

Input Sheet

Desk Manager	Finance Manager	Sales Consultant
Ron Haro	Marco Pineros	Alberto Guzman
Jeff Padilla	Mariel Harkin	Alex Malke
Xander Prisco	Rudy Myrie	Amr Mousa
Brock Sanders		Emeka Akuchie
		Earl Hernandez
		Eric Polanco
		Ken Campos
		Michael Rosa
		Mouhamed Fall
		Ryan Alexander
		Servet Acar
		Wesley VerHoef
		Catherine Ayuso
		Dody Tirpak
		Garrett Schwind
		James Lozier
		Jaswinder Nayyar
		Michael Cooper
		Matthew Moskal
		Manny Napier
		Maksim Semeran

#	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	Land Rover	Evoque	12	Yes	No	\$ 46,499	\$ 46,499	\$ 45,703	\$2,773	\$3,541
2	2013	Audi	S7	50	No	No	\$ 34,500	\$ 34,500	\$ 40,828	\$2,312	\$0
3	2014	Land Rover	LR2	18	No	No	\$ 22,995	\$ 21,000	\$ 21,229	\$4,450	\$1,187
4	2018	Land Rover	DISCO SPORT	5	Yes	No	\$ 41,000	\$ 37,625	\$ 39,299	\$750	\$0
5	2014	Land Rover	LR2	19	No	No	\$ 22,995	\$ 21,000	\$ 18,571	\$4,316	\$728
6	2015	Land Rover	Range Rover	28	No	No	\$ 89,998	\$ 85,500	\$ 87,737	\$6,720	\$5,751
7	2018	Land Rover	DISCO SPORT	5	Yes	No	\$ 41,000	\$ 37,575	\$ 39,312	\$700	\$0
8	2018	Jaguar	Fpace	5	Yes	No	\$ 585,777	\$ 51,125	\$ 53,627	\$2,564	\$1,147
9	2018	Jaguar	XE	5	Yes	No	\$ 51,500	\$ 37,428	\$ 41,594	\$70	\$1,792
10	2015	Land Rover	Range Rover Spt	55	Yes	Yes	\$ 51,500	\$ 47,000	\$ 49,120	\$1,298	\$2,217
11	2015	Mercedes-Benz	G550	48	No	No	\$ 79,995	\$ 72,000	\$ 74,718	\$7,495	\$3,645
12	2017	Jaguar	Fpace	23	No	No	\$ 43,995	\$ 36,000	\$ 39,796	(\$656)	\$3,208
13	2012	Land Rover	Range Rover	32	No	No	\$ 29,995	\$ 30,995	\$ 28,299	\$5,089	\$1,064
14	2018	Jaguar	Fpace	15	Yes	No	\$ 55,000	\$ 45,628	\$ 54,198	\$375	\$137
15	2016	Land Rover	Range Rover Spt	40	No	No	\$ 69,500	\$ 69,000	\$ 72,952	\$3,718	\$3,112
16	2015	Porsche	Cayenne	59	No	No	\$ 55,449	\$ 40,250	\$ 49,449	(\$330)	\$313
17	2016	Land Rover	Range Rover Spt	42	No	Yes	\$ 59,995	\$ 58,000	\$ 56,118	(\$1,779)	\$3,045
18	2017	Land Rover	Evoque	60	No	No	\$ 38,593	\$ 33,543	\$ 38,500	\$2,928	\$344
19	2018	Land Rover	DISCO SPORT	60	Yes	No	\$ 42,083	\$ 38,529	\$ 41,500	\$163	\$1,510
20	2016	Land Rover	Range Rover	26	No	No	\$ 84,196	\$ 79,000	\$ 85,330	\$4,856	\$0
21	2015	Infiniti	QX 80	49	No	No	\$ 45,500	\$ 37,995	\$ 43,826	\$4,855	\$2,158
22	2009	Acura	MDX	55	No	No	\$ 12,995	\$ 12,000	\$ 13,600	\$635	\$2,064
23	2015	Land Rover	Range Rover Spt	48	No	No	\$ 51,500	\$ 47,200	\$ 48,943	\$1,923	\$874
