

DATA INPUT PAGE: PRE-OWNED

Units

40
1,286,999
300
20
25

- = **A** Total # Pre-Owned **RETAIL** Units Currently in Inventory
- = **B** Inventory Dollars
- = **C** YTD Pre-Owned **RETAIL** Units Sold (no wholesale; may be multiple entries)
- = **D** Statement Month Pre-Owned **RETAIL** Units Sold
- = **E** YTD Avg. Pre-Owned Monthly **RETAIL** Units Sold

Composite Page 6

Pre-Owned Retail Units 2019 Units 2018 % Change
2
1,047
938
11.62

Retail Gross

1598
1209
1987

- = **F** YTD Front-end Gross Avg. Profit PUVR (without F&I)
- = **G** YTD F&I Avg. PUVR
- = **H** YTD Total Per Unit Avg. (add numbers from boxes F & G)

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Total UV Retail less Recon A Avg Gross B Avg Units
6
2,110
83
2,087
87

Reconditioning (YTD Average Per Unit)

n/a

- = **I** (Locate Memo account. Is there an entry? What is included? Record YTD per unit average)

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Used F&I + Other Income A Per Month B PUVR
8
46,265
560
48,236
554

YTD Totals

89766
675455
907655
765788

- = **J** Total Pre-Owned Retail Sales \$ YTD
- = **K** Total Pre-Owned Retail Front Gross \$ YTD
- = **L** Total Pre-Owned F&I Gross \$ YTD
- = **M** Total Pre-Owned Department Expense \$ YTD

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Memo-Recon Per Unit A Primary Make B Other
5
-896
-913
-903
-1,089