

# Input Sheet



Desk Manager	Finance Manager	Sales Consultant
STONE	VINCENT LEM	QUANDA KIMBROUGH
ROBB KRUG	RYAN KELLER	GEORGE NWOSISI
FITE	BRITAIN	OLLIE BROWN
TERRY HILL	BOB BARRON	GREG HUNTER
JIMMY HARRIS	ETHAN PHILLIPS	SEAN WILLIAMS
ALAN MARKLE	MITCHELL	BLAINE LASH
JASON MCCOY	ADAM SLOAN	DOUG LUCAS
ADAM SLOAN	RUSSELL RIEDMILLER	JORDAN JOHNSON
STEVE POWELL		RANDY PUTMAN
DW		DAVID FORREST
BOB BARRON		CAMERON ABBU
		RUSSELL RIEDMILLER
		DANIEL BROOKS
		NATHAN CORR
		MICHAEL GOYER
		MICAH SINGLEY
		CHARLES DUNCAN
		RACHEL REEVES
		PETE PURKY
		TOM KIM
		RICHARD WORD
		DAVID NEEDHAM
		JAMES MUNROE
		ROBERT SHARP
		STEVEN ILER
		LYLE JUMONVILLE
		MARK SMALLWOOD
		BOLTON
		ARL FARRIS
		ALEX LEON
		MILLER
		MARISSA BEVERLY
		TANNER FITE
		DW
		CHRISTOPHER FINCHER
		RYAN CAREK
		MAX DESELIN
		DYLAN MORAN
		SCHMIDT
		COURTNEY BURSE
		ROBERT MOORE







