









#	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	2017	TOYOTA	CAMRY SE	141	Yes	Yes	15,677.00	15,677.00	\$ 15,436.16	2,127.18	100.00
2	2006	TOYOTA	CAMRY	124		no	7,987.00	7,171.00	\$ 6,013.03	1,589.90	50.00
3	2016	TOYOTA	PLAT 4X4 SEQ	136		no	52,977.00	52,977.00		26.27	12,914.38
4	2018	TOYOTA	CAMRY SE	127	Yes	Yes	22,477.00	25,398.00	\$ 24,120.40	870.71	1,875.00
5	2016	MAZDA	CX5	122		no	20,677.00	20,677.00	\$ 23,350.39	-745.25	380.00
6	2017	TOYOTA	CAMRY SE	121	Yes	Yes	15,877.00	18,000.00	\$ 17,655.91	1,728.66	1,037.27
7	2017	TOYOTA	CAMRY SE	121	Yes	Yes	15,877.00	15,877.00	\$ 18,481.38	-480.82	375.00
8	2017	TOYOTA	CAMRY SE	106	Yes	Yes	15,877.00	17,999.00	\$ 17,369.74	1,105.66	5,706.28
9	2016	CHEVROLET	CRUZE	93	Yes	no	12,977.00	12,977.00	\$ 13,786.67	-87.16	2,080.48
10	2017	TOYOTA	COROLLA LE	91		no	14,987.00	14,823.00	\$ 15,767.10	694.50	127.34
11	2017	TOYOTA	COROLLA LE	103	Yes	no	13,277.00	15,998.00	\$ 14,954.87	931.38	753.48
12	2016	HYUNDAI	SONATA	92	Yes	no	16,977.00	16,977.00	\$ 17,019.44	740.12	347.55
13	2017	TOYOTA	CAMRY SE	101	Yes	Yes	15,877.00	15,877.00	\$ 17,885.04	-857.09	0.00
14	2017	NISSAN	MAXIMA	92	Yes	no	20,577.00	21,277.00	\$ 23,008.87	-129.26	713.00
15	2017	NISSAN	FRONTIER	97	Yes	no	18,977.00	18,977.00	\$ 22,337.60	-601.86	5,581.58
16	2018	TOYOTA	RAV4 LE	89	Yes	Yes	22,877.00	22,877.00	\$ 22,824.24	372.36	1,262.00
17	2017	TOYOTA	CAMRY SE	94	Yes	Yes	15,877.00	15,877.00	\$ 17,165.93	-849.34	0.00
18	2016	KIA	SORENTO	87	Yes	no	18,587.00	20,498.00	\$ 18,093.66	2,567.50	525.00
19	2015	TOYOTA	CAMRY XSE 4CYL	105	Yes	Yes	17,977.00	17,977.00	\$ 18,612.31	-1,066.34	0.00
20	2017	FORD	EXPEDITION	80	Yes	no	28,977.00	28,535.00	\$ 30,667.62	1,402.10	1,438.59
21	2017	LEXUS	RX350	83	Yes	no	42,477.00	42,000.00	\$ 41,341.03	-123.56	3,604.98
22	2017	TOYOTA	CAMRY SE	88	Yes	Yes	15,877.00	18,477.00	\$ 17,301.65	2,918.66	3,700.69
23	2016	KIA	SOUL	100	Yes	no	12,977.00	12,977.00	\$ 13,522.99	-695.97	265.93
24	2017	KIA	SEDONA	92	Yes	no	19,477.00	19,477.00	\$ 21,389.79	-678.07	0.00
25	2017	TOYOTA	COROLLA LE	75	Yes	no	16,387.00	15,903.00	\$ 15,133.37	400.25	320.00
26	2013	LEXUS	CT200H	87		no	12,977.00	11,400.00	\$ 13,022.66	-1,101.58	1,246.60
27	2017	TOYOTA	TACOMA 2WD	86		Yes	24,977.00	24,977.00		-914.88	3,468.27
28	2016	JEEP	CHEROKEE	81	Yes	no	17,977.00	17,977.00	\$ 17,887.01	981.85	4,255.61
29	2017	TOYOTA	CAMRY SE	88	Yes	Yes	15,677.00	15,677.00	\$ 15,558.65	-640.67	2,087.45
30	2017	TOYOTA	RAV4 HYBRID	81	Yes	Yes	29,977.00	29,977.00		-205.45	172.00
31	2015	HONDA	CIVIC LX	76	Yes	no	13,977.00	13,977.00	\$ 14,045.14	-149.98	607.58
32	2017	DODGE	RAM 1500	75	Yes	no	24,977.00	24,500.00	\$ 25,987.36	120.67	300.00
33	2017	DODGE	RAM 1500	88	Yes	no	23,877.00	23,877.00	\$ 25,457.78	-1,001.83	4,557.78
34	2015	TOYOTA	PRIUS HYBRID	79		Yes	15,987.00	16,998.00	\$ 15,919.98	2,298.12	2,870.00
35	2016	TOYOTA	COROLLA	72		no	14,987.00	15,995.00	\$ 14,683.13	2,118.59	2,989.28
36	2017	TOYOTA	CAMRY SE	84	Yes	Yes	15,377.00	15,377.00	\$ 15,269.99	-1,087.04	100.00
37	2015	HYUNDAI	GENESIS	96	Yes	no	23,977.00	23,977.00	\$ 24,016.26	-1,027.15	0.00
38	2017	TOYOTA	CAMRY SE	89	Yes	Yes	15,877.00	15,877.00	\$ 15,632.93	-181.34	150.00
39	2017	TOYOTA	CAMRY SE	88	Yes	Yes	15,677.00	15,677.00	\$ 15,602.13	-784.74	225.00
40	2011	NISSAN	FRONTIER	66		no	16,977.00	16,250.00		-149.71	0.00
41	2015	SUBARU	OUTBACK WGN	75		no	18,498.00	16,850.00	\$ 17,196.05	1,617.38	0.00
42	2017	TOYOTA	TUNDRA 2WD	75		Yes	31,977.00	31,977.00	\$ 35,561.09	2,393.50	4,489.28
43	2012	GMC	TERRAIN	88		no	11,987.00	11,987.00		1,647.96	945.00
44	2018	TOYOTA	RAV4 LE	74	Yes	Yes	23,987.00	22,877.00	\$ 23,940.43	-51.78	2,337.62
45	2016	TOYOTA	PRIUS V	80		Yes	18,977.00	18,977.00		1,354.53	0.00
46	2015	ACURA	TL 3.2	86	Yes	no	23,777.00	23,777.00		533.36	0.00

