

#	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	2011	GMC	SIERRA	23	Yes	No	\$ 34,995	\$ 34,800	\$ 32,200	\$4,177	\$2,351
2	2016	FORD	F-150	36	Yes	No	\$ 43,995	\$ 40,100	\$ 34,900	\$2,049	\$0
3	2009	Chevrolet	SILVERADO	22	NO	NO	\$ 14,395	\$ 13,900	\$ 13,800	\$1,421	\$612
4	2018	Chevrolet	SILVERADO	8	Yes	No	\$ 50,595	\$ 49,500	\$ 51,200	\$57	\$2,854
5	2012	Buick	Enclave	36	NO	No	\$ 14,795	\$ 15,884	\$ 13,800	(\$386)	\$595
6	2016	Cadillac	Escalade	48	Yes	No	\$ 59,476	\$ 54,978	\$ 61,800	\$3,762	\$2,780
7	2015	GMC	SIERRA	168	NO	No	\$ 50,700	\$ 47,000	\$ 48,000	(\$224)	\$2,204
8	2013	Chevrolet	suburban	21	NO	No	\$ 24,936	\$ 22,799	\$ 21,500	\$2,479	\$1,002
9	2011	mercury	mariner	7	NO	No	\$ 10,828	\$ 10,828	\$ 8,500	\$2,399	\$0
10	2014	masaratti	quatroporte	55	Yes	No	\$ 44,095	\$ 40,995	\$ 45,800	\$1,522	\$2,410
11	2009	Chevrolet	silverado	54	NO	No	\$ 18,250	\$ 18,153	\$ 15,200	\$4,654	\$434
12	2016	ford	f-250	65	Yes	No	\$ 56,800	\$ 56,800	\$ 48,700	\$6,198	\$919
13	2014	Chevrolet	cruz	3	NO	No	\$ 14,995	\$ 14,930	\$ 12,000	\$2,740	\$1,362
14	2015	honda	odyssey	52	yes	no	\$ 26,995	\$ 24,995	\$ 24,600	(\$60)	\$1,246
15	2018	FORD	F-150	44	Yes	No	\$ 36,900	\$ 34,995	\$ 35,000	\$3,068	\$0
16	2010	Mazda	CX9	8	NO	No	\$ 8,499	\$ 7,999	\$ 5,500	\$555	\$334
17	2013	chevrolet	SONIC	35	NO	No	\$ 9,876	\$ 7,111	\$ 8,100	\$975	\$0
18	2018	GMC	ACADIA	36	NO	No	\$ 46,071	\$ 40,655	\$ 42,000	\$1,969	\$915
19	2014	GMC	YUKON	67	Yes	No	\$ 37,170	\$ 34,700	\$ 35,000	\$1,339	\$2,964
20	2014	HYUNDAI	SONATA	60	NO	No	\$ 11,499	\$ 13,757	\$ 10,800	\$1,209	\$785
21	2015	FORD	F-150	38	Yes	No	\$ 22,900	\$ 22,900	\$ 21,000	\$3,502	\$2,615
22	2016	Chevrolet	SILVERADO	110	Yes	No	\$ 57,295	\$ 52,995	\$ 48,000	(\$870)	\$4,217
23	2018	Chevrolet	SILVERADO	44	Yes	No	\$ 40,995	\$ 40,995	\$ 35,000	\$3,586	\$4,085
24	2016	gmc	sierra	157	NO	No	\$ 51,500	\$ 46,500	\$ 45,000	(\$2,486)	\$3,000
25	2018	Chevrolet	SILVERADO	72	Yes	No	\$ 41,995	\$ 38,000	\$ 41,000	\$1,324	\$0
26	2013	gmc	sierra	46	Yes	No	\$ 25,324	\$ 21,876	\$ 21,000	\$997	\$1,400
