







**Pre-Work VO1 Week 4 Pre-OW**

**Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)**

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only.)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & 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 to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)
- 7) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.



ACADEMY

Unit #	Stock#	Year	Make	Model	In Stock	Acquisition Source	CP	Price (Time of Sale)	Transaction Price	Market % (Time of Sale)	End Gross	Finance \$	Salesperson	Desk Manager	Finance Manager	Trade In	Under Allowance
1	N2R32219A	2023	Mini	COOPER E	16	Trade on New	No	\$ 31,582	\$ 32,877	N/A	\$413	\$312	Moe	Sam	Jose	No	
2	LF851112	2020	Mercedes-Benz	glc300	55	Auction/Wholesale	No	\$ 47,487	\$ 48,782	90%	\$1,225	\$437	George	Sam	Jose	No	
3	LFH66579	2020	BMW	330I	122	Auction/Wholesale	No	\$ 27,489	\$ 29,392	85%	(\$690)	\$0	Ivan	Maroun	Jose	No	
4	JC305147	2018	Nissan	LEAF	63	Auction/Wholesale	No	\$ 16,000	\$ 17,295	88%	(\$157)	\$158	Simon	Maroun	Jose	No	
5	LCD40364	2020	BMW	740I	43	Auction/Wholesale	No	\$ 44,994	\$ 46,289	93%	\$1,913	\$0	Abraham	Maroun	Jose	Yes	\$0
6	KBX87984	2019	BMW	530I	51	Auction/Wholesale	No	\$ 28,999	\$ 28,999	97%	(\$959)	\$1,531	Abraham	Maroun	Jose	No	
7	LCD38695	2020	BMW	530E	21	Auction/Wholesale	No	\$ 32,476	\$ 33,771	95%	\$2,244	\$0	Moe	Maroun	House	No	
8	L8B10509	2020	BMW	330I	44	Auction/Wholesale	No	\$ 28,999	\$ 30,294	98%	\$1,161	\$3,044	Abraham	Maroun	Jose	No	
9	KG919365	2019	BMW	540I	105	Auction/Wholesale	No	\$ 34,735	\$ 36,030	90%	(\$920)	\$4,211	Ivan	Maroun	Jose	No	
10	K7V69358	2019	Alfa Romeo	STELVIO	64	Auction/Wholesale	No	\$ 26,888	\$ 28,183	97%	\$776	\$701	George	Maroun	Jose	No	
11	M8B91431	2021	BMW	330E	35	Auction/Wholesale	No	\$ 35,999	\$ 35,381	95%	\$1,004	\$0	George	Sam	Jose	No	
12	L8B30714	2020	BMW	330I	37	Auction/Wholesale	No	\$ 28,999	\$ 29,598	97%	\$659	\$250	George	Sam	House	No	
13	K7605819	2019	Alfa Romeo	GIULIA	86	Auction/Wholesale	No	\$ 28,590	\$ 29,885	91%	(\$232)	\$2,515	Ivan	Sam	Jose	Yes	\$0
14	PA001524	2023	Acura	INTEGRA	23	Auction/Wholesale	No	\$ 33,990	\$ 34,490	98%	\$763	\$0	Ivan	Sam	Jose	No	
15	NCH59923	2022	BMW	430XI	43	Auction/Wholesale	No	\$ 37,699	\$ 38,769	94%	\$755	\$0	Simon	Sam	House	No	
16	K7D77178	2019	BMW	I8	18	Auction/Wholesale	No	\$ 80,000	\$ 80,000	90%	\$5,266	\$6,698	Moe	Sam	Jose	No	
17	HF518835	2017	Mercedes-Benz	C300	17	Auction/Wholesale	No	\$ 28,799	\$ 29,894	96%	\$676	\$3,193	Abraham	Sam	Jose	No	
18	K7E19438	2019	BMW	I8	21	Auction/Wholesale	No	\$ 75,999	\$ 78,294	95%	\$7,941	\$0	Moe	Sam	Jose	No	
19	K2H97166A	2010	Mercedes-Benz	S550	27	Trade on Used	No	\$ 16,999	\$ 18,294	88%	\$6,432	\$0	Ivan	Maroun	House	No	
20	PZ025355A	2016	BMW	I3	25	Trade on New	No	\$ 11,999	\$ 13,294	89%	\$5,502	\$1,117	Simon	Maroun	Jose	No	
21	LCD22242A	2023	Mazda	MAZDA3	22	Trade on New	No	\$ 24,999	\$ 25,799	94%	\$3,722	\$0	Simon	Sam	Jose	No	
