

Input Sheet



Desk Manager	Finance Manager	Sales Consultant
Dan Tonel	Josh Escobar	Roman
Jared Mann	Erika Fleming	Roy
Dave Forbes		Bryant
		Taylor
		Armando
		Dallas
		Wayne
		James
		Jeffre
		Austin
		Mark
		Loui

#	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	2015	Mercedes-Benz	C 300	37	No	No	\$ 24,595	\$ 24,595	\$ 22,362	\$368	\$4,322
2	2015	BMW	X5	34	No	No	\$ 34,595	\$ 34,095	\$ 35,442	\$703	\$680
3	2018	Audi	Q7	42	Yes	Yes	\$ 52,995	\$ 52,995	\$ 58,752	\$3,480	
4	2016	Ford	F-150	51	No	No	\$ 37,495	\$ 36,995	\$ 39,335	\$1,443	
5	2016	Volvo	XC 90	16	No	No	\$ 43,995	\$ 43,995	\$ 42,770	\$5,083	\$1,500
6	2015	Volvo	XC 60	65	No	No	\$ 19,495	\$ 19,999	\$ 22,978	\$1,183	\$4,770
7	2014	Honda	Accord	52	No	No	\$ 13,995	\$ 14,895	\$ 15,670	\$10	
8	2013	Audi	S5	36	No	No	\$ 27,995	\$ 26,999	\$ 27,564	\$1,881	\$2,057
9	2016	Lexus	RX 350	28	No	No	\$ 36,995	\$ 36,750	\$ 38,289	\$3,602	\$962
10	2017	Nissan	Armada	40	No	No	\$ 38,495	\$ 37,999	\$ 40,239	\$4,010	\$2,295
11	2014	Audi	SQ5	33	No	No	\$ 27,995	\$ 27,678	\$ 29,326	\$2,419	\$3,866
12	2013	Audi	A5 Cab	15	No	No	\$ 24,595	\$ 23,750	\$ 22,352	\$3,206	
13	2016	Audi	S5	21	No	Yes	\$ 41,995	\$ 41,126	\$ 41,995	\$2,619	\$2,382
14	2017	Audi	Q3	61	Yes	Yes	\$ 29,995	\$ 29,695	\$ 32,753	(\$1,298)	\$1,419
15	2018	Audi	A5	75	No	Yes	\$ 41,995	\$ 41,995	\$ 44,950	(\$1,289)	
16	2015	Mercedes-Benz	C 300	52	No	No	\$ 24,595	\$ 24,595	\$ 22,353	\$318	\$4,322
17	2018	Audi	Q5	54	Yes	Yes	\$ 41,995	\$ 41,999	\$ 45,302	\$778	\$3,076
18	2017	Audi	Q3	53	No	Yes	\$ 23,995	\$ 23,995	\$ 26,207	\$81	\$5,122
19	2018	Land Rover	Range Rover	15	No	No	\$ 58,995	\$ 57,000	\$ 66,408	\$3,653	\$6,711
20	2017	Audi	Q7	5	No	Yes	\$ 59,995	\$ 59,999	\$ 58,760	\$4,771	\$4,610
21	2015	Audi	Q5	17	No	Yes	\$ 29,995	\$ 29,174	\$ 29,995	\$2,161	
22	2015	Infiniti	Q70L	58	No	No	\$ 23,495	\$ 22,572	\$ 25,551	\$1,555	\$1,623
23	2018	Audi	Q3	59	Yes	No	\$ 28,995	\$ 29,695	\$ 30,480	\$1,597	
24	2018	Audi	A3	23	Yes	Yes	\$ 27,495	\$ 27,195	\$ 27,029	\$2,109	\$3,090
25	2018	Audi	Q5	33	Yes	Yes	\$ 44,995	\$ 43,245	\$ 44,333	\$1,196	\$9,513
26	2018	Audi	Q3	6	Yes	Yes	\$ 32,995	\$ 32,500	\$ 29,922	\$3,884	\$4,738
27	2015	Audi	Q7	20	Yes	Yes	\$ 38,495	\$ 38,495	\$ 36,090	\$4,434	\$1,895
28	2015	Audi	A3 Cab	20	Yes	Yes	\$ 28,995	\$ 28,999	\$ 25,214	\$3,017	\$6,110
29	2018	Audi	Q3	39	Yes	Yes	\$ 29,495	\$ 29,499	\$ 30,581	\$1,409	\$5,243
30	2018	Audi	Q3	14	Yes	Yes	\$ 34,595	\$ 34,495	\$ 33,672	\$4,631	\$1,634
31	2016	Audi	A3	22	Yes	Yes	\$ 19,995	\$ 19,999	\$ 20,524	\$750	\$540
32	2017	Audi	A4	29	No	Yes	\$ 27,995	\$ 27,299	\$ 25,098	\$2,151	\$4,091
33	2015	Volkswagen	Passat	4	No	No	\$ 14,995	\$ 14,770	\$ 12,958	\$3,673	\$758
34	2015	Audi	A4	7	Yes	Yes	\$ 24,595	\$ 23,134	\$ 22,637	\$2,324	\$516
35	2016	Audi	A4	11	Yes	Yes	\$ 23,995	\$ 23,495	\$ 22,042	\$2,413	\$4,852
36	2013	Lexus	RX 350	25	No	No	\$ 23,495	\$ 23,499	\$ 23,782	\$4,492	\$692
37	2015	Nissan	Altima	59	No	No	\$ 9,995	\$ 9,999	\$ 10,609	(\$917)	\$3,411
38	2014	Kia	Cadenza	38	No	No	\$ 16,495	\$ 15,749	\$ 17,213	\$638	
39	2018	Audi	Q3	21	Yes	Yes	\$ 29,995	\$ 29,999	\$ 31,052	\$3,685	
40	2015	Subaru	Legacy	65	No	No	\$ 15,995	\$ 15,995	\$ 19,054	(\$341)	
41	2018	Audi	A5 Cab	3	No	Yes	\$ 55,995	\$ 55,995	\$ 51,456	\$5,180	\$300
42	2013	Audi	A4	34	No	No	\$ 12,995	\$ 12,999	\$ 9,262	\$2,304	\$804
43	2016	Audi	TT	36	Yes	Yes	\$ 37,995	\$ 36,999	\$ 37,995	\$855	\$5,679
44	2015	Audi	A5 Cab	21	Yes	Yes	\$ 36,995	\$ 36,995	\$ 33,056	\$3,473	
45	2017	Audi	e-tron	71	No	Yes	\$ 25,995	\$ 25,995	\$ 26,249	(\$2,436)	\$1,120
46	2018	Audi	A3	55	Yes	Yes	\$ 24,995	\$ 24,995	\$ 26,979	(\$459)	