27	2014	GMC	SIERRA	66	Yes	No	\$ 26,000	\$ 26,000	\$ 25,000	\$1,519	\$560
28	2014	gmc	sierra	4	NO	No	\$ 21,995	\$ 21,995	\$ 20,250	\$3,155	\$1,379
29	2015	Chevrolet	equinox	56	NO	No	\$ 12,799	\$ 12,000	\$ 11,500	(\$1,340)	\$0
30	2010	ford	f-150	16	NO	No	\$ 18,995	\$ 19,995	\$ 15,000	\$4,382	\$1,500
31	2017	GMC	sierra	41	Yes	No	\$ 21,990	\$ 20,102	\$ 21,000	(\$5)	\$0
32	2007	FORD	F-150	36	NO	No	\$ 7,799	\$ 9,475	\$ 7,800	\$793	\$485
33	2016	FORD	f-250	27	Yes	No	\$ 57,988	\$ 57,988	\$ 47,000	\$5,564	\$3,761
34	2018	GMC	sierra	53	Yes	No	\$ 44,900	\$ 44,900	\$ 38,000	\$5,039	\$5,787
35	2012	ford	f-1560	62	Yes	No	\$ 26,898	\$ 26,898	\$ 29,000	(\$1,000)	\$0
36	2015	vw	beetle	4	No	No	\$ 18,995	\$ 16,995	\$ 15,400	\$3,201	\$0
37	2007	ford	mustang	23	NO	No	\$ 21,183	\$ 15,793	\$ 12,180	\$55	\$855
38	2015	toyota	4-runner	74	NO	No	\$ 34,513	\$ 31,000	\$ 32,300	\$2,313	\$3,475
39	2018	ford	f-150	29	Yes	No	\$ 36,995	\$ 36,995	\$ 34,200	\$1,416	\$2,485
40	2009	Cadillac	escalade	61	NO	No	\$ 25,295	\$ 22,999	\$ 21,500	\$3,517	\$1,556
41	2011	gmc	sierra	23	Yes	No	\$ 34,800	\$ 34,800	\$ 27,000	\$4,377	\$2,351
42	2012	ram	3500	65	Yes	No	\$ 42,500	\$ 39,000	\$ 36,800	\$4,969	\$1,387
43	2014	honda	accord	48	NO	No	\$ 15,299	\$ 12,217	\$ 11,850	(\$300)	\$555
44	2014	ram	3500	30	Yes	No	\$ 31,995	\$ 28,995	\$ 28,000	\$3,034	\$466
45	2017	ram	2500	9	Yes	No	\$ 46,000	\$ 46,000	\$ 46,500	\$1,803	\$3,596
46	2010	nissan	titan	57	Yes	No	\$ 21,500	\$ 21,500	\$ 20,800	\$3,123	\$2,432
47	2013	gmc	Terrain	11	NO	no	\$ 18,907	\$ 17,857	\$ 15,800	\$3,149	\$2,403
48	2015	Chevrolet	silverado	101	Yes	No	\$ 45,995	\$ 45,995	\$ 44,200	\$1,881	\$2,189
49	2017	Chevrolet	Malibu	60	Yes	No	\$ 18,999	\$ 18,100	\$ 18,000	\$1,136	\$350
50	2014	Cadillac	escalade	9	Yes	No	\$ 33,500	\$ 32,000	\$ 34,800	\$3,160	\$627
51	2016	Chevrolet	silverado	46	NO	No	\$ 36,900	\$ 36,900	\$ 31,800	\$3,737	\$1,833
52	2009	toyota	venza	74	NO	No	\$ 11,000	\$ 11,000	\$ 9,800	\$2,418	\$0
53	2015	ram	2500	102	Yes	NO	\$ 35,495	\$ 36,795	\$ 35,500	\$2,305	\$513



