

Input Sheet



Desk Manager	Finance Manager	Sales Consultant
John Udichas	Jim Capazzoli	Ray Wagenhiem
Ryan DeCuir	Jason Oleary	Tara Charlier
Chris DeCuir		Ben Winters
Chuck Foose		Joe Gill
Adrian Whipkey		Brad Hansen
		Art Collins
		Troy Lee
		Paul Coombs
		Scott Held

#	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	2014	Chevrolet	Traverse	57	Yes	Yes	\$ 21,956	\$ 21,956	\$ 19,800	\$4,352	\$1,510
2	2016	Chevrolet	silverado	9	Yes	Yes	\$ 35,862	\$ 32,892	\$ 33,675	\$1,069	\$0
3	2015	Chevrolet	colorado	36	no	Yes	\$ 27,958	\$ 27,000	\$ 27,925	\$1,316	\$2,221
4	2016	Chevrolet	colorado	82	no	Yes	\$ 29,987	\$ 29,200	\$ 30,255	\$864	\$2,454
5	2018	Chevrolet	Traverse	14	no	Yes	\$ 42,960	\$ 41,960	\$ 42,320	\$3,119	\$3,826
6	2015	Chevrolet	silverado	81	Yes	Yes	\$ 29,684	\$ 29,684	\$ 28,825	\$1,576	\$3,872
7	2015	GMC	acadia	21	Yes	Yes	\$ 29,995	\$ 27,177	\$ 26,925	(\$409)	\$274
8	2017	Chevrolet	sonic	16	no	Yes	\$ 14,982	\$ 13,982	\$ 14,025	\$1,630	\$1,817
9	2015	Chevrolet	Equinox	21	Yes	Yes	\$ 19,832	\$ 19,332	\$ 17,475	\$1,485	\$1,782
10	2016	Chevrolet	colorado	49	no	Yes	\$ 27,958	\$ 26,118	\$ 27,925	\$1,650	\$0
11	2016	Chevrolet	cruze	58	Yes	Yes	\$ 17,715	\$ 16,700	\$ 15,750	\$1,092	\$1,084
12	2016	Chevrolet	silverado	93	Yes	Yes	\$ 32,560	\$ 32,560	\$ 31,300	\$3,403	\$0
13	2015	Chevrolet	trax	20	Yes	Yes	\$ 18,845	\$ 18,300	\$ 15,725	\$1,216	\$2,941
14	2018	Chevrolet	Equinox	99	Yes	Yes	\$ 24,896	\$ 24,895	\$ 25,100	\$930	\$2,921
15	2015	Chevrolet	Equinox	100	Yes	Yes	\$ 19,532	\$ 19,532	\$ 17,850	\$746	\$2,446
16	2017	Chevrolet	malibu	95	Yes	Yes	\$ 19,995	\$ 19,995	\$ 18,550	\$495	\$2,172
17	2016	Chevrolet	Equinox	24	no	Yes	\$ 17,939	\$ 17,882	\$ 18,100	\$3,349	\$3,119
18	2016	GMC	sierra	13	Yes	Yes	\$ 34,905	\$ 34,905	\$ 32,600	\$2,251	\$0
19	2017	Chevrolet	tahoe	105	Yes	Yes	\$ 47,932	\$ 45,560	\$ 43,475	(\$623)	\$0
20	2016	Chevrolet	traverse	33	no	Yes	\$ 31,965	\$ 31,965	\$ 31,675	\$3,010	\$0
21	2016	Chevrolet	Equinox	7	Yes	Yes	\$ 21,985	\$ 20,228	\$ 18,375	\$1,141	\$0
22	2013	Chevrolet	traverse	43	no	Yes	\$ 20,995	\$ 20,995	\$ 18,350	\$2,210	\$1,734
23	2015	Chevrolet	impala	24	no	Yes	\$ 20,785	\$ 20,200	\$ 19,025	\$2,956	\$1,179
24	2012	Chevrolet	cruze	12	no	No	\$ 10,983	\$ 10,983	\$ 8,475	\$5,449	\$0
25	2014	Honda	pilot	63	no	No	\$ 17,583	\$ 17,300	\$ 18,000	\$1,858	\$2,640
26	2013	Chevrolet	silverado	17	no	No	\$ 30,927	\$ 29,427	\$ 29,775	\$3,405	\$1,603
27	2011	Ford	f150	56	no	No	\$ 24,985	\$ 23,589	\$ 23,100	\$2,477	\$1,014
28	2014	Jeep	g cherokee	48	no	No	\$ 25,936	\$ 25,936	\$ 22,150	\$1,262	\$1,501
29	2015	Ram	2500	58	no	No	\$ 41,519	\$ 40,681	\$ 40,750	\$4,214	\$1,380
30	2014	Ram	1500	49	no	No	\$ 23,957	\$ 23,500	\$ 23,925	\$2,389	\$0
31	2013	Ford	f150	31	no	No	\$ 23,958	\$ 22,348	\$ 22,550	\$3,042	\$585
32	2012	Cadillac	CTS	41	no	No	\$ 19,544	\$ 18,981	\$ 18,450	\$4,059	\$1,309
33	2012	Hyundai	tucson	32	no	No	\$ 12,966	\$ 11,444	\$ 12,650	\$1,706	\$0
34	2013	Chevrolet	cruze	10	no	No	\$ 10,947	\$ 8,800	\$ 10,325	\$2,066	\$150
35	2012	Chevrolet	silverado	52	no	No	\$ 22,547	\$ 21,584	\$ 22,000	\$4,913	\$1,382
36	2011	Ford	f150	13	no	No	\$ 23,780	\$ 23,321	\$ 22,100	\$3,722	\$500
37	2012	Chevrolet	silverado	49	no	No	\$ 21,634	\$ 20,111	\$ 20,150	\$2,438	\$2,456
38	2013	GMC	yukon	24	no	No	\$ 18,592	\$ 18,592	\$ 21,850	\$4,545	\$3,819
39	2015	Jeep	wrangler	52	no	No	\$ 19,983	\$ 18,500	\$ 21,750	\$1,263	\$2,359
40	2011	Chevrolet	cruze	6	no	No	\$ 10,500	\$ 10,500	\$ 8,600	\$5,966	\$400
41	2016	Chevrolet	cruze	111	Yes	Yes	\$ 14,439	\$ 14,439	\$ 14,550	\$986	\$0
42	2015	Chevrolet	Equinox	20	Yes	Yes	\$ 21,935	\$ 21,935	\$ 20,000	\$2,401	\$2,026
43	2018	Chevrolet	impala	30	Yes	Yes	\$ 27,980	\$ 26,101	\$ 27,125	\$791	\$0
44	2015	Chevrolet	Traverse	20	no	Yes	\$ 25,894	\$ 25,894	\$ 23,625	\$3,538	\$0
45	2017	Chevrolet	suburban	50	Yes	Yes	\$ 59,680	\$ 58,199	\$ 52,375	\$1,777	\$4,063
46	2016	Chevrolet	cruze	26	Yes	Yes	\$ 15,605	\$ 14,693	\$ 13,925	\$1,124	\$0
47	2016	Chevrolet	colorado	7	Yes	Yes	\$ 20,995	\$ 19,995	\$ 20,700	\$3,695	\$1,696
48	2015	Chevrolet	malibu	71	Yes	Yes	\$ 17,325	\$ 16,000	\$ 16,825	\$955	\$2,057

