









#	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	toyota	tacoma	39	Yes	yes	\$ 25,894	\$ 25,500	\$ 26,546	\$853	\$3,963
2	2015	toyota	camry	43	no	yes	\$ 14,486	\$ 14,486	\$ 16,079	\$1,220	\$1,000
3	2014	hyundai	sonata	43	Yes	No	\$ 15,224	\$ 15,224	\$ 16,594	\$350	\$1,280
4	2014	toyota	corolla	21	no	No	\$ 13,911	\$ 13,911	\$ 13,911	\$1,500	\$850
5	2010	toyota	tundra	24	no	No	\$ 20,917	\$ 20,917	\$ 22,000	\$2,250	\$1,600
6	2014	hyundai	veloster	70	no	No	\$ 8,598	\$ 8,598	\$ 10,231	\$602	\$2,122
7	2009	toyota	camry	42	no	No	\$ 6,589	\$ 7,116	\$ 7,116	\$654	\$0
8	2016	TOYOTA	RAV	23	Yes	yes	\$ 18,213	\$ 18,213	\$ 19,123	\$3,206	\$1,703
9	2011	HONDA	CRV	21	no	No	\$ 11,994	\$ 11,994	\$ 13,193	\$1,937	\$3,602
10	2018	toyota	RAV	18	no	yes	\$ 19,900	\$ 19,990	\$ 22,885	\$780	\$0
11	1996	Chevrolet	CORVETTE	45	no	No	\$ 15,980	\$ 15,980	\$ 14,980	\$3,612	\$0
12	2011	toyota	CAMRY	45	Yes	No	\$ 7,789	\$ 7,789	\$ 8,801	\$1,079	\$1,056
13	2015	toyota	camry	9	no	yes	\$ 15,971	\$ 15,971	\$ 16,450	\$1,073	\$3,716
14	2014	HONDA	RIDGELINE	57	no	No	\$ 22,496	\$ 22,496	\$ 24,520	\$1,824	\$0
15	2007	toyota	tacoma	42	no	No	\$ 16,086	\$ 16,086	\$ 17,051	\$504	\$2,731
16	2016	Chevrolet	SILVERADO	27	no	No	\$ 30,968	\$ 30,969	\$ 32,826	\$1,923	\$2,258
17	2015	CADILLAC	ATS	47	no	No	\$ 22,994	\$ 22,994	\$ 24,143	(\$751)	\$550
18	2016	TOYOTA	TACOMA	2	no	yes	\$ 29,289	\$ 29,289	\$ 32,217	\$1,663	\$2,245
19	2012	toyota	TUNDRA	37	no	No	\$ 21,999	\$ 21,999	\$ 24,638	\$2,649	\$700
20	2011	hyundai	ELANTRA	28	no	No	\$ 7,994	\$ 7,994	\$ 7,755	\$1,727	\$0
21	2006	hyundai	ELANTRA	19	no	No	\$ 5,990	\$ 5,990	\$ 7,721	\$1,571	\$2,737
22	2015	toyota	HIGHLANDER	12	Yes	yes	\$ 26,899	\$ 26,899	\$ 27,436	\$226	\$1,586
23	2015	TOYOTA	RAV	43	Yes	yes	\$ 17,793	\$ 17,793	\$ 19,038	(\$317)	\$0
24	2015	TOYOTA	RAV	13	Yes	yes	\$ 18,235	\$ 18,235	\$ 18,235	\$607	\$1,466
25	2013	toyota	COROLLA	57	no	No	\$ 7,273	\$ 7,273	\$ 9,254	\$367	\$0
26	2008	DODGE	Dakota	11	no	No	\$ 12,212	\$ 12,212	\$ 12,089	\$3,424	\$3,420
27	2015	Chevrolet	SILVERADO	30	no	No	\$ 30,486	\$ 30,486	\$ 32,010	\$1,158	\$277
28	2010	toyota	tacoma	61	no	No	\$ 15,794	\$ 15,794	\$ 17,531	\$2,391	\$1,640
29	2013	toyota	rav	37	no	No	\$ 13,925	\$ 13,925	\$ 14,342	\$168	\$385
30	2012	ford	focus	7	no	No	\$ 7,880	\$ 7,880	\$ 8,037	\$1,939	\$3,739
31	2011	kia	sportage	19	Yes	No	\$ 9,930	\$ 9,930	\$ 10,426	\$46	\$385
32	2013	ford	edge	13	no	No	\$ 14,994	\$ 14,994	\$ 17,542	\$2,782	\$2,483
33	2014	Chevrolet	equinox	52	no	No	\$ 11,528	\$ 11,528	\$ 13,372	\$1,230	\$870
34	2015	toyota	rav	17	Yes	yes	\$ 18,498	\$ 18,498	\$ 18,867	\$384	\$2,361
35	2011	HONDA	odyssey	51	No	No	\$ 12,899	\$ 12,899	\$ 13,801	\$1,064	\$0
36	2007	toyota	matrix	62	no	No	\$ 5,197	\$ 5,197	\$ 6,184	(\$863)	\$158
37	2015	Chevrolet	SILVERADO	28	Yes	No	\$ 27,777	\$ 27,777	\$ 27,777	\$2,141	\$180
38	2015	toyota	tacoma	27	no	yes	\$ 29,567	\$ 29,657	\$ 30,158	\$535	\$1,894
39	2017	Chevrolet	SILVERADO	16	Yes	No	\$ 33,916	\$ 33,916	\$ 35,272	\$566	\$376
40	2014	hyundai	tucson	38	no	No	\$ 10,952	\$ 10,952	\$ 11,577	\$21	\$385
41	2016	chrysler	town	84	Yes	No	\$ 14,792	\$ 14,792	\$ 17,454	(\$1,461)	\$2,707
42	2015	toyota	rav	3	Yes	yes	\$ 19,875	\$ 19,875	\$ 20,670	(\$595)	\$0
43	2011	subaru	legacy	23	no	No	\$ 11,976	\$ 11,976	\$ 12,455	\$1,941	\$2,258
44	2016	toyota	rav	27	Yes	yes	\$ 15,892	\$ 15,892	\$ 15,575	\$583	\$2,367
45	2012	toyota	rav	5	no	No	\$ 13,899	\$ 13,899	\$ 14,593	\$156	\$2,457
46	2015	toyota	tundra	31	no	No	\$ 36,994	\$ 36,994	\$ 37,733	\$1,308	\$3,554
47	2013	toyota	prius	83	no	No	\$ 10,994	\$ 10,994	\$ 12,862	\$1,906	\$1,362
48	2016	toyota	tundra	99	Yes	yes	\$ 35,831	\$ 35,831	\$ 37,980	\$2,994	\$333

