

#	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	2015	VOLKSWAGEN	TIGUAN	35	Yes	No	\$ 13,500	\$ 13,500	\$ 14,500	93%	93%	\$ -	\$2,281	\$498
2	2015	TOYOTA	COROLLA	47	NO	NO	\$ 10,300	\$ 10,300	\$ 11,500	90%	90%	\$ -	\$1,405	\$0
3	2015	NISSAN	ALTIMA	9	NO	NO	\$ 13,295	\$ 13,035	\$ 13,900	96%	94%	\$ 260	\$2,725	\$0
4	2016	JAGUAR	FTYPE	37	YES	NO	\$ 52,400	\$ 51,500	\$ 54,000	97%	95%	\$ 900	\$3,094	\$1,500
5	2017	LAND ROVER	RR SPORT	38	NO	YES	\$ 79,600	\$ 78,900	\$ 80,500	99%	98%	\$ 700	\$3,819	\$1,672
6	2015	JAGUAR	XJ	30	YES	YES	\$ 37,100	\$ 37,100	\$ 39,500	94%	94%	\$ -	\$1,265	\$766
7	2013	LAND ROVER	RR SPORT	17	NO	YES	\$ 33,300	\$ 33,300	\$ 34,000	98%	98%	\$ -	\$2,812	\$2,729
8	2015	LAND ROVER	DISCO SPORT	50	YES	NO	\$ 29,600	\$ 29,600	\$ 31,500	94%	94%	\$ -	(\$2,284)	\$498
9	2017	LAND ROVER	RR SPORT	11	YES	YES	\$ 70,600	\$ 67,750	\$ 72,500	97%	93%	\$ 2,850	\$2,667	\$0
10	2013	BMW	M5	19	NO	NO	\$ 43,800	\$ 43,800	\$ 44,900	98%	98%	\$ -	\$4,609	\$0
11	2013	FORD	EXPLORER	30	YES	NO	\$ 17,500	\$ 17,500	\$ 18,900	93%	93%	\$ -	\$1,583	\$386
12	2007	LAND ROVER	RROVER	12	NO	NO	\$ 19,500	\$ 19,000	\$ 18,000	108%	106%	\$ 500	\$6,678	\$1,609
13	2014	LAND ROVER	RROVER	60	NO	NO	\$ 49,900	\$ 49,900	\$ 53,500	93%	93%	\$ -	\$172	\$600
14	2015	GMC	TERRAIN	52	YES	NO	\$ 13,200	\$ 13,200	\$ 14,500	91%	91%	\$ -	(\$885)	\$249
15	2015	Chevrolet	Camaro	46	YES	NO	\$ 17,300	\$ 17,300	\$ 20,100	86%	86%	\$ -	\$279	\$0
16	2014	TOYOTA	4RUNNER	42	NO	NO	\$ 26,400	\$ 26,400	\$ 29,000	91%	91%	\$ -	\$783	\$1,479
17	2013	PORSCHE	BOXSTER	38	NO	NO	\$ 40,400	\$ 40,400	\$ 42,900	94%	94%	\$ -	\$6,197	\$926
18	2011	HYUNDAI	SONATA	31	NO	NO	\$ 7,400	\$ 7,045	\$ 8,500	87%	83%	\$ 355	\$2,028	\$109
19	2013	BMW	X3	12	NO	NO	\$ 21,400	\$ 20,900	\$ 21,900	98%	95%	\$ 500	\$4,641	\$1,469
20	2012	GMC	ACADAI	32	NO	NO	\$ 20,200	\$ 20,000	\$ 21,500	94%	93%	\$ 200	\$1,992	\$191
21	2011	LAND ROVER	RR SPORT	15	NO	NO	\$ 22,200	\$ 21,500	\$ 21,500	103%	100%	\$ 700	\$2,688	\$669
22	2015	PORSCHE	CAYENNE	36	NO	NO	\$ 38,300	\$ 36,178	\$ 39,500	97%	92%	\$ 2,122	(\$611)	\$1,052
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Scoreboard	
# of Purchased Vehicles Retailed	8
# of Traded Vehicles Retailed	14
% Retailed of Non-New Franchise	91%
Total # Retail Units	22
Average Days to Sale	31.8
Average Advertised Price (Time of Sale)	\$ 30,782
Average Transaction Price	\$ 30,369
Average Market Price at 100%	\$ 32,118
Average Price to Market (Time of Sale)	96%
Average Transaction to Market	95%
Average Transactional Discount	\$ 413
Average Front End Gross	\$ 2,179
Average Finance Gross	\$ 746
PUVR	\$ 2,925
Total Gross (Units&PUVR)	\$ 64,340