47	2016	Honda	CR-V	73	No	No	\$ 16,495	\$ 16,300	\$ 17,891	(\$1,309)	
48	2014	Audi	TT	44	No	Yes	\$ 26,495	\$ 26,495	\$ 27,405	\$1,271	\$1,807
49	2016	BMW	Z4	49	No	No	\$ 31,995	\$ 31,995	\$ 36,765	\$1,949	\$861
50	2016	Audi	A3	51	Yes	Yes	\$ 18,995	\$ 18,999	\$ 20,972	(\$1,699)	\$786
51	2016	Audi	A3	19	Yes	Yes	\$ 21,995	\$ 20,980	\$ 21,519	\$1,535	\$403
52	2015	Audi	Q3	65	No	Yes	\$ 23,495	\$ 23,400	\$ 27,159	(\$756)	
53	2017	Audi	A4	66	No	Yes	\$ 32,995	\$ 32,713	\$ 37,126	(\$1,710)	



Scoreboard	
# of Purchased Vehicles Retailed	39
# of Traded Vehicles Retailed	45
% Retailed of Non-New Franchise	27%
Total # Retail Units	84
Average Days to Sale	37.3
Average Advertised Price (Time of Sale)	\$ 30,984
Average Transaction Price	\$ 30,766
Average Market Price at 100%	\$ 31,368
Average Price to Market (Time of Sale)	99%
Average Transaction to Market	98%
Average Transactional Discount	\$ 218
Average Front End Gross	\$ 1,508
Average Finance Gross	\$ 2,699
PUVR	\$ 3,275
Total Gross (Units&PUVR)	\$ 275,102



