

# Input Sheet



Desk Manager	Finance Manager	Sales Consultant
Dudley, Brian P.	Boqoter, Murad S.	Childers, Joseph R.
Ramey, Douglas A.	Leach, Robert J.	Gowski, Edward S.
Feret, James J.	Augustine, Alan M.	Carrube, Donald
Holsten, James D.	House	Ghomshe, Ali M.
Wordon, Ronald W.		Perkins, Christian J.
		Panettiere, Jakelee C.
		Surette, Austin R.
		Keller, David W.
		Feghaly, Ghassan
		Wilson, James J.
		Person, Michael N.
		Youngman, Sandra M.
		Irving, Johnathon M.
		Vasconcelos, Anthony
		Miller, Jeffrey R.
		Ayala, Belinda D.
		Attia, Mickel A.
		Caviness, Dante M.
		House







#	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	2012	Honda	Pilot	29	No	No	\$ 18,963	\$ 17,500	\$ 19,509	\$516	\$2,044
2	2015	Honda	Civic	15	Yes	Yes	\$ 15,252	\$ 14,952	\$ 14,980	\$265	\$880
3	2015	Honda	Accord	5	Yes	Yes	\$ 19,941	\$ 19,436	\$ 19,161	\$1,192	\$2,986
4	2008	Toyota	Sienna	5	No	No	\$ 9,641	\$ 9,641	\$ 11,434	\$1,852	\$1,312
5	2011	Mercedes-Benz	E350A	29	No	No	\$ 21,963	\$ 21,408	\$ 21,570	(\$408)	\$0
6	2015	Honda	Pilot	15	No	No	\$ 25,450	\$ 25,450	\$ 25,450	\$1,492	\$0
7	2015	Honda	Accord	32	Yes	Yes	\$ 16,963	\$ 16,870	\$ 17,711	\$411	\$0
8	2016	Honda	Pilot	8	Yes	Yes	\$ 32,641	\$ 32,275	\$ 32,501	\$3,074	\$699
9	2008	Honda	Civic	28	No	No	\$ 7,452	\$ 7,282	\$ 7,567	\$1,609	\$502
10	2013	Honda	Accord	24	No	No	\$ 10,741	\$ 10,341	\$ 10,301	\$951	\$1,357
11	2015	Hyundai	Elantra	26	No	No	\$ 12,052	\$ 12,000	\$ 12,436	(\$203)	\$0
12	2005	Lexus	Es330	26	No	No	\$ 7,941	\$ 7,141	\$ 7,668	\$225	\$907
13	2009	Honda	Cr-V	21	No	No	\$ 10,252	\$ 9,156	\$ 10,681	\$106	\$0
14	2011	Honda	Cr-V	53	No	No	\$ 12,574	\$ 12,000	\$ 12,727	(\$2,026)	\$0
15	2015	Honda	Civic	57	Yes	Yes	\$ 15,374	\$ 15,374	\$ 16,182	(\$1,162)	\$1,397
16	2008	Toyota	Scion Tc	5	No	No	\$ 6,941	\$ 6,941	\$ 7,147	(\$294)	\$554
17	2013	Honda	Civic	6	Yes	Yes	\$ 15,341	\$ 15,441	\$ 14,771	\$1,305	\$1,224
18	2016	Honda	Cr-V	16	Yes	Yes	\$ 21,252	\$ 21,252	\$ 22,242	\$1,194	\$0
19	2013	Honda	Civic	14	Yes	No	\$ 9,000	\$ 8,800	\$ 9,035	\$1,052	\$215
20	2012	Ford	F250	6	No	No	\$ 25,841	\$ 24,841	\$ 26,496	\$5,790	\$314
21	2015	Nissan	Rogue	0	No	No	\$ 11,820	\$ 11,820	\$ 11,820	(\$1,344)	\$0
22	2008	Honda	Cr-V	17	No	No	\$ 9,552	\$ 8,950	\$ 9,534	(\$918)	\$946
