

Input Sheet



Desk Manager	Finance Manager	Sales Consultant
Robert leans	Collin Bishop	BIGGS, KORY 200/UCI
Chris Kaminski	Vito Camacho	PENCE, JARAD 200/UCI
Tommy Demers	Mike Wahl	DEARING, ANDREW 200/UCI
Brandon Phillips	Mike Pickett	MARINO, ROBERT 200/UCI
	Chris Busby	MAYFIELD, DAMON 200/UCI
	Adams Stent	HENDRICKSON, GARY 200/UCI
		dummy uci commission holder
		ANTHONY, DAVID 200
		BAILEY, RANDY 200
		BLESSING, PAUL 200
		BOEHM, JOHN (JACK) 200
		BUSSE, JOHN 200
		ENGLAND, CHRISTOPHER 200
		ESKER, JOSEPH 200
		EVANS, JEFFREY STERLING 200
		HESS, JAMON 200
		LONDBAIR, JACOB 100
		MCCLENAHAN, MARK 200
		MOUNT, RAY 200
		NELSON, WILLIAM 200
		PRESTON, CHRISTOPHER 200
		ROSSELL, KOLTON 200
		SAUNDERS, KENDALL 200
		SMITH, NICHOLAS 200.
		STANLEY, STEVE 200
		TOMPKINS, ART 200
		WILKINSON, DAVID 200
		YOUNGBLOOD, JAMES 200
		ADAMS, JIM 100/NCI
		CLUM, CRAIG 100/NCI
		GUFFY, MARSHALL 100 NCI
		LOEWEN, TOMMY 100/NCI
		MIGLIORE, ROBERT 100
		MURDOCK, ANDY 200/UCI
		O'DONNELL RICHARD 100/NCI
		PAIZ, ANDREW 100/NCI
		SCHOCK, JASON 100/NCI
		SHEPARD, GEOFFREY 100/NCI
		SHORT, SKYLAR 100 NCI A MGR
		STENT, ADAM 100/NCI
		WORLEY, JOEY 100/NCI

#	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	1993	JEEP	WRANGLER	14	Yes	No		1,300.00		161.20	-
2	2016	SUBARU	OUTBACK	5		No	21,988.00	20,820.60		(0.40)	1,613.00
3	2018	SUBARU	FORESTER	192		No	27,988.00	27,279.00		(1,477.08)	-
4	2015	SUBARU	IMPREZA WAGON	15		No	14,988.00	14,972.00		848.52	1,425.00
5	2011	SUBARU	OUTBACK	8		No	14,988.00	14,910.00		5,065.00	-
6	1997	CHEVROLET	CORVETTE	7		No	6,988.00	6,000.00		1,330.00	-
7	2001	VOLKSWAGEN	PASSAT	8		No		500.00		-	-
8	2017	SUBARU	WRX	36		No	23,988.00	23,120.00		2,850.00	3,019.80
9	2015	SUBARU	OUTBACK	10	Yes	No	19,988.00	19,988.00		(150.00)	3,679.00
10	2014	FORD TRUCK	ESCAPE	26		No	16,988.00	16,499.00		2,357.17	2,108.94
11	2006	FORD TRUCK	ESCAPE	7		No	5,488.00	5,472.85		3,367.85	-
12	2017	SUBARU	WRX	10		No	26,988.00	26,988.00		6,318.00	-
13	2015	SUBARU	FORESTER	7		No	19,997.00	19,997.00		3,347.00	1,924.11
14	2011	TOYOTA	CAMRY	88		No	8,499.00	8,499.00		2,067.09	-
15	2017	GMC	SAVANA PASSENGE	56	Yes	No	24,288.00	24,210.00		1,350.00	575.00
16	2013	HYUNDAI	SANTA FE SPORT	32	Yes	No	17,988.00	16,000.00		2,365.72	250.00
17	2007	SUBARU	IMPREZA WAGON	13		No	10,988.00	9,499.00		4,934.30	-
18	2009	TOYOTA TRUCK	RAV4	15		No	9,488.00	8,992.00		2,418.59	250.00
19	2002	LEXUS	RX 300	27		No	6,988.00	6,299.00		3,319.72	-
20	2018	TOYOTA TRUCK	TACOMA	20	Yes	No	38,988.00	38,988.00		1,338.00	2,625.00
21	2013	BMW SAV	X5	85	Yes	No	18,888.00	18,499.00		1,199.00	-
22	1996	MAZDA	MX5 MIATA	4		No	6,388.00	5,499.00		2,827.51	-
23	2008	NISSAN	SENTRA	21		No	5,988.00	5,322.29		2,077.34	-
24	2017	SUBARU	IMPREZA	17		No	16,988.00	16,499.00		2,099.59	2,409.00
25	2017	KIA	SEDONA	44	Yes	No	23,988.00	23,028.00		2,106.84	2,774.00
26	2017	SUBARU	CROSSTREK	51		No	24,988.00	23,019.00		2,934.24	3,651.00
27	2017	SUBARU	IMPREZA	36		No	17,988.00	17,499.00		1,397.71	1,825.00
28	2011	SUBARU	OUTBACK	3		No	17,988.00	15,272.85		4,192.85	659.00
29	2008	SUBARU	OUTBACK	14		No	6,988.00	5,011.00		991.00	-
30	2009	HONDA	CIVIC SDN	56		No	8,888.00	7,200.00		1,989.07	663.00
31	2010	TOYOTA TRUCK	4RUNNER	12		No	22,988.00	21,250.00		4,755.00	1,100.00
32	2017	GMC	SIERRA 1500	21	Yes	No	22,988.00	21,163.00		1,692.86	575.00
33	2017	GMC	SIERRA 1500	21	Yes	No	21,988.00	21,163.00		1,792.86	575.00
34	2017	SUBARU	IMPREZA	40		No	18,588.00	18,399.00		1,357.71	3,078.00
35	2015	FORD TRUCK	ESCAPE	37		No	12,888.00	12,850.00		2,745.00	1,632.00
36	2016	CHEVROLET TRUCK	SILVERADO 1500	79	Yes	No	34,988.00	33,499.00		2,631.71	-
37	2004	HONDA	ACCORD SDN	19		No	7,988.00	7,772.85		1,925.69	1,186.00

