

Input Sheet



Desk Manager	Finance Manager	Sales Consultant
Robert Seeley	Tim Spellman	Tim Spellman
Long Giang	Saqib Khan	Saqib Khan
Leah Oren	Alex Raymond	Alex Raymond
Michael Cooke	Richard Meier	Steve Hughes
Victor Haviv	Rachel Rosenthal	Rachel Rosenthal
Steve Smiley	Gary Catronio	Gary Catronio
Brian Mintzer	German Afanador	German Afanador
Robert Collins	Gregg Whyte	Gregg Whyte
	Anthony Pezzuto	Anthony Pezzuto
	Mike Dubler	Mike Dubler
	Jeff Wright	Jeff Wright
	Dan Meininger	Dan Meininger
	Omar Hashmi	Omar Hashmi
	Gary Mueller	Gary Mueller
	Rigot Dilus	Rigot Dilus
	Christina Pantoja	Christina Pantoja
	Mike Thomas	Mike Thomas
	Alicia Stark	Alicia Stark
	Khaled Dandashi	Khaled Dandashi
	Mel Malka	Mel Malka
	Josh Kantor	Josh Kantor
	Keegan Potter	Keegan Potter
	Donald Norton	Donald Norton
	Robert Kohl	Robert Kohl
	Robert St Aubin	Robert St Aubin
	Kahari Whittaker	Kahari Whittaker
	Eric Rodgers	Eric Rodgers
	Dan Phillips	Dan Phillips
	Lancia Lindo	Lancia Lindo
	Mike Robbins	Mike Robbins
	Fran Levine	Fran Levine
	Steve McNeeley	Steve McNeeley
	Kenny Telusnord	Kenny Telusnord
	Bobby Edmond	Bobby Edmond
	Pedro Diaz	Pedro Diaz
	Jonathan Wulkan	Jonathan Wulkan
	Dennis Jackson	Dennis Jackson
	Jerry Gruher	Jerry Gruher
	Dario Dziamalek	Dario Dziamalek
	Mike D'Ambra	Mike D'Ambra
	Alex Bondarevsky	Alex Bondarevsky

