

Input Sheet



Desk Manager	Finance Manager	Sales Consultant
Stephen Courtney	Markus Miller	Mark McGorry
Robert Repasky	Milton Jones	Rick Voigt
		Richard Craven
		Jonathan Figueroa
		Jay Vining
		Ed Arcery
		Deborah Valentin
		Aaron Masciotra

#	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	2015	Honda	CRV U6977	15	No	No	14799	\$ 14,599.00	15082	\$ 2,009.00	\$ 1,570.62
2	2015	Honda	CIVIC U6919	44	Yes	Yes	14500	\$ 14,400.00	14739	\$ 1,235.00	\$ 2,376.38
3	2013	Honda	CIVIC U6917	45	No	Yes	13000	\$ 13,000.00	13343	\$ 2,303.00	\$ 3,013.35
4	2015	Honda	CRV U6660	194	Yes	Yes	17000	\$ 17,000.00	17221	\$ 865.00	\$ 2,041.96
5	2012	Honda	ACCORD U6857	74	No	No	12700	\$ 12,500.00	13087	\$ 2,694.00	\$ 627.75
6	2013	Hyundai	SONATA U6958	24	No	No	10700	\$ 10,700.00	11052	\$ 2,730.00	\$ -
7	2015	Honda	CRV U6972	10	Yes	Yes	20200	\$ 20,200.00	20475	\$ 1,603.00	\$ -
8	2015	Honda	CIVIC U6672	180	Yes	Yes	14300	\$ 14,300.00	14563	\$ 1,564.00	\$ -
9	2015	Honda	CIVIC U6908	44	Yes	Yes	14500	\$ 14,500.00	14737	\$ 1,294.00	\$ 1,120.00
10	2015	Honda	CRV U6937	18	Yes	Yes	20400	\$ 20,400.00	20653	\$ 1,831.00	\$ 2,172.89
11	2015	Honda	CIVIC U6963	15	Yes	Yes	16700	\$ 16,570.00	17051	\$ 2,524.00	\$ 2,186.65
12	2015	Honda	CRV U6934	20	Yes	Yes	17900	\$ 17,900.00	18106	\$ 998.53	\$ 2,394.67
13	2015	Honda	CRV U6944	15	Yes	Yes	18500	\$ 18,500.00	18765	\$ 2,108.00	\$ 1,200.00
14	2015	Honda	CIVIC U6940	19	Yes	Yes	15200	\$ 15,200.00	15426	\$ 2,123.00	\$ 2,209.10
15	2011	Honda	CRV U6915	27	No	No	13000	\$ 12,900.00	13347	\$ 2,795.00	\$ 2,152.99
16	2015	Honda	CIVIC U6902	34	Yes	Yes	14500	\$ 14,500.00	14765	\$ 1,697.00	\$ 2,745.86
17	2009	Honda	CRV U6928	27	No	No	10700	\$ 10,700.00	10984	\$ 2,041.00	\$ -
18	2015	Honda	CRV U6885	30	Yes	Yes	18000	\$ 18,000.00	18326	\$ 789.00	\$ 1,500.00
19	2015	Honda	ACCORD U6877	15	Yes	Yes	16000	\$ 15,900.00	16241	\$ 1,856.00	\$ -
20	2015	Honda	CRV U6846	30	Yes	Yes	23000	\$ 23,000.00	23351	\$ 1,901.00	\$ 1,200.00
21	2015	Honda	CRV U6829	35	No	Yes	24300	\$ 24,195.00	24612	\$ 1,127.00	\$ 3,402.33
22	2015	Honda	CRV U6864	20	No	Yes	20000	\$ 20,000.00	20293	\$ 1,465.00	\$ -
23	2015	Honda	CRV U6683	130	Yes	Yes	21000	\$ 21,000.00	21319	\$ 1,098.00	\$ -
24	2015	Honda	CRV U6882	15	Yes	Yes	20300	\$ 20,300.00	20567	\$ 2,528.00	\$ 1,153.00
25	2015	Honda	ODYSSEY U6869	25	Yes	Yes	20300	\$ 20,300.00	20592	\$ 2,455.00	\$ 3,420.02
26	2015	Honda	ACCORD U6883	15	Yes	Yes	16200	\$ 16,100.00	16465	\$ 2,275.00	\$ -
27	2009	Honda	ACCORD U6873	21	No	No	12500	\$ 12,500.00	12761	\$ 4,671.00	\$ 2,094.72
28	2016	Honda	CRV U6890	10	Yes	Yes	20000	\$ 19,900.00	20364	\$ 877.00	\$ -
29	2017	Honda	CRV U6866	20	No	No	22500	\$ 22,500.00	22769	\$ 2,380.00	\$ -
30	2015	Honda	CIVIC U6717	120	Yes	Yes	16900	\$ 16,600.00	17194	\$ 1,685.00	\$ 2,785.70
31	2012	Honda	ACCORD U6893	12	No	Yes	12500	\$ 12,314.26	12864	\$ 3,026.00	\$ -
32	2013	Dodge	CARAVAN U6774	90	No	No	10900	\$ 10,900.00	10837	\$ 3,381.00	\$ -
33	2015	Honda	ACCORD U6884	10	Yes	Yes	16600	\$ 16,600.00	16897	\$ 3,077.00	\$ 3,469.18
34	2015	Honda	CRV U6831	40	Yes	Yes	19800	\$ 19,700.00	20164	\$ 1,913.00	\$ 952.68
35	2011	Honda	CRV U6851	35	No	No	11400	\$ 11,250.00	11674	\$ 2,531.00	\$ -
36	2016	Honda	PILOT U6830	45	No	Yes	32500	\$ 31,900.00	33740	\$ 2,840.00	\$ -
37	2015	Honda	CRV U6708	100	Yes	Yes	17800	\$ 17,700.00	18094	\$ 946.00	\$ -
38	2015	Honda	CIVIC U6761	80	Yes	Yes	16500	\$ 16,400.00	16798	\$ 2,348.00	\$ 2,570.28
39	2015	Honda	ACCORD U6716	110	Yes	Yes	20500	\$ 20,400.00	20731	\$ 1,915.00	\$ 1,120.00
40	2014	Toyota	YARIS U6841	55	No	No	11000	\$ 11,000.00	11312	\$ 3,098.00	\$ -
41	2015	Honda	ACCORD U6923	10	Yes	Yes	17500	\$ 17,400.00	17764	\$ 1,662.00	\$ 1,000.00
42	2015	Honda	ACCORD U6875	25	Yes	Yes	16000	\$ 15,900.00	16267	\$ 1,117.00	\$ -
43	2017	Honda	CRV U6895	25	No	Yes	28700	\$ 28,500.00	29031	\$ 3,568.00	\$ 2,896.43
44	2015	Honda	CRV U6678	150	Yes	Yes	17000	\$ 17,000.00	17368	\$ 499.00	\$ 1,200.00
45	2015	Honda	PILOT U6914	15	No	Yes	27900	\$ 27,600.00	28129	\$ 3,289.00	\$ 1,200.00
46	2015	Honda	CIVIC U6703	130	Yes	Yes	14700	\$ 14,550.00	14934	\$ 1,197.00	\$ 1,759.42

