









#	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	2013	TOYOTA	YARIS	75	Yes	No	\$ 11,586	\$ 11,586	\$ 10,867	(\$286)	\$0
2	2012	HYUNDAI	SONATA	65	No	No	\$ 9,999	\$ 9,000	\$ 10,500	(\$124)	\$1,271
3	2014	DODGE	CARAVAN	16	No	NO	\$ 16,999	\$ 16,199	\$ 16,000	\$978	\$2,118
4	2012	HYUNDAI	ACCENT	22	No	No	\$ 7,999	\$ 7,999	\$ 8,000	\$1,100	\$4,000
5	2015	Chevrolet	SONIC	21	No	NO	\$ 10,999	\$ 10,899	\$ 11,000	\$1,895	\$2,304
6	2014	HYUNDAI	TUCSON	35	NO	NO	\$ 18,000	\$ 18,000	\$ 16,999	\$1,000	\$3,276
7	2014	FORD	ESCAPE	48	NO	NO	\$ 15,999	\$ 15,453	\$ 15,999	\$1,009	\$2,404
8	2013	HYUNDAI	TUCSON	39	NO	NO	\$ 15,999	\$ 15,847	\$ 15,999	\$3,455	\$2,596
9	2013	HYUNDAI	ELANTRA	69	YES	NO	\$ 11,999	\$ 11,651	\$ 10,999	(\$370)	\$0
10	2011	HONDA	CRV	54	NO	NO	\$ 12,999	\$ 12,490	\$ 12,999	\$1,242	\$0
11	2014	HYUNDAI	SANTA FE	7	NO	NO	\$ 15,999	\$ 15,495	\$ 16,000	\$2,500	\$3,300
12	2014	Chevrolet	TRAX	4	Yes	NO	\$ 14,999	\$ 14,999	\$ 14,000	\$1,833	\$3,937
13	2014	HYUNDAI	ELANTRA	6	NO	NO	\$ 10,999	\$ 10,820	\$ 11,000	\$2,433	\$1,399
14	2015	VW	TIGUAN	1	Yes	NO	\$ 15,999	\$ 15,539	\$ 15,999	(\$401)	\$3,902
15	2015	HYUNDAI	ELANTRA	49	Yes	NO	\$ 13,999	\$ 12,750	\$ 13,000	\$250	\$0
16	2013	HYUNDAI	ELANTRA	20	YES	NO	\$ 10,999	\$ 9,300	\$ 10,000	\$1,500	\$3,600
17	2016	HYUNDAI	TUCSON	45	NO	NO	\$ 18,999	\$ 17,350	\$ 19,000	\$2,500	\$3,300
18	2018	HYUNDAI	SANTA FE	15	Yes	NO	\$ 21,999	\$ 21,999	\$ 19,999	\$1,500	\$2,600
19	2018	HYUNDAI	SANTA FE	33	Yes	NO	\$ 21,999	\$ 19,999	\$ 19,999	\$250	\$1,100
20	2018	HYUNDAI	ELANTRA	39	Yes	NO	\$ 18,999	\$ 18,300	\$ 17,999	\$500	\$0
21	2007	FORD	FOCUS	6	NO	NO	\$ 5,995	\$ 4,999	\$ 5,999	\$1,000	\$0
22	2011	HYUNDAI	SONATA	14	No	NO	\$ 10,999	\$ 10,495	\$ 11,000	\$1,927	\$2,168
23	2015	HYUNDAI	SONATA	23	NO	NO	\$ 12,999	\$ 12,300	\$ 13,000	\$1,695	\$2,576
24	2017	HYUNDAI	SONATA	79	Yes	NO	\$ 24,999	\$ 24,999	\$ 22,000	\$72	\$3,129
25	2013	ACURA	ILX	43	NO	NO	\$ 16,999	\$ 15,999	\$ 15,999	\$1,353	\$4,222
26	2013	TOYOTA	YARIS	96	Yes	no	\$ 11,999	\$ 11,586	\$ 10,999	(\$890)	\$0
27	2014	HYUNDAI	ELANTRA	12	NO	NO	\$ 10,820	\$ 11,999	\$ 12,000	\$2,979	\$1,399
28	2017	HYUNDAI	SONATA	78	Yes	NO	\$ 24,999	\$ 24,999	\$ 21,999	(\$600)	
29	2013	FORD	ESCAPE	88	Yes	NO	\$ 15,999	\$ 15,000	\$ 14,999	(\$112)	\$3,284
30	2011	FORD	FEIESTA	53	Yes	NO	\$ 8,999	\$ 7,499	\$ 6,999	\$1,064	\$877
31	2017	HYUNDAI	ELANTRA	26	NO	NO	\$ 17,999	\$ 17,500	\$ 19,000	\$2,600	\$3,900
32	2016	HYUNDAI	TUCSON	13	Yes	NO	\$ 24,999	\$ 23,500	\$ 25,000	\$500	\$1,900
33	2007	HYUNDAI	ACCENT	69	No	NO	\$ 4,995	\$ 4,995	\$ 5,000	\$600	\$0
34	2014	HYUNDAI	TUCSON	18	NO	NO	\$ 17,999	\$ 17,100	\$ 16,999	\$1,500	\$2,300
35	2016	HYUNDAI	ELANTRA	37	NO	NO	\$ 18,999	\$ 18,000	\$ 19,000	\$2,300	\$2,800
36	2009	HONDA	CIVIC	47	NO	NO	\$ 8,995	\$ 8,300	\$ 9,000	\$600	\$0
37	2015	HYUNDAI	ELANTRA	12	NO	NO	\$ 14,996	\$ 14,000	\$ 15,999	\$1,900	\$1,200
38	2012	HYUNDAI	SONATA	27	NO	NO	\$ 10,995	\$ 9,300	\$ 1,000	\$750	\$0
39	2014	TOYOTA	CORROLA	63	Yes	NO	\$ 16,995	\$ 16,000	\$ 17,000	\$300	\$2,900
40	2011	HYUNDAI	ACCENT	43	NO	NO	\$ 8,995	\$ 7,700	\$ 7,995	\$100	\$0
41	2015	HYUNDAI	SANTA FE	67	NO	NO	\$ 29,999	\$ 27,600	\$ 30,000	\$2,100	\$5,600
42	2016	HYUNDAI	ELANTRA	71	Yes	NO	\$ 18,999	\$ 18,000	\$ 19,000	\$900	\$1,400
43	2013	HYUNDAI	ELANTRA	24	No	NO	\$ 14,999	\$ 14,300	\$ 15,000	\$200	\$0
44	2011	TOYOTA	CAMRY	76	Yes	NO	\$ 14,999	\$ 12,500	\$ 15,000	(\$300)	\$0
45	2016	HYUNDAI	ELANTRA	65	Yes	NO	\$ 19,999	\$ 17,500	\$ 17,999	(\$600)	\$1,500
46	2016	HYUNDAI	ELANTRA	63	Yes	NO	\$ 19,999	\$ 17,900	\$ 17,999	(\$200)	\$0