23	2015	Honda	Civic	19	Yes	Yes	\$ 14,952	\$ 14,153	\$ 14,695	(\$422)	\$100
24	2014	Acura	Mdx	43	No	No	\$ 22,863	\$ 22,663	\$ 23,551	\$608	\$2,346
25	2011	Chevrolet	Malibu	0	No	No	\$ 9,941	\$ 9,141	\$ 10,176	\$955	\$2,078
26	2015	Honda	Accord	9	Yes	Yes	\$ 18,000	\$ 16,892	\$ 17,260	(\$401)	\$599
27	2007	Hyundai	Santa Fe	9	No	No	\$ 7,441	\$ 6,514	\$ 7,879	\$355	\$0
28	2010	Honda	Accord	10	No	No	\$ 11,741	\$ 11,741	\$ 12,172	\$1,567	\$0
29	2015	Honda	Civic	6	No	Yes	\$ 14,641	\$ 14,641	\$ 14,492	(\$322)	\$1,237
30	2015	Honda	Fit	32	Yes	No	\$ 11,363	\$ 10,856	\$ 12,099	\$485	\$690
31	2017	Honda	Pilot	14	Yes	Yes	\$ 40,541	\$ 40,946	\$ 42,270	\$790	\$833
32	2017	Honda	Accord	35	Yes	Yes	\$ 21,774	\$ 21,604	\$ 22,291	\$1,012	\$100
33	2013	Honda	Cr-V	26	No	Yes	\$ 16,752	\$ 16,552	\$ 16,963	\$1,470	\$1,593
34	2013	Honda	Crosstour	7	Yes	Yes	\$ 14,441	\$ 13,241	\$ 14,272	\$170	\$0
35	2014	Nissan	Altima	18	No	No	\$ 10,552	\$ 10,552	\$ 10,653	\$1,253	\$963
36	2015	Honda	Accord	0	No	No	\$ 16,341	\$ 16,341	\$ 16,341	\$768	\$3,077
37	2014	Cadillac	Srx	28	No	No	\$ 21,552	\$ 21,552	\$ 22,307	\$1,281	\$3,097
38	2017	Honda	Cr-V	10	No	Yes	\$ 31,352	\$ 31,741	\$ 30,928	(\$352)	\$265
39	2013	Honda	Odyssey	36	Yes	No	\$ 17,563	\$ 16,842	\$ 17,445	\$387	\$700
40	2015	Honda	Accord	53	No	Yes	\$ 14,774	\$ 14,033	\$ 15,463	(\$618)	\$799
41	2017	Honda	Accord	7	Yes	Yes	\$ 19,841	\$ 20,433	\$ 18,594	\$1,795	\$1,353
42	2015	Honda	Cr-V	0	Yes	No	\$ 14,859	\$ 14,859	\$ 14,859	(\$1,456)	\$0
43	2015	Honda	Civic	39	Yes	No	\$ 12,363	\$ 12,460	\$ 12,950	\$1,935	\$1,491
44	2015	Honda	Cr-V	0	Yes	No	\$ 14,664	\$ 14,664	\$ 14,664	(\$1,459)	\$878
45	2017	Subaru	Outback	42	No	No	\$ 22,000	\$ 22,843	\$ 22,916	\$1,551	\$0
46	2008	Hyundai	Sonata	8	No	No	\$ 5,841	\$ 5,351	\$ 7,453	\$463	\$0
47	2011	Honda	Element	12	No	No	\$ 15,841	\$ 15,841	\$ 16,248	\$1,257	\$1,582
48	2016	Honda	Accord	6	Yes	Yes	\$ 19,941	\$ 19,500	\$ 20,080	\$772	\$699

49	2016	Honda	Odyssey	5	Yes	Yes	\$ 28,941	\$ 28,632	\$ 30,255	\$4,439	\$407
50	2010	Honda	Fit	7	No	No	\$ 7,341	\$ 6,342	\$ 7,903	(\$831)	\$0
51	2012	Honda	Insight	45	Yes	No	\$ 8,563	\$ 8,000	\$ 9,031	(\$116)	\$1,650
52	2015	Hyundai	Elantra	12	No	No	\$ 12,741	\$ 12,261	\$ 12,348	(\$103)	\$536
53	2015	Kia	Soul	60	No	No	\$ 13,374	\$ 13,374	\$ 14,203	(\$513)	\$999



