

#	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	2015	MINI	Cooper	22	No	Yes	\$ 16,888	\$ 16,888	\$ 17,250	\$568	\$2,034
2	2015	Mini	Cooper	27	No	Yes	\$ 18,395	\$ 17,388	\$ 17,388	\$158	\$357
3	2015	Mini	Cooper	70	No	Yes	\$ 13,988	\$ 12,913	\$ 14,200	(\$1,016)	\$0
4	2015	MINI	Countryman	62	Yes	Yes	\$ 15,988	\$ 15,633	\$ 16,320	(\$1,330)	\$1,067
5	2016	Mini	Countryman	20	No	Yes	\$ 17,988	\$ 16,978	\$ 17,999	\$1,877	\$92
6	2015	MINI	Countryman	71	No	Yes	\$ 16,250	\$ 15,721	\$ 15,999	(\$1,949)	\$497
7	2015	MINI	Clubman	28	Yes	Yes	\$ 22,388	\$ 22,388	\$ 22,978	(\$1,831)	\$1,686
8	2017	MINI	Clubman	90	Yes	Yes	\$ 21,200	\$ 21,200	\$ 22,340	(\$1,387)	\$1,087
9	2018	MINI	Countryman	24	Yes	No	\$ 27,595	\$ 26,595	\$ 27,959	\$1,459	\$1,618
10	2017	MINI	Clubman	18	No	Yes	\$ 22,888	\$ 22,888	\$ 21,788	\$4,803	\$2,357
11	2015	MINI	Cooper	9	No	Yes	\$ 18,744	\$ 16,750	\$ 18,888	\$300	\$936
12	2015	MINI	Cooper	29	Yes	Yes	\$ 19,877	\$ 17,408	\$ 18,941	\$699	\$647
13	2015	MINI	Cooper	9	No	Yes	\$ 16,977	\$ 16,310	\$ 16,744	\$500	\$413
14	2015	MINI	Cooper	29	No	Yes	\$ 17,588	\$ 16,488	\$ 16,988	\$1,090	\$1,543
15	2015	MINI	Cooper	15	No	Yes	\$ 18,991	\$ 17,888	\$ 18,200	\$1,442	\$722
16	2015	MINI	Cooper	40	No	Yes	\$ 15,988	\$ 15,488	\$ 15,558	\$1,543	\$150
17	2016	MINI	Cooper	75	No	Yes	\$ 14,988	\$ 14,788	\$ 14,300	\$1,442	\$3,202
18	2016	MINI	Cooper	52	No	Yes	\$ 17,999	\$ 16,900	\$ 16,400	(\$313)	\$2,141
19	2015	MINI	Cooper	36	No	Yes	\$ 22,477	\$ 20,517	\$ 21,520	\$987	\$647
20	2014	MINI	Clubman	25	No	Yes	\$ 19,988	\$ 18,288	\$ 18,300	\$533	\$903
21	2015	MINI	Cooper	23	Yes	Yes	\$ 15,988	\$ 13,792	\$ 13,977	\$2,893	\$0
22	2016	MINI	Cooper	24	No	Yes	\$ 16,988	\$ 15,169	\$ 15,288	\$266	\$197
23	2017	MINI	Cooper	36	No	Yes	\$ 17,988	\$ 16,788	\$ 16,897	\$1,428	\$497
