

# Input Sheet



Desk Manager	Finance Manager	Sales Consultant
BOWEN	JONES	GEORGE
FAIRMAN	ADAM	WEISE
	OTHER	GILMAN
		RIZZO
		JOHNSON
		DUTY
		DAPHNE
		BOSCO
		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
2	2018	Audi	A4	8	No	Yes	\$ 42,990	\$ 41,886	\$ 53,074	81%	79%	\$ 1,104	\$2,806	\$0
2	2017	Audi	Q7	57	Yes	Yes	\$ 47,637	\$ 47,250	\$ 48,118	99%	98%	\$ 387	\$744	\$1,670
3	2012	Honda	CIVIC	38	No	No	\$ 9,737	\$ 8,954	\$ 11,731	83%	76%	\$ 783	\$1,332	\$368
4	2014	Hyundai	SONATA	61	No	No	\$ 11,990	\$ 11,990	\$ 13,625	88%	88%	\$ -	\$1,304	\$1,660
5	2017	Acura	TLX	6	No	No	\$ 25,990	\$ 25,990	\$ 25,733	101%	101%	\$ -	\$2,634	\$820
6	2015	Audi	Q5	148	Yes	No	\$ 28,990	\$ 28,990	\$ 29,283	99%	99%	\$ -	\$2,470	\$1,891
7	2018	Audi	A5 SB	24	Yes	Yes	\$ 44,990	\$ 43,827	\$ 54,205	83%	81%	\$ 1,163	\$2,668	\$1,485
8	2014	Chevrolet	SILVERADO	7	No	No	\$ 29,990	\$ 29,737	\$ 28,292	106%	105%	\$ 253	\$688	\$0
9	2007	Toyota	CAMRY	10	No	No	\$ 6,993	\$ 6,993	\$ 6,993	100%	100%	\$ -	\$750	\$0
10	2018	Audi	A6	58	Yes	No	\$ 41,990	\$ 41,990	\$ 41,990	100%	100%	\$ -	\$2,343	\$880
11	2017	Audi	RS7	19	Yes	No	\$ 89,990	\$ 89,990	\$ 87,369	103%	103%	\$ -	\$12,826	\$4,203
12	2014	Jeep	JEEP	91	No	No	\$ 26,990	\$ 26,990	\$ 26,990	100%	100%	\$ -	(\$1,989)	\$0
13	2012	Acura	ACURA	29	No	No	\$ 16,990	\$ 16,341	\$ 17,162	99%	95%	\$ 649	\$2,435	\$0
14	2016	Audi	A3	54	No	Yes	\$ 23,637	\$ 23,637	\$ 27,169	87%	87%	\$ -	\$1,422	\$0
15	2016	Audi	A7	17	Yes	Yes	\$ 49,990	\$ 49,127	\$ 48,534	103%	101%	\$ 863	\$4,389	\$4,826
16	2014	Acura	RDX	13	No	No	\$ 16,990	\$ 16,990	\$ 20,975	81%	81%	\$ -	\$2,819	\$0
17	2017	Ford	EXPLORER	55	No	No	\$ 27,637	\$ 27,637	\$ 29,717	93%	93%	\$ -	\$1,329	\$1,688
18	2018	Audi	a3	1	Yes	Yes	\$ 34,809	\$ 34,809	\$ 34,809	100%	100%	\$ -	\$3,285	\$1,339
19	2018	Audi	A5	6	Yes	Yes	\$ 42,786	\$ 42,786	\$ 46,507	92%	92%	\$ -	\$1,121	\$0
20	2014	Audi	A6	88	No	No	\$ 26,737	\$ 26,500	\$ 26,472	101%	100%	\$ 237	(\$1,707)	\$1,215
21	2016	Audi	A6	27	Yes	Yes	\$ 36,990	\$ 36,300	\$ 34,896	106%	104%	\$ 690	\$2,542	\$1,283
22	2018	Audi	A4	73	Yes	No	\$ 30,990	\$ 29,273	\$ 37,793	82%	77%	\$ 1,717	\$419	\$0
23	2004	Infiniti	G35	4	No	No	\$ 5,973	\$ 5,973	\$ 5,973	100%	100%	\$ -	\$2,319	\$0
24	2015	Audi	Q7	19	Yes	Yes	\$ 38,990	\$ 38,658	\$ 33,904	115%	114%	\$ 332	\$2,310	\$3,530
25	2018	Audi	A5 SB	27	Yes	No	\$ 44,737	\$ 44,737	\$ 52,020	86%	86%	\$ -	\$3,831	\$2,202