<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	80
# of Traded Vehicles Retailed	117
% Retailed of Non-New Franchise	40%
Total # Retail Units	197
Average Days to Sale	23.6
Average Advertised Price (Time of Sale)	\$ 17,074
Average Transaction Price	\$ 16,687
Average Market Price at 100%	\$ 17,492
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	95%
Average Transactional Discount	\$ 387
Average Front End Gross	\$ 155
Average Finance Gross	\$ 788
PUVR	\$ 942
Total Gross (Units&PUVR)	\$ 185,658



<b>Scoreboard</b>	
<b>Desk Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	80
# of Traded Vehicles Retailed	117
% Retailed of Non-New Franchise	40%
Total # Retail Units	197
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Average Advertised Price (Time of Sale)	\$ 17,074
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Average Transactional Discount	\$ 387
Average Front End Gross	\$ 155
Average Finance Gross	\$ 788
PUVR	\$ 942
Total Gross (Units&PUVR)	\$ 185,658



Dudley, Brian P.	Ramey, Douglas A.	Feret, James J.
11	50	15
11	77	20
32%	40%	34%
22	127	35
27.7	22.0	24.4
\$ 18,397	\$ 16,635	\$ 15,905
\$ 18,117	\$ 16,215	\$ 15,570
\$ 18,900	\$ 17,035	\$ 16,126
97%	98%	99%
96%	95%	97%
\$ 280	\$ 420	\$ 335
\$ 297	\$ 52	\$ 476
\$ 926	\$ 793	\$ 717
\$ 1,223	\$ 845	\$ 1,192
\$ 26,909	\$ 107,285	\$ 41,727

Holsten, James D.	Holsten, James D.	Wordon, Ronald W.
4	4	0
5	5	4
44%	44%	100%
9	9	4
25.0	25.0	39.3
\$ 19,994	\$ 19,994	\$ 27,400
\$ 19,732	\$ 19,732	\$ 26,757
\$ 21,310	\$ 21,310	\$ 27,653
94%	94%	99%
93%	93%	97%
\$ 263	\$ 263	\$ 643
\$ 375	\$ 375	\$ (670)
\$ 354	\$ 354	\$ 1,463
\$ 729	\$ 729	\$ 793
\$ 6,564	\$ 6,564	\$ 3,173





Scoreboard		
Sales Consultant	Totals	Childers, Joseph R.
# of Purchased Vehicles Retailed	80	6
# of Traded Vehicles Retailed	117	9
% Retailed of Non-New Franchise	40%	33%
Total # Retail Units	197	15
Average Days to Sale	23.6	23.0
Average Advertised Price (Time of Sale)	\$ 17,074	\$ 18,954
Average Transaction Price	\$ 16,687	\$ 18,532
Average Market Price at 100%	\$ 17,492	\$ 19,514
Average Price to Market (Time of Sale)	98%	97%
Average Transaction to Market	95%	95%
Average Transactional Discount	\$ 387	\$ 422
Average Front End Gross	\$ 155	\$ 276
Average Finance Gross	\$ 788	\$ 944
PUVR	\$ 942	\$ 1,221
Total Gross (Units&PUVR)	\$ 185,658	\$ 18,311



Gowski, Edward S.	Carrube, Donald	Ghomshe, Ali M.
9	7	5
9	7	8
44%	36%	46%
18	14	13
16.7	13.7	23.4
\$ 16,988	\$ 16,657	\$ 15,339
\$ 16,700	\$ 16,398	\$ 14,909
\$ 17,339	\$ 16,950	\$ 15,688
98%	98%	98%
96%	97%	95%
\$ 288	\$ 259	\$ 430
\$ 388	\$ 982	\$ 308
\$ 755	\$ 1,023	\$ 772
\$ 1,143	\$ 2,006	\$ 1,080
\$ 20,575	\$ 28,079	\$ 14,045

