

#	Year	Make	Model	Days in Stock	Source Purchased?	CPO	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
1	2015	Chevrolet	Equinox	30	Yes	No	\$ 15,000	\$ 13,800	\$ 15,000	100%	92%	\$ 1,200	\$1,500	\$1,000
1	2012	Ford	ESCAPE	26	Yes					#DIV/0!	#DIV/0!	BLANK	\$1,062	\$376
2	2018	Audi	Q5	1	Yes	No				#DIV/0!	#DIV/0!	BLANK	\$78	\$0
3	2015	Volkswagen	JETTA	30	Yes					#DIV/0!	#DIV/0!	BLANK	\$1,803	\$764
4	2018	Audi	Q7	9	Yes	No				#DIV/0!	#DIV/0!	BLANK	\$56	\$0
5	2018	Audi	Q3	125	Yes	No				#DIV/0!	#DIV/0!	BLANK	\$1,219	\$329
6	2018	Audi	Q5	23	Yes	No				#DIV/0!	#DIV/0!	BLANK	\$2,947	\$0
7	2018	Audi	A5	111	Yes	No				#DIV/0!	#DIV/0!	BLANK	\$2,053	\$214
8	2018	Audi	A5	28	Yes	No				#DIV/0!	#DIV/0!	BLANK	\$2,775	\$554
9	2015	Honda	PILOT	50	No					#DIV/0!	#DIV/0!	BLANK	\$429	\$1,078
10	2013	Ford	ESCAPE	19	No					#DIV/0!	#DIV/0!	BLANK	\$478	\$100
11	2015	Volkswagen	JETTA	13	Yes					#DIV/0!	#DIV/0!	BLANK	\$351	\$0
12	2016	Audi	A7	3	Yes					#DIV/0!	#DIV/0!	BLANK	\$3,195	\$1,031
13	2012	Honda	ACCORD	35	No					#DIV/0!	#DIV/0!	BLANK	\$1,008	\$0
14	2016	Nissan	SENTRA	34	Yes					#DIV/0!	#DIV/0!	BLANK	\$46	\$191
15	2015	Volkswagen	JETTA	13	Yes					#DIV/0!	#DIV/0!	BLANK	\$101	\$0
16	2018	Audi	Q3	115	Yes					#DIV/0!	#DIV/0!	BLANK	\$661	\$832
17	2018	Audi	RS3	23	Yes					#DIV/0!	#DIV/0!	BLANK	\$1,152	\$1,678
18	2018	Audi	A5	31	Yes					#DIV/0!	#DIV/0!	BLANK	\$2,775	\$838
19	2014	Ford	MUSTANG	79	No					#DIV/0!	#DIV/0!	BLANK	\$1,674	\$0
20	2015	Audi	S5	19	Yes					#DIV/0!	#DIV/0!	BLANK	\$126	\$1,004
21	2009	Acura	TL	34	No					#DIV/0!	#DIV/0!	BLANK	\$704	\$0
22	2015	Audi	S5	54	Yes					#DIV/0!	#DIV/0!	BLANK	\$603	\$813
23	2011	Subaru	FORESTER	43	Yes					#DIV/0!	#DIV/0!	BLANK	\$731	\$704
24	2018	Audi	Q5	5	No					#DIV/0!	#DIV/0!	BLANK	\$1,039	\$853
25	2018	Audi	Q3	117	Yes					#DIV/0!	#DIV/0!	BLANK	\$2,105	\$528
26	2018	Audi	A3	11	Yes					#DIV/0!	#DIV/0!	BLANK	\$1,578	\$480
27	2018	Audi	A3	3	No					#DIV/0!	#DIV/0!	BLANK	\$1,216	\$624
28	2018	Audi	Q3	178	Yes					#DIV/0!	#DIV/0!	BLANK	\$1,448	\$514
29	2018	Audi	A3	3	Yes					#DIV/0!	#DIV/0!	BLANK	\$1,363	\$719
30	2018	Audi	A4	3	Yes					#DIV/0!	#DIV/0!	BLANK	\$2,658	\$404
31	2018	Audi	A7	0	Yes					#DIV/0!	#DIV/0!	BLANK	\$289	\$0
32	2018	Audi	A4	0	Yes					#DIV/0!	#DIV/0!	BLANK	\$2,233	\$0
33	2018	Audi	A4	0	No					#DIV/0!	#DIV/0!	BLANK	\$3,112	\$0
34	2018	Audi	Q5	2	No					#DIV/0!	#DIV/0!	BLANK	\$2,852	\$429
35	2017	Honda	ACCORD	17	No					#DIV/0!	#DIV/0!	BLANK	\$555	\$237
36	2014	Chevrolet	SUBURBAN	52	No					#DIV/0!	#DIV/0!	BLANK	\$4,169	\$0
37	2017	Hyundai	ELANTRA	20	Yes					#DIV/0!	#DIV/0!	BLANK	\$240	\$0
38	2016	Audi	A3	9	Yes					#DIV/0!	#DIV/0!	BLANK	\$899	\$420
39	2015	Mazda	MAZDA6	32	Yes					#DIV/0!	#DIV/0!	BLANK	\$863	\$69
40	2018	Toyota	4RUNNER	28	No					#DIV/0!	#DIV/0!	BLANK	\$1,858	\$1,116
41	2015	Volkswagen	PASSAT	97	Yes					#DIV/0!	#DIV/0!	BLANK	\$2,174	\$136
42	2006	Lexus	IS	6	Yes					#DIV/0!	#DIV/0!	BLANK	\$965	\$0
43	2009	Nissan	ALTIMA	35	No					#DIV/0!	#DIV/0!	BLANK	\$1,521	\$223
44	2018	Audi	Q5	8	Yes					#DIV/0!	#DIV/0!	BLANK	\$2,854	\$0
45	2018	Audi	A4	42	Yes					#DIV/0!	#DIV/0!	BLANK	\$3,125	\$847
46	2018	Audi	A4	38	Yes					#DIV/0!	#DIV/0!	BLANK	\$2,458	\$0
47	2018	Audi	Q5	1	No					#DIV/0!	#DIV/0!	BLANK	\$3,016	\$0
48	2018	Audi	Q7	12	Yes					#DIV/0!	#DIV/0!	BLANK	\$909	\$665
49	2018	Audi	A3	40	No					#DIV/0!	#DIV/0!	BLANK	\$3,032	\$0
50	2018	Audi	A5	0	Yes					#DIV/0!	#DIV/0!	BLANK	\$2,249	\$406
51	2006	Honda	RIDGELINE	32	No					#DIV/0!	#DIV/0!	BLANK	\$176	\$100
52	2015	Audi	Q7	82	Yes					#DIV/0!	#DIV/0!	BLANK	\$369	\$0
53	2013	Ford	F150	11	Yes					#DIV/0!	#DIV/0!	BLANK	\$79	\$0



