

#	Year	Make	Model	Days in Stock	Source Purchased?	CPO	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Market Price at 100%	Advertised Price to Market (%)	Transaction to Market (%)	Transactional Discount (\$)	Front End Gross	Finance Gross	Salesperson	Desk Manager	Finance Manager
1	2015	Chevrolet	Equinox	30	Yes	No	No	\$ 15,000	\$ 13,800	\$ 15,000	100%	92%	\$ 1,200	\$1,500	\$1,000	Michael Lucki	Michael Hayes	Joel Dalbo
1	2013	CHEVROLET	CRUZE	21	no		no	\$6,877	6,000.43	\$ 6,877	100%	87%	\$ 877	184.95		.00	VINCENZO A MACHACMARIAN V GUTIERREZ (990601)	
2	2016	CHEVROLET	CRUZE LIMITED	28	no		no	\$10,977	10,777.00	\$ 10,977	100%	98%	\$ 200	1,264.62		198.84	TODD M LYONS (9997ANTONIO G ADAN (990465)	
3	2014	CHEVROLET	SPARK	41	no		no	\$5,977	5,735.43	\$ 5,977	100%	96%	\$ 242	172.92		.00	VINCENZO A MACHACNAWAL EL HAMMOUD (990193)	
4	2013	CHRYSLER	200	55	no		no	\$5,977	5,977.00	\$ 5,977	100%	100%	\$ -	790.01		1,154.76	ANDRES F HENAO VAITONY P HUTCHINSON (999207)	
5	2016	CHRYSLER	TOWN & COUNTRY	38	no		no	\$14,877	14,570.00	\$ 14,877	100%	98%	\$ 307	3,059.63		.00	ANDRES F HENAO VAIDEMITRIS VELEZ (990670)	
6	2007	DODGE	CHARGER	22	no		no	\$2,977	2,610.47	\$ 2,977	100%	88%	\$ 367	619.11		.00	TODD M LYONS (9997HERNAN A ZULETA (990424)	
7	2013	DODGE	DART	37	no		no	\$6,977	6,953.96	\$ 6,977	100%	100%	\$ 23	819.58		850.81	TODD M LYONS (9997NAWFAL EL HAMMOUD (990193)	
8	2015	DODGE	DART	7	yes		no	\$9,995	8,700.00	\$ 9,995	100%	87%	\$ 1,295	404.62		662.00	STUART L PEARL (999ANTONIO G ADAN (990465)	
9	2015	DODGE TRUCK	JOURNEY	12	no		no	\$13,977	13,477.00	\$ 13,977	100%	96%	\$ 500	1,128.66		2,794.09	THOMAS W WILLIAMSMARIAN V GUTIERREZ (990601)	
10	2014	FIAT	500C	37	no		no	\$11,877	11,877.00	\$ 11,877	100%	100%	\$ -	3,107.10		.00	STUART L PEARL (999MAX D LANGE (990590)	
11	2013	FORD	FOCUS	10	no		no	\$6,477	5,285.20	\$ 6,477	100%	82%	\$ 1,192	186.36		.00	TODD M LYONS (9997MARIAN V GUTIERREZ (990601)	
12	2016	FORD	FUSION	55	no		no	\$10,477	9,477.00	\$ 10,477	100%	90%	\$ 1,000	-887.31		1,715.00	STUART L PEARL (999HERNAN A ZULETA (990424)	
13	2016	FORD	MUSTANG	37	no		no	\$17,977	17,477.00	\$ 17,977	100%	97%	\$ 500	1,437.14		2,236.21	THOMAS W WILLIAMSTONY P HUTCHINSON (999207)	
14	2017	FORD	FUSION	16	no		no	\$15,877	15,167.26	\$ 15,877	100%	96%	\$ 710	125.89		.00	THOMAS W WILLIAMSMARIAN V GUTIERREZ (990601)	
15	2011	FORD TRUCK	EXPEDITION	13	no		no	\$12,977	11,977.00	\$ 12,977	100%	92%	\$ 1,000	1,457.64		892.15	VINCENZO A MACHACNAWAL EL HAMMOUD (990193)	
16	2013	FORD TRUCK	EDGE	46	no		no	\$13,877	13,477.00	\$ 13,877	100%	97%	\$ 400	214.02		2,561.23	STUART L PEARL (999TONY P HUTCHINSON (999207)	
17	2013	FORD TRUCK	EXPLORER	29	no		no	\$16,877	15,799.00	\$ 16,877	100%	94%	\$ 1,078	633.01		2,453.98	ADRIAN K YU-DE LA T TONY P HUTCHINSON (999207)	
18	2014	HONDA	CIVIC COUPE	32	no		no	\$12,477	10,898.40	\$ 12,477	100%	87%	\$ 1,579	-104.97		.00	STUART L PEARL (999JOUSEFF AZMOUZ (990718)	
19	2005	HONDA	CR-V	23	no		no	\$3,877	3,666.96	\$ 3,877	100%	95%	\$ 210	1,019.48		.00	ANDRES F HENAO VAIWILLIAM A MILLER (990695)	
20	2017	HONDA	CIVIC SEDAN	20	no		no	\$13,877	12,559.86	\$ 13,877	100%	91%	\$ 1,317	188.48		.00	TODD M LYONS (9997ANTONIO G ADAN (990465)	
21	2017	HONDA	CIVIC SEDAN	48	no		no	\$14,877	14,877.00	\$ 14,877	100%	100%	\$ -	-624.38		193.05	ADRIAN K YU-DE LA T TONY P HUTCHINSON (990718)	
22	2017	HONDA	ACCORD SEDAN	19	no		no	\$17,877	17,977.00	\$ 17,877	100%	101%	\$ (100)	1,443.13		3,603.84	ADRIAN K YU-DE LA T TONY P HUTCHINSON (999207)	
23	2014	HONDA	ACCORD SDN	9	no		no	\$13,877	12,476.42	\$ 13,877	100%	90%	\$ 1,401	-24.96		.00	TODD M LYONS (9997MARIAN V GUTIERREZ (990601)	
24	2010	HONDA	CIVIC SDN	9	no		no	\$4,977	4,126.27	\$ 4,977	100%	83%	\$ 851	419.28		.00	AKIRSY PAYAMPS (375ANTONIO G ADAN (990465)	
25	2017	HYUNDAI	ELANTRA	73	no		no	\$11,876	11,500.00	\$ 11,876	100%	97%	\$ 376	-1,179.98		125.39	ADRIAN K YU-DE LA T TONY P HUTCHINSON (990718)	
26	2017	HYUNDAI	ACCENT	42	Yes		no	\$9,977	9,329.53	\$ 9,977	100%	94%	\$ 647	-800.96		.00	ANDRES F HENAO VAJIOUSEFF AZMOUZ (990601)	
27	2013	HYUNDAI	ELANTRA GT	15	no		no	\$10,477	9,756.89	\$ 10,477	100%	93%	\$ 720	1,755.51		150.00	ANDRES F HENAO VAJIOUSEFF AZMOUZ (990718)	
28	2013	HYUNDAI	SONATA	55	no		no	\$9,477	8,100.00	\$ 9,477	100%	85%	\$ 1,377	-541.72		817.98	TODD M LYONS (9997MAX D LANGE (990590)	
29	2016	HYUNDAI	TUCSON	52	no		no	\$14,477	14,477.00	\$ 14,477	100%	100%	\$ -	169.01		610.00	STUART L PEARL (999MARIAN V GUTIERREZ (990601)	
30	2017	HYUNDAI	ACCENT	36	Yes		no	\$10,477	10,477.00	\$ 10,477	100%	100%	\$ -	531.00		.00	STUART L PEARL (999MAX D LANGE (990590)	
31	2016	JEEP	PATRIOT	53	Yes		no	\$10,977	10,977.00	\$ 10,977	100%	100%	\$ -	456.62		719.57	THOMAS W WILLIAMSMAX D LANGE (990590)	
32	2014	KIA	FORTE	39	no		no	\$5,877	5,417.00	\$ 5,877	100%	92%	\$ 460	779.13		.00	VINCENZO A MACHACMARIAN V GUTIERREZ (990601)	
33	2017	LEXUS	NX	11	no		no	\$30,477	30,591.79	\$ 30,477	100%	100%	\$ (115)	923.96		2,015.00	TODD M LYONS (9997MAX D LANGE (990590)	



