

York VO1 Week 4 Pre-Owned Sale

empty cells. (Copy/Paste is not advised.)

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s). *Lists are independent and do not correlate with each other.*
- 2) Input ALL DATA on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. *Exclude outliers.* Use applicable drop-down menus. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Auction/Wholesale includes rental companies. Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only deals.)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative value & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
- 6) Use your Inventory Management System (IMS) to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.) *Track sub-prime on separate Sales Log.*



ACADEMY

Unit #	Stock#	Year	Make	Model	Inventory	Acquisition Source	CP	Price (Time)	Transaction	Market %	End	Finance	Salesperso	Desk Manager	Finance Manager	Trade	Under Allowan
ex.	P123456	2015	Chevrolet	Equinox	35	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$750	\$1,100	Desiree Dawson	Michael Hayes	Mike Lucki	Yes	\$2,000
1	P28387	2017	Ford	TRANSIT	230	Auction/Wholesale	No	\$ 23,995	\$ 23,995		\$3,607	\$1,815	Brendan Callahar	Jaron Nygren		No	
2	P28849A	2015	Ram	1500	64	Trade on Used	No	\$ 26,995	\$ 26,995		\$1,910	\$2,790	Brendan Callahar	Jaron Nygren		No	
3	P29077A	2012	Ram	2500	1	Trade on Used	No	\$ 39,995	\$ 39,995		\$4,945	\$3,326	Joseph Lopez	Jaron Nygren		Yes	\$500
4	P288773A	2010	Buick	LACROSSE	9	Trade on Used	No	\$ 10,995	\$ 9,995		\$1,410	\$354	Toby Elmer	Jaron Nygren		Yes	\$200
5		2013	GMC	YUKON	1	Trade on Used	No	\$ 25,995	\$ 25,995		\$2,813	\$517	Toby Elmer	Jaron Nygren		No	
6																	
7																	
8																	
9	P28899	2012	Chevrolet	CORVETTE	68	Auction/Wholesale		\$ 30,995	\$ 30,600		\$326	\$1,729	Pedram Talebi	Jaron Nygren	Benny	No	
10	24702A	2015	Chevrolet	1500	21	Trade on Used		\$ 24,995	\$ 23,900		\$3,724	\$0	Pedram Talebi	Keith Wilson	Paul	No	
11	P28653A	2018	Toyota	TACOMA	77	Trade on Used		\$ 26,995	\$ 26,495		\$2,251	\$2,623	Pedram Talebi	Keith Wilson	Paul	No	
12	24456	2021	Chevrolet	TRAILBLAZER	35	Trade on New		\$ 29,540	\$ 29,540		\$868	\$2,346	Pedram Talebi	Keith Wilson	Paul	Yes	(\$500)
13	P28930	2018	Jeep	RENEGADE		Trade on Used		\$ 19,995	\$ 18,995		\$2,678	\$2,225	Joseph Lopez	Keith Wilson	Paul	Yes	\$1,000
14	D01087	2013	GMC	2500		Trade on Used		\$ 39,995	\$ 39,995		\$3,145	\$3,121	Brendan Callahar	Keith Wilson	Paul	Yes	
15	24479	2021	Chevrolet	COLORADO	29			\$ 46,895	\$ 46,895		\$2,446		Pedram Talebi	Keith Wilson	Paul	Yes	(\$301)
16	P28961	2013	Jeep	PATRIOT	52	Auction/Wholesale	No	\$ 12,995	\$ 12,745		(\$286)	\$1,682	Joseph Lopez	Keith Wilson	Sal	Yes	\$0
17	P28818A	2011	Acura	MDX	21	Trade on Used	No	\$ 12,995	\$ 12,795		\$2,742	\$3,180	Joseph Lopez	Keith Wilson	Paul	Yes	\$0
18	P28613C	2006	Mazda	6	17	Trade on Used	No	\$ 5,995	\$ 4,871		\$2,620		Pedram Talebi	Jaron Nygren	Sal	No	
19	P28972C	2008	Honda	CIVIC	10	Trade on Used	No	\$ 5,995	\$ 5,995		\$2,445		Eron Griffin	Jaron Nygren	Sal	No	
20	P29003	2020	Kia	FORTE	19	Trade on Used		\$ 20,995	\$ 20,995		\$5,516	\$4,252	Greg May	Jaron Nygren	Paul	Yes	\$0
21	P29005	2019	Toyota	4 RUNNER	36	Street/Curb Buy		\$ 48,995	\$ 48,995		\$3,220	\$3,301	Kelly Ginther	Keith Wilson	Paul	Yes	\$0