47	2015	Honda	CRV U6912	20	No	Yes	24500 \$	24,500.00	24761 \$	2,068.00 \$	3,598.80
48	2015	Honda	CIVIC U6799	85	Yes	Yes	16300 \$	15,900.00	16534 \$	1,543.00 \$	1,200.00
49	2015	Honda	CRV U6712	75	Yes	Yes	17800 \$	17,600.00	18064 \$	1,506.00 \$	3,168.95
50	2015	Honda	CRV U6807	25	Yes	Yes	22800 \$	22,700.00	23096 \$	1,904.00 \$	3,139.01
51	2015	Honda	CRV U6711	90	Yes	Yes	18700 \$	18,400.00	18934 \$	524.00 \$	3,456.11
52	2015	Honda	ACCORD U6816	21	Yes	Yes	16500 \$	16,300.00	16792 \$	1,054.00 \$	150.00
53	2014	Honda	CIVIC U6833	15	Yes	Yes	13800 \$	13,600.00	14138 \$	1,486.00 \$	-



Scoreboard	
# of Purchased Vehicles Retailed	120
# of Traded Vehicles Retailed	80
% Retailed of Non-New Franchise	9%
Total # Retail Units	200
Average Days to Sale	83.5
Average Advertised Price (Time of Sale)	\$ 17,306
Average Transaction Price	\$ 17,177
Average Market Price at 100%	\$ 17,603
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	98%
Average Transactional Discount	\$ 129
Average Front End Gross	\$ 1,780
Average Finance Gross	\$ 1,429
PUVR	\$ 3,202
Total Gross (Units&PUVR)	\$ 640,408



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	120
# of Traded Vehicles Retailed	80
% Retailed of Non-New Franchise	9%
Total # Retail Units	200
Average Days to Sale	83.5
Average Advertised Price (Time of Sale)	\$ 17,306
Average Transaction Price	\$ 17,177
Average Market Price at 100%	\$ 17,603
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	98%
Average Transactional Discount	\$ 129
Average Front End Gross	\$ 1,780
Average Finance Gross	\$ 1,429
PUVR	\$ 3,202
Total Gross (Units&PUVR)	\$ 640,408



