

Input Sheet



Desk Manager	Finance Manager	Sales Consultant
LAUREN WALDROP	SHREE JASTY	CHRIS RICHES
RYAN BONDERENKO	CHARLES GONZALEZ	GREG SCONZO
		MARK BURNETT
		LARRY COLLETON
		RANDY VOGT
		RYAN ORSI
		DAVID ROJAS
		MICHELLE SABINE
		RYAN MULCAHY
		LAURI LOAIZA
		ROSHANDA HUNT

#	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	AUDI	Q5	21		YES		\$ 34,250		\$443.85	\$670.00
2	2013	FORD	MUSTANG	70		No		\$ 13,775		(\$1,150.37)	\$862.82
3	2016	AUDI	A4	21		YES		\$ 29,595		\$803.48	\$1,200.00
4	2016	AUDI	S5	85		No		\$ 39,645		(\$11.44)	\$1,298.00
5	2016	AUDI	A6	2		No		\$ 35,019		(\$1,325.00)	\$759.59
6	2013	HONDA	ACCORD	70		No		\$ 13,249		(\$375.50)	\$945.00
7	2018	AUDI	Q7	6		YES		\$ 55,000		(\$27.00)	\$1,536.90
8	2011	AUDI	A4	21		No		\$ 11,495		\$1,513.75	\$384.00
9	2015	AUDI	A4	32		No		\$ 19,995		(\$6,135.67)	\$3,258.42
10	2012	AUDI	Q5	21		No		\$ 16,495		\$598.51	\$2,502.14
11	2018	AUDI	SQ5	38		No		\$ 50,949		\$964.00	\$91.00
12	2018	AUDI	A420T	14		No		\$ 38,000		\$981.00	\$115.00
13	2018	AUDI	Q3	16		No		\$ 32,995		\$1,726.78	\$1,713.22
14	2011	BMW	535I	65		No		\$ 12,495		\$44.04	\$2,004.58
15	2017	AUDI	Q7	52		No		\$ 51,000		(\$848.76)	\$170.00
16	2004	LEXUS	ES330	3		No		\$ 2,300		(\$1,025.00)	\$0.00
17	2018	AUDI	A420T	19		YES		\$ 39,645		\$2,014.00	\$250.00
18	2018	AUDI	A4	19		No		\$ 33,845		\$436.00	\$636.47
19	2003	ACURA	TL	21		No		\$ 4,241		\$576.10	\$140.00
20	2016	AUDI	Q3	23		YES		\$ 26,995		\$158.00	\$120.00
21	2017	AUDI	Q5	29		YES		\$ 31,095		\$500.85	\$81.50
22	2018	AUDI	A420T	29		No		\$ 39,495		\$1,888.00	\$3,839.64
23	2018	AUDI	A5	30		YES		\$ 43,995		\$2,806.00	\$2,221.14
24	2014	HONDA	ACCORD	16		No		\$ 14,050		(\$178.67)	\$917.00
25	2016	AUDI	Q3	35		No		\$ 22,300		(\$582.30)	(\$243.80)
26	2008	VOLVO	S40	21		No		\$ 4,243		(\$1,191.54)	(\$966.67)
27	2016	AUDI	Q3 2.0T QU	40		No		\$ 25,000		(\$1,175.69)	(\$1,006.69)
28	2015	AUDI	A6	0		No		\$ 29,246		(\$1,326.00)	\$94.36
29	2018	AUDI	Q7	19		No		\$ 50,500		\$674.88	\$1,896.44
30	2015	AUDI	Q7	36		YES		\$ 31,645		(\$267.21)	\$891.79
31	2018	AUDI	Q3	20		No		\$ 30,857		(\$36.00)	\$263.70
32	2014	AUDI	S6	12		No		\$ 37,510		\$975.64	\$1,377.64
33	2016	HONDA	PILOT	70		No		\$ 26,995		(\$1,267.50)	(\$159.00)
34	2015	AUDI	A4	9		No		\$ 18,452		(\$1,328.00)	\$1,168.60
35	2015	AUDI	Q7	6		No		\$ 32,538		\$6,751.00	\$6,932.50
36	2014	BMW	550I	26		No		\$ 39,495		\$3,704.42	\$4,887.91
37	2015	GMC	ACADIA	39		No		\$ 26,500		\$828.18	\$3,494.55
38	2010	AUDI	Q5	9		No		\$ 13,500		\$954.15	\$1,063.15
39	2016	AUDI	Q3	46		No		\$ 26,495		(\$647.98)	\$1,146.88
40	2015	AUDI	A3	38		No		\$ 17,874		\$222.07	\$3,365.39
41	2018	AUDI	A5	68		No		\$ 38,750		(\$552.99)	(\$471.49)
42	2011	BMW	335I	12		No		\$ 15,996		\$1,937.84	\$2,056.34
43	2013	AUDI	S5	16		No		\$ 27,160		\$964.00	\$3,943.74
44	2018	AUDI	Q3	31		No		\$ 29,850		(\$1,377.00)	(\$387.12)
45	2013	CADILLAC	SRX	62		No		\$ 15,724		\$69.51	\$772.40
46	2018	AUDI	Q5	69		YES		\$ 40,000		(\$1,339.00)	(\$370.14)