47	2015	JEEP	CHEROKEE	71	Yes	no	16,677.00	18,200.00
48	2016	NISSAN	FRONTIER	76	Yes	no	20,477.00	19,877.00
49	2017	CHEVROLET	TRAX	67	Yes	no	13,977.00	14,977.00
50	2015	TOYOTA	COROLLA LE	71	Yes	no	13,977.00	13,977.00
51	2015	TOYOTA	COROLLA LE	73	Yes	no	14,977.00	14,977.00
52	2017	TOYOTA	TACOMA	72	Yes	Yes	34,577.00	34,577.00
53	2014	VOLKSWAGEN	JETTA	58		no	14,497.00	13,928.24

	1,363.54	1,527.00
21,662.11	-123.60	613.35
	1,044.13	1,464.30
14,751.14	-5.34	3,180.81
14,493.45	-400.89	3,035.40
	566.50	2,588.14
	1,531.18	0.00



<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	110
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	182%
Total # Retail Units	110
Average Days to Sale	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,392
Average Transaction Price	\$ 19,390
Average Market Price at 100%	\$ 19,063
Average Price to Market (Time of Sale)	102%
Average Transaction to Market	102%
Average Transactional Discount	\$ 2
Average Front End Gross	\$ 971
Average Finance Gross	\$ 1,921
PUVR	\$ 2,892
Total Gross (Units&PUVR)	\$ 318,140



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	110
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	182%
Total # Retail Units	110
Average Days to Sale	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,392
Average Transaction Price	\$ 19,390
Average Market Price at 100%	\$ 19,063
Average Price to Market (Time of Sale)	102%
Average Transaction to Market	102%
Average Transactional Discount	\$ 2
Average Front End Gross	\$ 971
Average Finance Gross	\$ 1,921
PUVR	\$ 2,892
Total Gross (Units&PUVR)	\$ 318,140











Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	110	0
# of Traded Vehicles Retailed	0	0
% Retailed of Non-New Franchise	182%	#DIV/0!
Total # Retail Units	110	0
Average Days to Sale	#DIV/0!	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,392	#DIV/0!
Average Transaction Price	\$ 19,390	#DIV/0!
Average Market Price at 100%	\$ 19,063	#DIV/0!
Average Price to Market (Time of Sale)	102%	#DIV/0!
Average Transaction to Market	102%	#DIV/0!
Average Transactional Discount	\$ 2	#DIV/0!
Average Front End Gross	\$ 971	#DIV/0!
Average Finance Gross	\$ 1,921	#DIV/0!
PUVR	\$ 2,892	#DIV/0!
Total Gross (Units&PUVR)	\$ 318,140	#DIV/0!











