24	2009	Honda	CR-V EX	66	No	No	\$ 9,989	\$ 7,000	\$ 10,538	(\$633)	\$0
25	2013	Ford	Explorer	70	No	No	\$ 27,000	\$ 21,300	\$ 26,099	(\$1,651)	\$0
26	2016	Cadillac	Escalade	32	No	No	\$ 65,000	\$ 61,494	\$ 65,440	\$2,796	\$2,957
27	2015	Toyota	RAV4	20	No	No	\$ 18,737	\$ 14,495	\$ 17,995	\$1,945	\$0
28	2018	Land Rover	DISCO SPORT	11	Yes	No	\$ 45,000	\$ 44,802	\$ 45,000	\$1,757	\$693
29	2015	Kia	Optima	15	No	No	\$ 19,322	\$ 14,700	\$ 17,526	\$250	\$1,538
30	2018	Jaguar	Fpace	22	Yes	No	\$ 47,795	\$ 44,091	\$ 46,930	(\$497)	\$1,591
31	2018	Jaguar	XE	58	Yes	Yes	\$ 58,000	\$ 44,762	\$ 52,473	(\$1,592)	\$0
32	2012	Land Rover	Range Rover Spt	14	No	No	\$ 24,500	\$ 22,250	\$ 24,782	\$2,006	\$2,430
33	2018	Jaguar	XE	26	Yes	Yes	\$ 44,879	\$ 41,294	\$ 43,250	(\$2,057)	\$0
34	2018	Land Rover	DISCO SPORT	39	Yes	No	\$ 44,500	\$ 40,337	\$ 44,781	(\$1,314)	\$327
35	2018	Jaguar	Fpace	57	Yes	Yes	\$ 52,500	\$ 48,000	\$ 54,779	\$13	\$3,724
36	2011	Ford	Expedition	20	No	No	\$ 20,083	\$ 17,500	\$ 20,889	\$3,808	\$636
37	2018	Land Rover	DISCO SPORT	33	Yes	No	\$ 44,500	\$ 40,906	\$ 44,769	\$755	\$1,043
38	2015	Mercedes-Benz	M-Class	26	No	No	\$ 27,394	\$ 27,394	\$ 27,595	\$7,450	\$0
39	2018	Land Rover	Velar	13	Yes	No	\$ 58,500	\$ 56,526	\$ 54,138	\$6,384	\$3,160
40	2015	Land Rover	Range Rover	24	No	No	\$ 71,450	\$ 67,645	\$ 73,405	\$113	\$694
41	2005	Acura	MDX	16	No	No	\$ 5,995	\$ 6,410	\$ 6,868	\$103	\$0
42	2017	Audi	S7	36	No	No	\$ 76,995	\$ 70,000	\$ 71,651	\$450	\$2,481
43	2013	Jaguar	XF	54	No	No	\$ 21,487	\$ 17,692	\$ 21,000	(\$1,618)	\$3,493
44	2015	Mercedes-Benz	ML350	22	No	No	\$ 32,500	\$ 31,466	\$ 33,027	\$2,437	\$0
45	2018	Jaguar	XE	32	Yes	No	\$ 42,499	\$ 39,429	\$ 43,381	\$2,366	\$1,599
46	2018	Land Rover	DISCO SPORT	23	Yes	No	\$ 47,500	\$ 47,200	\$ 45,638	(\$1,047)	\$3,267
47	2018	Land Rover	Evoque	23	Yes	Yes	\$ 46,500	\$ 38,429	\$ 45,823	(\$1,043)	\$117
48	2018	Land Rover	DISCO SPORT	25	Yes	Yes	\$ 43,799	\$ 43,000	\$ 45,658	\$169	\$523

49	2016	Land Rover	Range Rover Spt	10	No	Yes	\$ 71,500	\$ 70,500	\$ 72,434	\$746	\$2,144
50	2015	Land Rover	Range Rover	26	No	No	\$ 64,984	\$ 59,136	\$ 60,405	\$120	\$6,031
51	2018	Land Rover	Evoque	33	Yes	Yes	\$ 44,995	\$ 40,834	\$ 45,929	(\$967)	\$105
52	2013	Cadillac	Escalade	20	No	No	\$ 32,997	\$ 31,000	\$ 37,154	\$871	\$1,400
53	2018	Land Rover	Evoque	16	Yes	Yes	\$ 46,250	\$ 39,749	\$ 45,881	(\$648)	\$2,434