Scoreboard	
# of Purchased Vehicles Retailed	53
# of Traded Vehicles Retailed	147
% Retailed of Non-New Franchise	23%
Total # Retail Units	200
Average Days to Sale	38.6
Average Advertised Price (Time of Sale)	\$ 13,941
Average Transaction Price	\$ 13,548
Average Market Price at 100%	\$ 13,941
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	97%
Average Transactional Discount	\$ 393
Average Front End Gross	\$ (31)
Average Finance Gross	\$ 1,060
PUVR	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	53
# of Traded Vehicles Retailed	147
% Retailed of Non-New Franchise	23%
Total # Retail Units	200
Average Days to Sale	38.6
Average Advertised Price (Time of Sale)	\$ 13,941
Average Transaction Price	\$ 13,548
Average Market Price at 100%	\$ 13,941
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	97%
Average Transactional Discount	\$ 393
Average Front End Gross	\$ (31)
Average Finance Gross	\$ 1,060
PUVR	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	53	0
# of Traded Vehicles Retailed	147	0
% Retailed of Non-New Franchise	23%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	38.6	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 13,941	#DIV/0!
Average Transaction Price	\$ 13,548	#DIV/0!
Average Market Price at 100%	\$ 13,941	#DIV/0!
Average Price to Market (Time of Sale)	100%	#DIV/0!
Average Transaction to Market	97%	#DIV/0!
Average Transactional Discount	\$ 393	#DIV/0!
Average Front End Gross	\$ (31)	#DIV/0!
Average Finance Gross	\$ 1,060	#DIV/0!
PUVR	#DIV/0!	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	53
# of Traded Vehicles Retailed	147
% Retailed of Non-New Franchise	23%
Total # Retail Units	200
Average Days to Sale	38.6
Average Advertised Price (Time of Sale)	\$ 13,941
Average Transaction Price	\$ 13,548
Average Market Price at 100%	\$ 13,941
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	97%
Average Transactional Discount	\$ 393
Average Front End Gross	\$ (31)
Average Finance Gross	\$ 1,060
PUVR	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!



Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	53
# of Traded Vehicles Retailed	147
Total # Retail Units	200
Average Days to Sale	38.6
Average Advertised Price (Time of Sale)	\$ 13,941
Average Transaction Price	\$ 13,548
Average Market Price at 100%	\$ 13,941
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	97%
Average Transactional Discount	\$ 393
Average Front End Gross	\$ (31)
Average Finance Gross	\$ 1,060
PUVR	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!

Yes	No
3	0
11	0
14	0
41.3	#DIV/0!
\$ 19,393	#DIV/0!
\$ 19,143	#DIV/0!
\$ 19,393	#DIV/0!
\$ 1	#DIV/0!
99%	#DIV/0!
\$ 249	#DIV/0!
\$ (302)	#DIV/0!
\$ 1,462	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	53
# of Traded Vehicles Retailed	147
Total # Retail Units	200
Average Days to Sale	38.6
Average Advertised Price (Time of Sale)	\$ 13,941
Average Transaction Price	\$ 13,548
Average Market Price at 100%	\$ 13,941
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	97%
Average Transactional Discount	\$ 393
Average Front End Gross	\$ (31)
Average Finance Gross	\$ 1,060
PUVR	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!

Yes	No
48	5
106	41
154	46
39.5	35.7
\$ 14,613	\$ 11,176
\$ 14,256	\$ 11,176
\$ 14,613	\$ 11,690
100%	96%
98%	96%
\$ 357	\$ 514
\$ (185)	\$ 484
\$ 1,160	\$ 727
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	92	\$38,110	\$93,247	\$1,428	46.00%
31 - 45 Days	46	\$18,310	\$45,262	\$1,382	23.00%
46 - 60 Days	23	(\$10,138)	\$25,434	\$665	11.50%
60 - 90 Days	31	(\$38,540)	\$33,286	(\$169)	15.50%
90 Days and Over	8	(\$14,027)	\$14,798	\$96	4.00%
Total	200	(\$6,284)	\$212,028	\$1,029	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	13
31 - 45 Days	9
46 - 60 Days	6
60 - 90 Days	18
90 Days and Over	7
Total	53

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
(\$6,033)	\$14,857	\$679
(\$3,897)	\$9,799	\$656
(\$4,521)	\$6,779	\$376
(\$25,403)	\$26,723	\$73
(\$12,702)	\$14,798	\$299
\$ (52,556)	\$ 72,957	\$385

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

% of total unit sales
24.53%
16.98%
11.32%
33.96%
13.21%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	74	\$40,374
31 - 45 Days	36	\$22,423
46 - 60 Days	17	(\$5,617)
60 - 90 Days	13	(\$13,137)
90 Days and Over	1	(\$1,324)
Total	141	\$42,718

\$ 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
\$75,699	\$1,569	52.48%
\$35,462	\$1,608	25.53%
\$18,656	\$767	12.06%
\$6,563	(\$506)	9.22%
\$0	(\$1,324)	0.71%
\$136,380	\$1,270	100.0%

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

