

#	Year	Make	Model	Days in Stock	Source Purchased?	CPO	Advertised Price (Time of Sale)	Transaction Price	Market Price at 100%	Front End Gross	Finance Gross
1	2015	Chevrolet	Equinox	30	Yes	No	\$ 15,000	\$ 13,800	\$ 15,000	\$1,500	\$1,000
1	2011	NISSAN TR...	FRONTIER SL	31	No	No	15,000.00	14,000.00	\$ 15,200	482.87	482.87
2	2018	AUDI	SQ5 SP N 2...	20	Yes	Yes	56,000.00	55,100.00	\$ 55,000	3,050.00	3,050.00
3	2017	AUDI	Q7 PRS DA Q	20	Yes	Yes	59,000.00	60,000.00	\$ 60,874	6,005.00	6,005.00
4	2017	AUDI	Q7 PRS DA Q	16	Yes	Yes	59,000.00	58,500.00	\$ 60,650	5,396.00	5,396.00
5	2015	AUDI	Q7 TDI P+...	37	Yes	Yes	28,500.00	28,500.00	\$ 29,380	6,395.00	6,395.00
6	2015	AUDI	A3 DA Q SP...	22	Yes	Yes	22,000.00	18,865.87	\$ 23,100	-1,424.63	-1,424.63
7	2017	AUDI	Q3 AWD C...	15	Yes	Yes	29,000.00	28,250.00	\$ 28,750	1,127.50	1,127.50
8	2017	AUDI	A4 P+ TEC...	38	Yes	Yes	35,500.00	35,500.00	\$ 36,247	2,517.62	2,517.62
9	2014	ACURA	MDX ADVA...	27	Yes	No	27,000.00	26,500.00	\$ 26,752	2,597.45	2,597.45
10	2015	AUDI	A3 FWD P+...	63	Yes	Yes	19,500.00	18,350.00	\$ 19,850	1,655.00	1,655.00
11	2017	AUDI	A4 HS Q	25	Yes	Yes	31,000.00	31,000.00	\$ 31,780	1,716.50	1,716.50
12	2017	AUDI	Q7 PRES D...	10	Yes	Yes	60,000.00	57,000.00	\$ 61,500	5,301.40	5,301.40
13	2017	AUDI	Q7 PRES D...	105	Yes	Yes	60,500.00	59,814.50	\$ 61,287	4,119.50	4,119.50
14	2017	AUDI	Q7 PRES D...	83	Yes	Yes	60,500.00	58,000.00	\$ 61,800	3,305.00	3,305.00
15	2017	AUDI	Q7 PRES D...	75	Yes	Yes	61,500.00	60,500.00	\$ 61,850	5,805.00	5,805.00
16	2015	Mercedes	CLA 250 PR...	37	No	No	24,000.00	22,400.00	\$ 24,990	90.66	90.66
17	2014	BMW SAV	X3 XDRIVE ...	88	No	No	25,000.00	24,500.00	\$ 26,210	-435.42	-435.42
18	2015	AUDI	S3 N DA 19 Q	67	Yes	Yes	32,500.00	31,100.00	\$ 32,850	-990.46	-990.46
19	2015	AUDI	A3 DA CW Q	26	Yes	Yes	21,500.00	20,500.00	\$ 24,000	1,247.25	1,247.25
20	2015	AUDI	Q5 3.0 TCH...	49	Yes	Yes	32,000.00	31,000.00	\$ 33,100	4,500.00	4,500.00
21	2018	AUDI	S6 BLCK OP...	68	Yes	Yes	71,000.00	69,500.00	\$ 74,087	3,466.50	3,466.50
22	2018	AUDI	Q7 NAV Q	11	Yes	Yes	51,000.00	50,000.00	\$ 55,760	32.50	32.50
23	2014	AUDI	SQ5 PRS D...	37	Yes	Yes	40,500.00	39,500.00	\$ 40,000	2,179.25	2,179.25
24	2016	AUDI	A3 FWD B-...	22	Yes	Yes	23,000.00	21,735.11	\$ 24,200	1,131.61	1,131.61
25	2017	AUDI	Q7 3.0 PRE...	14	Yes	Yes	59,000.00	58,000.00	\$ 58,485	3,500.00	3,500.00
26	2015	AUDI	S3	3	Yes	No	25,858.00	25,858.00	\$ 26,500	-600.00	-600.00
27	2016	AUDI	S3	7	Yes	No	32,918.00	32,918.00	\$ 31,500	-600.00	-600.00
28	2016	AUDI	A3 BLK OPT...	35	Yes	Yes	25,000.00	23,827.55	\$ 24,200	136.62	136.62
29	2017	AUDI	Q7 P+VIS C...	107	Yes	Yes	49,500.00	48,500.00	\$ 61,400	605.00	605.00
30	2017	AUDI	A3 CAB CONV	22	Yes	Yes	32,000.00	31,000.00	\$ 33,500	1,277.50	1,277.50
31	2016	AUDI	SQ5 TCH B...	76	Yes	Yes	45,500.00	44,400.00	\$ 45,980	-923.37	-923.37
32	2015	AUDI	SQ5 TCH B...	67	Yes	Yes	38,500.00	37,243.00	\$ 36,800	630.58	630.58
33	2018	AUDI	A5 P+ N W...	18	Yes	Yes	44,500.00	42,500.00	\$ 43,700	4,961.00	4,961.00
34	2014	AUDI	Q7 TDI P+...	719	Yes	No	37,000.00	36,342.96	\$ 35,000	-9,439.08	-9,439.08
35	2015	AUDI	A3 FWD DA...	43	Yes	Yes	20,500.00	20,500.00	\$ 20,800	-339.41	-339.41
36	2014	AUDI	Q5 TDI PRS...	512	Yes	No	34,000.00	33,558.97	\$ 32,650	-3,605.54	-3,605.54
37	2015	AUDI	Q7 SLNPRS Q	59	Yes	Yes	39,000.00	39,000.00	\$ 40,760	3,737.01	3,737.01
38	2018	AUDI	Q5 P+N 20...	47	Yes	Yes	43,500.00	41,024.81	\$ 48,600	-3,348.84	-3,348.84
39	2018	AUDI	Q5 P+N 20...	27	Yes	Yes	43,000.00	42,000.00	\$ 44,000	1,875.52	1,875.52
40	2016	AUDI	Q3 PRESTIGE	93	Yes	Yes	26,500.00	26,066.00	\$ 25,200	1,548.50	1,548.50
41	2016	AUDI	A6 3.0PRS ...	24	Yes	Yes	40,000.00	39,500.00	\$ 42,000	-278.41	-278.41
42	2015	AUDI	A3	10	Yes	Yes	20,907.00	20,907.00	\$ 22,800	1,797.00	1,797.00
43	2015	AUDI	A3	3	Yes	Yes	20,368.00	20,368.00	\$ 22,680	1,926.00	1,926.00
44	2015	AUDI	A3	18	No	Yes	22,998.00	22,422.00	\$ 22,580	2,403.00	2,403.00