47	2008 TOYOTA	PRIUS	18	No	\$ 7,480		\$1,760.85	\$1,842.35
48	2018 AUDI	Q5	27	No	\$ 44,188		\$489.00	\$2,095.04
49	2015 PORSCHE	MACAN	55	No	\$ 39,995		\$1,108.10	\$1,189.60
50	2018 AUDI	Q3	399	No	\$ 29,750		(\$1,143.00)	(\$255.05)
51	2018 AUDI	Q7	52	No	\$ 55,000		\$168.52	\$1,750.42
52	2015 LEXUS	ES350	95	No	\$ 21,500		(\$1,715.78)	\$586.10
53	2013 AUDI	S6 QUATTRO	28	No	\$ 31,500		\$3,191.00	\$6,581.36

Scoreboard	
# of Purchased Vehicles Retailed	0
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	#DIV/0!
Total # Retail Units	0
Average Days to Sale	39.5
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	\$ 28,580
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ (28,580)
Average Front End Gross	\$ 412
Average Finance Gross	\$ 1,332
PUVR	\$ 1,744
Total Gross (Units&PUVR)	\$ -





Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	0
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	#DIV/0!
Total # Retail Units	0
Average Days to Sale	39.5
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	\$ 28,580
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ (28,580)
Average Front End Gross	\$ 412
Average Finance Gross	\$ 1,332
PUVR	\$ 1,744
Total Gross (Units&PUVR)	\$ -



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	0	0
# of Traded Vehicles Retailed	0	0
% Retailed of Non-New Franchise	#DIV/0!	#DIV/0!
Total # Retail Units	0	0
Average Days to Sale	39.5	#DIV/0!
Average Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction Price	\$ 28,580	#DIV/0!
Average Market Price at 100%	#DIV/0!	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction to Market	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ (28,580)	#DIV/0!
Average Front End Gross	\$ 412	#DIV/0!
Average Finance Gross	\$ 1,332	#DIV/0!
PUVR	\$ 1,744	#DIV/0!
Total Gross (Units&PUVR)	\$ -	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	0
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	#DIV/0!
Total # Retail Units	0
Average Days to Sale	39.5
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	\$ 28,580
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ (28,580)
Average Front End Gross	\$ 412
Average Finance Gross	\$ 1,332
PUVR	\$ 1,744
Total Gross (Units&PUVR)	\$ -



Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	0
# of Traded Vehicles Retailed	0
Total # Retail Units	0
Average Days to Sale	39.5
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	\$ 28,580
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ (28,580)
Average Front End Gross	\$ 412
Average Finance Gross	\$ 1,332
PUVR	\$ 1,744
Total Gross (Units&PUVR)	\$ -

Yes	No
0	0
0	0
0	0
28.0	41.7
#DIV/0!	\$ 26,956
\$ 36,805	\$ 26,956
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
\$ (36,805)	\$ (26,956)
\$ 624	\$ 370
\$ 1,107	\$ 1,376
\$ 1,732	\$ 1,746
\$ -	\$ -



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	0
# of Traded Vehicles Retailed	0
Total # Retail Units	0
Average Days to Sale	39.5
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	\$ 28,580
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ (28,580)
Average Front End Gross	\$ 412
Average Finance Gross	\$ 1,332
PUVR	\$ 1,744
Total Gross (Units&PUVR)	\$ -

Yes	No
0	0
0	0
0	0
37.8	43.6
#DIV/0!	\$ 17,257
\$ 33,175	\$ 17,257
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
\$ (33,175)	\$ (17,257)
\$ 479	\$ 246
\$ 1,445	\$ 1,052
\$ 1,925	\$ 1,298
\$ -	\$ -



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	48	\$52,869	\$88,735	\$2,950	50.53%
31 - 45 Days	17	\$4,375	\$25,021	\$1,729	17.89%
46 - 60 Days	11	(\$5,307)	\$6,581	\$116	11.58%
60 - 90 Days	14	(\$10,577)	\$3,359	(\$516)	14.74%
90 Days and Over	5	(\$924)	\$3,732	\$562	5.26%
Total	95	\$40,436	\$127,429	\$1,767	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	0
31 - 45 Days	0
46 - 60 Days	0
60 - 90 Days	0
90 Days and Over	0
Total	0

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$0	\$0	#DIV/0!
\$ -	\$ -	#DIV/0!

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

% of total unit sales
#DIV/0!



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	0	\$0
31 - 45 Days	0	\$0
46 - 60 Days	0	\$0
60 - 90 Days	0	\$0
90 Days and Over	0	\$0
Total	0	

\$ 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
\$0	#DIV/0!	#DIV/0!
	#DIV/0!	#DIV/0!

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

