

# Input Sheet



Desk Manager	Finance Manager	Sales Consultant
Gillian Goldfarb	Harry Kim	Bill Tzagadouris
Wayne Hui	Kerri Lopes	Timo Poulos
		Cyrus Mosayebi
		Dave Chan
		Calvin Singh
		Anson Yan
		Taz Amiri
		Vardan Verma
		Matt Lashkari
		Tony Yang







#	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	2017	Jeep	Grand Cherokee	25	Yes	No	\$ 38,484	\$ 38,484	\$ 38,872	\$1,497	\$316
2	2012	Mazda	Mazda2	12	No	No	\$ 8,980	\$ 8,980	\$ 10,564	\$3,375	\$1,790
3	2017	Jeep	Cherokee	36	Yes	No	\$ 27,579	\$ 27,579	\$ 28,431	(\$978)	\$0
4	2017	Dodge	Charger	106	Yes	No	\$ 37,939	\$ 37,939	\$ 34,490	(\$3,843)	\$3,096
5	2014	Dodge	Journey	106	No	No	\$ 14,988	\$ 14,988	\$ 14,838	(\$987)	\$1,771
6	2014	Ford	Fusion	9	No	No	\$ 16,484	\$ 16,484	\$ 16,650	\$3,568	\$1,176
7	2014	Audi	S4	27	No	No	\$ 33,870	\$ 33,870	\$ 34,561	\$7,358	\$3,036
8	2017	Dodge	Grand Caravan	70	Yes	No	\$ 26,780	\$ 26,780	\$ 27,326	\$508	\$0
9	2013	Buick	Regal	19	No	No	\$ 13,984	\$ 13,984	\$ 14,416	\$4,021	\$6,916
10	2016	GMC	Sierra 1500	83	No	No	\$ 38,966	\$ 38,966	\$ 38,966	\$558	\$0
11	2017	Dodge	Journey	84	No	No	\$ 24,940	\$ 24,940	\$ 27,406	(\$337)	\$4,726
12	2017	Subaru	WRX	34	No	No	\$ 35,941	\$ 35,941	\$ 37,832	\$3,306	\$5,496
13	2017	Jeep	Grand Cherokee	14	Yes	No	\$ 37,701	\$ 37,701	\$ 38,470	\$471	\$0
14	2016	Chrysler	200	16	No	No	\$ 20,488	\$ 20,488	\$ 19,891	\$3,887	\$3,949
15	2014	Dodge	Grand Caravan	20	No	No	\$ 15,944	\$ 15,944	\$ 16,783	\$3,999	\$500
16	2016	Jeep	Wrangler	41	No	No	\$ 33,984	\$ 33,984	\$ 35,772	\$2,468	\$6,878
17	2016	Jeep	Cherokee	45	No	No	\$ 25,986	\$ 25,986	\$ 30,216	\$1,462	\$3,957
18	2017	Dodge	Grand Caravan	17	Yes	No	\$ 28,480	\$ 28,480	\$ 29,667	(\$97)	\$0
19	2017	Jeep	Cherokee	88	Yes	No	\$ 26,589	\$ 26,589	\$ 29,543	(\$2,494)	\$4,637
20	2017	Jeep	Grand Cherokee	23	Yes	No	\$ 37,000	\$ 37,000	\$ 37,755	(\$210)	\$401
21	2017	Jeep	Cherokee	51	Yes	No	\$ 28,490	\$ 28,490	\$ 30,967	\$138	\$2,289
22	2017	Jeep	Cherokee	51	Yes	No	\$ 27,872	\$ 27,872	\$ 29,651	(\$701)	\$720
23	2014	Dodge	Grand Caravan	2	No	No	\$ 14,995	\$ 14,995	\$ 18,743	\$4,230	\$3,771
24	2017	Chrysler	Durango	58	Yes	No	\$ 40,980	\$ 40,980	\$ 41,816	\$597	\$4,416
25	2017	Ram	Ram 1500	7	No	No	\$ 34,990	\$ 34,990	\$ 35,704	\$3,879	\$500
26	2013	Ram	Ram 1500	42	No	No	\$ 22,061	\$ 22,061	\$ 24,784	\$1,220	\$2,518
27	2014	Ram	Ram 1500	15	No	No	\$ 29,980	\$ 29,980	\$ 30,907	\$2,988	\$2,999
28	2017	Chrysler	Pacifica	14	Yes	No	\$ 35,876	\$ 35,876	\$ 35,520	\$1,578	\$2,685
29	2017	Ram	Ram 1500	33	No	No	\$ 24,490	\$ 24,490	\$ 30,612	\$4,235	\$132
30	2016	Dodge	Grand Caravan	8	No	No	\$ 24,454	\$ 24,454	\$ 24,701	\$1,839	\$838
31	2017	Chrysler	Pacifica	7	Yes	No	\$ 35,944	\$ 35,944	\$ 34,561	(\$64)	\$0
32	2017	Jeep	Cherokee	63	No	No	\$ 19,988	\$ 19,988	\$ 21,040	\$1,318	\$2,705
33	2017	Mercedes-Benz	B-Class	16	Yes	No	\$ 23,487	\$ 23,487	\$ 29,358	(\$251)	\$743
34	2015	Toyota	RAV4	9	No	No	\$ 18,817	\$ 18,817	\$ 19,201	\$2,038	\$5,135
35	2014	Kia	Rondo	32	No	No	\$ 11,944	\$ 11,944	\$ 13,125	\$4,193	\$0
36	2015	Ram	Ram 1500	10	No	No	\$ 31,990	\$ 31,990	\$ 31,673	\$3,073	\$2,736
37	2018	Nissan	Rogue	20	Yes	No	\$ 26,480	\$ 26,480	\$ 30,436	\$1,543	\$743
38	2017	Dodge	Durango	70	Yes	No	\$ 40,829	\$ 40,829	\$ 42,092	\$273	\$0
39	2017	Chrysler	Pacifica	21	Yes	No	\$ 26,282	\$ 36,282	\$ 36,282	\$902	\$3,005
40	2017	Jeep	Cherokee	66	Yes	No	\$ 26,943	\$ 26,943	\$ 29,936	(\$1,425)	\$0
41	2017	Dodge	Durango	87	Yes	No	\$ 35,877	\$ 35,877	\$ 36,609	(\$1,373)	\$2,987
42	2017	Jeep	Grand Cherokee	45	Yes	No	\$ 37,890	\$ 37,890	\$ 37,890	\$485	\$743
43	2017	Jeep	Grand Cherokee	49	Yes	Yes	\$ 37,737	\$ 37,737	\$ 38,507	\$735	\$742
44	2015	GMC	Terrain	39	Yes	No	\$ 16,484	\$ 16,484	\$ 17,725	\$3,942	\$4,385
45	2018	Ram	Ram 3500	27	Yes	No	\$ 80,988	\$ 80,988	\$ 82,640	\$8,653	\$5,973
46	2012	Honda	CRV	22	No	No	\$ 16,980	\$ 16,980	\$ 17,325	\$3,289	\$5,208
47	2015	Ram	Ram 1500	17	No	No	\$ 32,670	\$ 32,970	\$ 33,989	\$3,254	\$0
48	2017	Dodge	Grand Caravan	7	No	No	\$ 25,955	\$ 25,955	\$ 26,485	\$2,388	\$0