<b>Scoreboard</b>	
<b>Finance Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	110
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	182%
Total # Retail Units	110
Average Days to Sale	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,392
Average Transaction Price	\$ 19,390
Average Market Price at 100%	\$ 19,063
Average Price to Market (Time of Sale)	102%
Average Transaction to Market	102%
Average Transactional Discount	\$ 2
Average Front End Gross	\$ 971
Average Finance Gross	\$ 1,921
PUVR	\$ 2,892
Total Gross (Units&PUVR)	\$ 318,140











Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	110
# of Traded Vehicles Retailed	0
Total # Retail Units	110
Average Days to Sale	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,392
Average Transaction Price	\$ 19,390
Average Market Price at 100%	\$ 19,063
Average Price to Market (Time of Sale)	102%
Average Transaction to Market	102%
Average Transactional Discount	\$ 2
Average Front End Gross	\$ 971
Average Finance Gross	\$ 1,921
PUVR	\$ 2,892
Total Gross (Units&PUVR)	\$ 318,140

Yes	No
41	69
0	0
41	69
#DIV/0!	#DIV/0!
\$ 21,912	\$ 17,902
\$ 21,717	\$ 17,902
\$ 21,114	\$ 17,537
\$ 1	\$ 1
103%	102%
\$ 194	\$ (121)
\$ 1,216	\$ 815
\$ 2,071	\$ 1,825
\$ 3,287	\$ 2,640
\$ 134,777	\$ 182,132



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	110
# of Traded Vehicles Retailed	0
Total # Retail Units	110
Average Days to Sale	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,392
Average Transaction Price	\$ 19,390
Average Market Price at 100%	\$ 19,063
Average Price to Market (Time of Sale)	102%
Average Transaction to Market	102%
Average Transactional Discount	\$ 2
Average Front End Gross	\$ 971
Average Finance Gross	\$ 1,921
PUVR	\$ 2,892
Total Gross (Units&PUVR)	\$ 318,140

Yes	No
0	110
0	0
0	110
#DIV/0!	#DIV/0!
#DIV/0!	\$ 19,390
#DIV/0!	\$ 19,390
#DIV/0!	\$ 19,063
#DIV/0!	102%
#DIV/0!	102%
#DIV/0!	\$ 2
#DIV/0!	\$ 971
#DIV/0!	\$ 1,921
#DIV/0!	\$ 2,892
#DIV/0!	\$ 318,140



<b>Total</b>					
<b>Days in Inventory</b>	<b>Unit Sales</b>	<b>Total Front Gross \$</b>	<b>Total F&amp;I Gross \$</b>	<b>\$ PUVR</b>	<b>% of total unit sales</b>
0 - 30 Days	0	\$0	\$0	#DIV/0!	#VALUE!
31 - 45 Days	0	\$0	\$0	#DIV/0!	#VALUE!
46 - 60 Days	0	\$0	\$0	#DIV/0!	#VALUE!
60 - 90 Days	0	\$0	\$0	#DIV/0!	#VALUE!
90 Days and Over	200	\$194,275	\$384,161	\$2,892	#VALUE!
<b>Total</b>		\$194,275	\$384,161	#VALUE!	#VALUE!



\$ 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

<b>Purchases</b>	
<b>Days in Inventory</b>	<b>Unit Sales</b>
0 - 30 Days	0
31 - 45 Days	0
46 - 60 Days	0
60 - 90 Days	0
90 Days and Over	110
<b>Total</b>	<b>110</b>

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$0	\$0	#DIV/0!
\$42,988	\$191,917	\$2,136
\$ 42,988	\$ 191,917	\$2,136

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

<b>% of total unit sales</b>
0.00%
0.00%
0.00%
0.00%
100.00%
<b>100.0%</b>



<b>Trade/Curbs</b>		
<b>Days in Inventory</b>	<b>Unit Sales</b>	<b>Total Front Gross \$</b>
0 - 30 Days	0	\$0
31 - 45 Days	0	\$0
46 - 60 Days	0	\$0
60 - 90 Days	0	\$0
90 Days and Over	0	\$0
<b>Total</b>	<b>0</b>	

\$ 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
\$0	#DIV/0!	#DIV/0!
	#DIV/0!	#DIV/0!

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

