

#	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	13	Nissan	ARMADA	69	No	No	\$ 25,995	\$ 25,995	\$ 26,693	\$658	\$1,380
2	17	Lexus	ES350	23	Yes	No	\$ 37,995	\$ 37,445	\$ 35,844	\$1,486	\$2,961
3	16	Chevrolet	CORVST	15	No	No	\$ 49,000	\$ 48,995	\$ 47,068	\$5,667	\$2,021
4	12	Jeep	WRANU	80	Yes	No	\$ 31,500	\$ 29,995	\$ 33,332	(\$1,569)	\$0
5	11	Toyota	COROL	14	No	No	\$ 10,000	\$ 7,897	\$ 9,630	\$845	\$359
6	15	Jeep	RENE	49	No	No	\$ 17,995	\$ 17,495	\$ 18,552	\$967	\$1,882
7	10	Lexus	RX350	8	No	No	\$ 20,664	\$ 20,164	\$ 18,527	\$3,751	\$0
8	15	Lexus	NX300H	62	Yes	Yes	\$ 35,995	\$ 33,995	\$ 36,665	(\$486)	\$2,918
9	15	Ford	EXPL	40	No	No	\$ 31,500	\$ 30,482	\$ 30,156	\$1,830	\$875
10	8	Lexus	RX350	33	No	No	\$ 15,500	\$ 13,921	\$ 14,015	\$264	\$466
11	17	Lexus	RX350	49	No	Yes	\$ 47,995	\$ 48,495	\$ 49,796	(\$715)	\$725
12	16	Subaru	WRX	41	No	No	\$ 24,495	\$ 24,395	\$ 24,761	\$1,902	\$2,406
13	9	Ford	EXPL	18	No	No	\$ 11,500	\$ 9,185	\$ 10,572	\$2,449	\$0
14	15	Toyota	HIGHLN	22	No	No	\$ 32,995	\$ 33,311	\$ 32,937	\$2,810	\$2,426
15	15	Lexus	RX450H	16	Yes	Yes	\$ 41,000	\$ 40,220	\$ 40,009	\$2,410	\$1,480
16	15	Lexus	RX350	21	No	Yes	\$ 36,090	\$ 35,875	\$ 35,280	\$6,625	\$2,292
17	14	Lexus	RX350	45	No	Yes	\$ 28,495	\$ 27,745	\$ 28,946	\$1,407	\$1,120
18	8	Lincoln	MARKLT	22	No	No	\$ 20,000	\$ 19,745	\$ 19,093	\$3,094	\$449
19	15	Lexus	GS350	86	Yes	Yes	\$ 31,995	\$ 31,995	\$ 34,533	\$0	\$1,003
20	15	Lexus	RX350	50	Yes	Yes	\$ 32,495	\$ 32,482	\$ 34,452	(\$344)	\$0
21	17	Lexus	RX350	57	Yes	Yes	\$ 46,495	\$ 46,496	\$ 46,891	\$1,462	\$1,957
22	15	Lexus	RX350	59	Yes	Yes	\$ 28,995	\$ 28,482	\$ 30,626	\$1,274	\$2,655
23	15	Lexus	RX350	51	Yes	Yes	\$ 30,995	\$ 29,995	\$ 33,015	(\$1,543)	\$575
24	17	Audi	Q730QT	96	No	No	\$ 46,495	\$ 44,982	\$ 50,358	\$0	\$2,244
25	16	Lexus	RX350	28	No	Yes	\$ 37,995	\$ 38,995	\$ 38,363	\$2,558	\$2,971
26	11	Acura	RDX	21	No	No	\$ 16,995	\$ 16,495	\$ 16,734	\$751	\$150
27	15	Lexus	RX350	79	Yes	Yes	\$ 28,995	\$ 28,735	\$ 32,011	(\$1,214)	\$2,290
28	16	Lexus	RX350	14	No	Yes	\$ 48,000	\$ 47,510	\$ 48,016	\$4,306	\$4,339
29	14	Lexus	RX350	14	No	Yes	\$ 32,000	\$ 31,995	\$ 30,484	\$3,322	\$0
30	14	Cadillac	ATS	49	No	No	\$ 17,995	\$ 17,495	\$ 18,875	\$1,252	\$1,123
31	15	Honda	CRV	75	No	No	\$ 24,500	\$ 24,095	\$ 27,418	\$0	\$130
32	15	Chevrolet	TAHO	145	No	No	\$ 41,000	\$ 38,428	\$ 42,607	\$0	\$2,249
33	14	Toyota	SEQUOI	13	No	No	\$ 36,500	\$ 35,995	\$ 36,404	\$4,388	\$825
34	15	Subaru	IMPR	52	No	No	\$ 17,995	\$ 17,995	\$ 18,548	\$443	\$1,225
35	15	Lexus	RX350	63	Yes	Yes	\$ 30,995	\$ 30,995	\$ 32,975	(\$7)	\$825
36	15	Lexus	GX460	96	Yes	Yes	\$ 38,500	\$ 38,495	\$ 40,526	\$0	\$0
37	9	Nissan	MURAN	34	No	No	\$ 10,995	\$ 10,654	\$ 11,332	\$2,000	\$225
38	16	BMW	X3X28D	19	No	No	\$ 37,392	\$ 36,395	\$ 35,692	\$2,889	\$509
39	14	Ford	FIES	24	No	No	\$ 17,495	\$ 16,979	\$ 16,523	\$3,457	\$0
40	14	Toyota	AVALO	64	No	No	\$ 21,995	\$ 21,812	\$ 22,444	\$2,625	\$1,035
41	12	Toyota	HIGHHY	23	No	No	\$ 22,995	\$ 21,960	\$ 21,790	\$3,501	\$225