<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	23
# of Traded Vehicles Retailed	27
% Retailed of Non-New Franchise	28%
Total # Retail Units	50
Average Days to Sale	37.2
Average Advertised Price (Time of Sale)	\$ 28,630
Average Transaction Price	\$ 28,836
Average Market Price at 100%	\$ 30,163
Average Price to Market (Time of Sale)	95%
Average Transaction to Market	96%
Average Transactional Discount	\$ (206)
Average Front End Gross	\$ 1,687
Average Finance Gross	\$ 2,157
PUVR	\$ 3,845
Total Gross (Units&PUVR)	\$ 192,228



<b>Scoreboard</b>	
<b>Desk Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	23
# of Traded Vehicles Retailed	27
% Retailed of Non-New Franchise	28%
Total # Retail Units	50
Average Days to Sale	37.2
Average Advertised Price (Time of Sale)	\$ 28,630
Average Transaction Price	\$ 28,836
Average Market Price at 100%	\$ 30,163
Average Price to Market (Time of Sale)	95%
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Average Transactional Discount	\$ (206)
Average Front End Gross	\$ 1,687
Average Finance Gross	\$ 2,157
PUVR	\$ 3,845
Total Gross (Units&PUVR)	\$ 192,228











Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	23	0
# of Traded Vehicles Retailed	27	0
% Retailed of Non-New Franchise	28%	#DIV/0!
Total # Retail Units	50	0
Average Days to Sale	37.2	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 28,630	#DIV/0!
Average Transaction Price	\$ 28,836	#DIV/0!
Average Market Price at 100%	\$ 30,163	#DIV/0!
Average Price to Market (Time of Sale)	95%	#DIV/0!
Average Transaction to Market	96%	#DIV/0!
Average Transactional Discount	\$ (206)	#DIV/0!
Average Front End Gross	\$ 1,687	#DIV/0!
Average Finance Gross	\$ 2,157	#DIV/0!
PUVR	\$ 3,845	#DIV/0!
Total Gross (Units&PUVR)	\$ 192,228	#DIV/0!











































