

Pre-Work VO1 Week 4 Pre-OW

Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only.)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
- 6) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)
- 7) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.



Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross	Salesperson	Desk Manager	Finance Manager	Trade	Over/Under Allowance
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500	Desiree Dawson	Michael Hayes	Mike Lucki	Yes	\$2,000
1	SL1260	2023	Subaru	Outback	123	Loaner	Yes	No	\$ 27,916	\$ 27,416	98%	\$0	\$718	Tiyanna Hooker	Giancarlos Sherwood	Frank Stokes	No	\$0
2	S6228A	2019	Hyundai	Tucson	24	Trade on New	No	No	\$ 13,987	\$ 13,400	92%	\$3,831	\$252	Ken Adjocy	Giancarlos Sherwood	Frank Stokes	No	\$0
3	S6234B	2021	Subaru	Impreza	21	Trade on New	Yes	No	\$ 21,636	\$ 21,636	99%	\$1,450	\$2,167	Austin Brinsfield	Giancarlos Sherwood	Frank Stokes	Yes	\$0
4	V3614A	2023	Volkswagen	Taos	33	Trade on New	Yes	Yes	\$ 25,481	\$ 24,000	100%	(\$733)	\$1,414	Reuben Trammell	Andy Rash	Dominique Johnson	No	\$0
5	PV2157	2022	Volkswagen	Cross sport	31	Street/Curb Buy	Yes	Yes	\$ 33,605	\$ 32,550	101%	\$411	\$2,420	Reuben Trammell	Andy Rash	Frank Stokes	No	\$0
6	V3570A	2023	Tesla	Model Y	30	Trade on New	No	No	\$ 38,499	\$ 37,499	102%	\$1,627	\$0	Alante Gunter	Andy Rash	Dominique Johnson	No	\$0
7	S6318A	2019	Chevrolet	Equinox	14	Trade on New	No	No	\$ 21,428	\$ 21,202	99%	\$1,561	\$0	Quest Boggs-Hughe	Giancarlos Sherwood	Dominique Johnson	No	\$0
8	V3642A	2020	Volvo	XC40	17	Trade on New	No	No	\$ 22,481	\$ 22,481	95%	\$2,816	\$211	Tiyanna Hooker	Giancarlos Sherwood	Frank Stokes	No	\$0
9	S6061A	2014	Toyota	Tacoma	33	Trade on New	No	No	\$ 22,494	\$ 22,000	94%	\$1,558	\$0	Alante Gunter	Andy Rash	Dominique Johnson	No	\$0
10	SL1250	2023	Subaru	Outback	178	Loaner	Yes	No	\$ 32,294	\$ 32,499	97%	\$0	\$2,439	Tiyanna Hooker	Giancarlos Sherwood	Frank Stokes	No	\$0
11	S6308A	2011	Mini	Cooper	21	Trade on New	No	No	\$ 8,994	\$ 8,994	85%	\$2,299	\$0	Ken Adjocy	Andy Rash	Giancarlos Sherwood	No	\$0
12	S6350A	2020	Subaru	WRX	15	Trade on New	No	No	\$ 23,789	\$ 23,789	102%	\$2,409	\$2,673	Ken Adjocy	Giancarlos Sherwood	Frank Stokes	Yes	(\$500)
13	S6153A	2017	Honda	Accord	19	Trade on New	No	No	\$ 19,994	\$ 19,994	95%	\$728	\$0	Ken Adjocy	Andy Rash	Dominique Johnson	No	\$0
14	S6162A	2019	Toyota	Tacoma	62	Trade on New	No	No	\$ 29,994	\$ 29,994	88%	\$4,191	\$2,539	Ken Adjocy	Giancarlos Sherwood	Frank Stokes	Yes	\$0
15	SL1274	2024	Volkswagen	Tiguan	36	Loaner	Yes	Yes	\$ 32,698	\$ 32,698	98%	\$0	\$3,792	Alante Gunter	Andy Rash	Frank Stokes	No	\$0
16	PV2165	2022	Subaru	Legacy	18	Street/Curb Buy	Yes	No	\$ 24,961	\$ 24,800	102%	\$3,003	\$2,559	Tiyanna Hooker	Andy Rash	Dominique Johnson	No	\$0
17	PV2163	2023	Subaru	Crosstrek	24	Street/Curb Buy	Yes	No	\$ 28,999	\$ 28,999	100%	\$386	\$1,891	Ken Adjocy	Andy Rash	Frank Stokes	No	\$0
18	S6362A	2019	Toyota	Rav-4	28	Trade on New	No	No	\$ 23,683	\$ 23,683	101%	\$2,087	\$890	Tiyanna Hooker	Giancarlos Sherwood	Dominique Johnson	No	\$0