42	16	Lexus	RX350	85	Yes	Yes
43	14	Mercedes-Benz	S5504M	4	Yes	No
44	4	Lexus	LS430	25	No	No
45	17	Infiniti	QX50	9	No	No
46	14	Lexus	ES350	23	No	Yes
47	15	Lexus	RX450H	73	Yes	Yes
48	17	Lexus	ES350	67	Yes	Yes
49	9	Lexus	RX350	24	No	No
50	11	Honda	CRV	50	No	No
51	17	Lexus	GX460	109	No	Yes
52	9	Toyota	HIGHLN	35	No	No
53	15	Acura	MDX	28	No	No

\$	39,500	\$	39,395	\$	41,601		(\$550)	\$450
\$	46,500	\$	44,395	\$	48,986		(\$294)	\$1,842
\$	9,500	\$	9,082	\$	8,134		\$2,954	\$0
\$	35,000	\$	34,295	\$	35,353		\$3,800	\$975
\$	27,995	\$	27,495	\$	27,490		\$852	\$2,510
\$	33,500	\$	33,395	\$	34,738		(\$1,525)	\$0
\$	35,500	\$	35,495	\$	36,726		\$1,063	\$1,430
\$	11,500	\$	10,481	\$	11,645		\$714	\$462
\$	16,888	\$	15,495	\$	16,723		\$1,217	\$955
\$	46,500	\$	45,495	\$	48,222		\$0	\$0
\$	13,500	\$	12,995	\$	13,248		\$1,657	\$650
\$	31,500	\$	29,995	\$	31,631		\$1,706	\$1,675



Scoreboard	
# of Purchased Vehicles Retailed	63
# of Traded Vehicles Retailed	137
% Retailed of Non-New Franchise	47%
Total # Retail Units	200
Average Days to Sale	4.0
Average Advertised Price (Time of Sale)	\$ 27,571
Average Transaction Price	\$ 26,881
Average Market Price at 100%	\$ 27,449
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 689
Average Front End Gross	\$ 1,637
Average Finance Gross	\$ 1,230
PUVR	\$ 2,868
Total Gross (Units&PUVR)	\$ 573,532



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	63
# of Traded Vehicles Retailed	137
% Retailed of Non-New Franchise	47%
Total # Retail Units	200
Average Days to Sale	4.0
Average Advertised Price (Time of Sale)	\$ 27,571
Average Transaction Price	\$ 26,881
Average Market Price at 100%	\$ 27,449
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 689
Average Front End Gross	\$ 1,637
Average Finance Gross	\$ 1,230
PUVR	\$ 2,868
Total Gross (Units&PUVR)	\$ 573,532



KIMBERLEY ZACHARIAS	FRED RAND	KEN PHELPS
11	9	8
23	28	21
53%	49%	45%
34	37	29
#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,060	\$ 29,718	\$ 30,333
\$ 24,287	\$ 29,130	\$ 29,728
\$ 25,254	\$ 29,955	\$ 30,400
99%	99%	100%
96%	97%	98%
\$ 774	\$ 587	\$ 605
\$ 1,504	\$ 1,771	\$ 1,572
\$ 1,119	\$ 1,107	\$ 1,303
\$ 2,623	\$ 2,878	\$ 2,875
\$ 89,192	\$ 106,493	\$ 83,383

ZENGI WILSON	ED BAUR	
28	7	0
60	5	0
48%	17%	#DIV/0!
88	12	0
4.0	#DIV/0!	#DIV/0!
\$ 26,430	\$ 29,752	#DIV/0!
\$ 25,804	\$ 28,322	#DIV/0!
\$ 26,105	\$ 28,665	#DIV/0!
101%	104%	#DIV/0!
99%	99%	#DIV/0!
\$ 626	\$ 1,429	#DIV/0!
\$ 1,682	\$ 1,440	#DIV/0!
\$ 1,147	\$ 2,359	#DIV/0!
\$ 2,828	\$ 3,799	#DIV/0!
\$ 248,878	\$ 45,586	#DIV/0!