38	2014	SUBARU	XV CROSSTREK	19	Yes	No	11,988.00	11,499.00		3,368.93	-
39	2012	HONDA	CIVIC CPE	94		No	11,288.00	10,499.00		2,900.57	-
40	2015	SUBARU	XV CROSSTREK	76		No	18,988.00	18,917.00		2,349.80	-
41	2015	SUBARU	OUTBACK	4		No	22,500.00	22,500.00		22,849.00	1,318.00
42	2010	NISSAN	CUBE	28		No	8,488.00	7,700.00		3,090.01	1,312.00
43	2013	SUBARU	FORESTER	9		No	18,888.00	18,286.74		4,541.74	-
44	2012	SUZUKI	LS650	9		No		1,000.00		-	-
45	2015	FORD	FOCUS	23	Yes	No	11,488.00	11,488.00		3,007.26	650.00
46	2009	TOYOTA	CAMRY	17		No	8,588.00	8,536.00		2,850.07	225.00
47	2004	HONDA	CR-V	14		No	6,988.00	5,750.00		1,932.46	-
48	2018	SUBARU	FORESTER	71		No	27,988.00	27,499.00		3,145.48	825.00
49	2012	SUBARU	IMPREZA WAGON	9		No	10,588.00	10,499.00		4,454.00	1,346.00
50	2012	FORD	FOCUS	37	Yes	No	7,988.00	7,499.00		2,196.26	1,225.00
51	2017	SUBARU	IMPREZA	42		No	18,788.00	17,499.00		1,724.00	2,525.00
52	2005	BUICK	LESABRE	43		No		528.70		-	-
53	1997	TOYOTA TRUCK	T100	20		No	9,988.00	9,000.00		4,832.74	-



Scoreboard	
# of Purchased Vehicles Retailed	24
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	238%
Total # Retail Units	24
Average Days to Sale	28.2
Average Advertised Price (Time of Sale)	\$ 16,787
Average Transaction Price	\$ 15,233
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ 706
Average Front End Gross	\$ 3,112
Average Finance Gross	\$ 906
PUVR	\$ 4,018
Total Gross (Units&PUVR)	\$ 96,438



