

Input Sheet



Desk Manager	Finance Manager	Sales Consultant
Joe Leal	Chris Ray	James Ross
Marcio Fujita	Charles Moradi	Sonny Lockett
Gregg Butts	Logan Maxwell	Sal Ahmed
Logan Maxwell	House	Patrick Deese
Craig Stickler		John Bowyer
		Dave O'Neill
		Charles Fenner
		Patrick Locke
		Victor Pitts
		Paul Walker
		Ashley Sanchez
		House

#	Year	Make	Model	Days in Stock	Source Purchased?	CPO	Advertised Price (Time of Sale)	Transaction Price	Market Price at 100%	Advertised Price to Market (%)	Transaction to Market (%)	Transactional Discount (\$)	Front End Gross	Finance Gross
1	2015	Chevrolet	Equinox	30	Yes	No	\$ 15,000	\$ 13,800	\$ 15,000	100%	92%	\$ 1,200	\$1,500	\$1,000
1	2015	Audi		574	No	Yes	\$ 41,837	\$ 41,837	\$ 41,837	100%	100%	-	(\$3,238)	\$0
2	2012	Acura	MDX	31	No	Yes	\$ 19,378	\$ 18,999	\$ 19,378	100%	98%	\$ 379	\$802	\$335
3	2017	Chevrolet	MALIBU	42	No	No	\$ 23,211	\$ 23,211	\$ 23,211	100%	100%	-	\$556	\$0
4	2015	Audi	A3	36	Yes	No	\$ 20,847	\$ 20,847	\$ 20,847	100%	100%	-	\$578	\$600
5	2018	Audi	Q5	67	Yes	Yes	\$ 39,957	\$ 39,777	\$ 39,957	100%	100%	\$ 180	\$507	\$1,009
6	2018	Audi	S5	29	No	Yes	\$ 59,937	\$ 57,516	\$ 59,937	100%	96%	\$ 2,421	\$1,931	\$500
7	2015	Audi	A3	71	Yes	Yes	\$ 19,837	\$ 19,837	\$ 19,837	100%	100%	-	\$3,745	\$2,894
8	2015	Audi	A3	44	Yes	Yes	\$ 23,347	\$ 22,999	\$ 23,347	100%	99%	\$ 348	\$1,595	\$2,219
9	2018	Audi	Q3	68	Yes	Yes	\$ 29,926	\$ 29,926	\$ 29,926	100%	100%	-	\$1,491	\$2,964
10	2018	Audi	A4	7	No	Yes	\$ 33,819	\$ 29,880	\$ 33,919	100%	88%	\$ 3,939	\$211	\$2,249
11	2016	Audi	SQ5	61	Yes	Yes	\$ 46,936	\$ 46,936	\$ 46,936	100%	100%	-	(\$1,214)	\$0
12	2018	Audi	Q5	68	Yes	Yes	\$ 40,877	\$ 40,877	\$ 40,877	100%	100%	-	\$393	\$607
13	2017	Audi	Q7	35	No	Yes	\$ 50,447	\$ 50,447	\$ 50,447	100%	100%	-	\$1,510	\$0
14	2018	Audi	A4	53	Yes	Yes	\$ 38,997	\$ 37,439	\$ 38,997	100%	96%	\$ 1,558	\$1,094	\$1,080
15	2008	Honda	ACCORD	3	Yes	No	\$ 6,839	\$ 6,339	\$ 6,839	100%	93%	\$ 500	\$1,269	\$0
16	2015	Audi	R8	10	No	Yes	\$ 134,919	\$ 130,000	\$ 134,919	100%	96%	\$ 4,919	\$9,200	\$0
17	2014	Jeep	CHEROKEE	4	No	No	\$ 27,919	\$ 26,999	\$ 27,919	100%	97%	\$ 920	\$1,197	\$1,450
18	2013	Infiniti	QX56	9	No	No	\$ 33,919	\$ 33,419	\$ 33,919	100%	99%	\$ 500	\$2,714	\$1,498
19	2018	Audi	S5	49	Yes	Yes	\$ 56,836	\$ 56,336	\$ 56,836	100%	99%	\$ 500	(\$238)	\$1,119
20	2016	Ford	MUSTANG	71	No	Yes	\$ 25,976	\$ 25,976	\$ 25,976	100%	100%	-	(\$1,317)	\$0
21	2016	Audi	A7	22	Yes	Yes	\$ 47,947	\$ 47,337	\$ 47,947	100%	99%	\$ 610	\$1,584	\$3,047
22	2015	Mercedes-Benz	MB C300	65	Yes	No	\$ 22,577	\$ 22,577	\$ 22,577	100%	100%	-	(\$670)	\$1,913