26	2014	Audi	A4	24	No	No	\$ 16,990	\$ 15,484	\$ 21,238	80%	73%	\$ 1,506	\$400	\$405
27	2018	Audi	A3	98	Yes	Yes	\$ 24,999	\$ 24,507	\$ 34,245	73%	72%	\$ 492	(\$933)	\$337
28	2014	Jeep	JEEP	1	Yes	No	\$ 19,650	\$ 19,650	\$ 19,650	100%	100%	\$ -	(\$207)	\$205
29	2015	Audi	Q5	81	No	No	\$ 23,437	\$ 22,999	\$ 26,633	86%	86%	\$ 438	\$456	\$1,457
30	2013	Audi	A4	30	No	No	\$ 16,637	\$ 16,637	\$ 18,906	88%	88%	\$ -	\$1,227	\$990
31	2018	Audi	A3	95	Yes	Yes	\$ 25,990	\$ 25,990	\$ 27,073	96%	96%	\$ -	(\$1,823)	\$0
32	2013	Ford	Flex	46	No	No	\$ 16,737	\$ 15,832	\$ 16,250	103%	97%	\$ 905	(\$337)	\$0
33	2015	Audi	Q5	126	Yes	Yes	\$ 28,990	\$ 28,470	\$ 26,843	108%	106%	\$ 520	\$2,001	\$1,236
34	2015	Audi	Q5	1	Yes	No	\$ 28,990	\$ 28,477	\$ 28,990	100%	98%	\$ 513	\$4,013	\$391
35	2013	Volkswagen	Jetta	1	Yes	No	\$ 7,991	\$ 7,991	\$ 11,099	72%	72%	\$ -	\$1,983	\$1,202
36	2018	Audi	Q7	29	No	Yes	\$ 56,990	\$ 54,970	\$ 65,506	87%	84%	\$ 2,020	\$1,999	\$461
37	2014	GMC	Acadia	2	Yes	No	\$ 17,995	\$ 17,395	\$ 19,144	94%	91%	\$ 600	\$154	\$0
38	2018	Audi	A3	104	Yes	Yes	\$ 24,999	\$ 24,999	\$ 27,173	92%	92%	\$ -	(\$498)	\$2,858
39	2018	Audi	A3	104	Yes	Yes	\$ 24,999	\$ 24,999	\$ 27,173	92%	92%	\$ -	\$810	\$0
40	2013	Hyundai	Santa Fe	14	No	No	\$ 16,737	\$ 15,903	\$ 16,737	100%	95%	\$ 834	\$250	\$425
41	2015	Audi	a4	15	No	No	\$ 26,990	\$ 26,353	\$ 25,952	104%	102%	\$ 637	\$1,778	\$774
42	2017	Audi	a4	101	Yes	Yes	\$ 28,990	\$ 28,341	\$ 29,887	97%	95%	\$ 649	\$892	\$820
43	2018	Audi	A6	40	Yes	No	\$ 42,990	\$ 42,990	\$ 55,831	77%	77%	\$ -	\$2,951	\$0
44	2007	Nissan	altima	48	No	No	\$ 6,990	\$ 6,990	\$ 5,924	118%	118%	\$ -	\$1,990	\$0
45	2011	Audi	A4	27	No	No	\$ 12,990	\$ 12,255	\$ 12,612	103%	97%	\$ 735	\$1,562	\$1,294
46	2017	Audi	Q5	152	Yes	Yes	\$ 35,990	\$ 35,490	\$ 32,423	111%	109%	\$ 500	\$427	\$0
47	2018	Audi	Q3	6	Yes	Yes	\$ 29,990	\$ 29,990	\$ 33,697	89%	89%	\$ -	\$1,945	\$290
48	2018	Audi	A3	19	Yes	Yes	\$ 29,437	\$ 28,944	\$ 33,451	88%	87%	\$ 493	\$2,378	\$0
49	2009	BMW	BMW MC	22	Yes	No	\$ 5,494	\$ 5,494	\$ 5,494	100%	100%	\$ -	\$1,478	\$0
50	2015	Audi	Q5	95	Yes	No	\$ 29,990	\$ 28,278	\$ 30,293	99%	93%	\$ 1,712	\$2,241	\$736
51	2015	Audi	Q5	17	Yes	No	\$ 29,990	\$ 28,985	\$ 27,018	111%	107%	\$ 1,005	\$794	\$3,221
52	2018	Audi	A3	113	Yes	Yes	\$ 24,999	\$ 24,999	\$ 27,173	92%	92%	\$ -	\$535	\$0
53	2010	BMW	BMW	15	No	No	\$ 13,990	\$ 13,100	\$ 14,883	94%	88%	\$ 890	\$2,266	\$658



