

# Input Sheet



Desk Manager	Finance Manager	Sales Consultant
Roth Hershiser	Charles Wang	Robert Digman
Jacob Ratliff	Peter Im	Jaime Melendez
Jason Cruz	Kevin Houston	Amir B
		Joel Granda
		Greg Flower
		Jordan Stephenson
		Jordan Meagher
		Kyung Min
		Toby Cole
		Allen Velez
		Raja V







#	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	Jeep	wrangler	32	No	No	\$ 32,998	\$ 32,106	\$ 33,987	\$429	\$2,159
2	2016	Nissan	Altima	45	Yes	No	\$ 14,999	\$ 14,999	\$ 14,849	\$8	\$496
3	2017	Nissan	370z	32	Yes	Yes	\$ 24,123	\$ 24,123	\$ 25,329	(\$262)	\$6,340
4	2015	Nissan	Sentra	51	Yes	Yes	\$ 13,298	\$ 12,229	\$ 14,494	(\$1,279)	\$0
5	2017	Ram	1500	53	Yes	No	\$ 26,298	\$ 25,483	\$ 27,086	(\$837)	\$560
6	2005	Jaguar	XK8	16	No	No	\$ 14,765	\$ 13,866	\$ 15,207	\$4,832	\$0
7	2012	NISSAN	Rogue	20	No	No	\$ 12,988	\$ 13,175	\$ 13,377	\$1,448	\$0
8	2014	NISSAN	Sentra	11	No	No	\$ 8,599	\$ 9,211	\$ 9,418	\$3,374	\$1,155
9	2016	Nissan	Maxima	13	Yes	Yes	\$ 27,363	\$ 26,500	\$ 25,506	\$1,644	\$100
10	2015	Nissan	Pathfinder	62	Yes	Yes	\$ 22,999	\$ 22,999	\$ 24,200	(\$1,073)	\$914
11	2015	Nissan	Rogue	62	yes	no	\$ 18,988	\$ 18,389	\$ 20,865	(\$1,514)	\$1,964
12	2008	Nissan	Versa	10	no	no	\$ 4,938	\$ 4,938	\$ 5,449	\$2,886	\$0
13	2010	Ford	F-150	21	No	No	\$ 16,988	\$ 16,988	\$ 17,272	\$4,634	\$2,040
14	2010	honda	accord	16	no	no	\$ 11,226	\$ 10,000	\$ 11,540	\$2,070	\$100
15	2012	hyundai	genesis	28	no	no	\$ 10,713	\$ 10,500	\$ 12,756	\$3,578	\$172
16	2011	TOYOTA	RAV4	7	NO	NO	\$ 16,798	\$ 16,798	\$ 14,954	\$2,231	\$2,031
17	2017	Nissan	Versa	32	NO	NO	\$ 9,298	\$ 8,381	\$ 11,366	(\$343)	\$0
18	2017	Nissan	Armada	15	yes	yes	\$ 45,403	\$ 45,403	\$ 44,434	\$2,590	\$3,625
19	2015	Nissan	Pathfinder	4	NO	NO	\$ 24,999	\$ 24,999	\$ 25,463	\$1,987	\$365
20	2015	Nissan	Altima	67	YES	YES	\$ 12,735	\$ 12,485	\$ 14,990	(\$989)	\$0
21	2010	buick	enclave	1	no	no	\$ 10,988	\$ 10,988	\$ 11,467	\$337	\$0
22	2007	Acura	MDX	1	no	no	\$ 9,101	\$ 9,101	\$ 9,845	\$1,640	\$0
23	2018	Nissan	Altima	7	YES	YES	\$ 19,866	\$ 18,590	\$ 21,718	\$1,849	\$1,032
24	2012	RAM	1500	13	NO	NO	\$ 16,262	\$ 14,446	\$ 15,897	\$2,742	\$0
25	2016	Nissan	frontier	6	NO	YES	\$ 22,294	\$ 21,694	\$ 24,862	\$1,939	\$498
26	2016	Nissan	Maxima	19	no	NO	\$ 26,542	\$ 26,368	\$ 25,506	\$1,509	\$0
27	2018	Nissan	Rogue	9	YES	NO	\$ 22,495	\$ 22,495	\$ 23,939	\$4,947	\$5,023
28	2012	Nissan	Titan	18	no	no	\$ 13,325	\$ 12,472	\$ 17,365	\$3,169	\$0
29	2018	Nissan	Rogue	9	yes	no	\$ 22,495	\$ 22,400	\$ 23,939	\$1,219	\$4,314
30	2015	Nissan	Rogue	9	YES	YES	\$ 16,302	\$ 16,962	\$ 16,296	\$187	\$2,250
31	2017	Nissan	Rogue	23	YES	NO	\$ 16,288	\$ 15,591	\$ 17,149	(\$81)	\$1,133
32	2018	Nissan	Altima	21	NO	YES	\$ 18,193	\$ 19,575	\$ 19,545	\$3,773	\$4,648
33	2015	Nissan	Sentra	56	YES	no	\$ 11,589	\$ 10,568	\$ 11,710	(\$781)	\$0
34	2015	Nissan	Altima	27	YES	NO	\$ 13,184	\$ 11,760	\$ 16,434	\$1,438	\$0
35	2017	Nissan	Titan	17	YES	yes	\$ 37,769	\$ 37,072	\$ 37,335	\$427	\$2,912
36	2015	chevrolet	traverse	42	no	no	\$ 15,055	\$ 14,674	\$ 21,323	\$1,452	\$976
37	2017	Nissan	Rogue	27	YES	YES	\$ 24,267	\$ 24,717	\$ 24,988	(\$14)	\$0
38	2015	Nissan	Pathfinder	12	YES	NO	\$ 25,653	\$ 25,445	\$ 24,012	\$2,499	\$150
39	2016	Nissan	Pathfinder	24	YES	NO	\$ 28,928	\$ 28,982	\$ 28,031	\$1,010	\$469
40	2008	TOYOTA	highlander	10	NO	NO	\$ 10,139	\$ 10,139	\$ 12,321	\$2,806	\$0
41	2017	TOYOTA	corolla	19	no	no	\$ 14,431	\$ 14,000	\$ 15,740	\$2,110	\$427
42	2015	Nissan	Altima	40	NO	NO	\$ 8,841	\$ 8,838	\$ 13,375	\$1,517	\$0
43	2002	toyota	tundra	4	no	no	\$ 4,995	\$ 4,645	\$ 5,985	\$2,614	\$0
44	2013	chevrolet	silverado	38	no	no	\$ 19,888	\$ 19,500	\$ 25,541	\$2,306	\$0
45	1997	Honda	Civic	3	NO	No	\$ 600	\$ 600	\$ 600	\$200	\$0
46	2012	Chrysler	300	49	NO	No	\$ 9,125	\$ 8,999	\$ 9,416	\$269	\$0