49	2015	toyota	rav	16	no	yes	\$ 23,791	\$ 23,791	\$ 24,980	\$1,975	\$1,468
50	2017	toyota	tacoma	56	no	yes	\$ 31,925	\$ 31,925	\$ 34,159	\$461	\$1,887
51	2015	toyota	HIGHLANDER	16	no	yes	\$ 26,485	\$ 26,485	\$ 26,485	\$1,475	\$1,937
52	2015	toyota	RAV	12	no	yes	\$ 19,078	\$ 19,078	\$ 19,841	\$1,795	\$0
53	2015	subaru	legacy	76	no	No	\$ 13,901	\$ 13,200	\$ 15,847	\$69	\$0



<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	59
# of Traded Vehicles Retailed	141
% Retailed of Non-New Franchise	38%
Total # Retail Units	200
Average Days to Sale	35.1
Average Advertised Price (Time of Sale)	\$ 17,904
Average Transaction Price	\$ 17,862
Average Market Price at 100%	\$ 18,919
Average Price to Market (Time of Sale)	95%
Average Transaction to Market	94%
Average Transactional Discount	\$ 42
Average Front End Gross	\$ 1,290
Average Finance Gross	\$ 1,342
PUVR	\$ 2,631
Total Gross (Units&PUVR)	\$ 526,245



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	59
# of Traded Vehicles Retailed	141
% Retailed of Non-New Franchise	38%
Total # Retail Units	200
Average Days to Sale	35.1
Average Advertised Price (Time of Sale)	\$ 17,904
Average Transaction Price	\$ 17,862
Average Market Price at 100%	\$ 18,919
Average Price to Market (Time of Sale)	95%
Average Transaction to Market	94%
Average Transactional Discount	\$ 42
Average Front End Gross	\$ 1,290
Average Finance Gross	\$ 1,342
PUVR	\$ 2,631
Total Gross (Units&PUVR)	\$ 526,245











Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	59	0
# of Traded Vehicles Retailed	141	0
% Retailed of Non-New Franchise	38%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	35.1	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 17,904	#DIV/0!
Average Transaction Price	\$ 17,862	#DIV/0!
Average Market Price at 100%	\$ 18,919	#DIV/0!
Average Price to Market (Time of Sale)	95%	#DIV/0!
Average Transaction to Market	94%	#DIV/0!
Average Transactional Discount	\$ 42	#DIV/0!
Average Front End Gross	\$ 1,290	#DIV/0!
Average Finance Gross	\$ 1,342	#DIV/0!
PUVR	\$ 2,631	#DIV/0!
Total Gross (Units&PUVR)	\$ 526,245	#DIV/0!











