Scoreboard	
# of Purchased Vehicles Retailed	105
# of Traded Vehicles Retailed	95
% Retailed of Non-New Franchise	20%
Total # Retail Units	200
Average Days to Sale	34.7
Average Advertised Price (Time of Sale)	\$ 46,811
Average Transaction Price	\$ 41,143
Average Market Price at 100%	\$ 44,243
Average Price to Market (Time of Sale)	104%
Average Transaction to Market	92%
Average Transactional Discount	\$ 5,668
Average Front End Gross	\$ 1,158
Average Finance Gross	\$ 1,556
PUVR	\$ 2,714
Total Gross (Units&PUVR)	\$ 542,825



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	105
# of Traded Vehicles Retailed	95
% Retailed of Non-New Franchise	20%
Total # Retail Units	200
Average Days to Sale	34.7
Average Advertised Price (Time of Sale)	\$ 46,811
Average Transaction Price	\$ 41,143
Average Market Price at 100%	\$ 44,243
Average Price to Market (Time of Sale)	104%
Average Transaction to Market	92%
Average Transactional Discount	\$ 5,668
Average Front End Gross	\$ 1,158
Average Finance Gross	\$ 1,556
PUVR	\$ 2,714
Total Gross (Units&PUVR)	\$ 542,825



Ron Haro	Jeff Padilla	Xander Prisco
58	38	7
33	54	8
15%	23%	27%
91	92	15
32.8	38.4	26.5
\$ 46,005	\$ 42,699	\$ 40,446
\$ 43,542	\$ 39,112	\$ 38,083
\$ 45,940	\$ 42,884	\$ 41,001
100%	99%	97%
94%	91%	91%
\$ 2,463	\$ 3,587	\$ 2,363
\$ 1,357	\$ 781	\$ 2,226
\$ 1,799	\$ 1,390	\$ 1,217
\$ 3,156	\$ 2,172	\$ 3,443
\$ 287,178	\$ 199,780	\$ 51,644

Brock Sanders		
2	0	0
0	0	0
0%	#DIV/0!	#DIV/0!
2	0	0
10.0	#DIV/0!	#DIV/0!
\$ 320,389	#DIV/0!	#DIV/0!
\$ 48,377	#DIV/0!	#DIV/0!
\$ 53,913	#DIV/0!	#DIV/0!
597%	#DIV/0!	#DIV/0!
90%	#DIV/0!	#DIV/0!
\$ 272,012	#DIV/0!	#DIV/0!
\$ 1,470	#DIV/0!	#DIV/0!
\$ 642	#DIV/0!	#DIV/0!
\$ 2,112	#DIV/0!	#DIV/0!
\$ 4,223	#DIV/0!	#DIV/0!

Scoreboard		
Sales Consultant	Totals	Alex Malke
# of Purchased Vehicles Retailed	105	6
# of Traded Vehicles Retailed	95	6
% Retailed of Non-New Franchise	20%	17%
Total # Retail Units	200	12
Average Days to Sale	34.7	33.1
Average Advertised Price (Time of Sale)	\$ 46,811	\$ 50,569
Average Transaction Price	\$ 41,143	\$ 47,442
Average Market Price at 100%	\$ 44,243	\$ 49,773
Average Price to Market (Time of Sale)	104%	102%
Average Transaction to Market	92%	96%
Average Transactional Discount	\$ 5,668	\$ 3,127
Average Front End Gross	\$ 1,158	\$ 1,720
Average Finance Gross	\$ 1,556	\$ 1,893
PUVR	\$ 2,714	\$ 3,613
Total Gross (Units&PUVR)	\$ 542,825	\$ 43,355