Scoreboard		
Sales Consultant	Totals	TOM SMITH
# of Purchased Vehicles Retailed	63	11
# of Traded Vehicles Retailed	137	11
% Retailed of Non-New Franchise	47%	41%
Total # Retail Units	200	22
Average Days to Sale	4.0	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 27,571	\$ 30,749
Average Transaction Price	\$ 26,881	\$ 30,014
Average Market Price at 100%	\$ 27,449	\$ 30,537
Average Price to Market (Time of Sale)	100%	101%
Average Transaction to Market	98%	98%
Average Transactional Discount	\$ 689	\$ 735
Average Front End Gross	\$ 1,637	\$ 1,413
Average Finance Gross	\$ 1,230	\$ 1,577
PUVR	\$ 2,868	\$ 2,990
Total Gross (Units&PUVR)	\$ 573,532	\$ 65,783



BILL KAMINSKI	AMY FOX	SCOTT HARTLIEB
0	6	6
1	10	27
100%	44%	58%
1	16	33
#DIV/0!	#DIV/0!	4.0
\$ 31,500	\$ 26,337	\$ 26,068
\$ 30,482	\$ 25,794	\$ 25,231
\$ 30,156	\$ 26,270	\$ 25,747
104%	100%	101%
101%	98%	98%
\$ 1,018	\$ 543	\$ 837
\$ 1,830	\$ 1,555	\$ 1,688
\$ 875	\$ 1,510	\$ 1,124
\$ 2,705	\$ 3,065	\$ 2,811
\$ 2,705	\$ 49,041	\$ 92,776

SCOTT MORRISSEY	GIL ARCHULETA	KEN GARDUNIO
6	5	1
23	17	3
59%	59%	50%
29	22	4
#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,743	\$ 24,112	\$ 26,289
\$ 25,310	\$ 23,391	\$ 25,742
\$ 26,204	\$ 24,583	\$ 26,394
98%	98%	100%
97%	95%	98%
\$ 434	\$ 721	\$ 547
\$ 1,648	\$ 979	\$ 2,019
\$ 908	\$ 879	\$ 884
\$ 2,557	\$ 1,858	\$ 2,903
\$ 74,145	\$ 40,876	\$ 11,610

AUSTEN GARCIA	TREBOR ALVORD	BRIAN LACHANCE
6	12	7
9	15	13
33%	22%	45%
15	27	20
#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,755	\$ 31,984	\$ 28,818
\$ 27,340	\$ 31,448	\$ 27,631
\$ 27,562	\$ 31,702	\$ 27,882
101%	101%	103%
99%	99%	99%
\$ 415	\$ 536	\$ 1,187
\$ 1,912	\$ 2,013	\$ 1,740
\$ 1,468	\$ 1,447	\$ 1,138
\$ 3,380	\$ 3,461	\$ 2,877
\$ 50,703	\$ 93,434	\$ 57,545

MEL LEIZURE	HOUSE SALESPERSON	
0	2	0
1	7	0
0%	56%	#DIV/0!
1	9	0
#DIV/0!	#DIV/0!	#DIV/0!
\$ 16,500	\$ 26,730	#DIV/0!
\$ 16,000	\$ 25,811	#DIV/0!
\$ 15,245	\$ 26,512	#DIV/0!
108%	101%	#DIV/0!
105%	97%	#DIV/0!
\$ 500	\$ 919	#DIV/0!
\$ 3,678	\$ 1,536	#DIV/0!
\$ 1,926	\$ 1,284	#DIV/0!
\$ 5,604	\$ 2,820	#DIV/0!
\$ 5,604	\$ 25,379	#DIV/0!

Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	63
# of Traded Vehicles Retailed	137
% Retailed of Non-New Franchise	47%
Total # Retail Units	200
Average Days to Sale	4.0
Average Advertised Price (Time of Sale)	\$ 27,571
Average Transaction Price	\$ 26,881
Average Market Price at 100%	\$ 27,449
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 689
Average Front End Gross	\$ 1,637
Average Finance Gross	\$ 1,230
PUVR	\$ 2,868
Total Gross (Units&PUVR)	\$ 573,532



REUBEN TORRES	BOB CHAPMAN	LAUREN FOUNTAINE
33	16	12
62	38	31
40%	50%	60%
95	54	43
4.0	#DIV/0!	#DIV/0!
\$ 29,687	\$ 27,985	\$ 24,487
\$ 29,034	\$ 27,366	\$ 23,811
\$ 29,433	\$ 28,590	\$ 23,905
101%	98%	102%
99%	96%	100%
\$ 653	\$ 619	\$ 676
\$ 1,864	\$ 1,059	\$ 1,918
\$ 1,496	\$ 1,000	\$ 1,090
\$ 3,361	\$ 2,059	\$ 3,008
\$ 319,263	\$ 111,206	\$ 129,336

ZENGI WILSON		
2	0	0
6	0	0
25%	#DIV/0!	#DIV/0!
8	0	0
#DIV/0!	#DIV/0!	#DIV/0!
\$ 16,219	#DIV/0!	#DIV/0!
\$ 14,548	#DIV/0!	#DIV/0!
\$ 15,230	#DIV/0!	#DIV/0!
106%	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!
\$ 1,671	#DIV/0!	#DIV/0!
\$ 1,340	#DIV/0!	#DIV/0!
\$ 376	#DIV/0!	#DIV/0!
\$ 1,716	#DIV/0!	#DIV/0!
\$ 13,727	#DIV/0!	#DIV/0!

Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	63
# of Traded Vehicles Retailed	137
Total # Retail Units	200
Average Days to Sale	4.0
Average Advertised Price (Time of Sale)	\$ 27,571
Average Transaction Price	\$ 26,881
Average Market Price at 100%	\$ 27,449
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 689
Average Front End Gross	\$ 1,637
Average Finance Gross	\$ 1,230
PUVR	\$ 2,868
Total Gross (Units&PUVR)	\$ 573,532

Yes	No
54	9
32	105
86	114
#DIV/0!	4.0
\$ 35,664	\$ 20,612
\$ 35,192	\$ 20,612
\$ 35,795	\$ 21,153
\$ 1	\$ 1
98%	97%
\$ 471	\$ 853
\$ 1,116	\$ 2,031
\$ 1,830	\$ 778
\$ 2,946	\$ 2,809
\$ 253,344	\$ 320,188



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	63
# of Traded Vehicles Retailed	137
Total # Retail Units	200
Average Days to Sale	4.0
Average Advertised Price (Time of Sale)	\$ 27,571
Average Transaction Price	\$ 26,881
Average Market Price at 100%	\$ 27,449
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 689
Average Front End Gross	\$ 1,637
Average Finance Gross	\$ 1,230
PUVR	\$ 2,868
Total Gross (Units&PUVR)	\$ 573,532

Yes	No
55	8
52	85
107	93
#DIV/0!	4.0
\$ 31,972	\$ 21,681
\$ 31,401	\$ 21,681
\$ 31,819	\$ 22,420
100%	97%
99%	97%
\$ 571	\$ 825
\$ 1,428	\$ 1,878
\$ 1,564	\$ 846
\$ 2,993	\$ 2,724
\$ 320,237	\$ 253,295



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	1	(\$294)	\$1,842	\$1,548	0.50%
31 - 45 Days	0	\$0	\$0	#DIV/0!	0.00%
46 - 60 Days	0	\$0	\$0	#DIV/0!	0.00%
60 - 90 Days	0	\$0	\$0	#DIV/0!	0.00%
90 Days and Over	199	\$327,791	\$244,193	\$2,874	99.50%
Total	200	\$327,497	\$246,035	\$2,868	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	1
31 - 45 Days	0
46 - 60 Days	0
60 - 90 Days	0
90 Days and Over	62
Total	63

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
(\$294)	\$1,842	\$1,548
\$0	\$0	#DIV/0!
\$0	\$0	#DIV/0!
\$0	\$0	#DIV/0!
\$41,790	\$122,876	\$2,656
\$ 41,497	\$ 124,718	\$2,638

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

% of total unit sales
1.59%
0.00%
0.00%
0.00%
98.41%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	0	\$0
31 - 45 Days	0	\$0
46 - 60 Days	0	\$0
60 - 90 Days	0	\$0
90 Days and Over	131	\$272,711
Total	131	

\$ PUVR result of adding Front Gross \$\$ and F&I Gro:
% of total unit sales result of dividing unit sales in ag



Total F&I Gross \$	\$ PUVR	% of total unit sales
\$0	#DIV/0!	0.00%
\$114,712	\$2,957	100.00%
	\$0	100.0%

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

