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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.

Scoreboard Totals

% Retailed of Non-Franchise Make	15%
Total # Retail Units	95
Avg. Days to Sale	22.0
Avg. Advertised Price (Time of Sale)	\$ 39,170
Avg. Transaction Price	\$ 38,772
Avg. Market Price at 100%	\$ 42,342
Avg. Price to Market % (Time of Sale)	93%
Avg. Transaction to Market	92%
Avg. Transactional Discount	\$ 398
Avg. Front-End Gross	\$ 1,165
Avg. Finance Gross	\$ 1,239
PUVR	\$ 2,405
Total Gross (Units & PUVR)	\$ 228,450
GROI	102%
% with Trade	19%
Avg. Over/Under Allowance	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	15%	#DIV/0!	#DIV/0!
Total # Retail Units	95	0	0
Avg. Days to Sale	22.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,170	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 38,772	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 42,342	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 398	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,165	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,239	#DIV/0!	#DIV/0!
PUVR	\$ 2,405	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 228,450	#DIV/0!	#DIV/0!
GROI	102%	#DIV/0!	#DIV/0!
% with Trade	19%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



n list, then scroll up to select your staff member for each column.)

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Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	15%	#DIV/0!	#DIV/0!
Total # Retail Units	95	0	0
Avg. Days to Sale	22.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,170	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 38,772	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 42,342	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 398	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,165	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,239	#DIV/0!	#DIV/0!
PUVR	\$ 2,405	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 228,450	#DIV/0!	#DIV/0!
GROI	102%	#DIV/0!	#DIV/0!
% with Trade	19%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



n list, then scroll up to select your staff member for each column.)

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Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	15%	#DIV/0!	#DIV/0!
Total # Retail Units	95	0	0
Avg. Days to Sale	22.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,170	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 38,772	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 42,342	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 398	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,165	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,239	#DIV/0!	#DIV/0!
PUVR	\$ 2,405	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 228,450	#DIV/0!	#DIV/0!
GROI	102%	#DIV/0!	#DIV/0!
% with Trade	19%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



n list, then scroll up to select your staff member for each column.)

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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	95	38	57
Avg. Days to Sale	22.0	29.1	17.3
Avg. Advertised Price (Time of Sale)	\$ 39,170	\$ 38,365	\$ 39,281
Avg. Transaction Price	\$ 38,772	\$ 38,008	\$ 39,281
Avg. Market Price at 100%	\$ 42,342	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 398	\$ 357	\$ 425
Avg. Front-End Gross	\$ 1,165	\$ 1,263	\$ 1,101
Avg. Finance Gross	\$ 1,239	\$ 1,081	\$ 1,345
PUVR	\$ 2,405	\$ 2,343	\$ 2,446
Total Gross (Units & PUVR)	\$ 228,450	\$ 89,038	\$ 139,412
GROI	102%	76%	130%
% with Trade	19%	29%	12%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	95	81	14
Avg. Days to Sale	22.0	20.9	28.1
Avg. Advertised Price (Time of Sale)	\$ 39,170	\$ 39,737	\$ 35,368
Avg. Transaction Price	\$ 38,772	\$ 39,360	\$ 35,368
Avg. Market Price at 100%	\$ 42,342	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 398	\$ 377	\$ 521
Avg. Front-End Gross	\$ 1,165	\$ 962	\$ 2,345
Avg. Finance Gross	\$ 1,239	\$ 1,205	\$ 1,439
PUVR	\$ 2,405	\$ 2,166	\$ 3,784
Total Gross (Units & PUVR)	\$ 228,450	\$ 175,476	\$ 52,974
GROI	102%	95%	137%
% with Trade	19%	19%	21%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	95	23	10
% of Retail Units	100%	24%	11%
% Retailed of Non-New Franchise	15%	39%	50%
Avg. Days to Sale	22.0	26.2	30.0
Avg. Transaction Price	\$ 38,772	\$ 47,457	\$ 23,578
Avg. Transaction to Market %	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 398	\$ 727	\$ 242
Avg. Front End Gross	\$ 1,165	\$ 1,983	\$ 1,551
Avg. Finance Gross	\$ 1,239	\$ 1,197	\$ 733
PUVR	\$ 2,405	\$ 3,179	\$ 2,284
Total Gross (Units & PUVR)	\$ 228,450	\$ 73,128	\$ 22,841
GROI	102%	92%	116%
% with Trade	19%	9%	20%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	25	18	16
3%	26%	19%	17%
0%	0%	0%	0%
37.7	26.7	21.1	1.7
\$ 33,855	\$ 37,258	\$ 39,782	\$ 37,933
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ 442	\$ 423	\$ 0
\$ 991	\$ 2,394	\$ 28	\$ (858)
\$ 483	\$ 1,324	\$ 1,682	\$ 1,128
\$ 1,474	\$ 3,718	\$ 1,709	\$ 271
\$ 4,422	\$ 92,958	\$ 30,770	\$ 4,331
42%	135%	73%	152%
33%	40%	11%	6%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	95	68	8
% of Retail Units	100%	72%	8%
% Retailed of Non-New Franchise	15%	16%	0%
Avg. Days to Sale	22.0	14.7	37.9
Avg. Transaction Price	\$ 38,772	\$ 40,187	\$ 39,942
Avg. Transaction to Market %	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 398	\$ 480	\$ 246
Avg. Front End Gross	\$ 1,165	\$ 1,737	\$ 811
Avg. Finance Gross	\$ 1,239	\$ 1,290	\$ 1,353
PUVR	\$ 2,405	\$ 3,027	\$ 2,164
Total Gross (Units & PUVR)	\$ 228,450	\$ 205,845	\$ 17,309
GROI	102%	184%	51%
% with Trade	19%	21%	25%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
10	4	0
11%	4%	0%
10%	50%	#DIV/0!
49.6	72.3	#DIV/0!
\$ 30,266	\$ 36,916	#DIV/0!
#DIV/0!	89%	#DIV/0!
\$ 233	\$ 223	#DIV/0!
\$ (133)	\$ (2,041)	#DIV/0!
\$ 1,014	\$ 1,265	#DIV/0!
\$ 881	\$ (776)	#DIV/0!
\$ 8,807	\$ (3,105)	#DIV/0!
21%	-10%	#DIV/0!
0%	50%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!