

#	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	2007	Chevrolet	G6	8	No	No	\$ 4,999	\$ 3,100	\$ 3,750	\$631	\$0
2	2017	Kia	Soul	200	No	No	\$ 18,499	\$ 13,599	\$ 16,000	\$694	\$0
3	2015	Mazda	CX5	120	No	No	\$ 14,499	\$ 14,499	\$ 15,000	\$1,976	\$946
4	2015	Toyota	Prius	40	Yes	No	\$ 17,499	\$ 17,499	\$ 17,499	\$2,214	\$200
5	2014	Toyota	Camry	82	No	No	\$ 17,999	\$ 15,494	\$ 17,999	\$3,788	\$0
6	2011	Toyota	Corolla	29	No	No	\$ 10,499	\$ 10,499	\$ 10,499	\$3,426	\$1,174
7	2017	Toyota	Sienna	16	No	No	\$ 32,499	\$ 30,999	\$ 32,500	\$2,836	\$2,766
8	2015	Subaru	Outback	88	No	No	\$ 24,499	\$ 24,099	\$ 24,099	\$4,348	\$0
9	2016	Jeep	Wrangler	131	No	No	\$ 33,499	\$ 32,599	\$ 34,000	\$3,428	\$1,138
10	2016	Toyota	Tacoma	13	No	Yes	\$ 30,999	\$ 29,499	\$ 31,500	\$3,250	\$699
11	2012	Toyota	Camry	15	No	Yes	\$ 16,999	\$ 15,777	\$ 17,499	\$3,442	\$0
12	2016	Toyota	Highlander	64	No	Yes	\$ 36,799	\$ 34,299	\$ 35,799	\$3,186	\$1,680
13	2017	Hyundai	Elantra	185	No	No	\$ 19,999	\$ 16,899	\$ 19,999	\$1,532	\$0
14	2014	Toyota	Rav4	11	No	Yes	\$ 18,799	\$ 16,500	\$ 19,299	\$1,006	\$0
15	2015	Toyota	Rav4	44	No	Yes	\$ 21,999	\$ 18,804	\$ 21,999	\$105	\$0
16	2015	Toyota	4Runner	105	No	Yes	\$ 33,999	\$ 31,500	\$ 34,000	\$3,404	\$1,145
17	2016	Toyota	Corolla	18	No	No	\$ 15,499	\$ 15,499	\$ 16,000	\$271	\$1,432
18	2013	Ford	Escape	89	No	No	\$ 14,499	\$ 13,794	\$ 15,000	\$1,941	\$0
19	2014	Toyota	Prius	131	No	Yes	\$ 14,499	\$ 14,499	\$ 15,000	\$3,444	\$516
20	2014	Nissan	Altima	205	No	No	\$ 13,599	\$ 13,599	\$ 18,000	\$650	\$0
21	2013	Toyota	Camry	155	No	No	\$ 12,499	\$ 12,499	\$ 11,000	\$2,622	\$499
22	2016	Toyota	Camry	22	No	No	\$ 18,999	\$ 18,999	\$ 19,500	\$3,247	\$1,240
23	2016	Toyota	Rav4	41	No	Yes	\$ 22,499	\$ 22,499	\$ 22,500	\$5,245	\$2,307
24	2009	Toyota	Tacoma	15	No	No	\$ 10,500	\$ 10,500	\$ 10,999	\$2,433	\$0
25	2009	Ford	Ranger	83	No	No	\$ 6,999	\$ 6,999	\$ 5,400	\$1,139	\$335
26	2017	Mitsubishi	Outlander	78	No	No	\$ 18,499	\$ 18,499	\$ 18,500	\$4,101	\$1,347
27	2002	Subaru	WRX	53	No	No	\$ 7,999	\$ 7,999	\$ 8,499	\$3,048	\$179
28	2006	Toyota	4Runner	75	No	No	\$ 14,999	\$ 14,499	\$ 14,999	\$4,722	\$580
29	2012	Dodge	Ram	47	No	No	\$ 21,999	\$ 20,500	\$ 22,499	\$2,075	\$200
30	2016	Toyota	Corolla	61	No	No	\$ 17,499	\$ 15,499	\$ 17,999	\$2,827	\$1,303
31	2015	Toyota	Highlander	19	No	No	\$ 32,999	\$ 32,500	\$ 32,999	\$2,440	\$1,030
32	2010	Toyota	Rav4	38	No	No	\$ 11,999	\$ 11,299	\$ 11,499	\$3,722	\$205
33	2012	Subaru	Forestor	22	No	No	\$ 16,999	\$ 15,999	\$ 17,499	\$4,005	\$1,253
34	2015	Jeep	Patriot	64	No	No	\$ 17,999	\$ 16,999	\$ 18,499	\$2,849	\$876
35	2009	Toyota	Rav4	15	No	No	\$ 11,999	\$ 10,000	\$ 10,999	\$4,330	\$0
36	2014	Ford	Explorer	31	No	No	\$ 21,699	\$ 19,200	\$ 22,400	\$2,054	\$1,354
37	2013	Chrysler	200	67	No	No	\$ 9,999	\$ 9,499	\$ 10,500	\$2,762	\$1,442
38	2015	Toyota	Tundra	1	No	no	\$ 25,999	\$ 25,875	\$ 27,000	\$0	\$705
39	2016	Kia	Sportage	67	No	no	\$ 17,999	\$ 16,999	\$ 18,500	\$3,386	\$1,360
40	2011	Volkswagen	GTI	214	No	no	\$ 10,999	\$ 8,599	\$ 11,500	\$1,537	\$0
41	2016	Toyota	Tacoma	44	No	YES	\$ 30,999	\$ 28,194	\$ 29,689	\$2,813	\$0
42	2010	Ford	Escape	39	No	No	\$ 10,499	\$ 9,935	\$ 10,225	\$2,870	\$0
43	2013	Toyota	Camry	181	No	no	\$ 12,999	\$ 8,799	\$ 10,116	(\$1,220)	\$316
44	2004	Toyota	Tacoma	270	No	no	\$ 11,999	\$ 10,800	\$ 11,276	\$2,695	\$0
45	2016	Kia	Soul	141	No	no	\$ 12,999	\$ 11,216	\$ 13,500	\$2,405	\$0
46	2015	Ford	Fiesta	26	No	no	\$ 10,599	\$ 9,999	\$ 11,500	\$4,480	\$437
47	2015	Toyota	Rav4	45	No	no	\$ 21,499	\$ 20,500	\$ 21,999	\$2,695	\$467
48	2009	Subaru	Legacy	23	No	no	\$ 9,499	\$ 9,499	\$ 10,500	\$3,602	\$207