<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	22
# of Traded Vehicles Retailed	28
% Retailed of Non-New Franchise	30%
Total # Retail Units	50
Average Days to Sale	41.7
Average Advertised Price (Time of Sale)	\$ 15,404
Average Transaction Price	\$ 14,573
Average Market Price at 100%	\$ 14,645
Average Price to Market (Time of Sale)	105%
Average Transaction to Market	100%
Average Transactional Discount	\$ 832
Average Front End Gross	\$ 974
Average Finance Gross	\$ 1,907
PUVR	\$ 2,843
Total Gross (Units&PUVR)	\$ 142,164



<b>Scoreboard</b>	
<b>Desk Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	22
# of Traded Vehicles Retailed	28
% Retailed of Non-New Franchise	30%
Total # Retail Units	50
Average Days to Sale	41.7
Average Advertised Price (Time of Sale)	\$ 15,404
Average Transaction Price	\$ 14,573
Average Market Price at 100%	\$ 14,645
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Average Transactional Discount	\$ 832
Average Front End Gross	\$ 974
Average Finance Gross	\$ 1,907
PUVR	\$ 2,843
Total Gross (Units&PUVR)	\$ 142,164











Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	22	0
# of Traded Vehicles Retailed	28	0
% Retailed of Non-New Franchise	30%	#DIV/0!
Total # Retail Units	50	0
Average Days to Sale	41.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 15,404	#DIV/0!
Average Transaction Price	\$ 14,573	#DIV/0!
Average Market Price at 100%	\$ 14,645	#DIV/0!
Average Price to Market (Time of Sale)	105%	#DIV/0!
Average Transaction to Market	100%	#DIV/0!
Average Transactional Discount	\$ 832	#DIV/0!
Average Front End Gross	\$ 974	#DIV/0!
Average Finance Gross	\$ 1,907	#DIV/0!
PUVR	\$ 2,843	#DIV/0!
Total Gross (Units&PUVR)	\$ 142,164	#DIV/0!











































