

Input Sheet



Desk Manager	Finance Manager	Sales Consultant
Jesse Hellerud	Jordan Conley	Ben Levan
Travis Shallbetter	Tim Nela	Esad Mujic
Todd Penz		Julio Molina
		Luis Velez
		Storm Soto
		Michael Malde
		Nick Nelson
		Brittney Ulrich
		Jimmy Overturff
		Matt Sanders

#	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	Subaru	forester	74	No	Yes	\$ 22,707	\$ 22,707	\$ 23,842	(\$403)	\$2,999
2	2017	Subaru	Legacy	81	no	Yes	\$ 15,499	\$ 15,499	\$ 19,528	(\$2,140)	\$1,000
3	2014	Subaru	Outback	43	Yes	No	\$ 18,099	\$ 18,099	\$ 15,746	\$2,346	\$0
4	2017	Subaru	Outback	70	No	Yes	\$ 23,413	\$ 23,612	\$ 24,583	(\$535)	\$1,070
5	2018	Subaru	Impreza	37	Yes	Yes	\$ 19,999	\$ 20,099	\$ 20,598	\$1,679	\$2,380
6	2016	Kia	Sedona	41	No	No	\$ 18,799	\$ 18,799	\$ 19,175	\$2,228	\$184
7	2015	Subaru	forester	90	No	Yes	\$ 19,589	\$ 19,589	\$ 19,589	(\$445)	\$0
8	2018	Subaru	Outback	184	Yes	Yes	\$ 27,399	\$ 27,399	\$ 28,494	\$3,006	\$200
9	2014	Chrysler	Town & Country	63	Yes	No	\$ 19,799	\$ 19,799	\$ 18,215	\$2,723	\$1,680
10	2015	Subaru	Crosstrek	27	No	Yes	\$ 19,499	\$ 19,499	\$ 19,693	\$3,750	\$0
11	2009	Subaru	forester	36	Yes	No	\$ 7,699	\$ 2,999	\$ 9,392	(\$543)	\$0
12	2017	Subaru	forester	80	No	Yes	\$ 23,829	\$ 23,829	\$ 22,631	\$624	\$2,713
13	2017	Subaru	forester	82	Yes	Yes	\$ 22,799	\$ 22,799	\$ 22,799	(\$417)	\$0
14	2017	Subaru	forester	82	Yes	Yes	\$ 22,926	\$ 22,926	\$ 23,155	(\$247)	\$900
15	2016	Toyota	Camry	110	No	No	\$ 15,599	\$ 15,599	\$ 17,626	(\$1,331)	\$2,100
16	2016	Subaru	Legacy	100	No	No	\$ 18,337	\$ 18,337	\$ 20,904	(\$388)	\$217
17	2011	Buick	Lacrosse	30	Yes	No	\$ 8,293	\$ 8,211	\$ 10,781	\$2,765	\$0
18	2015	Toyota	Camry	115	No	No	\$ 15,499	\$ 15,099	\$ 16,273	(\$1,345)	\$3,265
19	2013	Chevrolet	Equinox	33	Yes	No	\$ 12,436	\$ 12,436	\$ 11,192	\$2,380	\$940
20	2016	ford	f-150	36	Yes	no	\$ 33,499	\$ 33,925	\$ 34,168	\$2,421	\$0
21	2016	nissan	altima	147	No	No	\$ 14,206	\$ 14,206	\$ 16,336	(\$1,427)	\$2,354
22	2013	Subaru	Outback	56	Yes	no	\$ 18,517	\$ 18,517	\$ 15,369	\$913	\$988
23	2016	Subaru	Outback	61	no	Yes	\$ 25,900	\$ 25,499	\$ 19,684	(\$425)	\$2,374
24	2017	Subaru	Crosstrek	33	No	No	\$ 22,549	\$ 22,549	\$ 24,803	(\$2,725)	\$0
25	2017	Subaru	Impreza	75	Yes	Yes	\$ 20,400	\$ 20,400	\$ 25,417	(\$32)	\$0
26	2011	toyota	sienna	47	no	no	\$ 12,898	\$ 12,898	\$ 13,542	(\$2,392)	\$200
27	2011	Subaru	Legacy	13	Yes	No	\$ 12,706	\$ 12,706	\$ 15,882	\$1,036	\$135
28	2016	Subaru	Impreza	32	Yes	Yes	\$ 16,849	\$ 16,849	\$ 18,702	\$918	\$398
29	2017	Subaru	Outback	20	No	Yes	\$ 26,865	\$ 26,865	\$ 28,476	(\$780)	\$2,380
30	2017	Subaru	Outback	21	No	Yes	\$ 28,088	\$ 28,088	\$ 28,088	(\$1,536)	\$2,380
31	2008	Subaru	Impreza	19	Yes	no	\$ 7,499	\$ 7,499	\$ 9,748	\$3,208	\$0
32	2013	Toyota	Camry	60	No	No	\$ 9,231	\$ 9,231	\$ 11,631	\$259	\$0
33	2017	Subaru	Crosstrek	39	Yes	Yes	\$ 21,227	\$ 21,227	\$ 22,712	(\$2,074)	\$0
34	2016	Subaru	forester	44	Yes	Yes	\$ 23,141	\$ 23,141	\$ 23,141	(\$1,048)	\$0
35	2011	Toyota	highlander	39	No	No	\$ 12,088	\$ 12,088	\$ 15,956	\$1,488	\$0
36	2016	Subaru	Legacy	28	Yes	No	\$ 17,580	\$ 17,580	\$ 17,931	(\$13)	\$1,026
37	2017	Subaru	Legacy	47	Yes	Yes	\$ 18,471	\$ 18,471	\$ 19,948	\$697	\$200
38	2006	nissan	maxima	11	No	No	\$ 5,282	\$ 5,282	\$ 4,225	\$2,166	\$0
39	2014	Subaru	Outback	19	No	No	\$ 14,963	\$ 14,963	\$ 17,207	\$134	\$0
40	2013	Toyota	outlander	21	No	No	\$ 10,954	\$ 10,954	\$ 12,378	\$822	\$0
41	2014	Toyota	rav4	28	no	no	\$ 16,142	\$ 16,092	\$ 16,735	\$663	\$0
42	2016	jeep	compass	29	No	No	\$ 11,763	\$ 11,763	\$ 14,586	\$718	\$1,929
43	2017	Subaru	forester	73	No	Yes	\$ 22,900	\$ 21,699	\$ 21,699	\$463	\$0
44	2016	Subaru	Outback	18	Yes	Yes	\$ 24,240	\$ 24,989	\$ 25,988	(\$2,461)	\$200
45	2016	Subaru	outback	39	Yes	No	\$ 23,050	\$ 23,050	\$ 25,124	(\$892)	\$0
46	2017	Subaru	forester	100	Yes	Yes	\$ 22,700	\$ 22,700	\$ 23,608	(\$894)	\$0