#	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	2004	Ford	RANGER	13	Yes	No	\$ 8,981	\$ 8,299	\$ 9,221	97%	90%	\$ 682	\$1,416	\$0
2	2016	Honda	CRV	86	No	No	\$ 17,685	\$ 17,700	\$ 19,032	93%	93%	\$ (15)	(\$1,191)	\$16
3	2015	Honda	CRV	36			\$ 18,625	\$ 18,425	\$ 18,243	102%	101%	\$ 200	(\$104)	\$719
4	2018	Jeep	GRAND CHEROKEE	72			\$ 32,759	\$ 32,759	\$ 38,999	84%	84%	\$ -	(\$1,040)	\$0
5	2016	Honda	CIVIC	6			\$ 15,967	\$ 15,474	\$ 16,462	97%	94%	\$ 493	\$1,315	\$0
6	2015	Honda	CRV	28			\$ 19,568	\$ 18,945	\$ 21,528	91%	88%	\$ 623	\$336	\$100
7	2012	Honda	PILOT	17			\$ 17,907	\$ 17,654	\$ 18,200	98%	97%	\$ 253	\$1,336	\$1,467
8	2016	Subaru	IMPREZA	27			\$ 18,922	\$ 18,922	\$ 18,922	100%	100%	\$ -	(\$313)	\$2,740
9	2004	Volvo	S40	86			\$ 6,488	\$ 6,488	\$ 6,488	100%	100%	\$ -	(\$131)	\$7
10	2011	Jeep	PATRIOT	10			\$ 7,999	\$ 7,510	\$ 7,019	114%	107%	\$ 489	\$2,717	\$100
11	2015	Hyundai	SONATA	17			\$ 13,941	\$ 13,243	\$ 13,940	100%	95%	\$ 698	(\$1,426)	\$0
12	2017	Honda	CRV	12			\$ 25,536	\$ 24,850	\$ 25,885	99%	96%	\$ 686	\$878	\$299
13	2016	Chevrolet	MALIBU	42			\$ 15,259	\$ 13,667	\$ 16,270	94%	84%	\$ 1,592	(\$2,014)	\$0
14	2017	Honda	ACCORD	42			\$ 24,258	\$ 24,258	\$ 23,103	105%	105%	\$ -	\$2,127	\$4,047
15	2010	Subaru	IMPREZA	33			\$ 8,925	\$ 8,925	\$ 7,028	127%	127%	\$ -	\$2,480	\$192
16	2016	Honda	CRV	47			\$ 19,707	\$ 19,707	\$ 24,033	82%	82%	\$ -	(\$1,145)	\$3,078
17	2005	Volvo	S60	13			\$ 6,981	\$ 6,481	\$ 6,292	111%	103%	\$ 500	\$21,889	\$0
18	2015	Toyota	HIGHLANDER	45			\$ 24,649	\$ 23,988	\$ 28,901	85%	83%	\$ 661	\$637	\$197
19	2016	Honda	ODYSSEY	52			\$ 30,801	\$ 30,801	\$ 30,496	101%	101%	\$ -	(\$1,970)	\$400
20	2016	Honda	CRV	40			\$ 22,927	\$ 22,927	\$ 23,882	96%	96%	\$ -	(\$5)	\$100
21	2014	BMW	X5	6			\$ 29,491	\$ 29,551	\$ 28,414	104%	104%	\$ (60)	(\$1,575)	\$0
22	2006	Ford	RANGER	4			\$ 7,436	\$ 6,500	\$ 8,125	92%	80%	\$ 936	\$2,741	\$0
23	2016	Subaru	OUTBACK	32			\$ 23,962	\$ 23,720	\$ 24,454	98%	97%	\$ 242	\$1,135	\$3,322
24	2017	Honda	CRV	55			\$ 18,720	\$ 18,725	\$ 20,806	90%	90%	\$ (5)	(\$691)	\$2,873
25	2007	Toyota	CAMRY	9			\$ 7,487	\$ 6,789	\$ 6,789	110%	100%	\$ 698	\$1,015	\$0
26	2015	Toyota	CAMRY	76			\$ 16,977	\$ 16,977	\$ 18,453	92%	92%	\$ -	(\$940)	\$560
27	2013	Subaru	IMPREZA	26			\$ 15,980	\$ 14,620	\$ 15,072	106%	97%	\$ 1,360	\$480	\$1,787
28	2014	Honda	RIDGELINE	44			\$ 24,281	\$ 24,281	\$ 24,281	100%	100%	\$ -	\$1,640	\$100
29	2016	Honda	PILOT	31			\$ 28,951	\$ 28,464	\$ 29,045	100%	98%	\$ 487	(\$73)	\$0
30	2015	Subaru	IMPREZA	37			\$ 17,356	\$ 17,356	\$ 17,016	102%	102%	\$ -	\$1,187	\$1,686
31	2003	Mazda	PROTÉGÉ	3			\$ 4,999	\$ 4,492	\$ 4,991	100%	90%	\$ 507	\$2,032	\$0
32	2015	Subaru	OUTBACK	1			\$ 21,924	\$ 21,500	\$ 21,078	104%	102%	\$ 424	\$2,161	\$718
33	2018	Volvo	XC90	5			\$ 61,995	\$ 60,018	\$ 61,874	100%	97%	\$ 1,977	\$870	\$729
34	2013	GMC	ACADIA	13			\$ 24,114	\$ 24,107	\$ 23,405	103%	103%	\$ 7	\$1,572	\$1,637
35	2010	Acura	TSX	13			\$ 12,633	\$ 12,433	\$ 11,303	112%	110%	\$ 200	\$2,053	\$0
36	2015	Honda	CIVIC	9			\$ 18,261	\$ 17,663	\$ 17,663	103%	99%	\$ 775	\$264	\$1,342
37	2017	Dodge	CHARGER	17			\$ 36,575	\$ 34,210	\$ 37,185	98%	92%	\$ 2,365	(\$800)	\$3,986
38	2017	Volvo	XC60	16			\$ 30,995	\$ 30,277	\$ 27,525	113%	110%	\$ 718	\$1,280	\$0
39	2010	Chevrolet	TRAVERSE	21			\$ 10,118	\$ 10,118	\$ 9,636	105%	105%	\$ -	\$2,181	\$0
40	2014	BMW	528i	5			\$ 20,520	\$ 20,520	\$ 20,727	99%	99%	\$ -	\$2,682	\$3,764
41	2010	Honda	CRV	4			\$ 12,474	\$ 12,000	\$ 11,538	108%	104%	\$ 474	\$1,957	\$58
42	2014	GMC	YUKON	5			\$ 27,912	\$ 27,486	\$ 26,429	106%	104%	\$ 426	\$3,113	\$0
43	2014	Subaru	CROSSTREK	12			\$ 21,856	\$ 18,999	\$ 21,838	100%	87%	\$ 2,857	\$58	\$1,075
44	2011	Toyota	CAMRY	12			\$ 10,247	\$ 9,623	\$ 9,921	103%	97%	\$ 624	\$2,123	\$221
45	2015	Honda	ACCORD	51			\$ 15,888	\$ 15,888	\$ 15,888	100%	100%	\$ -	(\$667)	\$63
46	2017	Honda	ACCORD	65			\$ 18,762	\$ 18,209	\$ 21,173	89%	86%	\$ 553	(\$1,431)	\$2,360
47	2010	Honda	ODYSSEY	5			\$ 11,537	\$ 11,530	\$ 11,416	101%	101%	\$ 7	\$2,611	\$0
48	2018	Subaru	WRX	50			\$ 26,989	\$ 25,500	\$ 28,652	94%	89%	\$ 1,489	\$1,094	\$2,462
49	2015	Volvo	S60	37			\$ 21,375	\$ 20,976	\$ 18,897	113%	111%	\$ 399	(\$229)	\$0
50	2015	Volvo	S60	31			\$ 16,934	\$ 16,500	\$ 18,966	89%	87%	\$ 434	\$1,645	\$278
51	2006	Toyota	4RUNNER	1			\$ 12,988	\$ 11,746	\$ 11,630	112%	101%	\$ 1,242	\$2,317	\$0
52	2013	Subaru	FORESTER	5			\$ 10,863	\$ 10,863	\$ 10,863	100%	100%	\$ -	\$2,838	\$703
53	2016	Subaru	LEGACY	39			\$ 17,908	\$ 17,908	\$ 17,557	102%	102%	\$ -	(\$452)	\$2,081