23	2015	Land Rover	RANGE ROVER	97	No	No	\$ 59,987	\$ 59,987	\$ 59,987	100%	100%	-	\$354	\$1,582
24	2016	Acura	RDx	43	No	No	\$ 28,937	\$ 27,800	\$ 28,937	100%	96%	\$ 1,137	\$806	\$0
25	2015	Toyota	SEQUOIA	61	No	No	\$ 33,989	\$ 33,989	\$ 33,989	100%	100%	-	\$72	\$100
26	2013	Audi	RS 5	71	Yes	No	\$ 37,977	\$ 37,977	\$ 37,977	100%	100%	-	(\$233)	\$694
27	2016	Mercedes-Benz	CLA 45 4MAT	80	Yes	No	\$ 41,496	\$ 41,496	\$ 41,496	100%	100%	-	(\$186)	\$3,078
28	2016	Audi	SQ5	12	Yes	Yes	\$ 44,917	\$ 43,900	\$ 44,917	100%	98%	\$ 1,017	\$1,588	\$2,400
29	2015	Audi	A8 L	1	Yes	No	\$ 42,077	\$ 42,077	\$ 42,077	100%	100%	-	\$4,535	\$1,302
30	2018	Audi	A3	29	Yes	Yes	\$ 28,929	\$ 28,389	\$ 28,929	100%	98%	\$ 540	\$341	\$485
31	2017	Ford	ESCAPE	59	No	No	\$ 13,916	\$ 13,916	\$ 13,916	100%	100%	-	(\$725)	\$423
32	2016	Mazda	MIATA	48	Yes	No	\$ 17,957	\$ 17,000	\$ 17,957	100%	95%	\$ 957	\$773	\$371
33	2013	Hyundai	GENESIS	40	No	No	\$ 13,447	\$ 13,447	\$ 13,447	100%	100%	-	\$844	\$598
34	2018	Audi	RS3	46	Yes	Yes	\$ 57,949	\$ 57,399	\$ 57,949	100%	99%	\$ 550	\$1,962	\$2,137
35	2017	Subaru	IMPREZA	63	No	No	\$ 17,967	\$ 17,717	\$ 17,967	100%	99%	\$ 250	(\$396)	\$100
36	2011	Toyota	SIENNA	55	No	No	\$ 11,099	\$ 11,099	\$ 11,099	100%	100%	-	\$1,994	\$0
37	2018	Audi	Q5	29	Yes	No	\$ 46,528	\$ 45,500	\$ 46,528	100%	98%	\$ 1,028	\$1,338	\$0
38	2011	Acura	MDX	35	No	No	\$ 16,583	\$ 16,583	\$ 16,583	100%	100%	-	\$186	\$0
39	2015	GMC	TERRAIN	52	No	No	\$ 13,917	\$ 13,917	\$ 13,917	100%	100%	-	(\$474)	\$0
40	2008	Mazda	CX 7	60	No	No	\$ 5,947	\$ 5,947	\$ 5,947	100%	100%	-	(\$148)	\$0
41	2015	Ford	EDGE	59	No	No	\$ 19,967	\$ 19,967	\$ 19,967	100%	100%	-	\$1,268	\$2,133
42	2016	Jeep	CHEROKEE	24	Yes	No	\$ 16,927	\$ 15,988	\$ 16,927	100%	94%	\$ 939	\$473	\$0
43	2015	Audi	A3	9	Yes	Yes	\$ 18,915	\$ 18,378	\$ 18,915	100%	97%	\$ 537	\$364	\$0
44	2016	Audi	A3	34	Yes	Yes	\$ 23,938	\$ 23,938	\$ 23,938	100%	100%	-	\$1,170	\$1,400
45	2006	Audi	A3	68	Yes	No	\$ 750	\$ 750	\$ 750	100%	100%	-	(\$16)	\$0
46	2013	Toyota	TUNDRA	25	No	No	\$ 22,917	\$ 21,142	\$ 22,917	100%	92%	\$ 1,775	\$500	\$138
47	2018	Audi	A4	39	Yes	Yes	\$ 33,137	\$ 33,137	\$ 33,137	100%	100%	-	\$2,660	\$1,700
48	2018	Audi	A5	93	Yes	Yes	\$ 38,987	\$ 38,987	\$ 38,987	100%	100%	-	\$1,313	\$1,400
49	2016	Audi	ETRON	4	No	Yes	\$ 29,991	\$ 29,991	\$ 29,991	100%	100%	-	\$4,260	\$0
50	2016	Toyota	TUNDRA	53	No	No	\$ 23,989	\$ 23,989	\$ 23,989	100%	100%	-	\$2,418	\$1,295
51	2018	Audi	Q7	76	Yes	Yes	\$ 42,977	\$ 42,778	\$ 42,977	100%	100%	\$ 199	(\$60)	\$1,430
52	2014	Audi	A7	62	Yes	Yes	\$ 33,977	\$ 33,500	\$ 33,977	100%	99%	\$ 477	(\$590)	\$0
53	2015	Audi	Q3	1	Yes	No	\$ 22,806	\$ 22,806	\$ 22,806	100%	100%	-	(\$236)	\$990