22	PZ039337A	2022	Mitsubishi	OUTLANDER	67	Trade on New	No	\$ 29,999	\$ 31,294	90%	\$4,716	\$2,438	Moe	Sam	Jose	No	
23	JU274723	2018	Mercedes-Benz	C300	39	Auction/Wholesale	No	\$ 25,999	\$ 27,294	97%	\$1,212	\$1,206	Moe	Maroun	House	No	
24	PZ023010A	2019	Mitsubishi	OUTLANDER	43	Trade on New	No	\$ 19,799	\$ 20,794	94%	\$2,904	\$745	Moe	Sam	Jose	No	
25	KAF91707	2019	BMW	430CI	55	Auction/Wholesale	No	\$ 27,599	\$ 27,599	91%	\$3,039	\$1,725	Ivan	Sam	Jose	No	
26	LCD48519A	2018	Toyota	RAV4	69	Trade on New	No	\$ 15,999	\$ 15,999	87%	\$2,136	\$401	Simon	Sam	House	Yes	\$0
27	K8A05621	2019	BMW	330I	72	Auction/Wholesale	No	\$ 27,999	\$ 29,294	89%	\$840	\$982	Ivan	Sam	Jose	No	
28	KB388352A	2018	Kia	STINGER	46	Trade on Used	No	\$ 26,999	\$ 28,294	93%	\$3,077	\$1,017	Moe	Sam	Jose	Yes	\$0
29	LCD22242B	2020	BMW	530E	122	Auction/Wholesale	No	\$ 32,999	\$ 34,290	86%	(\$225)	\$783	George	Sam	Jose	Yes	\$0
30	K7E09858	2019	BMW	I3	38	Auction/Wholesale	No	\$ 26,999	\$ 26,999	88%	\$3,491	\$1,404	Moe	Sam	Jose	No	
31	KBU96080	2019	BMW	M850IX	47	Auction/Wholesale	No	\$ 62,249	\$ 62,899	90%	\$5,187	\$2,974	Natalia	Maroun	Jose	No	
32	PZ027940	2023	Mitsubishi	PHEV	1	LBO OEM/Leasing Co.	No	\$ 40,304	\$ 40,304	99%	\$1,092	\$0	George	Maroun	Jose	No	
33	L7635877	2020	Alfa Romeo	GIULIA	78	Auction/Wholesale	No	\$ 28,999	\$ 30,294	94%	\$2,802	\$2,849	Ivan	Sam	Jose	No	
34	KF859706	2019	Mercedes-Benz	C300	91	Auction/Wholesale	No	\$ 37,899	\$ 37,899	90%	\$322	\$0	Moe	Sam	House	No	
35	MG605638	2021	Dodge	RAM	58	Auction/Wholesale	No	\$ 42,588	\$ 43,883	94%	\$1,486	\$0	Abraham	Sam	Jose	No	
36	L7636328	2020	Alfa Romeo	GIULIA	76	Auction/Wholesale	No	\$ 26,888	\$ 28,183	95%	\$758	\$4,016	Moe	Sam	Jose	No	
37	LWW66837	2020	BMW	Z4	57	Auction/Wholesale	No	\$ 37,888	\$ 38,700	96%	\$1	\$5,005	George	Sam	Jose	No	
38	NCH63189	2022	BMW	430	86	Auction/Wholesale	No	\$ 37,888	\$ 39,183	90%	(\$225)	\$4,403	George	Sam	Jose	No	
39	K1744153	2019	Subaru	IMPREZA	49	Auction/Wholesale	No	\$ 20,888	\$ 22,183	94%	(\$1,100)	\$885	George	Sam	House	Yes	\$0
40	K7C71324	2019	Alfa Romeo	GIULIA	77	Auction/Wholesale	No	\$ 28,888	\$ 30,183	92%	\$1,581	\$1,517	Moe	Sam	House	Yes	\$0
41	LCD28146	2020	BMW	840I	8	Auction/Wholesale	No	\$ 53,999	\$ 53,999	94%	\$1,999	\$0	Abraham	Maroun	House	No	
42	PZ023185A	2010	Nissan	CUBE	12	Trade on New	No	\$ 8,999	\$ 8,999	98%	\$4,533	\$170	Moe	Sam	Jose	No	
43	PCM38828	2023	BMW	740I	16	Auction/Wholesale	No	\$ 93,999	\$ 93,999	96%	\$4,050	\$0	George	Sam	Jose	No	
44	L8B09182	2020	BMW	330I	73	Auction/Wholesale	No	\$ 26,740	\$ 27,500	90%	(\$1,663)	\$2,284	Abraham	Sam	Jose	No	
45	MCH40117	2021	BMW	530I	124	Auction/Wholesale	No	\$ 35,510	\$ 34,875	95%	\$467	\$0	Ivan	Sam	Jose	No	
46	KX335153	2019	Maserati	LEVANTE	72	Auction/Wholesale	No	\$ 44,730	\$ 46,325	98%	(\$2,212)	\$4,252	Ivan	Sam	Jose	No	
47	JA404207	2018	Mercedes-Benz	S560	169	Auction/Wholesale	No	\$ 45,251	\$ 45,000	95%	(\$2,102)	\$0	Abraham	Maroun	Jose	No	