<b>Scoreboard</b>	
<b>Finance Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	59
# of Traded Vehicles Retailed	141
% Retailed of Non-New Franchise	38%
Total # Retail Units	200
Average Days to Sale	35.1
Average Advertised Price (Time of Sale)	\$ 17,904
Average Transaction Price	\$ 17,862
Average Market Price at 100%	\$ 18,919
Average Price to Market (Time of Sale)	95%
Average Transaction to Market	94%
Average Transactional Discount	\$ 42
Average Front End Gross	\$ 1,290
Average Finance Gross	\$ 1,342
PUVR	\$ 2,631
Total Gross (Units&PUVR)	\$ 526,245











<b>Scoreboard</b>	
<b>CPO</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	59
# of Traded Vehicles Retailed	141
Total # Retail Units	200
Average Days to Sale	35.1
Average Advertised Price (Time of Sale)	\$ 17,904
Average Transaction Price	\$ 17,862
Average Market Price at 100%	\$ 18,919
Average Price to Market (Time of Sale)	95%
Average Transaction to Market	94%
Average Transactional Discount	\$ 42
Average Front End Gross	\$ 1,290
Average Finance Gross	\$ 1,342
PUVR	\$ 2,631
Total Gross (Units&PUVR)	\$ 526,245

Yes	No
33	26
33	108
66	134
30.2	37.5
\$ 22,171	\$ 15,758
\$ 22,132	\$ 15,758
\$ 23,200	\$ 16,811
\$ 1	\$ 1
95%	94%
\$ 39	\$ 44
\$ 1,328	\$ 1,271
\$ 1,439	\$ 1,294
\$ 2,766	\$ 2,565
\$ 182,571	\$ 343,674



<b>Scoreboard</b>	
<b>Same Brand as New</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	59
# of Traded Vehicles Retailed	141
Total # Retail Units	200
Average Days to Sale	35.1
Average Advertised Price (Time of Sale)	\$ 17,904
Average Transaction Price	\$ 17,862
Average Market Price at 100%	\$ 18,919
Average Price to Market (Time of Sale)	95%
Average Transaction to Market	94%
Average Transactional Discount	\$ 42
Average Front End Gross	\$ 1,290
Average Finance Gross	\$ 1,342
PUVR	\$ 2,631
Total Gross (Units&PUVR)	\$ 526,245

Yes	No
40	19
85	56
125	75
35.4	34.6
\$ 19,338	\$ 15,466
\$ 19,299	\$ 15,466
\$ 20,420	\$ 16,419
95%	94%
95%	94%
\$ 39	\$ 49
\$ 1,346	\$ 1,195
\$ 1,399	\$ 1,246
\$ 2,745	\$ 2,441
\$ 343,137	\$ 183,108



<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	105	\$176,328	\$150,769	\$3,115	52.50%
31 - 45 Days	37	\$40,401	\$41,389	\$2,211	18.50%
46 - 60 Days	24	\$18,362	\$25,528	\$1,829	12.00%
60 - 90 Days	32	\$16,013	\$48,836	\$2,027	16.00%
90 Days and Over	2	\$6,829	\$1,790	\$4,310	1.00%
<b>Total</b>	<b>200</b>	<b>\$257,933</b>	<b>\$268,312</b>	<b>\$2,631</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	37
31 - 45 Days	11
46 - 60 Days	3
60 - 90 Days	7
90 Days and Over	1
<b>Total</b>	<b>59</b>

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$52,584	\$45,247	\$2,644
\$9,629	\$10,269	\$1,809
\$2,808	\$2,229	\$1,679
(\$942)	\$15,805	\$2,123
\$2,994	\$333	\$3,327
\$ 67,073	\$ 73,883	\$2,389

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

<b>% of total unit sales</b>
62.71%
18.64%
5.08%
11.86%
1.69%
<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	63	\$115,839
31 - 45 Days	25	\$28,770
46 - 60 Days	20	\$16,074
60 - 90 Days	24	\$19,345
90 Days and Over	1	\$3,835
<b>Total</b>	<b>133</b>	<b>\$183,863</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
\$100,687	\$3,437	47.37%
\$29,866	\$2,345	18.80%
\$21,579	\$1,883	15.04%
\$30,363	\$2,071	18.05%
\$1,457	\$5,292	0.75%
<b>\$183,952</b>	<b>\$2,766</b>	<b>100.0%</b>

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

