









#	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	2018	MINI	COUNTRYMAN	131	Yes	No	\$ 33,990	\$ 32,650	\$ 34,274	(\$1,383)	
2	2015	MINI	COUNTRYMAN	23	Yes	No	\$ 23,664	\$ 23,664	\$ 20,214	\$1,810	\$839
3	2017	MINI	COUNTRYMAN	33	Yes	Yes	\$ 34,600	\$ 34,600	\$ 32,356	\$2,963	\$2,163
4	2018	JEEP	COMPASS	22	NO	No	\$ 24,991	\$ 24,600	\$ 26,316	\$2,627	\$150
5	2015	MINI	4DR HT	47	Yes	Yes	\$ 19,841	\$ 19,841	\$ 19,429	\$2,725	\$0
6	2015	MINI	2dr ht s	108	Yes	No	\$ 14,746	\$ 14,746	\$ 16,889	(\$655)	\$950
7	2018	MINI	clubman	135	NO	No	\$ 33,340	\$ 33,340	\$ 33,920	(\$1,314)	\$675
8	2018	MINI	COUNTRYMAN	46	Yes	No	\$ 33,250	\$ 32,407	\$ 32,934	\$4,050	\$704
9	2018	MINI	COUNTRYMAN	28	Yes	No	\$ 33,050	\$ 31,950	\$ 34,741	\$2,342	\$1,028
10	2015	MINI	COUNTRYMAN	43	Yes	No	\$ 19,900	\$ 19,650	\$ 19,197	(\$390)	\$331
11	2018	MINI	COUNTRYMAN	94	Yes	No	\$ 32,850	\$ 32,250	\$ 32,850	\$1,054	\$1,921
12	2018	MINI	4DR HT	117	NO	Yes	\$ 26,780	\$ 26,780	\$ 26,780	\$1,055	\$1,259
13	2015	MINI	2dr ht s	66	Yes	Yes	\$ 17,491	\$ 17,491	\$ 17,491	\$1,126	\$2,063
14	2010	MAZDA	3 SEDAN	90	NO	No	\$ 5,185	\$ 5,185	\$ 7,565	(\$2,384)	\$0
15	2005	LEXUS	RX-330	10	NO	No	\$ 9,991	\$ 9,991	\$ 10,962	\$3,153	\$520
16	2018	MINI	COUNTRYMAN	24	NO	Yes	\$ 34,190	\$ 35,690	\$ 34,190	\$2,776	\$148
17	2018	MINI	2DR HT S	9	NO	Yes	\$ 29,685	\$ 29,685	\$ 28,277	\$2,045	\$522
18	2018	BMW	X2	9	NO	No	\$ 36,633	\$ 36,633	\$ 39,477	\$2,530	\$0
19	2007	MINI	2dr ht s	4	NO	No	\$ 8,700	\$ 8,700	\$ 8,081	\$88	\$0
20	2016	MINI	CONVT	13	Yes	Yes	\$ 25,384	\$ 25,384	NA	\$3,001	\$1,027
21	2017	MINI	2DR HT	76	Yes	Yes	\$ 19,991	\$ 18,800	\$ 19,991	\$353	\$1,087
22	2018	MINI	COUNTRYMAN	24	Yes	No	\$ 32,000	\$ 31,747	\$ 32,718	\$3,770	\$857
23	2018	MINI	COUNTRYMAN	23	NO	Yes	\$ 29,405	\$ 29,405	\$ 30,260	\$2,879	\$2,073
24	2018	MINI	CLUBMAN	87	Yes	Yes	\$ 34,500	\$ 34,500	\$ 33,494	\$1,680	\$944
25	2015	FORD	EXPLORER	33	NO	No	\$ 28,169	\$ 28,000	\$ 30,785	\$1,389	\$0
26	2015	MINI	2DR S HT	10	Yes	Yes	\$ 18,200	\$ 18,200	\$ 18,051	\$2,570	\$498
27	2005	MINI	2DR HT	12	NO	No	\$ 8,421	\$ 8,421	NA	\$3,489	
28	2017	Chevrolet	EQUINOX	45	NO	No	\$ 23,469	\$ 22,500	\$ 23,876	\$980	\$0
29	2018	MINI	clubman	56	NO	Yes	\$ 34,075	\$ 34,075	\$ 34,438	\$3,360	\$250
30	2016	Ford	FOCUS	76	NO	No	\$ 11,450	\$ 11,450	\$ 13,123	(\$417)	\$65
31	2014	SUBARU	IMPREZA	20	NO	No	\$ 16,991	\$ 16,991	\$ 17,543	\$1,858	\$0
32	2013	MINI	2DR HT	30	NO	No	\$ 10,791	\$ 10,791	\$ 10,914	\$1,579	\$106
33	2018	MINI	clubman	4	Yes	No	\$ 30,500	\$ 30,500	\$ 33,962	\$680	\$1,737
34	2018	MINI	clubman	28	NO	Yes	\$ 33,590	\$ 33,590	\$ 34,152	\$2,640	\$2,275
35	2018	MINI	2DR HT	26	NO	Yes	\$ 20,525	\$ 20,525	\$ 24,881	\$2,637	\$310
36	2015	MINI	2DR HT	112	Yes	No	\$ 16,662	\$ 16,662	\$ 18,081	(\$868)	\$2,563
37	2018	MINI	COUNTRYMAN	39	NO	Yes	\$ 34,505	\$ 34,505	\$ 33,027	\$4,486	\$1,311
38	2015	MINI	4DR HT	94	Yes	No	\$ 15,991	\$ 15,991	\$ 15,991	(\$318)	\$0
39	2016	FORD	FUSION	87	NO	No	\$ 16,441	\$ 16,000	\$ 18,785	\$195	\$0
40	2015	LEXUS	NX 200T	39	NO	No	\$ 28,848	\$ 27,848	\$ 29,948	(\$171)	\$859
41	2013	SUBARU	FORESTER	15	NO	No	\$ 19,682	\$ 19,600	\$ 19,032	\$2,231	\$927
42	2014	MINI	COUNTRYMAN	6	Yes	No	\$ 18,200	\$ 18,200	NA	\$925	\$0
43	2018	MINI	COUNTRYMAN	82	Yes	No	\$ 35,500	\$ 35,500	\$ 33,412	\$1,267	\$1,860
44	2005	Chrysler	PT LOSER	38	NO	No	\$ 4,462	\$ 4,462	\$ 4,244	\$913	\$106
45	2015	MINI	2DR HT	8	Yes	Yes	\$ 19,373	\$ 19,623	\$ 17,722	\$2,075	\$956
46	2015	MINI	2DR HT S	50	Yes	No	\$ 16,991	\$ 16,991	\$ 17,568	\$1,619	\$0