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	24
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	238%
Total # Retail Units	24
Average Days to Sale	28.2
Average Advertised Price (Time of Sale)	\$ 16,787
Average Transaction Price	\$ 15,233
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ 706
Average Front End Gross	\$ 3,112
Average Finance Gross	\$ 906
PUVR	\$ 4,018
Total Gross (Units&PUVR)	\$ 96,438



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	24	0
# of Traded Vehicles Retailed	0	0
% Retailed of Non-New Franchise	238%	#DIV/0!
Total # Retail Units	24	0
Average Days to Sale	28.2	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 16,787	#DIV/0!
Average Transaction Price	\$ 15,233	#DIV/0!
Average Market Price at 100%	#DIV/0!	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction to Market	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ 706	#DIV/0!
Average Front End Gross	\$ 3,112	#DIV/0!
Average Finance Gross	\$ 906	#DIV/0!
PUVR	\$ 4,018	#DIV/0!
Total Gross (Units&PUVR)	\$ 96,438	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	24
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	238%
Total # Retail Units	24
Average Days to Sale	28.2
Average Advertised Price (Time of Sale)	\$ 16,787
Average Transaction Price	\$ 15,233
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ 706
Average Front End Gross	\$ 3,112
Average Finance Gross	\$ 906
PUVR	\$ 4,018
Total Gross (Units&PUVR)	\$ 96,438



Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	24
# of Traded Vehicles Retailed	0
Total # Retail Units	24
Average Days to Sale	28.2
Average Advertised Price (Time of Sale)	\$ 16,787
Average Transaction Price	\$ 15,233
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ 706
Average Front End Gross	\$ 3,112
Average Finance Gross	\$ 906
PUVR	\$ 4,018
Total Gross (Units&PUVR)	\$ 96,438

Yes	No
0	24
0	0
0	24
#DIV/0!	28.2
#DIV/0!	\$ 15,233
#DIV/0!	\$ 15,233
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	\$ 706
#DIV/0!	\$ 3,112
#DIV/0!	\$ 906
#DIV/0!	\$ 4,018
#DIV/0!	\$ 96,438



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	24
# of Traded Vehicles Retailed	0
Total # Retail Units	24
Average Days to Sale	28.2
Average Advertised Price (Time of Sale)	\$ 16,787
Average Transaction Price	\$ 15,233
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ 706
Average Front End Gross	\$ 3,112
Average Finance Gross	\$ 906
PUVR	\$ 4,018
Total Gross (Units&PUVR)	\$ 96,438

Yes	No
5	19
0	0
5	19
24.2	31.2
\$ 19,252	\$ 13,101
\$ 18,126	\$ 13,101
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
\$ 667	\$ 735
\$ 3,844	\$ 2,573
\$ 1,237	\$ 662
\$ 5,081	\$ 3,235
\$ 25,405	\$ 61,468



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	69	\$248,882	\$49,373	\$4,323	70.41%
31 - 45 Days	14	\$26,188	\$20,588	\$3,341	14.29%
46 - 60 Days	4	\$10,723	\$9,078	\$4,950	4.08%
60 - 90 Days	8	\$20,483	\$6,966	\$3,431	8.16%
90 Days and Over	3	\$1,984	\$2,834	\$1,606	3.06%
Total	98	\$308,260	\$88,839	\$4,052	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	13
31 - 45 Days	5
46 - 60 Days	2
60 - 90 Days	4
90 Days and Over	0
Total	24

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$27,731	\$14,132	\$3,220
\$12,834	\$7,269	\$4,021
\$4,284	\$4,226	\$4,255
\$9,916	\$4,283	\$3,550
\$0	\$0	#DIV/0!
\$ 54,765	\$ 29,909	\$3,528

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

% of total unit sales
54.17%
20.83%
8.33%
16.67%
0.00%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	0	\$0
31 - 45 Days	0	\$0
46 - 60 Days	0	\$0
60 - 90 Days	0	\$0
90 Days and Over	0	\$0
Total	0	

\$ 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
\$0	#DIV/0!	#DIV/0!
	#DIV/0!	#DIV/0!

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

