Page 103: Complete New metrics on inside back cover before start of session.

DATA INPUT PAGE: NEW

Units

88	= (N)	Total # New RETAIL Units Currently in Inventory
4,440,993	= (O)	Inventory Dollars
138	= (P)	YTD New RETAIL Units Sold
23	= (Q)	Statement Month New RETAIL Units Sold
27.6	= (R)	YTD Avg. New Monthly RETAIL Units Sold

Retail Gross

2,479	= (S)	YTD Front-end Gross Avg. Profit PNVR (without F&I)
563	= (T)	YTD F&I Avg. PNVR
3042	= (U)	YTD Total Per Unit Avg. (add numbers from boxes S & T)

Additions

	= (V)	Additions to income related to the new vehicle department

YTD Totals

6,739,574	= (W)	Total New Retail Sales $ YTD
396,095	= (X)	Total New Retail Front Gross $ YTD
77,740	= (Y)	Total New F&I Gross $ YTD
344,958	= (Z)	Total New Department Expense $ YTD

Session 2

- Page 102: Complete Preowned metrics on inside back cover before start of session.

NADA ACADEMY

DATA INPUT PAGE: PRE-OWNED

Units

36	= (A)	Total # Pre-Owned RETAIL Units Currently in Inventory
984,764	= (B)	Inventory Dollars
93	= (C)	YTD Pre-Owned RETAIL Units Sold (no wholesale; may be multiple entries)
18	= (D)	Statement Month Pre-Owned RETAIL Units Sold
18.6	= (E)	YTD Avg. Pre-Owned Monthly RETAIL Units Sold

Composite Page 6

Pre-Owned Retail Units 2019 Units 2018 % Change
2
1,047
935
11.52

Retail Gross

3,041	= (F)	YTD Front-end Gross Avg. Profit PUVR (without F&I)
615	= (G)	YTD F&I Avg. PUVR
3625	= (H)	YTD Total Per Unit Avg. (add numbers from boxes F & G)

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Total U/V Retail Gross Recon A Avg. Gross B Avg. Units
1
3,118
33
2,087
57

Reconditioning (YTD Average Per Unit)

1132.56	= (I)	(Locate Memo account. Is there an entry? What is included? Record YTD per unit average)

Page 21

Used F&I + Other Income A Per Month B PUVR
6
44,255
663
43,235
664

YTD Totals

2,880,381	= (J)	Total Pre-Owned Retail Sales $ YTD
282,816	= (K)	Total Pre-Owned Retail Front Gross $ YTD
57,206	= (L)	Total Pre-Owned F&I Gross $ YTD
373,112	= (M)	Total Pre-Owned Department Expense $ YTD

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Memo Recon Per Unit A Primary Make B Other
6
-884
-413
-903
-1,032