47	2016	Nissan	Frontier	7	NO	No	\$ 16,263	\$ 16,022	\$ 16,343	\$904	\$390
48	2015	Nissan	Altima	19	NO	No	\$ 13,121	\$ 12,927	\$ 13,186	\$495	\$217
49	2018	Nissan	Sentra	15	NO	No	\$ 13,006	\$ 12,814	\$ 13,070	\$780	\$694
50	2009	Honda	Pilot	6	NO	No	\$ 12,284	\$ 12,102	\$ 12,344	\$3,193	\$0
51	2000	Mercedes-Benz	E320	16	NO	No	\$ 4,048	\$ 3,988	\$ 4,068	\$2,281	\$0
52	2017	Nissan	Pathfinder	33	YES	Yes	\$ 33,507	\$ 33,012	\$ 33,672	\$1,130	\$1,484
53	2016	Nissan	Rogue	1	NO	No	\$ 17,598	\$ 17,338	\$ 17,685	\$715	\$0



<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	33
# of Traded Vehicles Retailed	98
% Retailed of Non-New Franchise	39%
Total # Retail Units	131
Average Days to Sale	26.7
Average Advertised Price (Time of Sale)	\$ 17,807
Average Transaction Price	\$ 17,512
Average Market Price at 100%	\$ 18,374
Average Price to Market (Time of Sale)	97%
Average Transaction to Market	95%
Average Transactional Discount	\$ 295
Average Front End Gross	\$ 1,164
Average Finance Gross	\$ 918
PUVR	\$ 2,082
Total Gross (Units&PUVR)	\$ 272,746



<b>Scoreboard</b>	
<b>Desk Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	33
# of Traded Vehicles Retailed	98
% Retailed of Non-New Franchise	39%
Total # Retail Units	131
Average Days to Sale	26.7
Average Advertised Price (Time of Sale)	\$ 17,807
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PUVR	\$ 2,082
Total Gross (Units&PUVR)	\$ 272,746











Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	33	0
# of Traded Vehicles Retailed	98	0
% Retailed of Non-New Franchise	39%	#DIV/0!
Total # Retail Units	131	0
Average Days to Sale	26.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 17,807	#DIV/0!
Average Transaction Price	\$ 17,512	#DIV/0!
Average Market Price at 100%	\$ 18,374	#DIV/0!
Average Price to Market (Time of Sale)	97%	#DIV/0!
Average Transaction to Market	95%	#DIV/0!
Average Transactional Discount	\$ 295	#DIV/0!
Average Front End Gross	\$ 1,164	#DIV/0!
Average Finance Gross	\$ 918	#DIV/0!
PUVR	\$ 2,082	#DIV/0!
Total Gross (Units&PUVR)	\$ 272,746	#DIV/0!











































<b>Scoreboard</b>	
<b>Finance Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	33
# of Traded Vehicles Retailed	98
% Retailed of Non-New Franchise	39%
Total # Retail Units	131
Average Days to Sale	26.7
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<b>Scoreboard</b>	
<b>CPO</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	33
# of Traded Vehicles Retailed	98
Total # Retail Units	131
Average Days to Sale	26.7
Average Advertised Price (Time of Sale)	\$ 17,807
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Average Front End Gross	\$ 1,164
Average Finance Gross	\$ 918
PUVR	\$ 2,082
Total Gross (Units&PUVR)	\$ 272,746

Yes	No
17	16
8	90
25	106
27.4	26.6
\$ 25,108	\$ 15,793
\$ 24,801	\$ 15,793
\$ 25,633	\$ 16,662
\$ 1	\$ 1
97%	95%
\$ 307	\$ 292
\$ 850	\$ 1,238
\$ 1,389	\$ 807
\$ 2,239	\$ 2,045
\$ 55,970	\$ 216,777



<b>Scoreboard</b>	
<b>Same Brand as New</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	33
# of Traded Vehicles Retailed	98
Total # Retail Units	131
Average Days to Sale	26.7
Average Advertised Price (Time of Sale)	\$ 17,807
Average Transaction Price	\$ 17,512
Average Market Price at 100%	\$ 18,374
Average Price to Market (Time of Sale)	97%
Average Transaction to Market	95%
Average Transactional Discount	\$ 295
Average Front End Gross	\$ 1,164
Average Finance Gross	\$ 918
PUVR	\$ 2,082
Total Gross (Units&PUVR)	\$ 272,746

Yes	No
32	1
48	50
80	51
27.4	25.6
\$ 20,196	\$ 13,759
\$ 19,905	\$ 13,759
\$ 20,725	\$ 14,687
97%	94%
96%	94%
\$ 291	\$ 301
\$ 952	\$ 1,497
\$ 1,064	\$ 689
\$ 2,016	\$ 2,186
\$ 161,282	\$ 111,464





Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	79	\$145,244	\$71,688	\$2,746	60.31%
31 - 45 Days	24	\$21,315	\$31,227	\$2,189	18.32%
46 - 60 Days	20	(\$4,703)	\$9,770	\$253	15.27%
60 - 90 Days	8	(\$9,392)	\$7,597	(\$224)	6.11%
90 Days and Over	0	\$0	\$0	#DIV/0!	0.00%
<b>Total</b>	<b>131</b>	<b>\$152,464</b>	<b>\$120,282</b>	<b>\$2,082</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	18
31 - 45 Days	5
46 - 60 Days	7
60 - 90 Days	3
90 Days and Over	0
<b>Total</b>	<b>33</b>

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$28,119	\$34,231	\$3,464
\$1,678	\$8,320	\$2,000
(\$4,785)	\$2,299	(\$355)
(\$3,576)	\$2,878	(\$233)
\$0	\$0	#DIV/0!
\$ 21,436	\$ 47,728	\$2,096

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>
54.55%
15.15%
21.21%
9.09%
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	61	\$117,125
31 - 45 Days	19	\$19,637
46 - 60 Days	13	\$82
60 - 90 Days	5	(\$5,816)
90 Days and Over	0	\$0
<b>Total</b>	<b>98</b>	<b>\$131,028</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
\$37,457	\$2,534	62.24%
\$22,907	\$2,239	19.39%
\$7,471	\$581	13.27%
\$4,719	(\$219)	5.10%
\$0	#DIV/0!	0.00%
<b>\$72,554</b>	<b>\$2,077</b>	<b>100.0%</b>

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