Scoreboard	
# of Purchased Vehicles Retailed	65
# of Traded Vehicles Retailed	61
% Retailed of Non-New Franchise	44%
Total # Retail Units	126
Average Days to Sale	62.7
Average Advertised Price (Time of Sale)	\$ 33,224
Average Transaction Price	\$ 32,692
Average Market Price at 100%	\$ 33,225
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 532
Average Front End Gross	\$ 782
Average Finance Gross	\$ 854
PUVR	\$ 1,636
Total Gross (Units&PUVR)	\$ 206,144



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	65
# of Traded Vehicles Retailed	61
% Retailed of Non-New Franchise	44%
Total # Retail Units	126
Average Days to Sale	62.7
Average Advertised Price (Time of Sale)	\$ 33,224
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PUVR	\$ 1,636
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Joe Leal	Marcio Fujita	Gregg Butts
1	0	47
1	0	41
100%	#DIV/0!	42%
2	0	88
46.0	#DIV/0!	72.8
\$ 25,192	#DIV/0!	\$ 35,301
\$ 24,305	#DIV/0!	\$ 34,702
\$ 25,192	#DIV/0!	\$ 35,302
100%	#DIV/0!	100%
96%	#DIV/0!	98%
\$ 888	#DIV/0!	\$ 599
\$ (245)	#DIV/0!	\$ 720
\$ 829	#DIV/0!	\$ 916
\$ 584	#DIV/0!	\$ 1,636
\$ 1,168	#DIV/0!	\$ 143,941

Logan Maxwell	Craig Stickler	
15	2	0
18	1	0
45%	67%	#DIV/0!
33	3	0
38.7	44.0	#DIV/0!
\$ 28,907	\$ 25,132	#DIV/0!
\$ 28,538	\$ 25,001	#DIV/0!
\$ 28,907	\$ 25,132	#DIV/0!
100%	100%	#DIV/0!
99%	99%	#DIV/0!
\$ 369	\$ 131	#DIV/0!
\$ 1,097	\$ (172)	#DIV/0!
\$ 697	\$ 784	#DIV/0!
\$ 1,794	\$ 612	#DIV/0!
\$ 59,199	\$ 1,837	#DIV/0!

Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	65	0
# of Traded Vehicles Retailed	61	0
% Retailed of Non-New Franchise	44%	#DIV/0!
Total # Retail Units	126	0
Average Days to Sale	62.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 33,224	#DIV/0!
Average Transaction Price	\$ 32,692	#DIV/0!
Average Market Price at 100%	\$ 33,225	#DIV/0!
Average Price to Market (Time of Sale)	100%	#DIV/0!
Average Transaction to Market	98%	#DIV/0!
Average Transactional Discount	\$ 532	#DIV/0!
Average Front End Gross	\$ 782	#DIV/0!
Average Finance Gross	\$ 854	#DIV/0!
PUVR	\$ 1,636	#DIV/0!
Total Gross (Units&PUVR)	\$ 206,144	#DIV/0!



James Ross	Sonny Lockett	Sal Ahmed
4	6	4
2	5	10
33%	36%	64%
6	11	14
37.3	103.7	81.9
\$ 29,165	\$ 36,749	\$ 23,695
\$ 28,963	\$ 36,206	\$ 23,218
\$ 29,165	\$ 36,749	\$ 23,695
100%	100%	100%
99%	99%	98%
\$ 203	\$ 544	\$ 477
\$ 511	\$ 498	\$ 560
\$ 700	\$ 967	\$ 342
\$ 1,210	\$ 1,464	\$ 902
\$ 7,262	\$ 16,109	\$ 12,628

Patrick Deese	John Bowyer	Dave O'Neill
4	8	4
4	11	2
25%	58%	50%
8	19	6
48.5	118.7	37.7
\$ 35,678	\$ 35,312	\$ 35,999
\$ 35,213	\$ 34,661	\$ 35,639
\$ 35,678	\$ 35,312	\$ 35,999
100%	100%	100%
99%	98%	99%
\$ 464	\$ 651	\$ 360
\$ 243	\$ 615	\$ 564
\$ 461	\$ 1,080	\$ 1,168
\$ 704	\$ 1,695	\$ 1,731
\$ 5,631	\$ 32,201	\$ 10,389

Charles Fenner	Patrick Locke	Victor Pitts
7	6	12
6	5	4
38%	45%	31%
13	11	16
46.0	35.5	36.6
\$ 33,914	\$ 36,713	\$ 35,267
\$ 33,213	\$ 36,495	\$ 34,542
\$ 33,914	\$ 36,713	\$ 35,267
100%	100%	100%
98%	99%	98%
\$ 701	\$ 218	\$ 725
\$ 680	\$ 1,240	\$ 1,538
\$ 1,202	\$ 1,057	\$ 951
\$ 1,882	\$ 2,297	\$ 2,489
\$ 24,468	\$ 25,263	\$ 39,827

Paul Walker	Ashley Sanchez	House
7	1	2
3	8	1
20%	78%	33%
10	9	3
42.0	48.0	31.3
\$ 34,874	\$ 33,190	\$ 15,491
\$ 34,378	\$ 32,625	\$ 14,899
\$ 34,884	\$ 33,190	\$ 15,491
100%	100%	100%
99%	98%	96%
\$ 495	\$ 565	\$ 592
\$ 912	\$ 965	\$ 83
\$ 1,019	\$ 333	\$ 376
\$ 1,931	\$ 1,298	\$ 459
\$ 19,307	\$ 11,682	\$ 1,376

Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	65
# of Traded Vehicles Retailed	61
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Chris Ray	Charles Moradi	Logan Maxwell
29	27	8
25	29	6
44%	43%	50%
54	56	14
92.6	40.9	37.1
\$ 30,851	\$ 38,042	\$ 26,161
\$ 30,349	\$ 37,525	\$ 25,506
\$ 30,851	\$ 38,044	\$ 26,161
100%	100%	100%
98%	99%	97%
\$ 502	\$ 517	\$ 655
\$ 563	\$ 1,025	\$ 731
\$ 776	\$ 1,035	\$ 540
\$ 1,340	\$ 2,060	\$ 1,271
\$ 72,348	\$ 115,380	\$ 17,795

