

#	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	2015	BUICK	ENCLAVE	44	YES	NO	\$ 23,311	\$ 22,500	\$ 23,850	(\$1,006)	\$2,202
2	2011	DODGE TRUC	1500	56	NO	NO	\$ 16,911	\$ 15,001	\$ 15,351	\$437	\$2,455
3	2013	HYUNDAI	SONATA HYB	61	YES	NO	\$ 12,911	\$ 11,164	\$ 11,365	\$1,940	\$382
4	2013	CHEVROLET	CAMARO	16	YES	NO	\$ 20,911	\$ 21,119	\$ 21,351	(\$333)	\$830
5	2012	GMC	ACADIA	44	NO	NO	\$ 20,911	\$ 20,704	\$ 20,980	(\$355)	\$556
6	2013	HYUNDAI	ELANTRA	3	NO	NO	\$ 15,911	\$ 14,116	\$ 14,980	(\$223)	\$1,123
7	2014	KIA	SORENTO	28	YES	NO	\$ 13,411	\$ 13,700	\$ 13,650	\$175	\$384
8	2014	FORD	FOCUS	13	NO	NO	\$ 14,911	\$ 14,300	\$ 14,680	\$512	\$0
9	2005	DODGE TRUC	RAM 1500	69	NO	NO	\$ 12,911	\$ 11,345	\$ 11,465	\$2,921	\$484
10	2015	HYUNDAI	GENESIS	26	NO	NO	\$ 2,911	\$ 27,709	\$ 26,650	(\$430)	\$0
11	2014	CHRYSLER	300	44	YES	NO	\$ 21,991	\$ 20,000	\$ 20,465	(\$1,013)	\$2,235
12	2014	FORD TRUCK	EXPLORER	26	YES	NO	\$ 27,911	\$ 28,696	\$ 28,645	(\$652)	\$1,188
13	2011	FORD TRUCK	F-150	1	YES	NO	\$ 22,254	\$ 22,254	\$ 22,654	(\$474)	\$1,372
14	2013	CHEVROLET	SILVERADO	67	YES	NO	\$ 26,511	\$ 26,136	\$ 25,465	\$1,531	\$1
15	2016	FORD TRUCK	ESCAPE	78	YES	NO	\$ 20,911	\$ 20,923	\$ 20,132	(\$816)	\$925
16	2015	GMC	TERRAIN	39	YES	NO	\$ 25,911	\$ 25,357	\$ 25,975	\$1,880	\$560
17	2012	NISSAN	ROGUE	74	YES	NO	\$ 16,911	\$ 14,314	\$ 14,655	(\$847)	\$355
18	2015	TOYOTA	COROLLA	49	NO	NO	\$ 19,911	\$ 19,444	\$ 13,465	\$1,892	\$2,028
19	2016	SUBARU	OUTBACK	65	YES	NO	\$ 21,411	\$ 21,000	\$ 21,165	(\$948)	\$287
20	2010	CADILLAC T	SRX	29	NO	NO	\$ 16,911	\$ 15,992	\$ 14,654	\$976	\$1,761
21	2012	HONDA	ODYSSEY	10	YES	NO	\$ 15,991	\$ 14,809	\$ 14,895	\$860	\$771
22	2014	HYUNDAI	SANTA FE S	2	YES	NO	\$ 16,711	\$ 16,815	\$ 16,965	\$257	\$1,587
23	2015	HONDA	PILOT	16	YES	NO	\$ 25,911	\$ 25,095	\$ 26,654	(\$946)	\$0
24	2014	RAM	1500	5	YES	NO	\$ 38,911	\$ 37,500	\$ 37,985	\$496	\$560
25	2018	MISCELLANE	DURUXX	28	YES	NO	\$ 23,411	\$ 22,283	\$ 22,456	(\$1,093)	\$612
26	2015	HYUNDAI	SONATA	95	YES	YES	\$ 22,411	\$ 20,350	\$ 20,786	\$203	\$560
27	2009	HYUNDAI	SONATA	20	NO	NO	\$ 10,411	\$ 9,257	\$ 10,165	\$3,845	\$1,280
28	2016	HYUNDAI	ACCENT	75	NO	NO	\$ 13,411	\$ 12,258	\$ 13,213	\$402	\$1,170
29	2014	NISSAN	ALTIMA	3	NO	NO	\$ 19,411	\$ 18,011	\$ 17,654	\$1,008	\$1,055
30	2017	HYUNDAI	SONATA	22	YES	NO	\$ 17,611	\$ 17,308	\$ 17,654	(\$149)	\$2,895
31	2018	HYUNDAI	SANTA FE S	22	YES	NO	\$ 18,711	\$ 18,828	\$ 18,856	(\$223)	\$900
32	2014	FORD TRUCK	F-150	120	NO	NO	\$ 28,411	\$ 27,146	\$ 27,651	(\$34)	\$2,003
33	2011	CHEVROLET	CAMARO	23	YES	NO	\$ 22,411	\$ 20,165	\$ 20,451	\$223	\$0
34	2014	HYUNDAI	SANTA FE S	13	NO	NO	\$ 11,000	\$ 11,000	\$ 11,951	(\$6,250)	\$1,317
35	2013	HYUNDAI	SONATA	72	NO	NO	\$ 14,411	\$ 15,051	\$ 15,351	\$2,235	\$658
36	2013	HYUNDAI	SONATA	55	NO	NO	\$ 11,411	\$ 11,214	\$ 11,652	\$85	\$1,554
37	2008	JEEP	GRAND CHER	19	NO	NO	\$ 15,411	\$ 14,737	\$ 14,654	\$414	\$1,172
38	2014	FORD	MUSTANG	62	YES	NO	\$ 23,811	\$ 24,909	\$ 24,985	(\$254)	\$12
39	2014	FORD TRUCK	F-150	14	YES	NO	\$ 24,511	\$ 25,013	\$ 25,132	\$435	\$2,742
40	2015	DODGE TRUC	GRAND CARA	97	NO	NO	\$ 16,911	\$ 16,690	\$ 16,851	(\$2,390)	\$346
41	2016	HYUNDAI	ELANTRA	8	YES	YES	\$ 17,911	\$ 17,779	\$ 17,654	\$1,413	\$650
42	2012	HONDA	ACCORD SDN	51	NO	NO	\$ 13,411	\$ 12,214	\$ 12,351	(\$306)	\$1,799
43	2018	HYUNDAI	SANTA FE S	26	YES	No	\$ 13,411	\$ 12,600	\$ 12,951	(\$1,107)	\$428
44	2012	HYUNDAI	TUCSON	18	NO	YES	\$ 7,911	\$ 5,850	\$ 6,654	\$23	\$1,560
45	2016	DODGE TRUC	JOURNEY	86	YES	NO	\$ 21,711	\$ 20,335	\$ 20,991	(\$861)	\$1,216
46	2012	HYUNDAI	VERACRUZ	6	NO	NO	\$ 17,111	\$ 16,131	\$ 17,654	\$1,705	\$357