Perkins, Christian J.	Panettiere, Jakelee C.	Surette, Austin R.
9	4	1
12	6	8
43%	20%	33%
21	10	9
19.1	14.5	19.6
\$ 15,743	\$ 20,044	\$ 16,067
\$ 15,268	\$ 19,935	\$ 15,761
\$ 15,970	\$ 20,051	\$ 16,489
99%	100%	97%
96%	99%	96%
\$ 475	\$ 109	\$ 306
\$ 150	\$ 291	\$ 73
\$ 564	\$ 857	\$ 1,382
\$ 714	\$ 1,147	\$ 1,455
\$ 15,002	\$ 11,474	\$ 13,096

Keller, David W.	Feghaly, Ghassan	Wilson, James J.
5	4	5
9	6	12
64%	40%	53%
14	10	17
32.8	33.2	28.2
\$ 18,148	\$ 15,871	\$ 18,352
\$ 17,904	\$ 15,498	\$ 17,841
\$ 18,554	\$ 16,382	\$ 19,422
98%	97%	94%
96%	95%	92%
\$ 244	\$ 372	\$ 511
\$ 143	\$ (100)	\$ (138)
\$ 1,070	\$ 457	\$ 391
\$ 1,213	\$ 357	\$ 254
\$ 16,985	\$ 3,571	\$ 4,312

Person, Michael N.	Youngman, Sandra M.	Irving, Johnathon M.
1	5	2
4	7	2
40%	42%	0%
5	12	4
28.6	21.3	20.3
\$ 16,064	\$ 14,109	\$ 23,029
\$ 15,522	\$ 13,835	\$ 22,776
\$ 16,067	\$ 14,297	\$ 23,752
100%	99%	97%
97%	97%	96%
\$ 542	\$ 275	\$ 252
\$ (46)	\$ 424	\$ 751
\$ 837	\$ 517	\$ 1,085
\$ 792	\$ 942	\$ 1,837
\$ 3,958	\$ 11,299	\$ 7,346

Vasconcelos, Anthony	Miller, Jeffrey R.	Ayala, Belinda D.
5	3	4
3	8	5
25%	36%	33%
8	11	9
19.1	36.9	28.9
\$ 16,541	\$ 18,881	\$ 14,735
\$ 16,226	\$ 18,555	\$ 14,099
\$ 16,785	\$ 19,527	\$ 15,154
99%	97%	97%
97%	95%	93%
\$ 315	\$ 326	\$ 636
\$ 24	\$ (54)	\$ (851)
\$ 546	\$ 1,370	\$ 484
\$ 571	\$ 1,316	\$ (367)
\$ 4,564	\$ 14,479	\$ (3,304)

Attia, Mickel A.	Caviness, Dante M.	House
2	3	0
1	0	1
33%	0%	100%
3	3	1
23.7	41.0	13.0
\$ 18,056	\$ 17,663	\$ 18,941
\$ 17,611	\$ 17,086	\$ 15,013
\$ 18,658	\$ 18,458	\$ 18,170
97%	96%	104%
94%	93%	83%
\$ 444	\$ 577	\$ 3,928
\$ 218	\$ (1,151)	\$ (799)
\$ 1,194	\$ 595	\$ 100
\$ 1,412	\$ (556)	\$ (699)
\$ 4,235	\$ (1,668)	\$ (699)





























<b>Scoreboard</b>	
<b>Finance Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	80
# of Traded Vehicles Retailed	117
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Total # Retail Units	197
Average Days to Sale	23.6
Average Advertised Price (Time of Sale)	\$ 17,074
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Average Market Price at 100%	\$ 17,492
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Average Transactional Discount	\$ 387
Average Front End Gross	\$ 155
Average Finance Gross	\$ 788
PUVR	\$ 942
Total Gross (Units&PUVR)	\$ 185,658