<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	91
# of Traded Vehicles Retailed	58
% Retailed of Non-New Franchise	30%
Total # Retail Units	149
Average Days to Sale	37.5
Average Advertised Price (Time of Sale)	\$ 29,970
Average Transaction Price	\$ 29,698
Average Market Price at 100%	\$ 30,535
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	97%
Average Transactional Discount	\$ 272
Average Front End Gross	\$ 1,570
Average Finance Gross	\$ 978
PUVR	\$ 2,548
Total Gross (Units&PUVR)	\$ 379,658



<b>Scoreboard</b>	
<b>Desk Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	91
# of Traded Vehicles Retailed	58
% Retailed of Non-New Franchise	30%
Total # Retail Units	149
Average Days to Sale	37.5
Average Advertised Price (Time of Sale)	\$ 29,970
Average Transaction Price	\$ 29,698
Average Market Price at 100%	\$ 30,535
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	97%
Average Transactional Discount	\$ 272
Average Front End Gross	\$ 1,570
Average Finance Gross	\$ 978
PUVR	\$ 2,548
Total Gross (Units&PUVR)	\$ 379,658



FAIRMAN	BOWEN	
17	74	0
9	48	0
31%	29%	#DIV/0!
26	122	0
46.3	35.8	#DIV/0!
\$ 33,046	\$ 29,298	#DIV/0!
\$ 32,463	\$ 29,090	#DIV/0!
\$ 33,127	\$ 29,975	#DIV/0!
100%	98%	#DIV/0!
98%	97%	#DIV/0!
\$ 583	\$ 208	#DIV/0!
\$ 2,519	\$ 1,366	#DIV/0!
\$ 1,254	\$ 917	#DIV/0!
\$ 3,772	\$ 2,283	#DIV/0!
\$ 98,084	\$ 278,507	#DIV/0!







Scoreboard		
Sales Consultant	Totals	WEISE
# of Purchased Vehicles Retailed	91	11
# of Traded Vehicles Retailed	58	5
% Retailed of Non-New Franchise	30%	31%
Total # Retail Units	149	16
Average Days to Sale	37.5	26.4
Average Advertised Price (Time of Sale)	\$ 29,970	\$ 33,577
Average Transaction Price	\$ 29,698	\$ 32,969
Average Market Price at 100%	\$ 30,535	\$ 34,076
Average Price to Market (Time of Sale)	98%	99%
Average Transaction to Market	97%	97%
Average Transactional Discount	\$ 272	\$ 608
Average Front End Gross	\$ 1,570	\$ 2,226
Average Finance Gross	\$ 978	\$ 763
PUVR	\$ 2,548	\$ 2,989
Total Gross (Units&PUVR)	\$ 379,658	\$ 47,822



GILMAN	RIZZO	JOHNSON
14	12	13
10	7	8
29%	26%	24%
24	19	21
42.0	51.6	38.7
\$ 29,328	\$ 30,138	\$ 30,357
\$ 29,444	\$ 29,549	\$ 29,780
\$ 28,865	\$ 31,034	\$ 31,187
102%	97%	97%
102%	95%	95%
\$ (116)	\$ 588	\$ 577
\$ 1,226	\$ 1,868	\$ 1,535
\$ 672	\$ 696	\$ 1,382
\$ 1,898	\$ 2,565	\$ 2,917
\$ 45,549	\$ 48,728	\$ 61,267

DUTY	DAPHNE	BOSCO
12	10	4
6	7	3
28%	41%	14%
18	17	7
31.3	47.3	26.6
\$ 31,421	\$ 21,436	\$ 28,918
\$ 30,876	\$ 22,596	\$ 27,982
\$ 32,411	\$ 22,070	\$ 27,712
97%	97%	104%
95%	102%	101%
\$ 544	\$ (1,161)	\$ 935
\$ 1,976	\$ 1,167	\$ 1,045
\$ 1,515	\$ 372	\$ 1,367
\$ 3,491	\$ 1,539	\$ 2,412
\$ 62,837	\$ 26,164	\$ 16,886

GEORGE	HOUSE	
13	1	0
12	0	0
32%	0%	#DIV/0!
25	1	0
32.1	1.0	#DIV/0!
\$ 32,137	\$ 32,998	#DIV/0!
\$ 31,591	\$ 32,998	#DIV/0!
\$ 33,441	\$ 32,998	#DIV/0!
96%	100%	#DIV/0!
94%	100%	#DIV/0!
\$ 547	\$ -	#DIV/0!
\$ 1,514	\$ 41	#DIV/0!
\$ 1,280	\$ -	#DIV/0!
\$ 2,794	\$ 41	#DIV/0!
\$ 69,856	\$ 41	#DIV/0!



