47	2007	TOYOTA TRU	4RUNNER	26	NO	NO	\$ 10,411	\$ 9,474	\$ 13,951	\$970	\$1,417
48	2012	HYUNDAI	TUCSON	12	NO	NO	\$ 13,411	\$ 12,501	\$ 12,652	\$989	\$0
49	2016	HYUNDAI	ELANTRA	2	NO	YES	\$ 13,411	\$ 12,300	\$ 12,300	\$1,202	\$1,205
50	2013	TOYOTA	CAMRY	142	YES	NO	\$ 15,111	\$ 13,155	\$ 13,155	(\$1,633)	\$555
51	2011	FORD TRUCK	F-150	42	NO	NO	\$ 27,611	\$ 26,914	\$ 26,914	(\$885)	\$901
52	2015	CHRYSLER	TOWN & COU	45	YES	NO	\$ 18,411	\$ 17,694	\$ 17,694	\$2,876	\$2,078
53	2017	HYUNDAI	SANTA FE S	34	NO	YES	\$ 31,911	\$ 32,713	\$ 32,713	(\$1,908)	\$560

Scoreboard	
# of Purchased Vehicles Retailed	87
# of Traded Vehicles Retailed	88
% Retailed of Non-New Franchise	61%
Total # Retail Units	175
Average Days to Sale	43.5
Average Advertised Price (Time of Sale)	\$ 18,894
Average Transaction Price	\$ 18,390
Average Market Price at 100%	\$ 20,456
Average Price to Market (Time of Sale)	92%
Average Transaction to Market	90%
Average Transactional Discount	\$ 504
Average Front End Gross	\$ 413
Average Finance Gross	\$ 928
PUVR	\$ 1,283
Total Gross (Units&PUVR)	\$ 224,459





Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	87
# of Traded Vehicles Retailed	88
% Retailed of Non-New Franchise	61%
Total # Retail Units	175
Average Days to Sale	43.5
Average Advertised Price (Time of Sale)	\$ 18,894
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Average Front End Gross	\$ 413
Average Finance Gross	\$ 928
PUVR	\$ 1,283
Total Gross (Units&PUVR)	\$ 224,459



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	87	0
# of Traded Vehicles Retailed	88	0
% Retailed of Non-New Franchise	61%	#DIV/0!
Total # Retail Units	175	0
Average Days to Sale	43.5	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 18,894	#DIV/0!
Average Transaction Price	\$ 18,390	#DIV/0!
Average Market Price at 100%	\$ 20,456	#DIV/0!
Average Price to Market (Time of Sale)	92%	#DIV/0!
Average Transaction to Market	90%	#DIV/0!
Average Transactional Discount	\$ 504	#DIV/0!
Average Front End Gross	\$ 413	#DIV/0!
Average Finance Gross	\$ 928	#DIV/0!
PUVR	\$ 1,283	#DIV/0!
Total Gross (Units&PUVR)	\$ 224,459	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	87
# of Traded Vehicles Retailed	88
% Retailed of Non-New Franchise	61%
Total # Retail Units	175
Average Days to Sale	43.5
Average Advertised Price (Time of Sale)	\$ 18,894
Average Transaction Price	\$ 18,390
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PUVR	\$ 1,283
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Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	87
# of Traded Vehicles Retailed	88
Total # Retail Units	175
Average Days to Sale	43.5
Average Advertised Price (Time of Sale)	\$ 18,894
Average Transaction Price	\$ 18,390
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Average Front End Gross	\$ 413
Average Finance Gross	\$ 928
PUVR	\$ 1,283
Total Gross (Units&PUVR)	\$ 224,459

Yes	No
14	73
9	79
23	152
70.2	39.4
\$ 17,388	\$ 18,648
\$ 16,683	\$ 18,648
\$ 16,808	\$ 21,008
\$ 1	\$ 1
99%	89%
\$ 706	\$ 474
\$ 328	\$ 425
\$ 841	\$ 943
\$ 1,168	\$ 1,300
\$ 26,871	\$ 197,588



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	87
# of Traded Vehicles Retailed	88
Total # Retail Units	175
Average Days to Sale	43.5
Average Advertised Price (Time of Sale)	\$ 18,894
Average Transaction Price	\$ 18,390
Average Market Price at 100%	\$ 20,456
Average Price to Market (Time of Sale)	92%
Average Transaction to Market	90%
Average Transactional Discount	\$ 504
Average Front End Gross	\$ 413
Average Finance Gross	\$ 928
PUVR	\$ 1,283
Total Gross (Units&PUVR)	\$ 224,459

Yes	No
29	58
39	49
68	107
51.1	38.7
\$ 14,595	\$ 20,991
\$ 14,296	\$ 20,991
\$ 14,514	\$ 24,232
101%	87%
99%	87%
\$ 299	\$ 635
\$ 315	\$ 475
\$ 992	\$ 887
\$ 1,262	\$ 1,295
\$ 85,845	\$ 138,614



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	90	\$61,229	\$84,837	\$1,623	51.43%
31 - 45 Days	30	\$6,228	\$22,857	\$969	17.14%
46 - 60 Days	9	\$7,366	\$10,291	\$1,962	5.14%
60 - 90 Days	28	\$2,055	\$18,622	\$738	16.00%
90 Days and Over	18	(\$4,687)	\$15,661	\$610	10.29%
Total	175	\$72,191	\$152,267	\$1,283	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	44
31 - 45 Days	14
46 - 60 Days	3
60 - 90 Days	15
90 Days and Over	11
Total	87

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$13,151	\$44,601	\$1,313
\$8,478	\$12,071	\$1,468
\$767	\$152	\$306
(\$4,696)	\$6,773	\$138
(\$4,248)	\$7,399	\$286
\$ 13,451	\$ 70,995	\$971

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

% of total unit sales
50.57%
16.09%
3.45%
17.24%
12.64%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	46	\$48,078
31 - 45 Days	16	(\$2,250)
46 - 60 Days	6	\$6,599
60 - 90 Days	13	\$6,751
90 Days and Over	7	(\$439)
Total	88	\$58,740

\$ 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
\$40,237	\$1,920	52.27%
\$10,786	\$534	18.18%
\$10,139	\$2,790	6.82%
\$11,849	\$1,431	14.77%
\$8,262	\$1,118	7.95%
\$81,273	\$1,591	100.0%

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

