

CAREY BROUDY

DATA INPUT PAGE: NEW

			<u>New</u>
Units	Total # New Retail Units Currently in Inventory	M	1
	YTD New Retail Units Sold	N	74
	Statement Month New Retail Units Sold	O	28
	YTD Avg. New Monthly Retail Units Sold	P	25
Retail Gross	YTD Front-end Gross Avg. Profit PNVR (without F&I)	Q	3989
	YTD F&I Avg. PNVR	R	2204
	YTD Total Per Unit Avg. (Add numbers from boxes Q & R)	S	6,193
Additions to income related to the new vehicle department		T	83,464.
YTD Totals	Total New Retail Sales \$ YTD	U	3,195,029
	Total New Retail Front Gross \$ YTD	V	295,151
	Total New F&I Gross \$ YTD	W	163,127
	Total New Department Expense \$ YTD	X	516,760

DATA INPUT PAGE: USED

			<u>Used</u>
Units	Total # Pre-Owned Retail Units Currently in Inventory	A	85
	YTD Pre-Owned Retail Units Sold (no wholesale; may be multiple entries)	B	167
	Statement Month Pre-Owned Retail Units Sold	C	167
	YTD Avg. Pre-Owned Monthly Retail Units Sold	D	56

Retail Gross	YTD Front-end Gross Avg. Profit PUVR (without F&I)	E	1952
	YTD F&I Avg. PUVR	F	1960
	YTD Total Per Unit Avg. (Add numbers from boxes E & F)	G	3912

Reconditioning (YTD average per unit) (Locate Memo account. Is there an entry? What is included? Record YTD per unit average).	H	981
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YTD Totals	Total Pre-Owned Retail Sales \$ YTD	I	4,721,940
	Total Pre-Owned Retail Front Gross \$ YTD	J	326,035
	Total Pre-Owned F&I Gross \$ YTD	K	496,311
	Total Pre-Owned Department Expense \$ YTD	L	600,207