Amr Mousa	Emeka Akuchie	Earl Hernandez
7	5	8
2	2	1
22%	0%	0%
9	7	9
32.6	41.3	26.4
\$ 37,812	\$ 39,147	\$ 43,238
\$ 34,860	\$ 36,954	\$ 42,105
\$ 37,431	\$ 39,064	\$ 43,811
97%	99%	98%
90%	93%	96%
\$ 2,952	\$ 2,193	\$ 1,132
\$ 428	\$ 1,160	\$ (501)
\$ 1,190	\$ 1,568	\$ 768
\$ 1,619	\$ 2,728	\$ 267
\$ 14,569	\$ 19,093	\$ 2,407

Eric Polanco	Ken Campos	Michael Rosa
4	0	7
6	0	9
30%	#DIV/0!	31%
10	0	16
38.7	#DIV/0!	36.9
\$ 49,326	#DIV/0!	\$ 37,667
\$ 47,008	#DIV/0!	\$ 36,253
\$ 47,937	#DIV/0!	\$ 37,955
102%	#DIV/0!	97%
98%	#DIV/0!	94%
\$ 2,317	#DIV/0!	\$ 1,414
\$ 1,058	#DIV/0!	\$ 1,237
\$ 1,495	#DIV/0!	\$ 2,057
\$ 2,552	#DIV/0!	\$ 3,294
\$ 25,522	#DIV/0!	\$ 52,709

Mouhamed Fall	Ryan Alexander	Servet Acar
6	7	15
6	8	10
8%	27%	16%
12	15	25
36.9	37.9	41.1
\$ 42,457	\$ 40,331	\$ 42,164
\$ 38,726	\$ 37,679	\$ 39,572
\$ 42,531	\$ 41,277	\$ 42,314
101%	96%	99%
89%	87%	91%
\$ 3,731	\$ 2,652	\$ 2,592
\$ 574	\$ 1,513	\$ 344
\$ 601	\$ 1,372	\$ 1,742
\$ 1,175	\$ 2,884	\$ 2,085
\$ 14,100	\$ 43,265	\$ 52,134

Wesley VerHoef	Catherine Ayuso	Dody Tirpak
0	2	4
5	3	1
60%	20%	0%
5	5	5
31.4	29.8	25.2
\$ 40,761	\$ 41,145	\$ 43,737
\$ 35,290	\$ 39,262	\$ 39,758
\$ 37,864	\$ 42,574	\$ 41,152
107%	94%	107%
91%	90%	98%
\$ 5,471	\$ 1,883	\$ 3,979
\$ 2,843	\$ 538	\$ 1,208
\$ 2,469	\$ 1,294	\$ 1,056
\$ 5,313	\$ 1,833	\$ 2,264
\$ 26,563	\$ 9,163	\$ 11,319

Garrett Schwind	James Lozier	Jaswinder Nayyar
2	8	7
3	4	3
20%	8%	0%
5	12	10
23.0	44.3	22.1
\$ 158,434	\$ 52,661	\$ 49,695
\$ 49,638	\$ 42,899	\$ 46,051
\$ 52,359	\$ 54,397	\$ 49,679
297%	96%	100%
94%	84%	93%
\$ 108,796	\$ 9,762	\$ 3,643
\$ 2,423	\$ 120	\$ 889
\$ 1,986	\$ 1,344	\$ 1,642
\$ 4,409	\$ 1,464	\$ 2,530
\$ 22,045	\$ 17,565	\$ 25,304

Michael Cooper	Matthew Moskal	Manny Napier
3	2	0
6	5	5
33%	29%	20%
9	7	5
29.6	33.3	33.4
\$ 39,404	\$ 47,883	\$ 44,147
\$ 36,933	\$ 46,243	\$ 45,864
\$ 39,757	\$ 47,310	\$ 48,057
99%	104%	92%
93%	100%	94%
\$ 2,471	\$ 1,640	\$ (1,717)
\$ 2,728	\$ 3,946	\$ 1,090
\$ 1,484	\$ 2,158	\$ 1,441
\$ 4,211	\$ 6,104	\$ 2,531
\$ 37,902	\$ 42,727	\$ 12,655

Maksim Semeran	Michael VanHouten	
3	4	0
2	3	0
0%	43%	#DIV/0!
5	7	0
32.6	33.1	#DIV/0!
\$ 52,097	\$ 43,899	#DIV/0!
\$ 49,068	\$ 40,480	#DIV/0!
\$ 49,821	\$ 45,047	#DIV/0!
104%	97%	#DIV/0!
99%	90%	#DIV/0!
\$ 3,029	\$ 3,419	#DIV/0!
\$ 810	\$ 1,437	#DIV/0!
\$ 2,616	\$ 1,453	#DIV/0!
\$ 3,427	\$ 2,890	#DIV/0!
\$ 17,133	\$ 20,228	#DIV/0!