49	2015	Chevrolet	trax	18	no	Yes	\$ 13,784	\$ 13,784	\$ 12,250	\$3,751	\$1,351
50	2016	Chevrolet	Equinox	108	Yes	Yes	\$ 24,539	\$ 24,539	\$ 23,125	\$1,199	\$1,430
51	2016	Chevrolet	colorado	42	no	Yes	\$ 31,927	\$ 30,862	\$ 31,350	\$1,347	\$202
52	2016	Chevrolet	cruze	109	Yes	Yes	\$ 14,995	\$ 14,995	\$ 16,050	(\$74)	\$3,112
53	2015	Chevrolet	tahoe	61	Yes	Yes	\$ 38,927	\$ 38,927	\$ 41,725	\$1,189	\$3,497



Scoreboard	
# of Purchased Vehicles Retailed	48
# of Traded Vehicles Retailed	50
% Retailed of Non-New Franchise	21%
Total # Retail Units	98
Average Days to Sale	43.6
Average Advertised Price (Time of Sale)	\$ 25,678
Average Transaction Price	\$ 25,040
Average Market Price at 100%	\$ 24,322
Average Price to Market (Time of Sale)	106%
Average Transaction to Market	103%
Average Transactional Discount	\$ 638
Average Front End Gross	\$ 2,143
Average Finance Gross	\$ 1,667
PUVR	\$ 3,810
Total Gross (Units&PUVR)	\$ 373,380



