

Input Sheet



Desk Manager	Finance Manager	Sales Consultant
Gary Gouveia	Troy Thomas	Trevor Arnold
Marc Fairs		Ben Lail
		Shane McCurtain
		Dave Molina
		Craig Hawks

#	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	2015	Buick	Regal	19	No	No	\$ 16,995	\$ 16,934	\$ 16,019	\$2,468	\$1,027
2	2007	Buick	Lucerne	5	No	No	\$ 6,995	\$ 6,000	\$ 7,000	\$1,500	\$0
3	2014	Chevrolet	Traverse	4	No	No	\$ 18,995	\$ 18,495	\$ 19,145	\$3,251	\$1,172
4	2011	Dodge	2500	63	No	No	\$ 20,995	\$ 20,995	\$ 19,090	\$4,161	\$832
5	2017	GMC	Yukon	61	Yes	No	\$ 44,595	\$ 44,000	\$ 43,279	(\$537)	\$300
6	2014	Honda	Accord	105	Yes	No	\$ 16,595	\$ 14,711	\$ 16,339	(\$2,104)	\$0
7	2014	Fiat	500	91	Yes	No	\$ 10,495	\$ 10,495	\$ 11,335	\$334	\$300
8	2015	Toyota	Tacoma	40	No	No	\$ 29,995	\$ 29,071	\$ 30,380	\$4,120	\$0
9	2014	Chevrolet	Silverado	322	No	No	\$ 29,895	\$ 29,895	\$ 35,463	(\$1,268)	\$1,300
10	2014	Toyota	Tundra	93	No	No	\$ 36,595	\$ 35,595	\$ 35,070	\$458	\$0
11	2016	Chevrolet	Silverado	86	Yes	Yes	\$ 56,595	\$ 56,595	\$ 54,668	\$1,764	\$2,279
12	2013	Chevrolet	Avalanche	49	No	No	\$ 25,995	\$ 24,000	\$ 28,416	\$1,597	\$0
13	2016	Chevrolet	Silverado	66	Yes	Yes	\$ 44,995	\$ 44,700	\$ 45,971	\$2,582	\$0
14	2015	Chevrolet	Traverse	13	No	No	\$ 28,995	\$ 27,691	\$ 27,500	\$5,006	\$1,300
15	2004	Cadillac	Deville	20	Yes	No	\$ 4,995	\$ 4,995	\$ 5,298	\$1,148	\$0
16	2011	Mini	Cooper	84	Yes	No	\$ 12,995	\$ 12,250	\$ 11,547	(\$1,757)	\$0
17	2016	Ram	2500	85	Yes	No	\$ 40,595	\$ 40,595	\$ 41,228	\$488	\$0
18	2014	Cadillac	xts	2	No	No	\$ 30,995	\$ 27,855	\$ 31,081	\$4,963	\$0
19	2009	Volkswagen	Jetta	2	No	No	\$ 4,995	\$ 2,000	\$ 5,929	\$1,874	\$0
20	2016	Jeep	Patriot	114	Yes	No	\$ 15,495	\$ 15,200	\$ 16,528	(\$656)	\$1,559
21	2013	GMC	Acadia	89	No	No	\$ 27,995	\$ 27,200	\$ 24,435	\$509	\$0
22	2009	Volkswagen	Jetta	2	No	No	\$ 4,995	\$ 2,000	\$ 4,500	\$1,875	\$0
23	2008	GMC	Acadia	12	No	No	\$ 11,995	\$ 10,000	\$ 10,641	\$685	\$0
24	2016	GMC	Terrain	76	Yes	No	\$ 18,295	\$ 17,800	\$ 19,699	(\$372)	\$342
25	2017	Chevrolet	Equinox	20	Yes	No	\$ 24,995	\$ 24,095	\$ 22,177	\$457	\$514
26	2012	Ford	Focus	29	Yes	No	\$ 10,995	\$ 10,995	\$ 11,040	\$1,692	\$2,308
27	2012	Ford	F-250	101	Yes	No	\$ 36,995	\$ 36,385	\$ 36,398	\$207	\$0
28	2016	Nissan	Versa	129	Yes	No	\$ 9,495	\$ 8,745	\$ 10,560	\$490	\$148
29	2014	Audi	A6	28	No	No	\$ 23,995	\$ 22,500	\$ 23,000	\$2,368	\$0
30	2014	Toyota	Corolla	29	No	No	\$ 13,995	\$ 13,995	\$ 13,934	\$1,532	\$246
31	2016	Buick	Lacrosse	53	Yes	No	\$ 25,895	\$ 24,000	\$ 26,000	\$368	\$1,532
32	2015	Chevrolet	Silverado	40	No	No	\$ 29,995	\$ 29,995	\$ 32,152	\$5,796	\$1,192
33	2014	Jeep	Cherokee	140	Yes	No	\$ 16,395	\$ 16,395	\$ 15,072	(\$31)	\$0
34	2016	GMC	Sierra	1	No	No	\$ 50,995	\$ 47,000	\$ 42,459	\$3,815	\$2,440
35	2015	Ford	Expedition	45	Yes	No	\$ 33,995	\$ 33,495	\$ 33,852	\$1,705	\$708
36	2011	Chevrolet	Silverado	69	No	No	\$ 24,595	\$ 22,500	\$ 33,861	\$4,525	\$400
37	2008	Chevrolet	Silverado	45	No	No	\$ 12,895	\$ 12,000	\$ 14,378	\$214	\$0
38	2016	Ram	1500	116	Yes	No	\$ 25,795	\$ 24,692	\$ 24,600	(\$895)	\$388
39	2009	Chevrolet	Suburban	19	No	No	\$ 21,995	\$ 21,995	\$ 14,684	\$2,808	\$425
40	2000	Ford	F-250	19	No	No	\$ 8,495	\$ 7,000	\$ 10,103	\$1,591	\$146
41	2017	Chevrolet	Silverado	14	No	No	\$ 50,995	\$ 48,273	\$ 46,065	\$3,613	\$1,824
42	2006	Chevrolet	Trailblazer	86	No	No	\$ 5,495	\$ 4,711	\$ 1,123	\$1,098	\$0
43	2018	Chevrolet	Equinox	1	Yes	Yes	\$ 26,995	\$ 24,733	\$ 26,199	\$1,267	\$0
44	2015	Chevrolet	Impala	1	No	No	\$ 13,995	\$ 13,500	\$ 13,518	\$975	\$0
45	2008	Chevrolet	Trailblazer	39	No	No	\$ 7,995	\$ 7,600	\$ 7,462	\$199	\$0
46	2012	GMC	Sierra	73	No	No	\$ 18,495	\$ 18,495	\$ 25,448	\$2,524	\$873
47	2009	Chevrolet	Impala	2	No	No	\$ 2,995	\$ 500	\$ 5,701	\$499	\$0
48	2015	lexus	RX 350	46	No	No	\$ 30,895	\$ 30,000	\$ 30,996	\$2,755	\$0