<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	1
# of Traded Vehicles Retailed	1
% Retailed of Non-New Franchise	9150%
Total # Retail Units	2
Average Days to Sale	24.8
Average Advertised Price (Time of Sale)	\$ 21,034
Average Transaction Price	\$ 20,363
Average Market Price at 100%	\$ 20,862
Average Price to Market (Time of Sale)	101%
Average Transaction to Market	98%
Average Transactional Discount	\$ 671
Average Front End Gross	\$ 1,009
Average Finance Gross	\$ 828
PUVR	\$ 1,899
Total Gross (Units&PUVR)	\$ 3,798



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	1
# of Traded Vehicles Retailed	1
% Retailed of Non-New Franchise	9150%
Total # Retail Units	2
Average Days to Sale	24.8
Average Advertised Price (Time of Sale)	\$ 21,034
Average Transaction Price	\$ 20,363
Average Market Price at 100%	\$ 20,862
Average Price to Market (Time of Sale)	101%
Average Transaction to Market	98%
Average Transactional Discount	\$ 671
Average Front End Gross	\$ 1,009
Average Finance Gross	\$ 828
PUVR	\$ 1,899
Total Gross (Units&PUVR)	\$ 3,798











Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	1	0
# of Traded Vehicles Retailed	1	0
% Retailed of Non-New Franchise	9150%	#DIV/0!
Total # Retail Units	2	0
Average Days to Sale	24.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,034	#DIV/0!
Average Transaction Price	\$ 20,363	#DIV/0!
Average Market Price at 100%	\$ 20,862	#DIV/0!
Average Price to Market (Time of Sale)	101%	#DIV/0!
Average Transaction to Market	98%	#DIV/0!
Average Transactional Discount	\$ 671	#DIV/0!
Average Front End Gross	\$ 1,009	#DIV/0!
Average Finance Gross	\$ 828	#DIV/0!
PUVR	\$ 1,899	#DIV/0!
Total Gross (Units&PUVR)	\$ 3,798	#DIV/0!











































