783
31 - 45 Days	12	\$12,303
46 - 60 Days	6	\$5,505
60 - 90 Days	5	(\$8,697)
90 Days and Over	0	\$0
Total	45	\$52,894

\$ 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
\$12,628	\$2,564	48.89%
\$6,140	\$1,537	26.67%
\$2,055	\$1,260	13.33%
\$2,037	(\$1,332)	11.11%
\$0	#DIV/0!	0.00%
\$22,860	\$1,683	100.0%

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