22	P29000	2016	Chevrolet	SUBURBAN	37	Auction/Wholesale		\$ 49,995	\$ 49,995		\$853	\$3,063	Greg May	Jaron Nygren	Paul	Yes	(\$500)
23	28226	2002	Pontiac	FIREBIRD		Trade on Used		\$ 24,995	\$ 24,526		\$6,783	\$1,558	Toby Elmer	Jaron Nygren	Sal	Yes	
24	24436	2021	Chevrolet	3500		Trade on New		\$ 63,838	\$ 63,838		\$10,474	\$1,466	Eron Griffin	Jaron Nygren	Sal	No	
25	D01090	2014	Chevrolet	CUTAWAY		Trade on Used		\$ 27,995	\$ 27,951		\$4,049		Kelly Ginther	Jaron Nygren	Paul	No	
26	P28906	2019	Ford	F350		Trade on Used		\$ 54,995	\$ 54,995		\$5,180	\$3,480	Toby Elmer	Keith Wilson	Sal	No	
27	24453A	2018	Chevrolet	COLORADO		Trade on Used		\$ 32,995	\$ 32,995		\$3,570	\$2,480	Toby Elmer	Keith Wilson	Paul	Yes	
28	24476	2021	Chevrolet	COLORADO		Trade on New		\$ 37,630	\$ 37,630		\$2,122	\$2,768	Victor Chavez	Keith Wilson	Paul	No	
29	P29070	2008	Chevrolet	1500		Trade on Used		\$ 14,995	\$ 14,995		\$4,695	\$401	Brendan Callahar	Keith Wilson	Paul	No	
30	24493	2021	Chevrolet	1500 SILVERADO	0			\$ 59,435	\$ 59,435		\$7,053	\$1,223	Joseph Lopez	Jaron Nygren	Sal	Yes	\$500
31		2017	Ford	FOCUS	1	Auction/Wholesale		\$ 7,995	\$ 7,500		\$59		Kelly Ginther	Jaron Nygren	Benny	Yes	\$0
32	24474	2021	Chevrolet	TAHOE	26			\$ 68,545	\$ 68,545		\$9,169	\$2,606	Greg May	Keith Wilson	Paul	Yes	\$0
33	P29042	2015	GMC	SIERRA 1500	22	Auction/Wholesale		\$ 39,995	\$ 39,995		\$1,777	\$4,492	Pedram Talebi	Jaron Nygren	Sal	Yes	\$1,000
34	P29046	2017	Chevrolet	TAHOE	22	Trade on New		\$ 56,995	\$ 56,495		\$10,633	\$5,558	Victor Chavez	Jaron Nygren	Paul	Yes	\$2,300
35	24477	2021	Chevrolet	TRAVERSE	26			\$ 36,395	\$ 36,694		\$1,997	\$701	Eron Griffin	Jaron Nygren	Benny	Yes	\$0
36	D01062	2018	Ram	2500	60	Auction/Wholesale		\$ 44,995	\$ 44,995		\$158	\$3,029	Eron Griffin	Jaron Nygren	Paul	Yes	(\$800)
37	P28973A	2018	Chevrolet	MALIBU	47	Trade on Used		\$ 2,299	\$ 22,995		\$666	\$1,674	Eron Griffin	Jaron Nygren	Sal	Yes	(\$500)
38	P29046A	2014	GMC	SIERRA 1500	1	Trade on Used		\$ 33,995	\$ 33,995		\$6,045	\$2,286	Kelly Ginther	Jaron Nygren	Benny	Yes	\$100
39	P29078	2019	Chevrolet	SILVERADO 3500	9	Street/Curb Buy		\$ 79,995	\$ 79,995		\$6,145	\$4,863	Eron Griffin	Jaron Nygren	Sal	Yes	\$900
40	P29061	2019	Ford	F-350	12	Trade on Used		\$ 77,995	\$ 77,995		\$3,415	\$6,533	Greg May	Jaron Nygren	Benny	Yes	\$0
41	P28970	2017	GMC	SIERRA 2500	53	Auction/Wholesale		\$ 64,995	\$ 64,995		\$4,049	\$607	Greg May	Jaron Nygren	Benny	Yes	(\$700)
42	P28539	2019	GMC	3500	187	Auction/Wholesale		\$ 51,995	\$ 5,199		\$6,461		Pedram Talebi	Keith Wilson	Benny	No	
43	P29085	2014	Smart	FORTWO	7	Auction/Wholesale		\$ 6,995	\$ 6,995		\$1,880		Pedram Talebi	Keith Wilson	Benny	No	
44	24478	2021	Chevrolet	TRAVERSE	1	LBO OEM/Leasing Co.		\$ 57,240	\$ 57,240		\$3,445		Toby Elmer	Keith Wilson	Paul	Yes	\$0
45	P28914A	2006	Ford	F250	55	Trade on Used		\$ 11,995	\$ 11,995		\$4,888	\$426	Brendan Callahar	Keith Wilson	Benny	Yes	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	73
Avg. Days to Sale	29.9
Avg. Advertised Price (Time of Sale)	\$ 33,265
Avg. Transaction Price	\$ 32,634
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ 631
Avg. Front-End Gross	\$ 3,726
Avg. Finance Gross	\$ 2,414
PUVR	\$ 5,710
Total Gross (Units & PUVR)	\$ 416,860
GROI	211%
% with Trade	62%
Avg. Over/Under Allowance	\$191