<b>Scoreboard</b>	
<b>Finance Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	22
# of Traded Vehicles Retailed	28
% Retailed of Non-New Franchise	30%
Total # Retail Units	50
Average Days to Sale	41.7
Average Advertised Price (Time of Sale)	\$ 15,404
Average Transaction Price	\$ 14,573
Average Market Price at 100%	\$ 14,645
Average Price to Market (Time of Sale)	105%
Average Transaction to Market	100%
Average Transactional Discount	\$ 832
Average Front End Gross	\$ 974
Average Finance Gross	\$ 1,907
PUVR	\$ 2,843
Total Gross (Units&PUVR)	\$ 142,164











<b>Scoreboard</b>	
<b>CPO</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	22
# of Traded Vehicles Retailed	28
Total # Retail Units	50
Average Days to Sale	41.7
Average Advertised Price (Time of Sale)	\$ 15,404
Average Transaction Price	\$ 14,573
Average Market Price at 100%	\$ 14,645
Average Price to Market (Time of Sale)	105%
Average Transaction to Market	100%
Average Transactional Discount	\$ 832
Average Front End Gross	\$ 974
Average Finance Gross	\$ 1,907
PUVR	\$ 2,843
Total Gross (Units&PUVR)	\$ 142,164

Yes	No
0	22
0	28
0	50
#DIV/0!	41.7
#DIV/0!	\$ 14,573
#DIV/0!	\$ 14,573
#DIV/0!	\$ 14,645
#DIV/0!	\$ 1
#DIV/0!	100%
#DIV/0!	\$ 832
#DIV/0!	\$ 974
#DIV/0!	\$ 1,907
#DIV/0!	\$ 2,843
#DIV/0!	\$ 142,164



<b>Scoreboard</b>	
<b>Same Brand as New</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	22
# of Traded Vehicles Retailed	28
Total # Retail Units	50
Average Days to Sale	41.7
Average Advertised Price (Time of Sale)	\$ 15,404
Average Transaction Price	\$ 14,573
Average Market Price at 100%	\$ 14,645
Average Price to Market (Time of Sale)	105%
Average Transaction to Market	100%
Average Transactional Discount	\$ 832
Average Front End Gross	\$ 974
Average Finance Gross	\$ 1,907
PUVR	\$ 2,843
Total Gross (Units&PUVR)	\$ 142,164

Yes	No
14	8
21	7
35	15
39.9	46.1
\$ 16,276	\$ 12,603
\$ 15,417	\$ 12,603
\$ 15,411	\$ 12,857
106%	98%
100%	98%
\$ 859	\$ 767
\$ 1,126	\$ 619
\$ 1,986	\$ 1,730
\$ 3,055	\$ 2,349
\$ 106,931	\$ 35,233



<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	21	\$31,089	\$48,603	\$3,795	42.00%
31 - 45 Days	8	\$11,458	\$17,294	\$3,594	16.00%
46 - 60 Days	5	\$4,165	\$3,281	\$1,489	10.00%
60 - 90 Days	13	\$1,380	\$19,084	\$1,574	26.00%
90 Days and Over	3	\$610	\$5,200	\$1,937	6.00%
<b>Total</b>	<b>50</b>	<b>\$48,702</b>	<b>\$93,462</b>	<b>\$2,843</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	5
31 - 45 Days	2
46 - 60 Days	2
60 - 90 Days	10
90 Days and Over	3
<b>Total</b>	<b>22</b>

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$4,932	\$15,939	\$4,174
\$750	\$1,100	\$925
\$1,314	\$877	\$1,096
(\$1,196)	\$12,213	\$1,102
\$610	\$5,200	\$1,937
\$ 6,410	\$ 35,329	\$1,897

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>
22.73%
9.09%
9.09%
45.45%
13.64%
<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	16	\$26,157
31 - 45 Days	6	\$10,708
46 - 60 Days	3	\$2,851
60 - 90 Days	3	\$2,576
90 Days and Over	0	\$0
<b>Total</b>	<b>28</b>	<b>\$42,292</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
\$32,664	\$3,676	57.14%
\$16,194	\$4,484	21.43%
\$2,404	\$1,752	10.71%
\$6,871	\$3,149	10.71%
\$0	#DIV/0!	0.00%
<b>\$58,133</b>	<b>\$3,587</b>	<b>100.0%</b>

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