19	S6281A	2016	Honda	Civic	36	Trade on New	No	No	\$ 14,566	\$ 14,311	95%	\$832	\$524	Reuben Trammell	Andy Rash	Frank Stokes	No	\$0
20	S6353A	2014	Honda	Accord	7	Trade on New	No	No	\$ 16,570	\$ 16,570	94%	\$1,329	\$2,269	Ken Adjocy	Giancarlos Sherwood	Frank Stokes	No	\$0
21	S6180B	2021	Subaru	Crosstrek	25	Trade on Used	No	No	\$ 24,990	\$ 25,499	99%	\$1,195	\$0	Austin Brinsfield	Andy Rash	Frank Stokes	No	\$0
22	V3619B	2020	Toyota	Camry	35	Trade on Used	No	No	\$ 18,890	\$ 18,640	88%	\$1,096	\$1,567	Austin Brinsfield	Giancarlos Sherwood	Dominique Johnson	No	\$0
23	S6369A	2014	Honda	Accord	3	Trade on New	No	No	\$ 15,990	\$ 15,000	98%	\$1,126	\$1,071	Ken Adjocy	Andy Rash	Dominique Johnson	No	\$0
24	SL1264A	2018	Jaguar	F-Pace	37	Trade on New	No	No	\$ 20,990	\$ 20,500	87%	\$1,153	\$3,131	Stefan Savich	Giancarlos Sherwood	Frank Stokes	No	\$0
25	PV2164	2020	Volkswagen	Atlas	28	Street/Curb Buy	No	Yes	\$ 24,490	\$ 24,090	99%	(\$7)	\$406	Quest Boggs-Hughe	Andy Rash	Dominique Johnson	No	\$0
26	S6400A	2017	Subaru	Impreza	11	Trade on New	No	No	\$ 17,690	\$ 17,019	102%	\$2,399	\$0	Tiyanna Hooker	Andy Rash	Frank Stokes	No	\$0
27	V3775A	2020	Acura	Mdx	43	Trade on New	No	No	\$ 35,990	\$ 35,990	100%	\$1,847	\$2,000	Reuben Trammell	Giancarlos Sherwood	Giancarlos Sherwood	No	\$0
28	V3813A	2022	Volkswagen	Tiguan	3	Trade on New	Yes	Yes	\$ 26,990	\$ 26,990	101%	\$1,322	\$3,030	Mikayla Harrington	Giancarlos Sherwood	Frank Stokes	No	\$0
29	S6352A	2016	Subaru	Outback	30	Trade on New	No	No	\$ 13,890	\$ 13,890	91%	\$2,114	\$126	Austin Brinsfield	Andy Rash	Dominique Johnson	No	\$0
30	V3644A	2021	Chevrolet	Blazer	51	Trade on New	No	No	\$ 19,490	\$ 19,490	94%	\$1,037	\$1,499	Austin Brinsfield	Andy Rash	Frank Stokes	No	\$0
31	SL1270	2024	Subaru	Outback	104	Loaner	Yes	No	\$ 31,990	\$ 31,990	97%	\$1	\$1,737	Tiyanna Hooker	Andy Rash	Frank Stokes	No	\$0
32	V3576A	2022	Volkswagen	Atlas	38	Trade on New	No	Yes	\$ 29,490	\$ 29,100	97%	\$249	\$1,800	Alante Gunter	Giancarlos Sherwood	Giancarlos Sherwood	Yes	\$0
33	V3613A	2019	Volkswagen	Tiguan	28	Trade on New	No	Yes	\$ 14,890	\$ 14,825	94%	\$563	\$179	Quest Boggs-Hughe	Giancarlos Sherwood	Dominique Johnson	No	\$0
34	S6140A	2023	Subaru	Accent	95	Trade on New	Yes	No	\$ 34,290	\$ 32,000	97%	\$3,959	\$1,670	Tiyanna Hooker	Andy Rash	Frank Stokes	No	\$0
35	S6424A	2023	Subaru	Forester	7	Trade on New	Yes	No	\$ 28,690	\$ 28,190	100%	\$675	\$0	Austin Brinsfield	Andy Rash	Dominique Johnson	No	\$0
36	S6327A	2022	Subaru	Outback	39	Trade on New	Yes	No	\$ 28,890	\$ 27,990	98%	(\$547)	\$0	Stefan Savich	Andy Rash	Dominique Johnson	No	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	68%
Total # Retail Units	60
Avg. Days to Sale	41.5
Avg. Advertised Price (Time of Sale)	\$ 24,076
Avg. Transaction Price	\$ 23,597
Avg. Market Price at 100%	\$ 25,005
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 479
Avg. Front-End Gross	\$ 1,048
Avg. Finance Gross	\$ 1,142
PUVR	\$ 2,189
Total Gross (Units & PUVR)	\$ 131,348
GROI	80%
% with Trade	17%
Avg. Over/Under Allowance	\$8