<b>Scoreboard</b>	
<b>Finance Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	1
# of Traded Vehicles Retailed	1
% Retailed of Non-New Franchise	9150%
Total # Retail Units	2
Average Days to Sale	24.8
Average Advertised Price (Time of Sale)	\$ 21,034
Average Transaction Price	\$ 20,363
Average Market Price at 100%	\$ 20,862
Average Price to Market (Time of Sale)	101%
Average Transaction to Market	98%
Average Transactional Discount	\$ 671
Average Front End Gross	\$ 1,009
Average Finance Gross	\$ 828
PUVR	\$ 1,899
Total Gross (Units&PUVR)	\$ 3,798











Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	1
# of Traded Vehicles Retailed	1
Total # Retail Units	2
Average Days to Sale	24.8
Average Advertised Price (Time of Sale)	\$ 21,034
Average Transaction Price	\$ 20,363
Average Market Price at 100%	\$ 20,862
Average Price to Market (Time of Sale)	101%
Average Transaction to Market	98%
Average Transactional Discount	\$ 671
Average Front End Gross	\$ 1,009
Average Finance Gross	\$ 828
PUVR	\$ 1,899
Total Gross (Units&PUVR)	\$ 3,798

Yes	No
0	1
0	1
0	2
#DIV/0!	49.5
#DIV/0!	\$ 13,000
#DIV/0!	\$ 13,000
#DIV/0!	\$ 14,127
#DIV/0!	\$ 1
#DIV/0!	92%
#DIV/0!	\$ 334
#DIV/0!	\$ 113
#DIV/0!	\$ 8
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	1
# of Traded Vehicles Retailed	1
Total # Retail Units	2
Average Days to Sale	24.8
Average Advertised Price (Time of Sale)	\$ 21,034
Average Transaction Price	\$ 20,363
Average Market Price at 100%	\$ 20,862
Average Price to Market (Time of Sale)	101%
Average Transaction to Market	98%
Average Transactional Discount	\$ 671
Average Front End Gross	\$ 1,009
Average Finance Gross	\$ 828
PUVR	\$ 1,899
Total Gross (Units&PUVR)	\$ 3,798

Yes	No
0	1
0	0
0	1
#DIV/0!	23.8
#DIV/0!	\$ 20,701
#DIV/0!	\$ 20,701
#DIV/0!	\$ 21,161
#DIV/0!	98%
#DIV/0!	98%
#DIV/0!	\$ 701
#DIV/0!	\$ 1,070
#DIV/0!	\$ 836
#DIV/0!	\$ 1,908
#DIV/0!	\$ 1,908



<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	132	\$186,594	\$108,497	\$2,236	66.00%
31 - 45 Days	44	\$21,972	\$30,752	\$1,198	22.00%
46 - 60 Days	15	\$3,142	\$21,041	\$1,612	7.50%
60 - 90 Days	9	(\$9,949)	\$5,382	(\$507)	4.50%
90 Days and Over	0	\$0	\$0	#DIV/0!	0.00%
<b>Total</b>	<b>200</b>	<b>\$201,759</b>	<b>\$165,672</b>	<b>\$1,837</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	1
31 - 45 Days	0
46 - 60 Days	0
60 - 90 Days	0
90 Days and Over	0
<b>Total</b>	<b>1</b>

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$1,416	\$0	\$1,416
\$0	\$0	#DIV/0!
\$ 1,416	\$ -	\$1,416

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>
100.00%
0.00%
0.00%
0.00%
0.00%
100.0%



<b>Trade/Curbs</b>		
<b>Days in Inventory</b>	<b>Unit Sales</b>	<b>Total Front Gross \$</b>
0 - 30 Days	0	\$0
31 - 45 Days	0	\$0
46 - 60 Days	0	\$0
60 - 90 Days	1	(\$1,191)
90 Days and Over	0	\$0
<b>Total</b>	<b>1</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
\$0	#DIV/0!	0.00%
\$0	#DIV/0!	0.00%
\$0	#DIV/0!	0.00%
\$16	(\$1,175)	100.00%
\$0	#DIV/0!	0.00%
	\$0	100.0%

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