Scoreboard	
Finance Manager	Totals
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Average Finance Gross	\$ 1,556
PUVR	\$ 2,714
Total Gross (Units&PUVR)	\$ 542,825



Marco Pineros	Mariel Harkin	Rudy Myrie
33	15	35
29	18	40
21%	24%	21%
62	33	75
34.6	31.5	36.2
\$ 45,920	\$ 44,751	\$ 48,816
\$ 43,460	\$ 41,485	\$ 37,997
\$ 46,127	\$ 44,838	\$ 41,912
99%	100%	112%
93%	92%	90%
\$ 2,460	\$ 3,265	\$ 10,819
\$ 1,617	\$ 1,149	\$ 889
\$ 2,056	\$ 2,019	\$ 900
\$ 3,673	\$ 3,168	\$ 1,789
\$ 227,734	\$ 104,557	\$ 134,172

Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	105
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Total # Retail Units	200
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Average Finance Gross	\$ 1,556
PUVR	\$ 2,714
Total Gross (Units&PUVR)	\$ 542,825

Yes	No
42	63
7	88
49	151
38.8	33.4
\$ 52,465	\$ 38,279
\$ 49,968	\$ 38,279
\$ 52,558	\$ 41,545
100%	106%
95%	91%
\$ 2,497	\$ 6,697
\$ (330)	\$ 1,641
\$ 1,777	\$ 1,484
\$ 1,448	\$ 3,125
\$ 70,942	\$ 471,883



Scoreboard	
Same Brand as New	Totals
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Average Front End Gross	\$ 1,158
Average Finance Gross	\$ 1,556
PUVR	\$ 2,714
Total Gross (Units&PUVR)	\$ 542,825

Yes	No
105	0
56	39
161	39
33.7	38.9
\$ 51,254	\$ 25,348
\$ 44,969	\$ 25,348
\$ 47,698	\$ 29,981
107%	94%
95%	81%
\$ 6,285	\$ 3,120
\$ 1,016	\$ 1,747
\$ 1,678	\$ 1,051
\$ 2,694	\$ 2,798
\$ 433,711	\$ 109,115



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	103	\$175,800	\$169,801	\$3,355	51.50%
31 - 45 Days	39	\$45,266	\$50,771	\$2,462	19.50%
46 - 60 Days	32	\$49,766	\$50,514	\$3,134	16.00%
60 - 90 Days	24	(\$34,175)	\$38,595	\$184	12.00%
90 Days and Over	2	(\$4,972)	\$1,460	(\$1,756)	1.00%
Total	200	\$231,685	\$311,141	\$2,714	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	62
31 - 45 Days	22
46 - 60 Days	13
60 - 90 Days	7
90 Days and Over	1
Total	105

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$47,878	\$101,898	\$2,416
\$16,486	\$28,850	\$2,061
\$2,581	\$18,334	\$1,609
(\$19,053)	\$13,417	(\$805)
(\$2,172)	\$1,460	(\$712)
\$ 45,721	\$ 163,959	\$1,997

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

% of total unit sales
59.05%
20.95%
12.38%
6.67%
0.95%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	39	\$123,416
31 - 45 Days	16	\$29,186
46 - 60 Days	18	\$42,991
60 - 90 Days	17	(\$15,122)
90 Days and Over	1	(\$2,800)
Total	91	\$177,670

\$ 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
\$67,903	\$4,906	42.86%
\$21,921	\$3,194	17.58%
\$32,180	\$4,176	19.78%
\$25,178	\$592	18.68%
\$0	(\$2,800)	1.10%
\$147,181	\$3,570	100.0%

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

