

All

- Latest Financial Statement. If applicable make sure Composite and Supplemental Sheet is updated.
- Complete Pre-Work Sales Log. It can be found on Class Site- Units- Session 1. This will be used during Session 4 but requires input prior to class.
- Sign up for Discussion Board via Yellowdig (www.yellowdig.app)

Session 1

- Review Composite with focus on Preowned pages
- Determine your dealerships' hard pack and soft pack for preowned vehicles Clarify how the hard pack is being accounted for on the financial statements. View PACK video. Units- Session 1
- Page 106: Complete Preowned metrics on inside back cover before start of session.

Data Input Page

Units	Total #Pre-Owned <u>Retail</u> Units Currently in Inventory	A	Used 147
	YTD Pre-Owned <u>Retail</u> Units Sold (no wholesale; may be multiple entries)	B	521
	Statement Month <u>Retail</u> Units Sold	C	102
	YTD Avg. Pre-Owned Monthly <u>Retail</u> Units Sold	D	104

Retail Gross	YTD Front-end Gross Avg. Profit PUVR (without F&I)	E	2405
	YTD F&I Avg. PUVR	F	1724
	YTD Total Per Unit Avg. (Add numbers from boxes E & F)	G	4129

271-222

Reconditioning (YTD average per unit) (Locate Memo account. Is there an entry? What is included? Record YTD per unit average).	H	1480. ²⁷
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YTD Totals	Total Pre-Owned Retail Sales \$ YTD	I	10,717,219	10,717,219.00
	Total Pre-Owned Retail Front Gross \$ YTD	J	1,252,823	1,252,823.00
	Total Pre-Owned F&I Gross \$ YTD	K	821,691	
	Total Pre-Owned Department Expense \$ YTD	L	1,182,931	