

# Input Sheet



Desk Manager	Finance Manager	Sales Consultant
LEE	NEIL	ADAM
RYAN	LORI	DAN
JIM	DAVID	DENNY
GARRETT	HOUSE	FRANK
MICHAEL		HASTON
HOUSE		JOHN MOD
		JOHN SNYDER
		JIM
		KARI
		KARL
		MICHAEL
		NICK
		PATRICK
		PHIL
		RICH
		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	2010	Honda	FIT	21	No	No	\$ 7,891	\$ 7,450	\$ 7,661	\$1,892	\$0
2	2015	Subaru	OUTBACK	25	Yes	Yes	\$ 26,386	\$ 26,386	\$ 25,617	\$3,252	\$0
3	2009	Subaru	IMPREZA	18	No	No	\$ 8,276	\$ 8,276	\$ 8,996	(\$793)	\$86
4	2012	Ford	FUSION	42	No	No	\$ 8,386	\$ 8,000	\$ 9,115	\$2,292	\$718
5	2015	Subaru	OUTBACK	12	Yes	Yes	\$ 20,390	\$ 20,390	\$ 20,188	(\$325)	\$1,745
6	2012	Subaru	FORESTER	14	No	No	\$ 10,742	\$ 10,742	\$ 10,851	\$1,413	\$0
7	2016	Toyota	CAMRY	18	Yes	No	\$ 17,449	\$ 16,949	\$ 17,625	(\$242)	\$1,900
8	2017	Subaru	LEGACY	57	Yes	Yes	\$ 18,486	\$ 18,031	\$ 19,877	(\$573)	\$1,086
9	2008	Subaru	IMPREZA	11	No	No	\$ 6,282	\$ 6,282	\$ 6,544	\$793	\$691
10	2015	Subaru	IMPREZA	37	Yes	Yes	\$ 16,865	\$ 16,865	\$ 16,865	(\$761)	\$302
11	2016	Kia	SOUL	23	No	No	\$ 15,398	\$ 15,398	\$ 15,712	\$2,913	\$451
12	2009	Subaru	IMPREZA	14	No	No	\$ 9,053	\$ 9,053	\$ 8,875	(\$630)	\$0
13	2017	Subaru	LEGACY	56	Yes	Yes	\$ 22,322	\$ 12,000	\$ 23,747	(\$1,168)	\$3,437
14	2011	Chevrolet	MALIBU	13	No	No	\$ 10,615	\$ 10,248	\$ 10,615	\$2,549	\$350
15	2017	Subaru	OUTBACK	49	Yes	Yes	\$ 22,077	\$ 10,000	\$ 22,528	\$1,219	\$2,616
16	2015	Subaru	IMPREZA	40	Yes	Yes	\$ 17,499	\$ 17,299	\$ 17,856	(\$2,242)	\$130
17	2009	Honda	CIVIC	24	No	No	\$ 7,245	\$ 7,245	\$ 7,875	\$2,768	\$1,381
18	2013	Chevrolet	SONIC	57	No	No	\$ 7,093	\$ 7,093	\$ 7,970	\$2,263	\$312
19	2010	Subaru	LEGACY	11	No	No	\$ 11,248	\$ 11,248	\$ 10,920	\$2,278	\$2,160
20	2015	Honda	FIT	63	No	No	\$ 13,645	\$ 13,645	\$ 14,516	\$3,087	\$1,787
21	2017	Subaru	FORESTER	14	Yes	Yes	\$ 21,885	\$ 21,855	\$ 21,885	\$672	\$2,170
22	2009	Subaru	TRIBECA	8	No	No	\$ 10,357	\$ 6,500	\$ 9,959	\$171	\$0