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	8
# of Traded Vehicles Retailed	14
% Retailed of Non-New Franchise	91%
Total # Retail Units	22
Average Days to Sale	31.8
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Average Finance Gross	\$ 746
PUVR	\$ 2,925
Total Gross (Units&PUVR)	\$ 64,340



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	8	0
# of Traded Vehicles Retailed	14	0
% Retailed of Non-New Franchise	91%	#DIV/0!
Total # Retail Units	22	0
Average Days to Sale	31.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 30,782	#DIV/0!
Average Transaction Price	\$ 30,369	#DIV/0!
Average Market Price at 100%	\$ 32,118	#DIV/0!
Average Price to Market (Time of Sale)	96%	#DIV/0!
Average Transaction to Market	95%	#DIV/0!
Average Transactional Discount	\$ 413	#DIV/0!
Average Front End Gross	\$ 2,179	#DIV/0!
Average Finance Gross	\$ 746	#DIV/0!
PUVR	\$ 2,925	#DIV/0!
Total Gross (Units&PUVR)	\$ 64,340	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	8
# of Traded Vehicles Retailed	14
% Retailed of Non-New Franchise	91%
Total # Retail Units	22
Average Days to Sale	31.8
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Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	8
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Total # Retail Units	22
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Total Gross (Units&PUVR)	\$ 64,340

Yes	No
2	6
2	12
4	18
24.0	33.5
\$ 55,150	\$ 25,059
\$ 54,263	\$ 25,059
\$ 56,625	\$ 26,672
\$ 1	\$ 1
96%	94%
\$ 888	\$ 308
\$ 2,641	\$ 2,076
\$ 1,292	\$ 624
\$ 3,933	\$ 2,701
\$ 15,730	\$ 48,610



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	8
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PUVR	\$ 2,925
Total Gross (Units&PUVR)	\$ 64,340

Yes	No
2	6
0	14
2	20
33.5	31.6
\$ 44,750	\$ 28,975
\$ 44,300	\$ 28,975
\$ 46,750	\$ 30,655
96%	95%
95%	95%
\$ 450	\$ 409
\$ 2,180	\$ 2,179
\$ 1,133	\$ 707
\$ 3,313	\$ 2,886
\$ 6,625	\$ 57,715



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	9	\$29,668	\$7,628	\$4,144	40.91%
31 - 45 Days	8	\$19,583	\$7,427	\$3,376	36.36%
46 - 60 Days	5	(\$1,313)	\$1,347	\$7	22.73%
60 - 90 Days	0	\$0	\$0	#DIV/0!	0.00%
90 Days and Over	0	\$0	\$0	#DIV/0!	0.00%
Total	22	\$47,938	\$16,402	\$2,925	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	3
31 - 45 Days	2
46 - 60 Days	3
60 - 90 Days	0
90 Days and Over	0
Total	8

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$5,515	\$1,152	\$2,222
\$5,375	\$1,998	\$3,687
(\$2,890)	\$747	(\$714)
\$0	\$0	#DIV/0!
\$0	\$0	#DIV/0!
\$ 8,000	\$ 3,897	\$1,487

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%
25.00%
37.50%
0.00%
0.00%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	6	\$24,153
31 - 45 Days	6	\$14,208
46 - 60 Days	2	\$1,577
60 - 90 Days	0	\$0
90 Days and Over	0	\$0
Total	14	\$39,938

\$ 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
\$6,476	\$5,105	42.86%
\$5,429	\$3,273	42.86%
\$600	\$1,089	14.29%
\$0	#DIV/0!	0.00%
\$0	#DIV/0!	0.00%
\$12,505	\$3,746	100.0%

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