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Retail Units			70	Averages	54.8		\$	37,710	\$	38,434	95%	\$	1,960	\$	1,280			9	\$0	

## Scoreboard Totals

% Retailed of Non-Franchise Make	94%
Total # Retail Units	70
Avg. Days to Sale	54.8
Avg. Advertised Price (Time of Sale)	\$ 37,710
Avg. Transaction Price	\$ 38,434
Avg. Market Price at 100%	\$ 39,883
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ (724)
Avg. Front-End Gross	\$ 1,960
Avg. Finance Gross	\$ 1,280
PUVR	\$ 3,241
Total Gross (Units & PUVR)	\$ 226,840
GROI	55%
% with Trade	13%
Avg. Over/Under Allowance	\$0



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	94%	#DIV/0!	#DIV/0!
Total # Retail Units	70	0	0
Avg. Days to Sale	54.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,710	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 38,434	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 39,883	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (724)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,960	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,280	#DIV/0!	#DIV/0!
PUVR	\$ 3,241	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 226,840	#DIV/0!	#DIV/0!
GROI	55%	#DIV/0!	#DIV/0!
% with Trade	13%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers	
% Retailed of Non-New Franchise	94%	#DIV/0!	#DIV/0!	#DIV/0!
Total # Retail Units	70	0	0	0
Avg. Days to Sale	54.8	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,710	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 38,434	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 39,883	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (724)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,960	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,280	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	\$ 3,241	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 226,840	#DIV/0!	#DIV/0!	#DIV/0!
GROI	55%	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	13%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!	#DIV/0!























## Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Finance Manager	Totals	Walker Strong		
% Retailed of Non-New Franchise	94%	#DIV/0!	#DIV/0!	#DIV/0!
Total # Retail Units	70	0	0	0
Avg. Days to Sale	54.8	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,710	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 38,434	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 39,883	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (724)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,960	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,280	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	\$ 3,241	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 226,840	#DIV/0!	#DIV/0!	#DIV/0!
GROI	55%	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	13%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	70	0	70
Avg. Days to Sale	54.8	#DIV/0!	54.8
Avg. Advertised Price (Time of Sale)	\$ 37,710	#DIV/0!	\$ 38,434
Avg. Transaction Price	\$ 38,434	#DIV/0!	\$ 38,434
Avg. Market Price at 100%	\$ 39,883	#DIV/0!	#VALUE!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#VALUE!
Avg. Transaction to Market	96%	#DIV/0!	#VALUE!
Avg. Transactional Discount	\$ (724)	#DIV/0!	\$ (724)
Avg. Front-End Gross	\$ 1,960	#DIV/0!	\$ 1,960
Avg. Finance Gross	\$ 1,280	#DIV/0!	\$ 1,280
PUVR	\$ 3,241	#DIV/0!	\$ 3,241
Total Gross (Units & PUVR)	\$ 226,840	#DIV/0!	\$ 226,840
GROI	55%	#DIV/0!	55%
% with Trade	13%	#DIV/0!	13%
Avg. Over/Under Allowance	0	#DIV/0!	0