24	2014	MINI	Cooper	80	Yes	Yes	\$ 17,898	\$ 15,487	\$ 16,987	(\$200)	\$500
25	2015	MINI	Clubman	18	No	Yes	\$ 19,988	\$ 18,794	\$ 19,999	\$418	\$254
26	2015	MINI	Cooper	28	No	Yes	\$ 19,988	\$ 18,741	\$ 20,540	\$1,247	\$266
27	2018	MINI	Countryman	80	Yes	No	\$ 22,735	\$ 20,735	\$ 21,355	\$824	\$497
28	2018	MINI	Countryman	5	Yes	No	\$ 22,888	\$ 22,016	\$ 22,487	\$1,685	\$1,855
29	2018	MINI	Countryman	17	Yes	No	\$ 29,999	\$ 29,350	\$ 30,100	\$2,048	\$2,016
30	2018	MINI	Countryman	18	Yes	No	\$ 31,988	\$ 30,855	\$ 30,100	\$2,512	\$360
31	2018	MINI	Countryman	9	Yes	No	\$ 27,988	\$ 26,990	\$ 27,999	\$2,016	\$1,355
32	2018	MINI	Countryman	36	Yes	No	\$ 33,888	\$ 31,888	\$ 30,900	\$1,777	\$1,795
33	2018	MINI	Countryman	34	Yes	No	\$ 33,888	\$ 32,888	\$ 31,888	\$1,171	\$500
34	2018	MINI	Cooper	100	Yes	No	\$ 19,988	\$ 19,050	\$ 20,548	(\$1,532)	\$872
35	2018	MINI	cooper	68	Yes	No	\$ 19,988	\$ 19,345	\$ 20,410	\$560	\$500
36	2018	MINI	cooper	21	Yes	No	\$ 19,988	\$ 18,688	\$ 19,941	(\$404)	\$560
37	2018	MINI	cooper	88	Yes	No	\$ 22,988	\$ 20,688	\$ 22,488	\$744	\$560
38	2018	MINI	cooper	108	Yes	No	\$ 19,988	\$ 19,410	\$ 19,910	(\$984)	\$0
39	2018	MINI	cooper	88	Yes	No	\$ 19,988	\$ 19,084	\$ 19,488	\$600	\$470
40	2018	MINI	cooper	80	Yes	No	\$ 19,988	\$ 19,000	\$ 19,910	\$600	\$1,416
41	2018	MINI	clubman	4	Yes	No	\$ 22,988	\$ 21,588	\$ 21,400	\$860	\$500
42	2018	MINI	countryman	39	Yes	No	\$ 30,148	\$ 27,947	\$ 28,700	(\$780)	\$0
43	2018	MINI	cubnman	40	Yes	No	\$ 25,488	\$ 23,487	\$ 21,400	\$410	\$200
44	2018	MINI	cooper	80	Yes	No	\$ 23,988	\$ 22,498	\$ 21,910	\$1,210	\$100
45	2018	MINI	cooper	65	Yes	No	\$ 23,988	\$ 22,147	\$ 21,970	\$1,860	\$510
46	2017	MINI	Clubman	15	Yes	Yes	\$ 22,888	\$ 20,888	\$ 22,788	\$866	\$498