<b>Scoreboard</b>	
<b>Finance Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	23
# of Traded Vehicles Retailed	27
% Retailed of Non-New Franchise	28%
Total # Retail Units	50
Average Days to Sale	37.2
Average Advertised Price (Time of Sale)	\$ 28,630
Average Transaction Price	\$ 28,836
Average Market Price at 100%	\$ 30,163
Average Price to Market (Time of Sale)	95%
Average Transaction to Market	96%
Average Transactional Discount	\$ (206)
Average Front End Gross	\$ 1,687
Average Finance Gross	\$ 2,157
PUVR	\$ 3,845
Total Gross (Units&PUVR)	\$ 192,228











<b>Scoreboard</b>	
<b>CPO</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	23
# of Traded Vehicles Retailed	27
Total # Retail Units	50
Average Days to Sale	37.2
Average Advertised Price (Time of Sale)	\$ 28,630
Average Transaction Price	\$ 28,836
Average Market Price at 100%	\$ 30,163
Average Price to Market (Time of Sale)	95%
Average Transaction to Market	96%
Average Transactional Discount	\$ (206)
Average Front End Gross	\$ 1,687
Average Finance Gross	\$ 2,157
PUVR	\$ 3,845
Total Gross (Units&PUVR)	\$ 192,228

Yes	No
1	22
0	27
1	49
49.0	36.9
\$ 37,737	\$ 28,655
\$ 37,737	\$ 28,655
\$ 38,507	\$ 29,993
\$ 1	\$ 1
98%	96%
\$ -	\$ (210)
\$ 735	\$ 1,707
\$ 742	\$ 2,186
\$ 1,477	\$ 3,893
\$ 1,477	\$ 190,751



<b>Scoreboard</b>	
<b>Same Brand as New</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	23
# of Traded Vehicles Retailed	27
Total # Retail Units	50
Average Days to Sale	37.2
Average Advertised Price (Time of Sale)	\$ 28,630
Average Transaction Price	\$ 28,836
Average Market Price at 100%	\$ 30,163
Average Price to Market (Time of Sale)	95%
Average Transaction to Market	96%
Average Transactional Discount	\$ (206)
Average Front End Gross	\$ 1,687
Average Finance Gross	\$ 2,157
PUVR	\$ 3,845
Total Gross (Units&PUVR)	\$ 192,228

Yes	No
20	3
16	11
36	14
40.0	29.9
\$ 30,949	\$ 22,668
\$ 31,235	\$ 22,668
\$ 32,349	\$ 24,541
96%	92%
97%	92%
\$ (286)	\$ -
\$ 1,210	\$ 2,914
\$ 1,944	\$ 2,705
\$ 3,154	\$ 5,619
\$ 113,558	\$ 78,670



<b>Total</b>					
<b>Days in Inventory</b>	<b>Unit Sales</b>	<b>Total Front Gross \$</b>	<b>Total F&amp;I Gross \$</b>	<b>\$ PUVR</b>	<b>% of total unit sales</b>
0 - 30 Days	26	\$69,791	\$55,664	\$4,825	52.00%
31 - 45 Days	9	\$20,333	\$24,109	\$4,938	18.00%
46 - 60 Days	4	\$769	\$8,167	\$2,234	8.00%
60 - 90 Days	9	(\$1,697)	\$15,055	\$1,484	18.00%
90 Days and Over	2	(\$4,830)	\$4,867	\$19	4.00%
<b>Total</b>	<b>50</b>	<b>\$84,366</b>	<b>\$107,862</b>	<b>\$3,845</b>	<b>100.0%</b>



\$ 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

<b>Purchases</b>	
<b>Days in Inventory</b>	<b>Unit Sales</b>
0 - 30 Days	10
31 - 45 Days	3
46 - 60 Days	4
60 - 90 Days	5
90 Days and Over	1
<b>Total</b>	<b>23</b>

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$14,022	\$13,866	\$2,789
\$3,449	\$5,128	\$2,859
\$769	\$8,167	\$2,234
(\$4,511)	\$7,624	\$623
(\$3,843)	\$3,096	(\$747)
\$ 9,886	\$ 37,881	\$2,077

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

<b>% of total unit sales</b>
43.48%
13.04%
17.39%
21.74%
4.35%
<b>100.0%</b>



<b>Trade/Curbs</b>		
<b>Days in Inventory</b>	<b>Unit Sales</b>	<b>Total Front Gross \$</b>
0 - 30 Days	16	\$55,769
31 - 45 Days	6	\$16,884
46 - 60 Days	0	\$0
60 - 90 Days	4	\$2,814
90 Days and Over	1	(\$987)
<b>Total</b>	<b>27</b>	<b>\$74,480</b>

\$ 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
\$41,798	\$6,098	59.26%
\$18,981	\$5,978	22.22%
\$0	#DIV/0!	0.00%
\$7,431	\$2,561	14.81%
\$1,771	\$784	3.70%
<b>\$69,981</b>	<b>\$5,350</b>	<b>100.0%</b>

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