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Andy Rash	Jancarlos Sherwood
% Retailed of Non-New Franchise	68%	77%	64%
Total # Retail Units	60	30	28
Avg. Days to Sale	41.5	38.8	42.6
Avg. Advertised Price (Time of Sale)	\$ 24,076	\$ 24,343	\$ 23,728
Avg. Transaction Price	\$ 23,597	\$ 23,816	\$ 23,518
Avg. Market Price at 100%	\$ 25,005	\$ 24,939	\$ 24,732
Avg. Price to Market % (Time of Sale)	96%	98%	96%
Avg. Transaction to Market	94%	95%	95%
Avg. Transactional Discount	\$ 479	\$ 527	\$ 210
Avg. Front-End Gross	\$ 1,048	\$ 934	\$ 1,210
Avg. Finance Gross	\$ 1,142	\$ 893	\$ 1,490
PUVR	\$ 2,189	\$ 1,827	\$ 2,699
Total Gross (Units & PUVR)	\$ 131,348	\$ 54,818	\$ 75,577
GROI	80%	71%	97%
% with Trade	17%	10%	25%
Avg. Over/Under Allowance	8	0	18



Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Sales Consultant	Totals	Ken Adjocy	Austin Brinsfield	Alante Gunter
% Retailed of Non-New Franchise	68%	83%	100%	50%
Total # Retail Units	60	12	9	8
Avg. Days to Sale	41.5	28.2	41.9	38.1
Avg. Advertised Price (Time of Sale)	\$ 24,076	\$ 21,581	\$ 23,340	\$ 27,840
Avg. Transaction Price	\$ 23,597	\$ 20,762	\$ 23,238	\$ 27,607
Avg. Market Price at 100%	\$ 25,005	\$ 22,464	\$ 24,372	\$ 28,657
Avg. Price to Market % (Time of Sale)	96%	96%	96%	97%
Avg. Transaction to Market	94%	92%	95%	96%
Avg. Transactional Discount	\$ 479	\$ 819	\$ 102	\$ 233
Avg. Front-End Gross	\$ 1,048	\$ 1,466	\$ 1,098	\$ 862
Avg. Finance Gross	\$ 1,142	\$ 891	\$ 1,285	\$ 1,988
PUVR	\$ 2,189	\$ 2,357	\$ 2,383	\$ 2,850
Total Gross (Units & PUVR)	\$ 131,348	\$ 28,287	\$ 21,447	\$ 22,801
GROI	80%	145%	88%	97%
% with Trade	17%	17%	11%	50%
Avg. Over/Under Allowance	8	-42	0	0



Select your staff member for each column.)