47	2011	JEEP	WRANGLER	9	NO	No	\$ 23,630	\$ 23,630	\$ 24,301	\$2,508	\$1,971
48	2015	MINI	2DR HT	10	Yes	Yes	\$ 14,862	\$ 14,492	\$ 15,209	\$1,191	\$370
49	2015	MINI	COUNTRYMAN	3	Yes	Yes	\$ 21,491	\$ 21,491	\$ 20,430	\$2,603	
50	2015	MINI	2DR HT	42	NO	No	\$ 17,991	\$ 17,991	\$ 17,991	\$2,243	\$856
51	2013	MINI	2DR S HT	3	NO	No	\$ 14,491	\$ 14,491	\$ 14,114	\$3,308	\$1,142
52	2015	MINI	4DR HT	19	NO	No	\$ 16,231	\$ 16,231	\$ 15,698	\$1,398	\$1,294
53	2015	MINI	COUNTRYMAN	47	Yes	Yes	\$ 17,600	\$ 17,600	\$ 17,427	\$632	\$516



<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	39
# of Traded Vehicles Retailed	43
% Retailed of Non-New Franchise	27%
Total # Retail Units	82
Average Days to Sale	42.1
Average Advertised Price (Time of Sale)	\$ 22,539
Average Transaction Price	\$ 22,305
Average Market Price at 100%	\$ 23,330
Average Price to Market (Time of Sale)	#VALUE!
Average Transaction to Market	#VALUE!
Average Transactional Discount	\$ 235
Average Front End Gross	\$ 1,543
Average Finance Gross	\$ 736
PUVR	\$ 2,234
Total Gross (Units&PUVR)	\$ 183,180



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	39
# of Traded Vehicles Retailed	43
% Retailed of Non-New Franchise	27%
Total # Retail Units	82
Average Days to Sale	42.1
Average Advertised Price (Time of Sale)	\$ 22,539
Average Transaction Price	\$ 22,305
Average Market Price at 100%	\$ 23,330
Average Price to Market (Time of Sale)	#VALUE!
Average Transaction to Market	#VALUE!
Average Transactional Discount	\$ 235
Average Front End Gross	\$ 1,543
Average Finance Gross	\$ 736
PUVR	\$ 2,234
Total Gross (Units&PUVR)	\$ 183,180





Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	39	0
# of Traded Vehicles Retailed	43	0
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	82	0
Average Days to Sale	42.1	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 22,539	#DIV/0!
Average Transaction Price	\$ 22,305	#DIV/0!
Average Market Price at 100%	\$ 23,330	#DIV/0!
Average Price to Market (Time of Sale)	#VALUE!	#DIV/0!
Average Transaction to Market	#VALUE!	#DIV/0!
Average Transactional Discount	\$ 235	#DIV/0!
Average Front End Gross	\$ 1,543	#DIV/0!
Average Finance Gross	\$ 736	#DIV/0!
PUVR	\$ 2,234	#DIV/0!
Total Gross (Units&PUVR)	\$ 183,180	#DIV/0!