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	70	4	66
Avg. Days to Sale	54.8	35.0	56.0
Avg. Advertised Price (Time of Sale)	\$ 37,710	\$ 26,525	\$ 39,133
Avg. Transaction Price	\$ 38,434	\$ 26,898	\$ 39,133
Avg. Market Price at 100%	\$ 39,883	\$ 27,987	#VALUE!
Avg. Price to Market % (Time of Sale)	95%	95%	#VALUE!
Avg. Transaction to Market	96%	96%	#VALUE!
Avg. Transactional Discount	\$ (724)	\$ (373)	\$ (745)
Avg. Front-End Gross	\$ 1,960	\$ 1,943	\$ 1,961
Avg. Finance Gross	\$ 1,280	\$ 1,098	\$ 1,291
PUVR	\$ 3,241	\$ 3,041	\$ 3,253
Total Gross (Units & PUVR)	\$ 226,840	\$ 12,163	\$ 214,677
GROI	55%	116%	53%
% with Trade	13%	0%	14%
Avg. Over/Under Allowance	0	#DIV/0!	0



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	70	10	3
% of Retail Units	100%	14%	4%
% Retailed of Non-New Franchise	94%	80%	100%
Avg. Days to Sale	54.8	29.5	29.0
Avg. Transaction Price	\$ 38,434	\$ 21,405	\$ 30,071
Avg. Transaction to Market %	96%	#VALUE!	98%
Avg. Transactional Discount	\$ (724)	\$ (508)	\$ (1,295)
Avg. Front End Gross	\$ 1,960	\$ 3,744	\$ 6,601
Avg. Finance Gross	\$ 1,280	\$ 567	\$ 1,124
PUVR	\$ 3,241	\$ 4,311	\$ 7,725
Total Gross (Units & PUVR)	\$ 226,840	\$ 43,106	\$ 23,175
GROI	55%	246%	319%
% with Trade	13%	10%	33%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	55	0	0
1%	79%	0%	0%
100%	98%	#DIV/0!	#DIV/0!
3.0	62.7	#DIV/0!	#DIV/0!
\$ 6,450	\$ 42,534	#DIV/0!	#DIV/0!
92%	97%	#DIV/0!	#DIV/0!
\$ 549	\$ (768)	#DIV/0!	#DIV/0!
\$ 2,850	\$ 1,383	#DIV/0!	#DIV/0!
\$ -	\$ 1,465	#DIV/0!	#DIV/0!
\$ 2,850	\$ 2,848	#DIV/0!	#DIV/0!
\$ 2,850	\$ 156,617	#DIV/0!	#DIV/0!
5302%	38%	#DIV/0!	#DIV/0!
0%	13%	#DIV/0!	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	0
1%	0%	0%
0%	#DIV/0!	#DIV/0!
1.0	#DIV/0!	#DIV/0!
\$ 40,304	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 1,092	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 1,092	#DIV/0!	#DIV/0!
\$ 1,092	#DIV/0!	#DIV/0!
975%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	70	25	8
% of Retail Units	100%	36%	11%
% Retailed of Non-New Franchise	94%	92%	88%
Avg. Days to Sale	54.8	17.2	40.3
Avg. Transaction Price	\$ 38,434	\$ 40,327	\$ 31,927
Avg. Transaction to Market %	96%	#VALUE!	97%
Avg. Transactional Discount	\$ (724)	\$ (537)	\$ (741)
Avg. Front End Gross	\$ 1,960	\$ 3,673	\$ 1,637
Avg. Finance Gross	\$ 1,280	\$ 951	\$ 831
PUVR	\$ 3,241	\$ 4,624	\$ 2,469
Total Gross (Units & PUVR)	\$ 226,840	\$ 115,597	\$ 19,748
GROI	55%	240%	69%
% with Trade	13%	4%	13%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
9	16	12
13%	23%	17%
100%	94%	100%
52.2	73.9	119.2
\$ 37,815	\$ 34,240	\$ 44,883
95%	96%	98%
\$ (640)	\$ (1,176)	\$ (561)
\$ 1,471	\$ 797	\$ 526
\$ 1,547	\$ 2,199	\$ 841
\$ 3,018	\$ 2,996	\$ 1,367
\$ 27,159	\$ 47,935	\$ 16,401
55%	43%	9%
22%	25%	8%
0	0	0