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	48
# of Traded Vehicles Retailed	50
% Retailed of Non-New Franchise	21%
Total # Retail Units	98
Average Days to Sale	43.6
Average Advertised Price (Time of Sale)	\$ 25,678
Average Transaction Price	\$ 25,040
Average Market Price at 100%	\$ 24,322
Average Price to Market (Time of Sale)	106%
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Average Transactional Discount	\$ 638
Average Front End Gross	\$ 2,143
Average Finance Gross	\$ 1,667
PUVR	\$ 3,810
Total Gross (Units&PUVR)	\$ 373,380



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	48	0
# of Traded Vehicles Retailed	50	0
% Retailed of Non-New Franchise	21%	#DIV/0!
Total # Retail Units	98	0
Average Days to Sale	43.6	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 25,678	#DIV/0!
Average Transaction Price	\$ 25,040	#DIV/0!
Average Market Price at 100%	\$ 24,322	#DIV/0!
Average Price to Market (Time of Sale)	106%	#DIV/0!
Average Transaction to Market	103%	#DIV/0!
Average Transactional Discount	\$ 638	#DIV/0!
Average Front End Gross	\$ 2,143	#DIV/0!
Average Finance Gross	\$ 1,667	#DIV/0!
PUVR	\$ 3,810	#DIV/0!
Total Gross (Units&PUVR)	\$ 373,380	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	48
# of Traded Vehicles Retailed	50
% Retailed of Non-New Franchise	21%
Total # Retail Units	98
Average Days to Sale	43.6
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PUVR	\$ 3,810
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Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	48
# of Traded Vehicles Retailed	50
Total # Retail Units	98
Average Days to Sale	43.6
Average Advertised Price (Time of Sale)	\$ 25,678
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PUVR	\$ 3,810
Total Gross (Units&PUVR)	\$ 373,380

Yes	No
48	0
26	24
74	24
45.9	36.5
\$ 27,445	\$ 19,409
\$ 26,866	\$ 19,409
\$ 25,877	\$ 19,526
\$ 1	\$ 1
104%	99%
\$ 579	\$ 820
\$ 1,824	\$ 3,127
\$ 1,767	\$ 1,356
\$ 3,592	\$ 4,483
\$ 265,792	\$ 107,588



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	48
# of Traded Vehicles Retailed	50
Total # Retail Units	98
Average Days to Sale	43.6
Average Advertised Price (Time of Sale)	\$ 25,678
Average Transaction Price	\$ 25,040
Average Market Price at 100%	\$ 24,322
Average Price to Market (Time of Sale)	106%
Average Transaction to Market	103%
Average Transactional Discount	\$ 638
Average Front End Gross	\$ 2,143
Average Finance Gross	\$ 1,667
PUVR	\$ 3,810
Total Gross (Units&PUVR)	\$ 373,380

Yes	No
42	6
35	15
77	21
45.3	37.5
\$ 25,539	\$ 25,383
\$ 24,946	\$ 25,383
\$ 24,102	\$ 25,127
106%	101%
104%	101%
\$ 593	\$ 805
\$ 2,048	\$ 2,495
\$ 1,746	\$ 1,374
\$ 3,794	\$ 3,869
\$ 292,139	\$ 81,241



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	43	\$110,481	\$72,970	\$4,266	43.88%
31 - 45 Days	16	\$37,354	\$21,811	\$3,698	16.33%
46 - 60 Days	18	\$44,867	\$26,479	\$3,964	18.37%
60 - 90 Days	9	\$14,065	\$19,496	\$3,729	9.18%
90 Days and Over	12	\$3,281	\$22,576	\$2,155	12.24%
Total	98	\$210,048	\$163,332	\$3,810	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	21
31 - 45 Days	3
46 - 60 Days	6
60 - 90 Days	6
90 Days and Over	12
Total	48

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$39,423	\$36,427	\$3,612
\$5,680	\$6,434	\$4,038
\$15,608	\$10,849	\$4,410
\$10,752	\$14,302	\$4,176
\$3,281	\$22,576	\$2,155
\$ 74,744	\$ 90,588	\$3,444

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

% of total unit sales
43.75%
6.25%
12.50%
12.50%
25.00%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	22	\$71,058
31 - 45 Days	13	\$31,674
46 - 60 Days	12	\$29,259
60 - 90 Days	3	\$3,313
90 Days and Over	0	\$0
Total	50	\$135,304

\$ 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
\$36,543	\$4,891	44.00%
\$15,377	\$3,619	26.00%
\$15,630	\$3,741	24.00%
\$5,194	\$2,836	6.00%
\$0	#DIV/0!	0.00%
\$72,744	\$4,161	100.0%

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