23	2015	Honda	PILOT	43	No	No	\$ 23,894	\$ 23,700	\$ 25,152	(\$193)	\$787
24	2010	Subaru	IMPREZA	21	No	No	\$ 8,263	\$ 8,263	\$ 8,432	\$2,521	\$0
25	2015	Subaru	CROSSTREK	22	Yes	Yes	\$ 21,987	\$ 21,987	\$ 21,987	\$2,434	\$2,324
26	2015	Subaru	IMPREZA	22	Yes	Yes	\$ 19,925	\$ 19,500	\$ 19,925	\$2,383	\$0
27	2007	Subaru	IMPREZA	16	No	No	\$ 6,286	\$ 6,286	\$ 6,286	\$1,394	\$720
28	2018	Subaru	IMPREZA	4	Yes	Yes	\$ 21,848	\$ 21,848	\$ 21,632	\$1,566	\$2,265
29	2010	Subaru	LEGACY	9	No	No	\$ 8,930	\$ 7,500	\$ 8,930	\$2,234	\$0
30	2017	Subaru	OUTBACK	15	No	Yes	\$ 29,472	\$ 29,285	\$ 29,180	\$2,993	\$3,028
31	2014	Subaru	FORESTER	32	No	Yes	\$ 13,537	\$ 13,760	\$ 13,956	\$2,113	\$2,408
32	2014	Honda	CRV	33	No	No	\$ 17,950	\$ 17,950	\$ 18,505	\$1,949	\$4,274
33	2011	Honda	PILOT	20	No	No	\$ 17,634	\$ 17,634	\$ 17,120	\$2,087	\$672
34	2011	Chevrolet	SILVERADO	33	No	No	\$ 27,279	\$ 26,000	\$ 27,009	\$5,941	\$0
35	2017	Subaru	WRX	1	No	No	\$ 26,000	\$ 26,000	\$ 25,735	\$1,327	\$1,610
36	2015	Subaru	IMPREZA	33	Yes	Yes	\$ 16,708	\$ 16,518	\$ 16,221	(\$1,460)	\$1,865
37	2012	GMC	ACADIA	27	No	No	\$ 15,927	\$ 15,500	\$ 16,944	(\$144)	\$0
38	2010	Honda	CIVIC	11	No	No	\$ 9,989	\$ 9,225	\$ 10,298	\$1,922	\$200
39	2018	Subaru	IMPREZA	11	Yes	Yes	\$ 26,219	\$ 25,700	\$ 27,311	\$1,615	\$2,271
40	2013	Subaru	OUTBACK	11	No	No	\$ 15,990	\$ 12,950	\$ 15,990	\$2,301	\$100
41	2016	Subaru	CROSSTREK	12	Yes	Yes	\$ 23,544	\$ 23,544	\$ 24,024	\$3,008	\$0
42	2003	Honda	CIVIC	14	No	No	\$ 5,173	\$ 4,862	\$ 4,974	\$1,424	\$0
43	2016	Subaru	IMPREZA	36	Yes	Yes	\$ 16,338	\$ 16,688	\$ 16,842	(\$977)	\$3,493
44	2016	Subaru	FORESTER	0	Yes	No	\$ 18,380	\$ 18,380	\$ 18,380	\$0	\$3,151
45	2012	Honda	CRV	58	No	No	\$ 12,994	\$ 13,000	\$ 13,972	\$2,131	\$0
46	2014	Toyota	CAMRY	79	No	No	\$ 12,647	\$ 12,500	\$ 14,706	\$1,585	\$0
47	2015	Subaru	FORESTER	7	Yes	Yes	\$ 16,075	\$ 16,075	\$ 15,916	\$1,080	\$0
48	2014	Subaru	IMPREZA	21	Yes	Yes	\$ 17,134	\$ 17,134	\$ 16,964	\$733	\$0