45	2015 AUDI	A3	1	Yes	Yes	22,537.00	22,537.00	\$ 22,500	3,305.00	3,305.00
46	2015 AUDI	A3 CAB N D...	94	Yes	Yes	26,500.00	25,147.46	\$ 29,400	-279.50	-279.50
47	2014 AUDI	RS5 NAV BL...	69	Yes	Yes	47,500.00	47,500.00	\$ 45,600	1,129.83	1,129.83
48	2013 MAZDA	MAZDA3	52	Yes	No	12,000.00	11,289.95	\$ 11,100	-179.48	-179.48
49	2015 AUDI	S5 BLKOP T...	169	Yes	Yes	35,000.00	34,800.00	\$ 36,900	-4,607.65	-4,607.65
50	2017 AUDI	A4 P+ TCH Q	21	Yes	Yes	37,000.00	37,000.00	\$ 40,500	2,277.62	2,277.62
51	2017 AUDI	Q7 PRES BL...	13	Yes	Yes	60,000.00	60,000.00	\$ 58,780	5,877.50	5,877.50
52	2015 AUDI	Q7 P+ 20'S...	107	Yes	Yes	32,500.00	31,500.00	\$ 33,800	-40.08	-40.08
53	2015 AUDI	Q3 QTTRO ...	28	Yes	Yes	25,500.00	25,250.00	\$ 26,800	2,241.50	2,241.50



Scoreboard	
# of Purchased Vehicles Retailed	158
# of Traded Vehicles Retailed	31
% Retailed of Non-New Franchise	17%
Total # Retail Units	189
Average Days to Sale	51.3
Average Advertised Price (Time of Sale)	\$ 35,090
Average Transaction Price	\$ 34,324
Average Market Price at 100%	\$ 35,391
Average Price to Market (Time of Sale)	#VALUE!
Average Transaction to Market	105%
Average Transactional Discount	#VALUE!
Average Front End Gross	\$ 1,303
Average Finance Gross	\$ 1,256
PUVR	\$ 2,559
Total Gross (Units&PUVR)	\$ 483,656



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	158
# of Traded Vehicles Retailed	31
% Retailed of Non-New Franchise	17%
Total # Retail Units	189
Average Days to Sale	51.3
Average Advertised Price (Time of Sale)	\$ 35,090
Average Transaction Price	\$ 34,324
Average Market Price at 100%	\$ 35,391
Average Price to Market (Time of Sale)	#VALUE!
Average Transaction to Market	105%
Average Transactional Discount	#VALUE!
Average Front End Gross	\$ 1,303
Average Finance Gross	\$ 1,256
PUVR	\$ 2,559
Total Gross (Units&PUVR)	\$ 483,656