#	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	2016	Lexus	RX350	50	No	Yes	\$ 41,830	\$ 41,830	\$ 41,830	\$4,516	\$705
2	2015	Lexus	ES350	22	Yes	Yes	\$ 28,541	\$ 28,541	\$ 29,161	\$1,619	\$0
3	2015	Lexus	RX350	34	Yes	Yes	\$ 29,236	\$ 29,236	\$ 29,236	\$1,092	\$518
4	2015	Lexus	RX350	46	Yes	Yes	\$ 30,406	\$ 30,406	\$ 30,673	\$267	\$0
5	2014	Lexus	CT200h	78	Yes	Yes	\$ 20,495	\$ 20,495	\$ 21,214	(\$514)	\$1,375
6	2017	Lexus	GX460	78	Yes	Yes	\$ 46,573	\$ 46,573	\$ 47,296	(\$264)	\$3,047
7	2017	Lexus	GX460	62	No	Yes	\$ 44,956	\$ 44,956	\$ 46,798	(\$1,658)	\$944
8	2016	Lexus	RX350	46	Yes	Yes	\$ 38,797	\$ 38,797	\$ 40,455	\$1,424	\$0
9	2017	Lexus	RX350	13	No	Yes	\$ 45,403	\$ 45,403	\$ 45,403	\$4,341	\$351
10	2014	Lexus	LS460	25	Yes	Yes	\$ 44,931	\$ 44,931	\$ 44,931	\$2,422	\$1,045
11	2011	Hyundai	Genesis	70	No	No	\$ 9,489	\$ 9,489	\$ 10,066	\$970	\$949
12	2017	Lexus	RX350	31	No	Yes	\$ 42,549	\$ 42,549	\$ 43,319	\$4,423	\$400
13	2018	Lexus	GS350	71	No	Yes	\$ 48,875	\$ 48,875	\$ 53,597	\$2,994	\$0
14	2015	Lexus	RX350	39	Yes	Yes	\$ 34,182	\$ 34,182	\$ 34,815	\$46	\$0
15	2016	Lincoln	MKX	58	Yes	No	\$ 34,989	\$ 34,989	\$ 38,120	(\$1,042)	\$1,333
16	2015	Lexus	ES350	28	Yes	Yes	\$ 27,119	\$ 27,119	\$ 28,831	\$1,076	\$1,257
17	2016	Jeep	Wrangler	128	Yes	No	\$ 30,290	\$ 30,290	\$ 34,950	(\$2,140)	\$378
18	2007	Lexus	ES350	35	No	No	\$ 10,991	\$ 10,991	\$ 10,024	\$888	\$172
19	2016	Lexus	ES350	32	Yes	Yes	\$ 31,999	\$ 31,999	\$ 31,999	\$895	\$0
20	2017	Lexus	RC350	48	No	Yes	\$ 42,441	\$ 42,441	\$ 44,669	\$3,118	\$2,467
21	2015	Lexus	IS250	28	Yes	Yes	\$ 28,815	\$ 28,815	\$ 27,144	\$600	\$557
22	2016	Lexus	IS250	10	Yes	Yes	\$ 31,619	\$ 31,619	\$ 32,388	\$2,659	\$648
23	2015	Lexus	NX200T	21	No	Yes	\$ 30,841	\$ 30,841	\$ 31,492	\$2,242	\$1,240
24	2017	Lexus	RX350	43	No	Yes	\$ 42,548	\$ 42,548	\$ 42,548	\$1,518	\$1,201
25	2017	Lexus	ES350	47	No	Yes	\$ 32,996	\$ 32,996	\$ 34,307	\$1,072	\$200
26	2015	Lexus	RX350	38	Yes	Yes	\$ 30,456	\$ 30,456	\$ 31,912	(\$896)	\$0
27	2016	Lexus	NX200T	21	Yes	Yes	\$ 32,763	\$ 32,763	\$ 32,292	(\$540)	\$2,303
28	2015	Lexus	NX200T	39	Yes	Yes	\$ 28,897	\$ 28,897	\$ 29,888	\$541	\$1,355
29	2015	Lexus	RX350	57	No	Yes	\$ 29,187	\$ 29,187	\$ 29,187	\$2,546	\$1,296
30	2015	Lexus	IS250	28	Yes	Yes	\$ 26,197	\$ 26,197	\$ 26,341	\$1,991	\$229
31	2016	Lexus	NX200T	39	No	Yes	\$ 30,754	\$ 30,754	\$ 32,827	\$1,627	\$515
32	2015	Toyota	RAV4	86	No	No	\$ 21,943	\$ 21,943	\$ 24,198	\$452	\$1,018
33	2015	Lexus	IS250	73	Yes	Yes	\$ 27,000	\$ 27,000	\$ 28,879	(\$368)	\$931
34	2017	Lexus	RX350	32	Yes	Yes	\$ 40,578	\$ 40,578	\$ 41,484	\$3,106	\$1,643
35	2010	Toyota	Camry	23	No	No	\$ 9,999	\$ 9,999	\$ 10,341	\$2,607	\$644
36	2015	Lexus	IS250	46	Yes	Yes	\$ 28,619	\$ 28,619	\$ 28,619	\$1,245	\$1,251
37	2017	Dodge	RAM	65	Yes	No	\$ 31,486	\$ 31,486	\$ 34,272	\$663	\$825
38	2014	Toyota	Tundra	101	No	No	\$ 33,989	\$ 33,989	\$ 37,957	(\$504)	\$457
39	2015	Toyota	Camry	50	Yes	No	\$ 15,494	\$ 15,494	\$ 14,984	(\$562)	\$357
40	2015	Lexus	RX350	37	No	Yes	\$ 32,458	\$ 32,458	\$ 33,615	\$1,694	\$266
41	2015	Toyota	Sienna	48	Yes	No	\$ 27,449	\$ 27,449	\$ 28,703	(\$542)	\$0
42	2015	Lexus	NX200T	24	Yes	Yes	\$ 32,798	\$ 32,798	\$ 32,798	\$3,029	\$496
43	2016	Lexus	RX350	33	Yes	Yes	\$ 37,821	\$ 37,821	\$ 37,821	\$2,025	\$752
44	2015	Lexus	ES350	24	Yes	Yes	\$ 27,205	\$ 27,205	\$ 27,639	\$1,763	\$2,482
45	2014	Maserati	Ghibli	15	Yes	No	\$ 29,675	\$ 29,675	\$ 30,590	\$1,247	\$1,693
46	2018	Toyota	Tacoma	27	Yes	No	\$ 25,221	\$ 25,221	\$ 25,275	\$854	\$1,761