Scoreboard

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Desk Manager	Totals	Keith Wilson	Jaron Nygren
% Retailed of Non-New Franchise	100%	100%	100%
Total # Retail Units	73	42	31
Avg. Days to Sale	29.9	30.1	29.6
Avg. Advertised Price (Time of Sale)	\$ 33,265	\$ 31,820	\$ 35,223
Avg. Transaction Price	\$ 32,634	\$ 30,440	\$ 35,606
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 631	\$ 1,380	\$ (383)
Avg. Front-End Gross	\$ 3,726	\$ 3,636	\$ 3,850
Avg. Finance Gross	\$ 2,414	\$ 2,100	\$ 2,852
PUVR	\$ 5,710	\$ 5,386	\$ 6,150
Total Gross (Units & PUVR)	\$ 416,860	\$ 226,212	\$ 190,648
GROI	211%	212%	210%
% with Trade	62%	60%	65%
Avg. Over/Under Allowance	191	180	200



Scoreboard

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Sales Consultant	Totals			
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!	#DIV/0!
Total # Retail Units	73	0	0	0
Avg. Days to Sale	29.9	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,265	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 32,634	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 631	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,726	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,414	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	\$ 5,710	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 416,860	#DIV/0!	#DIV/0!	#DIV/0!
GROI	211%	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	62%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	191	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

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Finance Manager	Totals			
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!	#DIV/0!
Total # Retail Units	73	0	0	0
Avg. Days to Sale	29.9	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,265	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 32,634	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 631	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,726	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,414	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	\$ 5,710	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 416,860	#DIV/0!	#DIV/0!	#DIV/0!
GROI	211%	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	62%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	191	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	73	0	9
Avg. Days to Sale	29.9	#DIV/0!	45.0
Avg. Advertised Price (Time of Sale)	\$ 33,265	#DIV/0!	\$ 18,153
Avg. Transaction Price	\$ 32,634	#DIV/0!	\$ 18,153
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 631	#DIV/0!	\$ 286
Avg. Front-End Gross	\$ 3,726	#DIV/0!	\$ 2,467
Avg. Finance Gross	\$ 2,414	#DIV/0!	\$ 1,952
PUVR	\$ 5,710	#DIV/0!	\$ 3,986
Total Gross (Units & PUVR)	\$ 416,860	#DIV/0!	\$ 35,870
GROI	211%	#DIV/0!	176%
% with Trade	62%	#DIV/0!	9%
Avg. Over/Under Allowance	191	#DIV/0!	175