Scoreboard	
# of Purchased Vehicles Retailed	111
# of Traded Vehicles Retailed	89
% Retailed of Non-New Franchise	75%
Total # Retail Units	200
Average Days to Sale	48.9
Average Advertised Price (Time of Sale)	\$ 31,351
Average Transaction Price	\$ 30,693
Average Market Price at 100%	\$ 29,051
Average Price to Market (Time of Sale)	108%
Average Transaction to Market	106%
Average Transactional Discount	\$ 658
Average Front End Gross	\$ 2,272
Average Finance Gross	\$ 1,537
PUVR	\$ 3,809
Total Gross (Units&PUVR)	\$ 761,781



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	111
# of Traded Vehicles Retailed	89
% Retailed of Non-New Franchise	75%
Total # Retail Units	200
Average Days to Sale	48.9
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Total Gross (Units&PUVR)	\$ 761,781



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	111	0
# of Traded Vehicles Retailed	89	0
% Retailed of Non-New Franchise	75%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	48.9	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 31,351	#DIV/0!
Average Transaction Price	\$ 30,693	#DIV/0!
Average Market Price at 100%	\$ 29,051	#DIV/0!
Average Price to Market (Time of Sale)	108%	#DIV/0!
Average Transaction to Market	106%	#DIV/0!
Average Transactional Discount	\$ 658	#DIV/0!
Average Front End Gross	\$ 2,272	#DIV/0!
Average Finance Gross	\$ 1,537	#DIV/0!
PUVR	\$ 3,809	#DIV/0!
Total Gross (Units&PUVR)	\$ 761,781	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	111
# of Traded Vehicles Retailed	89
% Retailed of Non-New Franchise	75%
Total # Retail Units	200
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Scoreboard	
CPO	Totals
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# of Traded Vehicles Retailed	89
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Yes	No
5	106
13	76
18	182
42.4	49.6
\$ 39,672	\$ 30,062
\$ 37,076	\$ 30,062
\$ 37,173	\$ 28,247
\$ 1	\$ 1
100%	106%
\$ 2,596	\$ 466
\$ 2,058	\$ 2,293
\$ 1,550	\$ 1,536
\$ 3,608	\$ 3,829
\$ 64,948	\$ 696,833



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	111
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Average Market Price at 100%	\$ 29,051
Average Price to Market (Time of Sale)	108%
Average Transaction to Market	106%
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PUVR	\$ 3,809
Total Gross (Units&PUVR)	\$ 761,781

Yes	No
25	86
25	64
50	150
46.8	49.6
\$ 37,755	\$ 28,839
\$ 36,257	\$ 28,839
\$ 35,078	\$ 27,042
108%	107%
103%	107%
\$ 1,498	\$ 377
\$ 2,528	\$ 2,186
\$ 1,925	\$ 1,408
\$ 4,454	\$ 3,594
\$ 222,680	\$ 539,101



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	88	\$260,341	\$144,649	\$4,602	44.00%
31 - 45 Days	28	\$69,629	\$24,580	\$3,365	14.00%
46 - 60 Days	26	\$45,745	\$36,827	\$3,176	13.00%
60 - 90 Days	26	\$59,229	\$44,118	\$3,975	13.00%
90 Days and Over	32	\$19,416	\$57,247	\$2,396	16.00%
Total	200	\$454,360	\$307,421	\$3,809	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	38
31 - 45 Days	14
46 - 60 Days	16
60 - 90 Days	19
90 Days and Over	24
Total	111

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$117,152	\$77,343	\$5,118
\$37,930	\$12,981	\$3,637
\$30,771	\$27,495	\$3,642
\$38,511	\$33,124	\$3,770
\$21,084	\$40,239	\$2,555
\$ 245,448	\$ 191,182	\$3,934

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

% of total unit sales
34.23%
12.61%
14.41%
17.12%
21.62%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	46	\$130,640
31 - 45 Days	14	\$31,699
46 - 60 Days	9	\$13,957
60 - 90 Days	7	\$20,718
90 Days and Over	8	(\$1,668)
Total	84	\$195,346

\$ 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
\$60,977	\$4,166	54.76%
\$11,599	\$3,093	16.67%
\$9,121	\$2,564	10.71%
\$10,994	\$4,530	8.33%
\$17,008	\$1,918	9.52%
\$109,699	\$3,631	100.0%

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