49	2014	Subaru	Legacy	29	No	no	\$ 15,499	\$ 15,499	\$ 16,999	\$2,292	\$744
50	2016	Toyota	Rav4	77	No	Yes	\$ 23,999	\$ 22,499	\$ 23,800	\$2,370	\$703
51	2015	Kia	Optima	21	No	no	\$ 13,999	\$ 13,999	\$ 14,500	\$4,042	\$0
52	2007	Toyota	Tacoma	198	No	no	\$ 15,788	\$ 15,000	\$ 16,500	\$2,910	\$617
53	2015	Toyota	Corolla	16	No	no	\$ 13,499	\$ 13,499	\$ 13,382	\$2,717	\$499



Scoreboard	
# of Purchased Vehicles Retailed	1
# of Traded Vehicles Retailed	73
% Retailed of Non-New Franchise	42%
Total # Retail Units	74
Average Days to Sale	67.4
Average Advertised Price (Time of Sale)	\$ 18,408
Average Transaction Price	\$ 17,448
Average Market Price at 100%	\$ 18,490
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	94%
Average Transactional Discount	\$ 960
Average Front End Gross	\$ 2,648
Average Finance Gross	\$ 655
PUVR	\$ 3,302
Total Gross (Units&PUVR)	\$ 244,375



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	1
# of Traded Vehicles Retailed	73
% Retailed of Non-New Franchise	42%
Total # Retail Units	74
Average Days to Sale	67.4
Average Advertised Price (Time of Sale)	\$ 18,408
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Average Transactional Discount	\$ 960
Average Front End Gross	\$ 2,648
Average Finance Gross	\$ 655
PUVR	\$ 3,302
Total Gross (Units&PUVR)	\$ 244,375