<b>Scoreboard</b>	
<b>Finance Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	91
# of Traded Vehicles Retailed	58
% Retailed of Non-New Franchise	30%
Total # Retail Units	149
Average Days to Sale	37.5
Average Advertised Price (Time of Sale)	\$ 29,970
Average Transaction Price	\$ 29,698
Average Market Price at 100%	\$ 30,535
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	97%
Average Transactional Discount	\$ 272
Average Front End Gross	\$ 1,570
Average Finance Gross	\$ 978
PUVR	\$ 2,548
Total Gross (Units&PUVR)	\$ 379,658



ADAM	JONES	OTHER
44	37	10
28	24	6
22%	31%	56%
72	61	16
41.6	36.0	24.3
\$ 30,854	\$ 30,103	\$ 25,486
\$ 30,534	\$ 29,566	\$ 26,442
\$ 31,552	\$ 30,211	\$ 27,192
98%	100%	94%
97%	98%	97%
\$ 320	\$ 538	\$ (957)
\$ 1,554	\$ 1,662	\$ 1,288
\$ 1,003	\$ 1,196	\$ 35
\$ 2,557	\$ 2,858	\$ 1,323
\$ 184,124	\$ 174,365	\$ 21,169







<b>Scoreboard</b>	
<b>CPO</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	91
# of Traded Vehicles Retailed	58
Total # Retail Units	149
Average Days to Sale	37.5
Average Advertised Price (Time of Sale)	\$ 29,970
Average Transaction Price	\$ 29,698
Average Market Price at 100%	\$ 30,535
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	97%
Average Transactional Discount	\$ 272
Average Front End Gross	\$ 1,570
Average Finance Gross	\$ 978
PUVR	\$ 2,548
Total Gross (Units&PUVR)	\$ 379,658

Yes	No
45	46
11	47
56	93
45.0	32.9
\$ 34,680	\$ 26,809
\$ 34,496	\$ 26,809
\$ 35,429	\$ 27,587
\$ 1	\$ 1
97%	97%
\$ 184	\$ 325
\$ 1,633	\$ 1,532
\$ 1,308	\$ 780
\$ 2,941	\$ 2,312
\$ 164,668	\$ 214,990



<b>Scoreboard</b>	
<b>Same Brand as New</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	91
# of Traded Vehicles Retailed	58
Total # Retail Units	149
Average Days to Sale	37.5
Average Advertised Price (Time of Sale)	\$ 29,970
Average Transaction Price	\$ 29,698
Average Market Price at 100%	\$ 30,535
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	97%
Average Transactional Discount	\$ 272
Average Front End Gross	\$ 1,570
Average Finance Gross	\$ 978
PUVR	\$ 2,548
Total Gross (Units&PUVR)	\$ 379,658

Yes	No
83	8
22	36
105	44
41.4	28.1
\$ 33,639	\$ 20,777
\$ 33,436	\$ 20,777
\$ 34,451	\$ 21,188
98%	98%
97%	98%
\$ 202	\$ 438
\$ 1,770	\$ 1,092
\$ 1,217	\$ 408
\$ 2,987	\$ 1,500
\$ 313,660	\$ 65,999



<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	95	\$180,727	\$95,378	\$2,906	63.76%
31 - 45 Days	7	\$17,915	\$11,265	\$4,169	4.70%
46 - 60 Days	15	\$18,884	\$12,919	\$2,120	10.07%
60 - 90 Days	10	\$4,950	\$10,747	\$1,570	6.71%
90 Days and Over	22	\$11,437	\$15,436	\$1,222	14.77%
<b>Total</b>	<b>149</b>	<b>\$233,913</b>	<b>\$145,745</b>	<b>\$2,548</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	56
31 - 45 Days	4
46 - 60 Days	8
60 - 90 Days	5
90 Days and Over	18
<b>Total</b>	<b>91</b>

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$124,340	\$71,202	\$3,492
\$9,794	\$9,448	\$4,811
\$13,527	\$11,044	\$3,071
\$4,950	\$5,215	\$2,033
\$13,555	\$15,253	\$1,600
<b>\$ 166,166</b>	<b>\$ 112,162</b>	<b>\$3,059</b>

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>
61.54%
4.40%
8.79%
5.49%
19.78%
<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	39	\$56,387
31 - 45 Days	3	\$8,121
46 - 60 Days	7	\$5,357
60 - 90 Days	5	\$0
90 Days and Over	4	(\$2,117)
<b>Total</b>	<b>58</b>	<b>\$67,747</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
\$24,176	\$2,066	67.24%
\$1,817	\$3,313	5.17%
\$1,875	\$1,033	12.07%
\$5,532	\$1,106	8.62%
\$183	(\$484)	6.90%
<b>\$33,583</b>	<b>\$1,747</b>	<b>100.0%</b>

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