49	2016	Honda	ACCORD	21	No	No	\$ 24,522	\$ 23,191	\$ 24,522	\$2,616	\$363
50	2008	Honda	CRV	26	No	No	\$ 9,311	\$ 7,576	\$ 9,219	\$405	\$328
51	2015	Subaru	FORESTER	44	Yes	Yes	\$ 16,847	\$ 16,847	\$ 17,368	(\$746)	\$2,013
52	2010	Subaru	LEGACY	20	Yes	No	\$ 10,349	\$ 10,349	\$ 10,454	\$1,567	\$1,133
53	2016	Subaru	FORESTER	26	Yes	Yes	\$ 23,947	\$ 23,947	\$ 23,710	\$483	\$1,434



<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	46
# of Traded Vehicles Retailed	102
% Retailed of Non-New Franchise	37%
Total # Retail Units	148
Average Days to Sale	29.8
Average Advertised Price (Time of Sale)	\$ 16,849
Average Transaction Price	\$ 16,384
Average Market Price at 100%	\$ 17,137
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	96%
Average Transactional Discount	\$ 465
Average Front End Gross	\$ 1,244
Average Finance Gross	\$ 1,223
PUVR	\$ 2,467
Total Gross (Units&PUVR)	\$ 365,086



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	46
# of Traded Vehicles Retailed	102
% Retailed of Non-New Franchise	37%
Total # Retail Units	148
Average Days to Sale	29.8
Average Advertised Price (Time of Sale)	\$ 16,849
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Average Finance Gross	\$ 1,223
PUVR	\$ 2,467
Total Gross (Units&PUVR)	\$ 365,086











Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	46	0
# of Traded Vehicles Retailed	102	0
% Retailed of Non-New Franchise	37%	#DIV/0!
Total # Retail Units	148	0
Average Days to Sale	29.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 16,849	#DIV/0!
Average Transaction Price	\$ 16,384	#DIV/0!
Average Market Price at 100%	\$ 17,137	#DIV/0!
Average Price to Market (Time of Sale)	98%	#DIV/0!
Average Transaction to Market	96%	#DIV/0!
Average Transactional Discount	\$ 465	#DIV/0!
Average Front End Gross	\$ 1,244	#DIV/0!
Average Finance Gross	\$ 1,223	#DIV/0!
PUVR	\$ 2,467	#DIV/0!
Total Gross (Units&PUVR)	\$ 365,086	#DIV/0!











































<b>Scoreboard</b>	
<b>Finance Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	46
# of Traded Vehicles Retailed	102
% Retailed of Non-New Franchise	37%
Total # Retail Units	148
Average Days to Sale	29.8
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Scoreboard	
CPO	Totals
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# of Traded Vehicles Retailed	102
Total # Retail Units	148
Average Days to Sale	29.8
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Average Front End Gross	\$ 1,244
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PUVR	\$ 2,467
Total Gross (Units&PUVR)	\$ 365,086

Yes	No
40	6
29	73
69	79
25.3	33.7
\$ 20,664	\$ 13,132
\$ 20,108	\$ 13,132
\$ 20,745	\$ 13,986
\$ 1	\$ 1
97%	94%
\$ 556	\$ 385
\$ 990	\$ 1,466
\$ 1,640	\$ 859
\$ 2,630	\$ 2,324
\$ 181,466	\$ 183,620



<b>Scoreboard</b>	
<b>Same Brand as New</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	46
# of Traded Vehicles Retailed	102
Total # Retail Units	148
Average Days to Sale	29.8
Average Advertised Price (Time of Sale)	\$ 16,849
Average Transaction Price	\$ 16,384
Average Market Price at 100%	\$ 17,137
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	96%
Average Transactional Discount	\$ 465
Average Front End Gross	\$ 1,244
Average Finance Gross	\$ 1,223
PUVR	\$ 2,467
Total Gross (Units&PUVR)	\$ 365,086

Yes	No
43	3
50	52
93	55
24.3	39.1
\$ 18,428	\$ 13,804
\$ 17,910	\$ 13,804
\$ 18,543	\$ 14,760
99%	94%
97%	94%
\$ 518	\$ 375
\$ 1,102	\$ 1,484
\$ 1,469	\$ 807
\$ 2,571	\$ 2,291
\$ 239,092	\$ 125,993



<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	84	\$136,212	\$97,239	\$2,779	57.53%
31 - 45 Days	32	\$27,248	\$45,715	\$2,280	21.92%
46 - 60 Days	18	\$16,239	\$24,762	\$2,278	12.33%
60 - 90 Days	11	\$3,419	\$5,966	\$853	7.53%
90 Days and Over	1	\$50	\$2,366	\$2,416	0.68%
<b>Total</b>	<b>146</b>	<b>\$183,167</b>	<b>\$176,048</b>	<b>\$2,460</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	28
31 - 45 Days	11
46 - 60 Days	5
60 - 90 Days	0
90 Days and Over	1
<b>Total</b>	<b>45</b>

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$32,144	\$39,277	\$2,551
(\$11,284)	\$17,026	\$522
(\$813)	\$12,706	\$2,379
\$0	\$0	#DIV/0!
\$50	\$2,366	\$2,416
\$ 20,097	\$ 71,375	\$2,033

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>
62.22%
24.44%
11.11%
0.00%
2.22%
<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	56	\$104,068
31 - 45 Days	21	\$38,531
46 - 60 Days	13	\$17,052
60 - 90 Days	11	\$3,419
90 Days and Over	0	\$0
<b>Total</b>	<b>101</b>	<b>\$163,071</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
\$57,962	\$2,893	55.45%
\$28,689	\$3,201	20.79%
\$12,056	\$2,239	12.87%
\$5,966	\$853	10.89%
\$0	#DIV/0!	0.00%
<b>\$104,673</b>	<b>\$2,651</b>	<b>100.0%</b>

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