47	2015	Lexus	ES350	49	Yes	Yes	\$ 28,540	\$ 28,540	\$ 28,737	\$178	\$0
48	2015	Lexus	RX350	28	Yes	Yes	\$ 28,560	\$ 28,560	\$ 29,475	\$62	\$0
49	2017	Jeep	Wrangler	15	Yes	No	\$ 34,660	\$ 34,660	\$ 35,054	\$3,213	\$0
50	2016	Lexus	IS200T	16	Yes	Yes	\$ 30,889	\$ 30,889	\$ 32,031	\$2,318	\$0
51	2015	Lexus	IS250	36	Yes	Yes	\$ 26,999	\$ 26,999	\$ 27,984	\$960	\$1,796
52	2016	Lexus	RCF	32	Yes	Yes	\$ 55,487	\$ 55,487	\$ 54,737	\$487	\$1,380
53	2015	Lexus	LS460	60	Yes	Yes	\$ 42,939	\$ 42,939	\$ 45,110	(\$2,185)	\$0



Scoreboard	
# of Purchased Vehicles Retailed	116
# of Traded Vehicles Retailed	84
% Retailed of Non-New Franchise	28%
Total # Retail Units	200
Average Days to Sale	46.1
Average Advertised Price (Time of Sale)	\$ 29,097
Average Transaction Price	\$ 29,097
Average Market Price at 100%	\$ 30,090
Average Price to Market (Time of Sale)	97%
Average Transaction to Market	97%
Average Transactional Discount	\$ -
Average Front End Gross	\$ 690
Average Finance Gross	\$ 913
PUVR	\$ 1,603
Total Gross (Units&PUVR)	\$ 320,618



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	116
# of Traded Vehicles Retailed	84
% Retailed of Non-New Franchise	28%
Total # Retail Units	200
Average Days to Sale	46.1
Average Advertised Price (Time of Sale)	\$ 29,097
Average Transaction Price	\$ 29,097
Average Market Price at 100%	\$ 30,090
Average Price to Market (Time of Sale)	97%
Average Transaction to Market	97%
Average Transactional Discount	\$ -
Average Front End Gross	\$ 690
Average Finance Gross	\$ 913
PUVR	\$ 1,603
Total Gross (Units&PUVR)	\$ 320,618

Robert Seeley	Long Giang	Leah Oren
15	24	30
10	24	20
20%	27%	30%
25	48	50
43.0	45.0	51.4
\$ 28,672	\$ 28,742	\$ 28,447
\$ 28,672	\$ 28,742	\$ 28,447
\$ 29,583	\$ 29,719	\$ 29,491
98%	97%	97%
98%	97%	97%
\$ -	\$ -	\$ -
\$ 605	\$ 849	\$ 694
\$ 665	\$ 962	\$ 823
\$ 1,269	\$ 1,810	\$ 1,517
\$ 31,735	\$ 86,895	\$ 75,851



Michael Cooke	
	29
	14
	33%
	43
	49.7
\$	29,355
\$	29,355
\$	30,548
	96%
	96%
\$	-
\$	132
\$	1,087
\$	1,219
\$	52,413

Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	116	0
# of Traded Vehicles Retailed	84	0
% Retailed of Non-New Franchise	28%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	46.1	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 29,097	#DIV/0!
Average Transaction Price	\$ 29,097	#DIV/0!
Average Market Price at 100%	\$ 30,090	#DIV/0!
Average Price to Market (Time of Sale)	97%	#DIV/0!
Average Transaction to Market	97%	#DIV/0!
Average Transactional Discount	\$ -	#DIV/0!
Average Front End Gross	\$ 690	#DIV/0!
Average Finance Gross	\$ 913	#DIV/0!
PUVR	\$ 1,603	#DIV/0!
Total Gross (Units&PUVR)	\$ 320,618	#DIV/0!