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	39
# of Traded Vehicles Retailed	45
% Retailed of Non-New Franchise	27%
Total # Retail Units	84
Average Days to Sale	37.3
Average Advertised Price (Time of Sale)	\$ 30,984
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PUVR	\$ 3,275
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Dan Tonel	Jared Mann	Dave Forbes
23	12	4
32	12	1
33%	17%	20%
55	24	5
36.1	41.7	29.4
\$ 29,704	\$ 31,541	\$ 42,395
\$ 29,644	\$ 31,050	\$ 41,753
\$ 29,868	\$ 32,630	\$ 41,809
99%	97%	101%
99%	95%	100%
\$ 60	\$ 491	\$ 642
\$ 1,612	\$ 1,149	\$ 2,092
\$ 2,600	\$ 3,292	\$ 1,182
\$ 3,408	\$ 3,069	\$ 2,801
\$ 187,441	\$ 73,656	\$ 14,005

Scoreboard		
Sales Consultant	Totals	Roman
# of Purchased Vehicles Retailed	39	3
# of Traded Vehicles Retailed	45	9
% Retailed of Non-New Franchise	27%	33%
Total # Retail Units	84	12
Average Days to Sale	37.3	47.0
Average Advertised Price (Time of Sale)	\$ 30,984	\$ 33,162
Average Transaction Price	\$ 30,766	\$ 32,864
Average Market Price at 100%	\$ 31,368	\$ 34,999
Average Price to Market (Time of Sale)	99%	95%
Average Transaction to Market	98%	94%
Average Transactional Discount	\$ 218	\$ 298
Average Front End Gross	\$ 1,508	\$ 496
Average Finance Gross	\$ 2,699	\$ 3,224
PUVR	\$ 3,275	\$ 2,108
Total Gross (Units&PUVR)	\$ 275,102	\$ 25,294



Roy	Bryant	Taylor
2	3	6
1	6	2
0%	22%	0%
3	9	8
11.3	36.2	31.1
\$ 43,328	\$ 27,939	\$ 37,495
\$ 43,097	\$ 27,779	\$ 37,277
\$ 40,791	\$ 28,990	\$ 36,889
106%	96%	102%
106%	96%	101%
\$ 232	\$ 160	\$ 218
\$ 3,293	\$ 1,774	\$ 2,101
\$ 2,519	\$ 2,630	\$ 3,449
\$ 4,973	\$ 4,112	\$ 5,119
\$ 14,918	\$ 37,005	\$ 40,949

Armando	Dallas	Wayne
5	1	6
3	5	2
25%	83%	0%
8	6	8
27.9	48.5	39.1
\$ 38,895	\$ 25,345	\$ 31,508
\$ 38,398	\$ 24,910	\$ 31,418
\$ 38,279	\$ 26,619	\$ 32,061
102%	95%	98%
100%	94%	98%
\$ 497	\$ 435	\$ 90
\$ 2,967	\$ 993	\$ 528
\$ 1,256	\$ 2,169	\$ 2,818
\$ 3,909	\$ 2,438	\$ 1,585
\$ 31,269	\$ 14,629	\$ 12,677

James	Jeffre	Austin
2	2	0
4	5	0
33%	57%	#DIV/0!
6	7	0
45.8	33.4	#DIV/0!
\$ 29,495	\$ 23,095	#DIV/0!
\$ 29,610	\$ 22,940	#DIV/0!
\$ 29,891	\$ 22,391	#DIV/0!
99%	103%	#DIV/0!
99%	102%	#DIV/0!
\$ (115)	\$ 155	#DIV/0!
\$ 951	\$ 1,632	#DIV/0!
\$ 2,230	\$ 3,624	#DIV/0!
\$ 1,695	\$ 4,221	#DIV/0!
\$ 10,167	\$ 29,546	#DIV/0!