Mikayla Harrington	Tiyanna Hooker	Stefan Savich	Quest Boggs-Hughe	Reuben Trammell	
33%	90%	100%	25%	43%	#DIV/0!
3	10	3	8	7	0
34.3	62.2	27.7	33.9	55.9	#DIV/0!
\$ 24,023	\$ 25,509	\$ 22,790	\$ 20,970	\$ 27,072	#DIV/0!
\$ 24,023	\$ 24,967	\$ 22,066	\$ 20,328	\$ 26,587	#DIV/0!
\$ 24,241	\$ 26,308	\$ 23,852	\$ 21,778	\$ 27,385	#DIV/0!
99%	97%	96%	96%	99%	#DIV/0!
99%	95%	93%	93%	97%	#DIV/0!
\$ -	\$ 542	\$ 724	\$ 642	\$ 485	#DIV/0!
\$ 782	\$ 1,610	\$ 785	\$ 463	\$ 570	#DIV/0!
\$ 1,648	\$ 1,022	\$ 1,044	\$ 709	\$ 908	#DIV/0!
\$ 2,430	\$ 2,632	\$ 1,829	\$ 1,171	\$ 1,478	#DIV/0!
\$ 7,289	\$ 26,320	\$ 5,487	\$ 9,370	\$ 10,347	#DIV/0!
106%	61%	108%	61%	36%	#DIV/0!
33%	10%	33%	0%	0%	#DIV/0!
0	100	0	0	0	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Finance Manager	Totals	Frank Stokes	Dominique Johr	Giancarlos Sher
% Retailed of Non-New Franchise	68%	70%	65%	75%
Total # Retail Units	60	33	23	4
Avg. Days to Sale	41.5	45.2	35.6	45.5
Avg. Advertised Price (Time of Sale)	\$ 24,076	\$ 25,082	\$ 22,556	\$ 24,516
Avg. Transaction Price	\$ 23,597	\$ 24,821	\$ 21,741	\$ 24,169
Avg. Market Price at 100%	\$ 25,005	\$ 25,974	\$ 23,164	\$ 25,387
Avg. Price to Market % (Time of Sale)	96%	97%	97%	97%
Avg. Transaction to Market	94%	96%	94%	95%
Avg. Transactional Discount	\$ 479	\$ 261	\$ 815	\$ 348
Avg. Front-End Gross	\$ 1,048	\$ 1,143	\$ 882	\$ 1,209
Avg. Finance Gross	\$ 1,142	\$ 1,552	\$ 586	\$ 950
PUVR	\$ 2,189	\$ 2,695	\$ 1,469	\$ 2,159
Total Gross (Units & PUVR)	\$ 131,348	\$ 88,933	\$ 33,778	\$ 8,637
GROI	80%	87%	68%	71%
% with Trade	17%	21%	9%	25%
Avg. Over/Under Allowance	8	15	0	0



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	60	20	40
Avg. Days to Sale	41.5	59.7	32.4
Avg. Advertised Price (Time of Sale)	\$ 24,076	\$ 29,578	\$ 20,883
Avg. Transaction Price	\$ 23,597	\$ 29,024	\$ 20,883
Avg. Market Price at 100%	\$ 25,005	\$ 29,925	\$ 22,324
Avg. Price to Market % (Time of Sale)	96%	99%	94%
Avg. Transaction to Market	94%	97%	94%
Avg. Transactional Discount	\$ 479	\$ 553	\$ 442
Avg. Front-End Gross	\$ 1,048	\$ 703	\$ 1,220
Avg. Finance Gross	\$ 1,142	\$ 1,513	\$ 956
PUVR	\$ 2,189	\$ 2,216	\$ 2,176
Total Gross (Units & PUVR)	\$ 131,348	\$ 44,316	\$ 87,032
GROI	80%	46%	116%
% with Trade	17%	15%	18%
Avg. Over/Under Allowance	8	0	13