47	2017	MINI	clubman	22	Yes	Yes	\$ 22,888	\$ 20,488	\$ 22,647	\$1,212	\$150
48	2017	MINI	Clubman	46	Yes	Yes	\$ 19,988	\$ 19,500	\$ 19,410	\$272	\$0
49	2015	MINI	Cooper	70	No	Yes	\$ 14,988	\$ 13,000	\$ 14,200	\$2,709	\$951
50	2016	MINI	Countryman	31	Yes	Yes	\$ 33,488	\$ 31,370	\$ 33,648	\$3,124	\$560
51	2016	MINI	Countryman	34	Yes	Yes	\$ 32,987	\$ 31,755	\$ 33,550	(\$622)	\$0
52	2018	Mini	Countryman	40	Yes	No	\$ 26,999	\$ 26,065	\$ 26,110	\$1,126	\$3,969
53	2019	Mini	Cooper	18	No	Yes	\$ 19,999	\$ 19,800	\$ 19,700	\$540	\$0



Scoreboard	
# of Purchased Vehicles Retailed	32
# of Traded Vehicles Retailed	21
% Retailed of Non-New Franchise	0%
Total # Retail Units	53
Average Days to Sale	41.8
Average Advertised Price (Time of Sale)	\$ 21,757
Average Transaction Price	\$ 20,542
Average Market Price at 100%	\$ 21,108
Average Price to Market (Time of Sale)	103%
Average Transaction to Market	97%
Average Transactional Discount	\$ 1,216
Average Front End Gross	\$ 755
Average Finance Gross	\$ 830
PUVR	\$ 1,586
Total Gross (Units&PUVR)	\$ 84,038



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	32
# of Traded Vehicles Retailed	21
% Retailed of Non-New Franchise	0%
Total # Retail Units	53
Average Days to Sale	41.8
Average Advertised Price (Time of Sale)	\$ 21,757
Average Transaction Price	\$ 20,542
Average Market Price at 100%	\$ 21,108
Average Price to Market (Time of Sale)	103%
Average Transaction to Market	97%
Average Transactional Discount	\$ 1,216
Average Front End Gross	\$ 755
Average Finance Gross	\$ 830
PUVR	\$ 1,586
Total Gross (Units&PUVR)	\$ 84,038



Joe Brophy	Edwin Gomez	Doug Pielemeier
1	29	2
0	19	2
0%	0%	0%
1	48	4
90.0	41.1	38.5
\$ 21,200	\$ 21,608	\$ 23,688
\$ 21,200	\$ 20,349	\$ 22,689
\$ 22,340	\$ 20,954	\$ 22,649
95%	103%	104%
95%	97%	100%
\$ -	\$ 1,259	\$ 1,000
\$ (1,387)	\$ 674	\$ 2,264
\$ 1,087	\$ 776	\$ 1,415
\$ (300)	\$ 1,450	\$ 3,679
\$ (300)	\$ 69,621	\$ 14,717

Scoreboard		
Sales Consultant	Totals	Patrick
# of Purchased Vehicles Retailed	32	9
# of Traded Vehicles Retailed	21	4
% Retailed of Non-New Franchise	0%	0%
Total # Retail Units	53	13
Average Days to Sale	41.8	55.4
Average Advertised Price (Time of Sale)	\$ 21,757	\$ 21,127
Average Transaction Price	\$ 20,542	\$ 19,870
Average Market Price at 100%	\$ 21,108	\$ 20,712
Average Price to Market (Time of Sale)	103%	102%
Average Transaction to Market	97%	96%
Average Transactional Discount	\$ 1,216	\$ 1,257
Average Front End Gross	\$ 755	\$ 338
Average Finance Gross	\$ 830	\$ 350
PUVR	\$ 1,586	\$ 687
Total Gross (Units&PUVR)	\$ 84,038	\$ 8,935



Stormy	Jessica	Danny
11	9	3
7	8	2
0%	0%	0%
18	17	5
36.4	39.1	35.0
\$ 22,426	\$ 20,792	\$ 24,269
\$ 21,302	\$ 19,525	\$ 23,008
\$ 21,704	\$ 20,352	\$ 22,560
103%	103%	108%
98%	96%	102%
\$ 1,124	\$ 1,268	\$ 1,260
\$ 822	\$ 809	\$ 1,417
\$ 1,139	\$ 687	\$ 1,455
\$ 1,962	\$ 1,496	\$ 2,872
\$ 35,307	\$ 25,435	\$ 14,361

Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	32
# of Traded Vehicles Retailed	21
% Retailed of Non-New Franchise	0%
Total # Retail Units	53
Average Days to Sale	41.8
Average Advertised Price (Time of Sale)	\$ 21,757
Average Transaction Price	\$ 20,542
Average Market Price at 100%	\$ 21,108
Average Price to Market (Time of Sale)	103%
Average Transaction to Market	97%
Average Transactional Discount	\$ 1,216
Average Front End Gross	\$ 755
Average Finance Gross	\$ 830
PUVR	\$ 1,586
Total Gross (Units&PUVR)	\$ 84,038



Joe Brophy		
32	0	0
21	0	0
0%	#DIV/0!	#DIV/0!
53	0	0
41.8	#DIV/0!	#DIV/0!
\$ 21,757	#DIV/0!	#DIV/0!
\$ 20,542	#DIV/0!	#DIV/0!
\$ 21,108	#DIV/0!	#DIV/0!
103%	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!
\$ 1,216	#DIV/0!	#DIV/0!
\$ 755	#DIV/0!	#DIV/0!
\$ 830	#DIV/0!	#DIV/0!
\$ 1,586	#DIV/0!	#DIV/0!
\$ 84,038	#DIV/0!	#DIV/0!

Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	32
# of Traded Vehicles Retailed	21
Total # Retail Units	53
Average Days to Sale	41.8
Average Advertised Price (Time of Sale)	\$ 21,757
Average Transaction Price	\$ 20,542
Average Market Price at 100%	\$ 21,108
Average Price to Market (Time of Sale)	103%
Average Transaction to Market	97%
Average Transactional Discount	\$ 1,216
Average Front End Gross	\$ 755
Average Finance Gross	\$ 830
PUVR	\$ 1,586
Total Gross (Units&PUVR)	\$ 84,038

Yes	No
11	21
21	0
32	21
36.6	49.7
\$ 19,552	\$ 23,824
\$ 18,387	\$ 23,824
\$ 19,117	\$ 24,142
103%	104%
96%	98%
\$ 1,164	\$ 1,294
\$ 696	\$ 846
\$ 761	\$ 936
\$ 1,457	\$ 1,782
\$ 46,623	\$ 37,415



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	32
# of Traded Vehicles Retailed	21
Total # Retail Units	53
Average Days to Sale	41.8
Average Advertised Price (Time of Sale)	\$ 21,757
Average Transaction Price	\$ 20,542
Average Market Price at 100%	\$ 21,108
Average Price to Market (Time of Sale)	103%
Average Transaction to Market	97%
Average Transactional Discount	\$ 1,216
Average Front End Gross	\$ 755
Average Finance Gross	\$ 830
PUVR	\$ 1,586
Total Gross (Units&PUVR)	\$ 84,038

Yes	No
32	0
21	0
53	0
41.8	#DIV/0!
\$ 21,757	#DIV/0!
\$ 20,542	#DIV/0!
\$ 21,108	#DIV/0!
103%	#DIV/0!
97%	#DIV/0!
\$ 1,216	#DIV/0!
\$ 755	#DIV/0!
\$ 830	#DIV/0!
\$ 1,586	#DIV/0!
\$ 84,038	#DIV/0!



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	25	\$27,757	\$21,319	\$1,963	47.17%
31 - 45 Days	10	\$10,164	\$8,318	\$1,848	18.87%
46 - 60 Days	2	(\$41)	\$2,141	\$1,050	3.77%
60 - 90 Days	14	\$4,667	\$11,357	\$1,145	26.42%
90 Days and Over	2	(\$2,516)	\$872	(\$822)	3.77%
Total	53	\$40,031	\$44,007	\$1,586	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	12
31 - 45 Days	7
46 - 60 Days	1
60 - 90 Days	10
90 Days and Over	2
Total	32

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$14,015	\$11,245	\$2,105
\$6,206	\$7,024	\$1,890
\$272	\$0	\$272
\$3,481	\$6,707	\$1,019
(\$2,516)	\$872	(\$822)
\$ 21,458	\$ 25,848	\$1,478

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

% of total unit sales
37.50%
21.88%
3.13%
31.25%
6.25%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	13	\$13,742
31 - 45 Days	3	\$3,958
46 - 60 Days	1	(\$313)
60 - 90 Days	4	\$1,186
90 Days and Over	0	\$0
Total	21	\$18,573

\$ 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
\$10,074	\$1,832	61.90%
\$1,294	\$1,751	14.29%
\$2,141	\$1,828	4.76%
\$4,650	\$1,459	19.05%
\$0	#DIV/0!	0.00%
\$18,159	\$1,749	100.0%

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