0	0
0	0
#DIV/0!	#DIV/0!
0	0
#DIV/0!	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	39
# of Traded Vehicles Retailed	43
% Retailed of Non-New Franchise	27%
Total # Retail Units	82
Average Days to Sale	42.1
Average Advertised Price (Time of Sale)	\$ 22,539
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Average Front End Gross	\$ 1,543
Average Finance Gross	\$ 736
PUVR	\$ 2,234
Total Gross (Units&PUVR)	\$ 183,180



0
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<b>Scoreboard</b>	
<b>CPO</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	39
# of Traded Vehicles Retailed	43
Total # Retail Units	82
Average Days to Sale	42.1
Average Advertised Price (Time of Sale)	\$ 22,539
Average Transaction Price	\$ 22,305
Average Market Price at 100%	\$ 23,330
Average Price to Market (Time of Sale)	#VALUE!
Average Transaction to Market	#VALUE!
Average Transactional Discount	\$ 235
Average Front End Gross	\$ 1,543
Average Finance Gross	\$ 736
PUVR	\$ 2,234
Total Gross (Units&PUVR)	\$ 183,180

Yes	No
20	19
10	33
30	52
39.6	43.6
\$ 25,413	\$ 20,538
\$ 25,366	\$ 20,538
\$ 25,203	\$ 22,223
#VALUE!	#VALUE!
#VALUE!	#VALUE!
\$ 47	\$ 343
\$ 1,892	\$ 1,341
\$ 872	\$ 663
\$ 2,677	\$ 1,979
\$ 80,298	\$ 102,883



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	39
# of Traded Vehicles Retailed	43
Total # Retail Units	82
Average Days to Sale	42.1
Average Advertised Price (Time of Sale)	\$ 22,539
Average Transaction Price	\$ 22,305
Average Market Price at 100%	\$ 23,330
Average Price to Market (Time of Sale)	#VALUE!
Average Transaction to Market	#VALUE!
Average Transactional Discount	\$ 235
Average Front End Gross	\$ 1,543
Average Finance Gross	\$ 736
PUVR	\$ 2,234
Total Gross (Units&PUVR)	\$ 183,180

Yes	No
39	0
21	22
60	22
43.7	37.9
\$ 23,793	\$ 18,924
\$ 23,544	\$ 18,924
\$ 24,227	\$ 21,237
#VALUE!	#VALUE!
#VALUE!	#VALUE!
\$ 249	\$ 197
\$ 1,648	\$ 1,255
\$ 837	\$ 485
\$ 2,415	\$ 1,739
\$ 144,915	\$ 38,265



<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	41	\$89,695	\$29,042	\$2,896	50.00%
31 - 45 Days	12	\$17,548	\$7,007	\$2,046	14.63%
46 - 60 Days	9	\$15,889	\$3,212	\$2,122	10.98%
60 - 90 Days	9	\$1,844	\$7,158	\$1,000	10.98%
90 Days and Over	11	\$1,511	\$10,274	\$1,071	13.41%
<b>Total</b>	<b>82</b>	<b>\$126,487</b>	<b>\$56,694</b>	<b>\$2,234</b>	<b>100.0%</b>



\$ 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	16
31 - 45 Days	5
46 - 60 Days	5
60 - 90 Days	6
90 Days and Over	7
<b>Total</b>	<b>39</b>

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

<b>Total Front Gross \$</b>	<b>Total F&amp;I Gross \$</b>	<b>\$ PUVR</b>
\$31,361	\$12,325	\$2,730
\$7,641	\$2,494	\$2,027
\$10,374	\$1,395	\$2,354
\$4,450	\$7,093	\$1,924
\$2,273	\$6,213	\$1,212
<b>\$ 56,099</b>	<b>\$ 29,521</b>	<b>\$2,195</b>

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>
41.03%
12.82%
12.82%
15.38%
17.95%
<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	25	\$58,334
31 - 45 Days	7	\$9,907
46 - 60 Days	4	\$5,515
60 - 90 Days	3	(\$2,606)
90 Days and Over	4	(\$762)
<b>Total</b>	<b>43</b>	<b>\$70,388</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
\$16,717	\$3,002	58.14%
\$4,513	\$2,060	16.28%
\$1,817	\$1,833	9.30%
\$65	(\$847)	6.98%
\$4,061	\$825	9.30%
<b>\$27,173</b>	<b>\$2,269</b>	<b>100.0%</b>

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