Boqoter, Murad S.	Leach, Robert J.	Augustine, Alan M.
37	17	25
42	21	47
34%	34%	46%
79	38	72
23.7	23.4	24.2
\$ 17,734	\$ 18,940	\$ 15,612
\$ 17,346	\$ 18,480	\$ 15,299
\$ 18,222	\$ 19,333	\$ 16,001
97%	98%	98%
95%	96%	96%
\$ 388	\$ 460	\$ 313
\$ 194	\$ 193	\$ 92
\$ 881	\$ 999	\$ 659
\$ 1,076	\$ 1,192	\$ 751
\$ 84,984	\$ 45,288	\$ 54,106

House		
1	0	0
7	0	0
63%	#DIV/0!	#DIV/0!
8	0	0
16.8	#DIV/0!	#DIV/0!
\$ 14,848	#DIV/0!	#DIV/0!
\$ 14,158	#DIV/0!	#DIV/0!
\$ 14,974	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!
\$ 690	#DIV/0!	#DIV/0!
\$ 147	#DIV/0!	#DIV/0!
\$ 13	#DIV/0!	#DIV/0!
\$ 160	#DIV/0!	#DIV/0!
\$ 1,280	#DIV/0!	#DIV/0!





Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	80
# of Traded Vehicles Retailed	117
Total # Retail Units	197
Average Days to Sale	23.6
Average Advertised Price (Time of Sale)	\$ 17,074
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Total Gross (Units&PUVR)	\$ 185,658

Yes	No
56	24
17	100
73	124
25.1	22.6
\$ 20,815	\$ 14,390
\$ 20,590	\$ 14,390
\$ 21,192	\$ 15,314
\$ 1	\$ 1
97%	94%
\$ 226	\$ 482
\$ 153	\$ 156
\$ 880	\$ 733
\$ 1,033	\$ 889
\$ 75,388	\$ 110,269



<b>Scoreboard</b>	
<b>Same Brand as New</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	80
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Total # Retail Units	197
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Average Advertised Price (Time of Sale)	\$ 17,074
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Average Front End Gross	\$ 155
Average Finance Gross	\$ 788
PUVR	\$ 942
Total Gross (Units&PUVR)	\$ 185,658

Yes	No
71	9
48	69
119	78
22.2	25.6
\$ 17,877	\$ 15,300
\$ 17,597	\$ 15,300
\$ 18,193	\$ 16,424
98%	93%
97%	93%
\$ 280	\$ 550
\$ 140	\$ 177
\$ 863	\$ 673
\$ 1,003	\$ 849
\$ 119,408	\$ 66,250



<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	120	\$67,543	\$79,919	\$1,229	66.30%
31 - 45 Days	31	\$4,101	\$27,183	\$1,009	17.13%
46 - 60 Days	17	(\$16,975)	\$12,081	(\$288)	9.39%
60 - 90 Days	13	(\$13,352)	\$14,827	\$114	7.18%
90 Days and Over	0	\$0	\$0	#DIV/0!	0.00%
<b>Total</b>	<b>181</b>	<b>\$41,318</b>	<b>\$134,011</b>	<b>\$969</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	45
31 - 45 Days	13
46 - 60 Days	7
60 - 90 Days	4
90 Days and Over	0
<b>Total</b>	<b>69</b>

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$21,734	\$35,847	\$1,280
\$305	\$8,923	\$710
(\$4,866)	\$7,228	\$337
(\$4,210)	\$3,295	(\$229)
\$0	\$0	#DIV/0!
\$ 12,963	\$ 55,294	\$989

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>
65.22%
18.84%
10.14%
5.80%
0.00%
<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	73	\$46,093
31 - 45 Days	18	\$3,796
46 - 60 Days	9	(\$11,240)
60 - 90 Days	9	(\$9,141)
90 Days and Over	0	\$0
<b>Total</b>	<b>109</b>	<b>\$29,507</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
\$43,337	\$1,225	66.97%
\$18,260	\$1,225	16.51%
\$4,853	(\$710)	8.26%
\$11,532	\$266	8.26%
\$0	#DIV/0!	0.00%
<b>\$77,983</b>	<b>\$986</b>	<b>100.0%</b>

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