47	2018	Subaru	Outback	75	Yes	No	\$ 30,968	\$ 21,200	\$ 34,374	(\$1,849)	\$1,000
48	2016	Toyota	Camry	78	No	No	\$ 13,811	\$ 13,811	\$ 15,882	(\$1,977)	\$2,060
49	2016	Subaru	Crosstrek	21	Yes	Yes	\$ 19,830	\$ 19,830	\$ 21,830	\$1,920	\$0
50	2015	dodge	durango	55	no	No	\$ 21,554	\$ 21,054	\$ 23,781	\$499	\$0
51	2012	Subaru	forester	8	no	No	\$ 16,845	\$ 16,845	\$ 14,318	\$695	\$2,344
52	2016	Subaru	forester	17	Yes	No	\$ 20,306	\$ 23,306	\$ 23,306	\$2,457	\$600
53	2016	Subaru	forester	51	Yes	Yes	\$ 19,056	\$ 19,663	\$ 20,646	(\$1,381)	\$2,000



Scoreboard	
# of Purchased Vehicles Retailed	29
# of Traded Vehicles Retailed	32
% Retailed of Non-New Franchise	34%
Total # Retail Units	61
Average Days to Sale	53.0
Average Advertised Price (Time of Sale)	\$ 18,446
Average Transaction Price	\$ 18,246
Average Market Price at 100%	\$ 19,439
Average Price to Market (Time of Sale)	95%
Average Transaction to Market	94%
Average Transactional Discount	\$ 200
Average Front End Gross	\$ 229
Average Finance Gross	\$ 756
PUVR	\$ 986
Total Gross (Units&PUVR)	\$ 60,121