House		
1	0	0
1	0	0
50%	#DIV/0!	#DIV/0!
2	0	0
46.5	#DIV/0!	#DIV/0!
\$ 11,834	#DIV/0!	#DIV/0!
\$ 10,946	#DIV/0!	#DIV/0!
\$ 11,834	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!
\$ 888	#DIV/0!	#DIV/0!
\$ 242	#DIV/0!	#DIV/0!
\$ 69	#DIV/0!	#DIV/0!
\$ 311	#DIV/0!	#DIV/0!
\$ 622	#DIV/0!	#DIV/0!

Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	65
# of Traded Vehicles Retailed	61
Total # Retail Units	126
Average Days to Sale	62.7
Average Advertised Price (Time of Sale)	\$ 33,224
Average Transaction Price	\$ 32,692
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Average Finance Gross	\$ 854
PUVR	\$ 1,636
Total Gross (Units&PUVR)	\$ 206,144

Yes	No
41	24
21	40
62	64
69.5	56.2
\$ 40,698	\$ 25,485
\$ 40,131	\$ 25,485
\$ 40,700	\$ 25,984
\$ 1	\$ 1
99%	98%
\$ 567	\$ 498
\$ 822	\$ 743
\$ 1,077	\$ 638
\$ 1,899	\$ 1,382
\$ 117,716	\$ 88,429



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	65
# of Traded Vehicles Retailed	61
Total # Retail Units	126
Average Days to Sale	62.7
Average Advertised Price (Time of Sale)	\$ 33,224
Average Transaction Price	\$ 32,692
Average Market Price at 100%	\$ 33,225
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 532
Average Front End Gross	\$ 782
Average Finance Gross	\$ 854
PUVR	\$ 1,636
Total Gross (Units&PUVR)	\$ 206,144

Yes	No
47	18
23	38
70	56
78.5	42.9
\$ 39,907	\$ 24,452
\$ 39,284	\$ 24,452
\$ 39,909	\$ 24,870
100%	98%
98%	98%
\$ 623	\$ 418
\$ 932	\$ 595
\$ 1,161	\$ 470
\$ 2,093	\$ 1,065
\$ 146,511	\$ 59,633



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	46	\$75,084	\$34,467	\$2,382	36.51%
31 - 45 Days	21	\$22,533	\$17,875	\$1,924	16.67%
46 - 60 Days	24	\$13,776	\$25,574	\$1,640	19.05%
60 - 90 Days	27	(\$11,181)	\$18,735	\$280	21.43%
90 Days and Over	8	(\$1,688)	\$10,970	\$1,160	6.35%
Total	126	\$98,524	\$107,620	\$1,636	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	24
31 - 45 Days	9
46 - 60 Days	12
60 - 90 Days	16
90 Days and Over	4
Total	65

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$27,195	\$21,647	\$2,035
\$12,741	\$13,905	\$2,961
\$3,859	\$13,370	\$1,436
(\$1,097)	\$16,188	\$943
\$1,195	\$8,038	\$2,308
\$ 43,893	\$ 73,148	\$1,801

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

% of total unit sales
36.92%
13.85%
18.46%
24.62%
6.15%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	22	\$47,889
31 - 45 Days	12	\$9,792
46 - 60 Days	12	\$9,917
60 - 90 Days	11	(\$10,084)
90 Days and Over	4	(\$2,884)
Total	61	\$54,631

\$ 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
\$12,821	\$2,760	36.07%
\$3,970	\$1,147	19.67%
\$12,204	\$1,843	19.67%
\$2,547	(\$685)	18.03%
\$2,932	\$12	6.56%
\$34,473	\$1,461	100.0%

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