49	2014	Cadillac	XTS	19	Yes	No	\$ 23,995	\$ 22,000	\$ 24,231	\$493	\$1,674
50	2013	Chevrolet	silverado	74	No	No	\$ 38,495	\$ 37,495	\$ 36,010	\$1,002	\$1,644
51	2004	Buick	Lesabre	49	Yes	No	\$ 4,695	\$ 4,111	\$ 4,754	(\$221)	\$0
52	2003	Ford	F-150	17	No	No	\$ 7,895	\$ 7,895	\$ 4,070	\$2,120	\$0
53	2015	Volkswagen	Passat	34	Yes	No	\$ 18,995	\$ 17,000	\$ 18,430	(\$290)	\$0



Scoreboard	
# of Purchased Vehicles Retailed	25
# of Traded Vehicles Retailed	36
% Retailed of Non-New Franchise	64%
Total # Retail Units	61
Average Days to Sale	56.4
Average Advertised Price (Time of Sale)	\$ 22,823
Average Transaction Price	\$ 21,886
Average Market Price at 100%	\$ 22,510
Average Price to Market (Time of Sale)	108%
Average Transaction to Market	101%
Average Transactional Discount	\$ 937
Average Front End Gross	\$ 1,460
Average Finance Gross	\$ 524
PUVR	\$ 1,984
Total Gross (Units&PUVR)	\$ 121,050



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	25
# of Traded Vehicles Retailed	36
% Retailed of Non-New Franchise	64%
Total # Retail Units	61
Average Days to Sale	56.4
Average Advertised Price (Time of Sale)	\$ 22,823
Average Transaction Price	\$ 21,886
Average Market Price at 100%	\$ 22,510
Average Price to Market (Time of Sale)	108%
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Average Transactional Discount	\$ 937
Average Front End Gross	\$ 1,460
Average Finance Gross	\$ 524
PUVR	\$ 1,984
Total Gross (Units&PUVR)	\$ 121,050

Gary Gouveia	Marc Fairs	
16	9	0
26	10	0
62%	68%	#DIV/0!
42	19	0
57.8	53.3	#DIV/0!
\$ 25,621	\$ 16,637	#DIV/0!
\$ 24,578	\$ 15,936	#DIV/0!
\$ 25,507	\$ 15,886	#DIV/0!
101%	126%	#DIV/0!
94%	116%	#DIV/0!
\$ 1,043	\$ 701	#DIV/0!
\$ 1,513	\$ 1,343	#DIV/0!
\$ 644	\$ 259	#DIV/0!
\$ 2,157	\$ 1,602	#DIV/0!
\$ 90,608	\$ 30,442	#DIV/0!