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	158	0
# of Traded Vehicles Retailed	31	0
% Retailed of Non-New Franchise	17%	#DIV/0!
Total # Retail Units	189	0
Average Days to Sale	51.3	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 35,090	#DIV/0!
Average Transaction Price	\$ 34,324	#DIV/0!
Average Market Price at 100%	\$ 35,391	#DIV/0!
Average Price to Market (Time of Sale)	#VALUE!	#DIV/0!
Average Transaction to Market	105%	#DIV/0!
Average Transactional Discount	#VALUE!	#DIV/0!
Average Front End Gross	\$ 1,303	#DIV/0!
Average Finance Gross	\$ 1,256	#DIV/0!
PUVR	\$ 2,559	#DIV/0!
Total Gross (Units&PUVR)	\$ 483,656	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	158
# of Traded Vehicles Retailed	31
% Retailed of Non-New Franchise	17%
Total # Retail Units	189
Average Days to Sale	51.3
Average Advertised Price (Time of Sale)	\$ 35,090
Average Transaction Price	\$ 34,324
Average Market Price at 100%	\$ 35,391
Average Price to Market (Time of Sale)	#VALUE!
Average Transaction to Market	105%
Average Transactional Discount	#VALUE!
Average Front End Gross	\$ 1,303
Average Finance Gross	\$ 1,256
PUVR	\$ 2,559
Total Gross (Units&PUVR)	\$ 483,656



Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	158
# of Traded Vehicles Retailed	31
Total # Retail Units	189
Average Days to Sale	51.3
Average Advertised Price (Time of Sale)	\$ 35,090
Average Transaction Price	\$ 34,324
Average Market Price at 100%	\$ 35,391
Average Price to Market (Time of Sale)	#VALUE!
Average Transaction to Market	105%
Average Transactional Discount	#VALUE!
Average Front End Gross	\$ 1,303
Average Finance Gross	\$ 1,256
PUVR	\$ 2,559
Total Gross (Units&PUVR)	\$ 483,656

Yes	No
138	20
1	30
139	50
46.9	63.8
\$ 38,395	\$ 25,350
\$ 37,553	\$ 25,350
\$ 38,968	\$ 25,446
#VALUE!	117%
102%	115%
#VALUE!	\$ 620
\$ 1,461	\$ 861
\$ 1,402	\$ 852
\$ 2,863	\$ 1,713
\$ 398,004	\$ 85,653



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	158
# of Traded Vehicles Retailed	31
Total # Retail Units	189
Average Days to Sale	51.3
Average Advertised Price (Time of Sale)	\$ 35,090
Average Transaction Price	\$ 34,324
Average Market Price at 100%	\$ 35,391
Average Price to Market (Time of Sale)	#VALUE!
Average Transaction to Market	105%
Average Transactional Discount	#VALUE!
Average Front End Gross	\$ 1,303
Average Finance Gross	\$ 1,256
PUVR	\$ 2,559
Total Gross (Units&PUVR)	\$ 483,656

Yes	No
155	3
1	30
156	33
51.6	49.9
\$ 37,771	\$ 21,684
\$ 36,998	\$ 21,684
\$ 38,268	\$ 21,790
#VALUE!	126%
101%	122%
#VALUE!	\$ 816
\$ 1,273	\$ 1,442
\$ 1,236	\$ 1,355
\$ 2,509	\$ 2,796
\$ 391,375	\$ 92,281



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	80	\$147,538	\$141,614	\$3,614	42.33%
31 - 45 Days	35	\$62,441	\$60,731	\$3,519	18.52%
46 - 60 Days	21	\$29,541	\$30,019	\$2,836	11.11%
60 - 90 Days	27	\$23,228	\$21,670	\$1,663	14.29%
90 Days and Over	26	(\$16,563)	(\$16,563)	(\$1,274)	13.76%
Total	189	\$246,185	\$237,471	\$2,559	100.0%



\$ PUVR result of adding Front Gross \$\$ and F&I Gross \$\$ divided by Number of sales
 % of total unit sales result of dividing unit sales in age bucket by total unit sales

Purchases	
Days in Inventory	Unit Sales
0 - 30 Days	72
31 - 45 Days	26
46 - 60 Days	17
60 - 90 Days	20
90 Days and Over	23
Total	158

\$ PUVR result of adding Front ()
 % of total unit sales result of di

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$128,557	\$124,420	\$3,514
\$42,776	\$41,066	\$3,225
\$27,654	\$27,654	\$3,253
\$16,119	\$16,119	\$1,612
(\$14,492)	(\$14,492)	(\$1,260)
\$ 200,615	\$ 194,768	\$2,502

Gross \$\$ and F&I Gross \$\$ divided by Number of sales
 dividing unit sales in age bucket by total unit sales

% of total unit sales
45.57%
16.46%
10.76%
12.66%
14.56%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	8	\$18,981
31 - 45 Days	9	\$19,665
46 - 60 Days	4	\$1,887
60 - 90 Days	7	\$7,109
90 Days and Over	3	(\$2,071)
Total	31	\$45,571

\$ PUVR result of adding Front Gross \$\$ and F&I Gross
% of total unit sales result of dividing unit sales in ag



Total F&I Gross \$	\$ PUVR	% of total unit sales
\$17,194	\$4,522	25.81%
\$19,665	\$4,370	29.03%
\$2,365	\$1,063	12.90%
\$5,551	\$1,809	22.58%
(\$2,071)	(\$1,381)	9.68%
\$42,704	\$2,848	100.0%

ss \$\$ divided by Number of sales
e bucket by total unit sales