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	60	19	41
Avg. Days to Sale	41.5	36.9	43.6
Avg. Advertised Price (Time of Sale)	\$ 24,076	\$ 24,705	\$ 23,432
Avg. Transaction Price	\$ 23,597	\$ 23,953	\$ 23,432
Avg. Market Price at 100%	\$ 25,005	\$ 25,249	\$ 24,676
Avg. Price to Market % (Time of Sale)	96%	98%	95%
Avg. Transaction to Market	94%	95%	95%
Avg. Transactional Discount	\$ 479	\$ 752	\$ 352
Avg. Front-End Gross	\$ 1,048	\$ 571	\$ 1,269
Avg. Finance Gross	\$ 1,142	\$ 1,069	\$ 1,175
PUVR	\$ 2,189	\$ 1,639	\$ 2,444
Total Gross (Units & PUVR)	\$ 131,348	\$ 31,150	\$ 100,198
GROI	80%	67%	86%
% with Trade	17%	21%	15%
Avg. Over/Under Allowance	8	53	-12



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	60	43	3
% of Retail Units	100%	72%	5%
% Retailed of Non-New Franchise	68%	74%	67%
Avg. Days to Sale	41.5	35.0	33.0
Avg. Transaction Price	\$ 23,597	\$ 22,381	\$ 17,689
Avg. Transaction to Market %	94%	95%	85%
Avg. Transactional Discount	\$ 479	\$ 367	\$ 534
Avg. Front End Gross	\$ 1,048	\$ 1,260	\$ 889
Avg. Finance Gross	\$ 1,142	\$ 1,093	\$ 522
PUVR	\$ 2,189	\$ 2,354	\$ 1,412
Total Gross (Units & PUVR)	\$ 131,348	\$ 101,210	\$ 4,235
GROI	80%	108%	87%
% with Trade	17%	23%	0%
Avg. Over/Under Allowance	8	12	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
7	0	7	0
12%	0%	12%	0%
29%	#DIV/0!	71%	#DIV/0!
16.3	#DIV/0!	110.0	#DIV/0!
\$ 25,454	#DIV/0!	\$ 31,739	#DIV/0!
93%	#DIV/0!	96%	#DIV/0!
\$ 1,207	#DIV/0!	\$ 414	#DIV/0!
\$ 900	#DIV/0!	\$ (43)	#DIV/0!
\$ 1,436	#DIV/0!	\$ 1,408	#DIV/0!
\$ 2,335	#DIV/0!	\$ 1,365	#DIV/0!
\$ 16,348	#DIV/0!	\$ 9,555	#DIV/0!
203%	#DIV/0!	14%	#DIV/0!
0%	#DIV/0!	0%	#DIV/0!
0	#DIV/0!	0	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	60	28	17
% of Retail Units	100%	47%	28%
% Retailed of Non-New Franchise	68%	71%	47%
Avg. Days to Sale	41.5	17.6	38.0
Avg. Transaction Price	\$ 23,597	\$ 21,492	\$ 23,625
Avg. Transaction to Market %	94%	95%	93%
Avg. Transactional Discount	\$ 479	\$ 513	\$ 370
Avg. Front End Gross	\$ 1,048	\$ 1,524	\$ 590
Avg. Finance Gross	\$ 1,142	\$ 851	\$ 1,351
PUVR	\$ 2,189	\$ 2,376	\$ 1,941
Total Gross (Units & PUVR)	\$ 131,348	\$ 66,515	\$ 33,001
GROI	80%	226%	78%
% with Trade	17%	18%	12%
Avg. Over/Under Allowance	8	18	0



46-60 days	61-90 days	90+ days
5	3	7
8%	5%	12%
100%	100%	71%
53.6	67.7	125.7
\$ 24,670	\$ 26,528	\$ 29,923
94%	93%	94%
\$ 380	\$ 463	\$ 685
\$ 398	\$ 1,469	\$ 534
\$ 2,066	\$ 846	\$ 1,261
\$ 2,464	\$ 2,316	\$ 1,795
\$ 12,320	\$ 6,947	\$ 12,565
67%	46%	17%
40%	33%	0%
0	0	0