Scoreboard			
Sales Consultant	Totals	Trevor Arnold	Ben Lail
# of Purchased Vehicles Retailed	25	6	4
# of Traded Vehicles Retailed	36	8	9
% Retailed of Non-New Franchise	64%	57%	54%
Total # Retail Units	61	14	13
Average Days to Sale	56.4	45.6	74.8
Average Advertised Price (Time of Sale)	\$ 22,823	\$ 23,416	\$ 23,410
Average Transaction Price	\$ 21,886	\$ 22,298	\$ 22,528
Average Market Price at 100%	\$ 22,510	\$ 22,004	\$ 23,424
Average Price to Market (Time of Sale)	108%	105%	98%
Average Transaction to Market	101%	99%	85%
Average Transactional Discount	\$ 937	\$ 1,119	\$ 883
Average Front End Gross	\$ 1,460	\$ 1,220	\$ 1,534
Average Finance Gross	\$ 524	\$ 509	\$ 814
PUVR	\$ 1,984	\$ 1,730	\$ 2,348
Total Gross (Units&PUVR)	\$ 121,050	\$ 24,215	\$ 30,520

Shane McCurtain	Dave Molina	Craig Hawks	
5	5	5	0
4	10	5	0
89%	67%	60%	#DIV/0!
9	15	10	0
54.1	62.7	40.2	#DIV/0!
\$ 20,284	\$ 23,295	\$ 22,805	#DIV/0!
\$ 19,176	\$ 22,633	\$ 21,796	#DIV/0!
\$ 21,222	\$ 23,462	\$ 21,762	#DIV/0!
97%	129%	107%	#DIV/0!
91%	121%	102%	#DIV/0!
\$ 1,108	\$ 662	\$ 1,009	#DIV/0!
\$ 1,385	\$ 1,392	\$ 1,870	#DIV/0!
\$ 793	\$ 360	\$ 173	#DIV/0!
\$ 2,178	\$ 1,752	\$ 2,043	#DIV/0!
\$ 19,603	\$ 26,283	\$ 20,430	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	25
# of Traded Vehicles Retailed	36
% Retailed of Non-New Franchise	64%
Total # Retail Units	61
Average Days to Sale	56.4
Average Advertised Price (Time of Sale)	\$ 22,823
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Average Market Price at 100%	\$ 22,510
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Average Finance Gross	\$ 524
PUVR	\$ 1,984
Total Gross (Units&PUVR)	\$ 121,050

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Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	25
# of Traded Vehicles Retailed	36
Total # Retail Units	61
Average Days to Sale	56.4
Average Advertised Price (Time of Sale)	\$ 22,823
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Average Finance Gross	\$ 524
PUVR	\$ 1,984
Total Gross (Units&PUVR)	\$ 121,050

Yes	No
3	22
1	35
4	57
40.0	57.6
\$ 37,645	\$ 20,825
\$ 37,006	\$ 20,825
\$ 36,661	\$ 21,517
104%	109%
102%	101%
\$ 639	\$ 958
\$ 2,423	\$ 1,393
\$ 570	\$ 521
\$ 2,993	\$ 1,914
\$ 11,972	\$ 109,078



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	25
# of Traded Vehicles Retailed	36
Total # Retail Units	61
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Average Transaction Price	\$ 21,886
Average Market Price at 100%	\$ 22,510
Average Price to Market (Time of Sale)	108%
Average Transaction to Market	101%
Average Transactional Discount	\$ 937
Average Front End Gross	\$ 1,460
Average Finance Gross	\$ 524
PUVR	\$ 1,984
Total Gross (Units&PUVR)	\$ 121,050

Yes	No
5	20
17	19
22	39
48.4	61.0
\$ 25,495	\$ 20,336
\$ 24,634	\$ 20,336
\$ 25,361	\$ 20,901
117%	104%
109%	96%
\$ 861	\$ 980
\$ 2,126	\$ 1,085
\$ 598	\$ 482
\$ 2,724	\$ 1,567
\$ 59,932	\$ 61,118



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	24	\$50,795	\$13,363	\$2,673	39.34%
31 - 45 Days	8	\$18,328	\$2,729	\$2,632	13.11%
46 - 60 Days	5	\$5,044	\$1,532	\$1,315	8.20%
60 - 90 Days	12	\$15,987	\$6,670	\$1,888	19.67%
90 Days and Over	12	(\$1,075)	\$7,676	\$550	19.67%
Total	61	\$89,080	\$31,971	\$1,984	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	6
31 - 45 Days	2
46 - 60 Days	3
60 - 90 Days	6
90 Days and Over	8
Total	25

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$5,773	\$4,784	\$1,759
\$1,415	\$708	\$1,062
\$692	\$1,532	\$741
\$2,168	\$2,921	\$848
(\$2,654)	\$5,709	\$382
\$ 7,393	\$ 15,654	\$922

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

% of total unit sales
24.00%
8.00%
12.00%
24.00%
32.00%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	18	\$45,023
31 - 45 Days	6	\$16,913
46 - 60 Days	2	\$4,352
60 - 90 Days	6	\$13,819
90 Days and Over	4	\$1,579
Total	36	\$81,686

\$ 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
\$8,580	\$2,978	50.00%
\$2,021	\$3,156	16.67%
\$0	\$2,176	5.56%
\$3,749	\$2,928	16.67%
\$1,967	\$887	11.11%
\$16,317	\$2,722	100.0%

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