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



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	116
# of Traded Vehicles Retailed	84
% Retailed of Non-New Franchise	28%
Total # Retail Units	200
Average Days to Sale	46.1
Average Advertised Price (Time of Sale)	\$ 29,097
Average Transaction Price	\$ 29,097
Average Market Price at 100%	\$ 30,090
Average Price to Market (Time of Sale)	97%
Average Transaction to Market	97%
Average Transactional Discount	\$ -
Average Front End Gross	\$ 690
Average Finance Gross	\$ 913
PUVR	\$ 1,603
Total Gross (Units&PUVR)	\$ 320,618

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



Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	116
# of Traded Vehicles Retailed	84
Total # Retail Units	200
Average Days to Sale	46.1
Average Advertised Price (Time of Sale)	\$ 29,097
Average Transaction Price	\$ 29,097
Average Market Price at 100%	\$ 30,090
Average Price to Market (Time of Sale)	97%
Average Transaction to Market	97%
Average Transactional Discount	\$ -
Average Front End Gross	\$ 690
Average Finance Gross	\$ 913
PUVR	\$ 1,603
Total Gross (Units&PUVR)	\$ 320,618

Yes	No
95	21
42	42
137	63
45.3	47.7
\$ 32,400	\$ 21,913
\$ 32,400	\$ 21,913
\$ 33,412	\$ 22,865
97%	97%
97%	97%
\$ -	\$ -
\$ 715	\$ 635
\$ 947	\$ 840
\$ 1,662	\$ 1,475
\$ 227,720	\$ 92,898



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	116
# of Traded Vehicles Retailed	84
Total # Retail Units	200
Average Days to Sale	46.1
Average Advertised Price (Time of Sale)	\$ 29,097
Average Transaction Price	\$ 29,097
Average Market Price at 100%	\$ 30,090
Average Price to Market (Time of Sale)	97%
Average Transaction to Market	97%
Average Transactional Discount	\$ -
Average Front End Gross	\$ 690
Average Finance Gross	\$ 913
PUVR	\$ 1,603
Total Gross (Units&PUVR)	\$ 320,618

Yes	No
96	20
49	35
145	55
44.1	51.2
\$ 31,544	\$ 22,643
\$ 31,544	\$ 22,643
\$ 32,464	\$ 23,829
98%	96%
98%	96%
\$ -	\$ -
\$ 821	\$ 345
\$ 921	\$ 893
\$ 1,742	\$ 1,238
\$ 252,549	\$ 68,069



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	65	\$95,525	\$64,434	\$2,461	32.50%
31 - 45 Days	40	\$37,248	\$32,955	\$1,755	20.00%
46 - 60 Days	40	\$17,795	\$31,411	\$1,230	20.00%
60 - 90 Days	48	(\$10,388)	\$48,686	\$798	24.00%
90 Days and Over	7	(\$2,245)	\$5,197	\$422	3.50%
Total	200	\$137,935	\$182,683	\$1,603	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	32
31 - 45 Days	22
46 - 60 Days	23
60 - 90 Days	36
90 Days and Over	3
Total	116

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$39,902	\$30,328	\$2,195
\$17,638	\$19,026	\$1,667
(\$510)	\$14,635	\$614
(\$19,176)	\$41,755	\$627
(\$2,768)	\$2,730	(\$13)
\$ 35,086	\$ 108,474	\$1,238

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

% of total unit sales
27.59%
18.97%
19.83%
31.03%
2.59%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	32	\$52,179
31 - 45 Days	17	\$19,260
46 - 60 Days	15	\$15,312
60 - 90 Days	12	\$8,788
90 Days and Over	4	\$523
Total	80	\$96,062

\$ PUVR result of adding Front Gross \$\$ and F&I Gro:
% of total unit sales result of dividing unit sales in ag



Total F&I Gross \$	\$ PUVR	% of total unit sales
\$34,106	\$2,696	40.00%
\$13,929	\$1,952	21.25%
\$13,081	\$1,893	18.75%
\$6,931	\$1,310	15.00%
\$2,467	\$748	5.00%
\$70,514	\$2,082	100.0%

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