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	1	0
# of Traded Vehicles Retailed	73	0
% Retailed of Non-New Franchise	42%	#DIV/0!
Total # Retail Units	74	0
Average Days to Sale	67.4	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 18,408	#DIV/0!
Average Transaction Price	\$ 17,448	#DIV/0!
Average Market Price at 100%	\$ 18,490	#DIV/0!
Average Price to Market (Time of Sale)	100%	#DIV/0!
Average Transaction to Market	94%	#DIV/0!
Average Transactional Discount	\$ 960	#DIV/0!
Average Front End Gross	\$ 2,648	#DIV/0!
Average Finance Gross	\$ 655	#DIV/0!
PUVR	\$ 3,302	#DIV/0!
Total Gross (Units&PUVR)	\$ 244,375	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	1
# of Traded Vehicles Retailed	73
% Retailed of Non-New Franchise	42%
Total # Retail Units	74
Average Days to Sale	67.4
Average Advertised Price (Time of Sale)	\$ 18,408
Average Transaction Price	\$ 17,448
Average Market Price at 100%	\$ 18,490
Average Price to Market (Time of Sale)	100%
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Average Transactional Discount	\$ 960
Average Front End Gross	\$ 2,648
Average Finance Gross	\$ 655
PUVR	\$ 3,302
Total Gross (Units&PUVR)	\$ 244,375



Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	1
# of Traded Vehicles Retailed	73
Total # Retail Units	74
Average Days to Sale	67.4
Average Advertised Price (Time of Sale)	\$ 18,408
Average Transaction Price	\$ 17,448
Average Market Price at 100%	\$ 18,490
Average Price to Market (Time of Sale)	100%
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Average Transactional Discount	\$ 960
Average Front End Gross	\$ 2,648
Average Finance Gross	\$ 655
PUVR	\$ 3,302
Total Gross (Units&PUVR)	\$ 244,375

Yes	No
0	1
12	61
12	62
58.7	69.0
\$ 25,091	\$ 16,267
\$ 23,547	\$ 16,267
\$ 25,323	\$ 17,167
\$ 1	\$ 1
93%	95%
\$ 1,543	\$ 848
\$ 2,835	\$ 2,612
\$ 895	\$ 608
\$ 3,730	\$ 3,220
\$ 44,755	\$ 199,620



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	1
# of Traded Vehicles Retailed	73
Total # Retail Units	74
Average Days to Sale	67.4
Average Advertised Price (Time of Sale)	\$ 18,408
Average Transaction Price	\$ 17,448
Average Market Price at 100%	\$ 18,490
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	94%
Average Transactional Discount	\$ 960
Average Front End Gross	\$ 2,648
Average Finance Gross	\$ 655
PUVR	\$ 3,302
Total Gross (Units&PUVR)	\$ 244,375

Yes	No
1	0
42	31
43	31
58.1	80.2
\$ 20,520	\$ 14,504
\$ 19,570	\$ 14,504
\$ 20,446	\$ 15,776
100%	92%
96%	92%
\$ 950	\$ 975
\$ 2,620	\$ 2,686
\$ 732	\$ 547
\$ 3,352	\$ 3,234
\$ 144,128	\$ 100,247



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	28	\$79,595	\$19,046	\$3,523	37.84%
31 - 45 Days	12	\$33,919	\$9,098	\$3,585	16.22%
46 - 60 Days	3	\$7,062	\$2,587	\$3,216	4.05%
60 - 90 Days	15	\$44,752	\$11,898	\$3,777	20.27%
90 Days and Over	16	\$30,608	\$5,809	\$2,276	21.62%
Total	74	\$195,936	\$48,438	\$3,302	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	0
31 - 45 Days	1
46 - 60 Days	0
60 - 90 Days	0
90 Days and Over	0
Total	1

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$0	\$0	#DIV/0!
\$2,214	\$200	\$2,414
\$0	\$0	#DIV/0!
\$0	\$0	#DIV/0!
\$0	\$0	#DIV/0!
\$ 2,214	\$ 200	\$2,414

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

% of total unit sales
0.00%
100.00%
0.00%
0.00%
0.00%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	28	\$79,595
31 - 45 Days	11	\$31,705
46 - 60 Days	3	\$7,062
60 - 90 Days	15	\$44,752
90 Days and Over	16	\$30,608
Total	73	\$193,722

\$ 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
\$19,046	\$3,523	38.36%
\$8,898	\$3,691	15.07%
\$2,587	\$3,216	4.11%
\$11,898	\$3,777	20.55%
\$5,809	\$2,276	21.92%
\$48,238	\$3,315	100.0%

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