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	29
# of Traded Vehicles Retailed	32
% Retailed of Non-New Franchise	34%
Total # Retail Units	61
Average Days to Sale	53.0
Average Advertised Price (Time of Sale)	\$ 18,446
Average Transaction Price	\$ 18,246
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Average Transactional Discount	\$ 200
Average Front End Gross	\$ 229
Average Finance Gross	\$ 756
PUVR	\$ 986
Total Gross (Units&PUVR)	\$ 60,121



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	29	0
# of Traded Vehicles Retailed	32	0
% Retailed of Non-New Franchise	34%	#DIV/0!
Total # Retail Units	61	0
Average Days to Sale	53.0	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 18,446	#DIV/0!
Average Transaction Price	\$ 18,246	#DIV/0!
Average Market Price at 100%	\$ 19,439	#DIV/0!
Average Price to Market (Time of Sale)	95%	#DIV/0!
Average Transaction to Market	94%	#DIV/0!
Average Transactional Discount	\$ 200	#DIV/0!
Average Front End Gross	\$ 229	#DIV/0!
Average Finance Gross	\$ 756	#DIV/0!
PUVR	\$ 986	#DIV/0!
Total Gross (Units&PUVR)	\$ 60,121	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	29
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% Retailed of Non-New Franchise	34%
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Scoreboard	
CPO	Totals
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PUVR	\$ 986
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Yes	No
15	14
10	22
25	36
65.0	44.7
\$ 22,252	\$ 15,462
\$ 22,254	\$ 15,462
\$ 23,030	\$ 16,944
\$ 1	\$ 1
97%	91%
\$ (2)	\$ 341
\$ (166)	\$ 504
\$ 860	\$ 685
\$ 693	\$ 1,189
\$ 17,332	\$ 42,789



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	29
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Average Days to Sale	53.0
Average Advertised Price (Time of Sale)	\$ 18,446
Average Transaction Price	\$ 18,246
Average Market Price at 100%	\$ 19,439
Average Price to Market (Time of Sale)	95%
Average Transaction to Market	94%
Average Transactional Discount	\$ 200
Average Front End Gross	\$ 229
Average Finance Gross	\$ 756
PUVR	\$ 986
Total Gross (Units&PUVR)	\$ 60,121

Yes	No
25	4
15	17
40	21
53.9	51.3
\$ 20,332	\$ 14,815
\$ 20,047	\$ 14,815
\$ 21,210	\$ 16,065
96%	92%
95%	92%
\$ 285	\$ 38
\$ 38	\$ 594
\$ 726	\$ 815
\$ 763	\$ 1,409
\$ 30,538	\$ 29,583



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	19	\$21,413	\$12,465	\$1,783	31.15%
31 - 45 Days	14	\$7,381	\$4,928	\$879	22.95%
46 - 60 Days	7	(\$3,295)	\$3,688	\$56	11.48%
60 - 90 Days	14	(\$8,633)	\$16,928	\$593	22.95%
90 Days and Over	7	(\$2,890)	\$8,136	\$749	11.48%
Total	61	\$13,976	\$46,145	\$986	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	7
31 - 45 Days	10
46 - 60 Days	4
60 - 90 Days	5
90 Days and Over	3
Total	29

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$8,912	\$1,961	\$1,553
\$5,155	\$4,744	\$990
(\$1,661)	\$3,488	\$457
\$178	\$3,580	\$752
\$1,601	\$200	\$600
\$ 14,185	\$ 13,973	\$971

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

% of total unit sales
24.14%
34.48%
13.79%
17.24%
10.34%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	12	\$12,501
31 - 45 Days	4	\$2,226
46 - 60 Days	3	(\$1,634)
60 - 90 Days	9	(\$8,811)
90 Days and Over	4	(\$4,491)
Total	32	(\$209)

\$ 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
\$10,504	\$1,917	37.50%
\$184	\$603	12.50%
\$200	(\$478)	9.38%
\$13,348	\$504	28.13%
\$7,936	\$861	12.50%
\$32,172	\$999	100.0%

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