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	73	0	73
Avg. Days to Sale	29.9	#DIV/0!	29.9
Avg. Advertised Price (Time of Sale)	\$ 33,265	#DIV/0!	\$ 32,634
Avg. Transaction Price	\$ 32,634	#DIV/0!	\$ 32,634
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 631	#DIV/0!	\$ 631
Avg. Front-End Gross	\$ 3,726	#DIV/0!	\$ 3,726
Avg. Finance Gross	\$ 2,414	#DIV/0!	\$ 2,414
PUVR	\$ 5,710	#DIV/0!	\$ 5,710
Total Gross (Units & PUVR)	\$ 416,860	#DIV/0!	\$ 416,860
GROI	211%	#DIV/0!	211%
% with Trade	62%	#DIV/0!	5%
Avg. Over/Under Allowance	191	#DIV/0!	191



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	73	9	32
% of Retail Units	100%	12%	44%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	29.9	24.6	23.5
Avg. Transaction Price	\$ 32,634	\$ 38,386	\$ 25,234
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 631	\$ 389	\$ (354)
Avg. Front End Gross	\$ 3,726	\$ 4,562	\$ 3,538
Avg. Finance Gross	\$ 2,414	\$ 2,799	\$ 2,202
PUVR	\$ 5,710	\$ 7,050	\$ 5,328
Total Gross (Units & PUVR)	\$ 416,860	\$ 63,452	\$ 170,488
GROI	211%	269%	324%
% with Trade	62%	67%	53%
Avg. Over/Under Allowance	191	900	-33



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
8	16	0	0
11%	22%	0%	0%
100%	100%	#DIV/0!	#DIV/0!
21.4	51.5	#DIV/0!	#DIV/0!
\$ 39,370	\$ 28,793	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 375	\$ 3,202	#DIV/0!	#DIV/0!
\$ 3,557	\$ 2,511	#DIV/0!	#DIV/0!
\$ 3,176	\$ 1,975	#DIV/0!	#DIV/0!
\$ 6,336	\$ 4,115	#DIV/0!	#DIV/0!
\$ 50,689	\$ 65,845	#DIV/0!	#DIV/0!
271%	100%	#DIV/0!	#DIV/0!
75%	56%	#DIV/0!	#DIV/0!
380	-63	#DIV/0!	#DIV/0!

BO OEM/Leasing co	Other
4	0
5%	0%
100%	#DIV/0!
19.8	#DIV/0!
\$ 60,524	#DIV/0!
#DIV/0!	#DIV/0!
\$ -	#DIV/0!
\$ 7,113	#DIV/0!
\$ 4,246	#DIV/0!
\$ 10,298	#DIV/0!
\$ 41,191	#DIV/0!
310%	#DIV/0!
75%	#DIV/0!
1,167	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days	46-60 days
Total # Retail Units	73	43	6	8
% of Retail Units	100%	59%	8%	11%
% Retailed of Non-New Franchise	100%	100%	100%	100%
Avg. Days to Sale	29.9	12.4	38.5	53.9
Avg. Transaction Price	\$ 32,634	\$ 31,844	\$ 35,220	\$ 37,955
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 631	\$ 361	\$ 33	\$ (2,556)
Avg. Front End Gross	\$ 3,726	\$ 3,804	\$ 2,182	\$ 3,526
Avg. Finance Gross	\$ 2,414	\$ 2,644	\$ 1,953	\$ 2,274
PUVR	\$ 5,710	\$ 6,448	\$ 4,134	\$ 5,799
Total Gross (Units & PUVR)	\$ 416,860	\$ 277,269	\$ 24,806	\$ 46,394
GROI	211%	588%	110%	102%
% with Trade	62%	67%	83%	75%
Avg. Over/Under Allowance	191	326	-125	-400



61-90 days	90+ days
3	3
4%	4%
100%	100%
69.7	170.0
\$ 28,030	\$ 12,854
#DIV/0!	#DIV/0!
\$ 298	\$ 16,141
\$ 1,496	\$ 4,304
\$ 2,381	\$ 1,815
\$ 3,876	\$ 6,119
\$ 11,629	\$ 18,358
71%	101%
0%	0%
#DIV/0!	#DIV/0!