Scoreboard	
# of Purchased Vehicles Retailed	66
# of Traded Vehicles Retailed	36
% Retailed of Non-New Franchise	100%
Total # Retail Units	102
Average Days to Sale	42.9
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	#DIV/0!
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	#DIV/0!
Average Front End Gross	\$ 1,320
Average Finance Gross	\$ 339
PUVR	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	66
# of Traded Vehicles Retailed	36
% Retailed of Non-New Franchise	100%
Total # Retail Units	102
Average Days to Sale	42.9
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	#DIV/0!
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	#DIV/0!
Average Front End Gross	\$ 1,320
Average Finance Gross	\$ 339
PUVR	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	66	0
# of Traded Vehicles Retailed	36	0
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	102	0
Average Days to Sale	42.9	#DIV/0!
Average Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction Price	#DIV/0!	#DIV/0!
Average Market Price at 100%	#DIV/0!	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction to Market	#DIV/0!	#DIV/0!
Average Transactional Discount	#DIV/0!	#DIV/0!
Average Front End Gross	\$ 1,320	#DIV/0!
Average Finance Gross	\$ 339	#DIV/0!
PUVR	#DIV/0!	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	66
# of Traded Vehicles Retailed	36
% Retailed of Non-New Franchise	100%
Total # Retail Units	102
Average Days to Sale	42.9
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	#DIV/0!
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	#DIV/0!
Average Front End Gross	\$ 1,320
Average Finance Gross	\$ 339
PUVR	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!



Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	66
# of Traded Vehicles Retailed	36
Total # Retail Units	102
Average Days to Sale	42.9
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	#DIV/0!
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	#DIV/0!
Average Front End Gross	\$ 1,320
Average Finance Gross	\$ 339
PUVR	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!

Yes	No
0	6
0	0
0	6
#DIV/0!	49.5
#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,521
#DIV/0!	\$ 183
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	66
# of Traded Vehicles Retailed	36
Total # Retail Units	102
Average Days to Sale	42.9
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	#DIV/0!
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	#DIV/0!
Average Front End Gross	\$ 1,320
Average Finance Gross	\$ 339
PUVR	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!

Yes	No
0	66
0	36
0	102
#DIV/0!	42.9
#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,320
#DIV/0!	\$ 339
#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	50	\$60,182	\$18,967	\$1,583	51.55%
31 - 45 Days	17	\$19,896	\$2,972	\$1,345	17.53%
46 - 60 Days	5	\$8,534	\$3,272	\$2,361	5.15%
60 - 90 Days	9	\$10,935	\$2,999	\$1,548	9.28%
90 Days and Over	16	\$25,991	\$5,217	\$1,951	16.49%
Total	97	\$125,538	\$33,427	\$1,639	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	32
31 - 45 Days	8
46 - 60 Days	2
60 - 90 Days	6
90 Days and Over	14
Total	62

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$38,722	\$13,140	\$1,621
\$12,337	\$2,649	\$1,873
\$3,239	\$2,194	\$2,717
\$6,675	\$2,748	\$1,571
\$22,339	\$4,547	\$1,920
\$ 83,312	\$ 25,278	\$1,751

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

% of total unit sales
51.61%
12.90%
3.23%
9.68%
22.58%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	18	\$21,460
31 - 45 Days	9	\$7,559
46 - 60 Days	3	\$5,295
60 - 90 Days	3	\$4,260
90 Days and Over	2	\$3,652
Total	35	\$42,226

\$ 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
\$5,827	\$1,516	51.43%
\$323	\$876	25.71%
\$1,078	\$2,124	8.57%
\$251	\$1,504	8.57%
\$670	\$2,161	5.71%
\$8,149	\$1,439	100.0%

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