Mark	Loui	
5	4	0
2	6	0
14%	30%	#DIV/0!
7	10	0
40.1	34.3	#DIV/0!
\$ 26,495	\$ 28,395	#DIV/0!
\$ 26,308	\$ 28,212	#DIV/0!
\$ 27,421	\$ 28,604	#DIV/0!
97%	99%	#DIV/0!
96%	99%	#DIV/0!
\$ 187	\$ 183	#DIV/0!
\$ 1,190	\$ 1,867	#DIV/0!
\$ 2,839	\$ 2,536	#DIV/0!
\$ 2,812	\$ 3,896	#DIV/0!
\$ 19,685	\$ 38,963	#DIV/0!

Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	39
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PUVR	\$ 3,275
Total Gross (Units&PUVR)	\$ 275,102



Josh Escobar	Erika Fleming	
30	9	0
35	10	0
25%	37%	#DIV/0!
65	19	0
38.3	33.9	#DIV/0!
\$ 29,898	\$ 34,700	#DIV/0!
\$ 29,667	\$ 34,528	#DIV/0!
\$ 30,471	\$ 34,434	#DIV/0!
98%	101%	#DIV/0!
97%	100%	#DIV/0!
\$ 231	\$ 172	#DIV/0!
\$ 1,396	\$ 1,889	#DIV/0!
\$ 2,659	\$ 2,817	#DIV/0!
\$ 3,073	\$ 3,965	#DIV/0!
\$ 199,772	\$ 75,330	#DIV/0!

Scoreboard	
CPO	Totals
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Average Finance Gross	\$ 2,699
PUVR	\$ 3,275
Total Gross (Units&PUVR)	\$ 275,102

Yes	No
36	3
17	28
53	31
36.5	38.7
\$ 34,169	\$ 25,405
\$ 33,902	\$ 25,405
\$ 34,188	\$ 26,546
\$ 1	\$ 1
99%	96%
\$ 266	\$ 135
\$ 1,224	\$ 1,993
\$ 2,867	\$ 2,380
\$ 3,172	\$ 3,451
\$ 168,120	\$ 106,982



Scoreboard	
Same Brand as New	Totals
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Average Market Price at 100%	\$ 31,368
Average Price to Market (Time of Sale)	99%
Average Transaction to Market	98%
Average Transactional Discount	\$ 218
Average Front End Gross	\$ 1,508
Average Finance Gross	\$ 2,699
PUVR	\$ 3,275
Total Gross (Units&PUVR)	\$ 275,102

Yes	No
38	1
23	22
61	23
36.0	40.7
\$ 32,918	\$ 25,724
\$ 32,668	\$ 25,724
\$ 32,928	\$ 27,229
100%	94%
99%	94%
\$ 250	\$ 132
\$ 1,433	\$ 1,706
\$ 2,751	\$ 2,531
\$ 3,327	\$ 3,136
\$ 202,967	\$ 72,135



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	31	\$104,897	\$59,362	\$5,299	36.90%
31 - 45 Days	26	\$32,612	\$46,544	\$3,044	30.95%
46 - 60 Days	16	\$5,462	\$28,076	\$2,096	19.05%
60 - 90 Days	10	(\$11,333)	\$14,460	\$313	11.90%
90 Days and Over	1	(\$4,978)	\$0	(\$4,978)	1.19%
Total	84	\$126,660	\$148,442	\$3,275	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	15
31 - 45 Days	13
46 - 60 Days	8
60 - 90 Days	2
90 Days and Over	1
Total	39

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$43,839	\$27,555	\$4,760
\$13,104	\$27,375	\$3,114
\$1,978	\$12,737	\$1,839
(\$2,099)	\$1,419	(\$340)
(\$4,978)	\$0	(\$4,978)
\$ 51,844	\$ 69,086	\$3,101

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

% of total unit sales
38.46%
33.33%
20.51%
5.13%
2.56%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	16	\$61,058
31 - 45 Days	13	\$19,508
46 - 60 Days	8	\$3,484
60 - 90 Days	8	(\$9,234)
90 Days and Over	0	\$0
Total	45	\$74,816

\$ 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
\$31,807	\$5,804	35.56%
\$19,169	\$2,975	28.89%
\$15,339	\$2,353	17.78%
\$13,041	\$476	17.78%
\$0	#DIV/0!	0.00%
\$79,356	\$3,426	100.0%

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