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	120	0
# of Traded Vehicles Retailed	80	0
% Retailed of Non-New Franchise	9%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	83.5	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 17,306	#DIV/0!
Average Transaction Price	\$ 17,177	#DIV/0!
Average Market Price at 100%	\$ 17,603	#DIV/0!
Average Price to Market (Time of Sale)	98%	#DIV/0!
Average Transaction to Market	98%	#DIV/0!
Average Transactional Discount	\$ 129	#DIV/0!
Average Front End Gross	\$ 1,780	#DIV/0!
Average Finance Gross	\$ 1,429	#DIV/0!
PUVR	\$ 3,202	#DIV/0!
Total Gross (Units&PUVR)	\$ 640,408	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	120
# of Traded Vehicles Retailed	80
% Retailed of Non-New Franchise	9%
Total # Retail Units	200
Average Days to Sale	83.5
Average Advertised Price (Time of Sale)	\$ 17,306
Average Transaction Price	\$ 17,177
Average Market Price at 100%	\$ 17,603
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	98%
Average Transactional Discount	\$ 129
Average Front End Gross	\$ 1,780
Average Finance Gross	\$ 1,429
PUVR	\$ 3,202
Total Gross (Units&PUVR)	\$ 640,408



Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	120
# of Traded Vehicles Retailed	80
Total # Retail Units	200
Average Days to Sale	83.5
Average Advertised Price (Time of Sale)	\$ 17,306
Average Transaction Price	\$ 17,177
Average Market Price at 100%	\$ 17,603
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	98%
Average Transactional Discount	\$ 129
Average Front End Gross	\$ 1,780
Average Finance Gross	\$ 1,429
PUVR	\$ 3,202
Total Gross (Units&PUVR)	\$ 640,408

Yes	No
118	2
44	36
162	38
79.8	99.4
\$ 18,211	\$ 13,318
\$ 18,082	\$ 13,318
\$ 18,505	\$ 13,758
\$ 1	\$ 1
98%	97%
\$ 129	\$ 132
\$ 1,607	\$ 2,518
\$ 1,558	\$ 879
\$ 3,156	\$ 3,397
\$ 511,316	\$ 129,092



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	120
# of Traded Vehicles Retailed	80
Total # Retail Units	200
Average Days to Sale	83.5
Average Advertised Price (Time of Sale)	\$ 17,306
Average Transaction Price	\$ 17,177
Average Market Price at 100%	\$ 17,603
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	98%
Average Transactional Discount	\$ 129
Average Front End Gross	\$ 1,780
Average Finance Gross	\$ 1,429
PUVR	\$ 3,202
Total Gross (Units&PUVR)	\$ 640,408

Yes	No
120	0
62	18
182	18
78.0	139.3
\$ 17,678	\$ 13,408
\$ 17,550	\$ 13,408
\$ 17,974	\$ 13,855
98%	97%
98%	97%
\$ 128	\$ 142
\$ 1,737	\$ 2,219
\$ 1,489	\$ 821
\$ 3,218	\$ 3,040
\$ 585,680	\$ 54,728



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	75	\$144,856	\$101,708	\$3,288	37.50%
31 - 45 Days	26	\$46,981	\$35,419	\$3,169	13.00%
46 - 60 Days	11	\$22,543	\$11,437	\$3,089	5.50%
60 - 90 Days	24	\$35,055	\$43,465	\$3,272	12.00%
90 Days and Over	64	\$106,645	\$92,299	\$3,109	32.00%
Total	200	\$356,080	\$284,328	\$3,202	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	47
31 - 45 Days	15
46 - 60 Days	6
60 - 90 Days	18
90 Days and Over	34
Total	120

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$78,919	\$70,231	\$3,173
\$20,398	\$20,760	\$2,744
\$9,757	\$6,500	\$2,710
\$23,531	\$37,406	\$3,385
\$43,674	\$55,269	\$2,910
\$ 176,279	\$ 190,167	\$3,054

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

% of total unit sales
39.17%
12.50%
5.00%
15.00%
28.33%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	28	\$65,937
31 - 45 Days	11	\$26,583
46 - 60 Days	5	\$12,786
60 - 90 Days	5	\$10,738
90 Days and Over	28	\$61,019
Total	77	\$177,063

\$ 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
\$31,477	\$3,479	36.36%
\$14,659	\$3,749	14.29%
\$4,936	\$3,544	6.49%
\$2,990	\$2,746	6.49%
\$37,031	\$3,502	36.36%
\$91,092	\$3,483	100.0%

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

