

#	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	BMW	X3	55		No	\$ 12,995	\$ 13,500		\$2,407	\$352
2	2016	Buick	ENCLAVE	17	Yes	No	\$ 29,544	\$ 29,044		\$891	\$1
3	2014	Buick	ENCLAVE	21	Yes	No	\$ 27,995	\$ 27,474		\$2,361	\$4,334
4	2016	Cadillac	ATS SEDAN	72	Yes	No	\$ 25,695	\$ 25,695		\$1,105	\$3,845
5	2015	Cadillac	XTS	20		No	\$ 25,000	\$ 22,999		\$1,629	\$201
6	2014	Chevrolet	TRAVERSE	34		No	\$ 20,995	\$ 18,266		\$110	\$1,711
7	2016	Chevrolet	MALIBU	9		No	\$ 13,995	\$ 12,523		\$528	\$1
8	2014	Chevrolet	MALIBU	21		No	\$ 11,995	\$ 11,995		\$495	\$1,153
9	2015	Chevrolet	CRUZE	11		No	\$ 10,995	\$ 10,995		(\$1,047)	\$2,894
10	2015	Chevrolet	TRAVERSE	45		No	\$ 22,995	\$ 25,195		\$5,572	\$1,432
11	2018	Chevrolet	SPARK	17		No	\$ 15,995	\$ 12,000		\$612	\$567
12	2016	Chevrolet	MALIBU	61		No	\$ 18,188	\$ 18,188		(\$1,060)	\$1,393
13	2015	Chevrolet	MALIBU	11		No	\$ 13,995	\$ 13,000		\$1,537	\$1
14	2015	Chevrolet	SILVERADO 2500	12		No	\$ 41,995	\$ 44,995		\$8,312	\$5,182
15	2013	Chevrolet	CAPTIVA	8		No	\$ 10,999	\$ 8,038		(\$840)	\$1
16	2015	Chevrolet	CAMARO	99		No	\$ 22,999	\$ 21,080		(\$950)	\$172
17	2017	Chevrolet	CRUZE	11		No	\$ 15,995	\$ 13,995		\$2,237	\$1,354
18	2013	Chevrolet	SONIC	16		No	\$ 6,995	\$ 7,125		\$3,550	\$430
19	2015	Chevrolet	EQUINOX	9		No	\$ 15,995	\$ 15,995		\$3,011	\$1
20	2017	Chevrolet	SILVERADO	34	Yes	No	\$ 48,055	\$ 48,055		\$2,623	\$3,667
21	2005	Chevrolet	SILVERADO	0	Yes	No	\$ 13,570	\$ 13,570		(\$649)	\$469
22	2016	Chevrolet	SILVERADO	8	Yes	No	\$ 38,995	\$ 36,000		\$2,395	\$2,007
23	2017	Chevrolet	SILVERADO 2500	67	Yes	No	\$ 42,995	\$ 42,995		\$1,786	\$3,190
24	2015	Chevrolet	SUBURBAN	62	Yes	No	\$ 43,995	\$ 43,995		\$1,194	\$3,165
25	2009	Chevrolet	TRAVERSE	136	Yes	No	\$ 24,988	\$ 22,959		(\$1,662)	\$945
26	2015	Chevrolet	SILVERADO	11		No	\$ 15,995	\$ 12,702		(\$287)	\$1,177
27	2018	Chevrolet	SILVERADO	90	Yes	No	\$ 32,768	\$ 32,768		(\$278)	\$1
28	2015	Chevrolet	SILVERADO	0	Yes	No	\$ 47,000	\$ 44,900		(\$400)	\$4,276
29	2004	Chevrolet	TAHOE	19		No	\$ 44,995	\$ 42,100		\$653	\$301
30	2013	Chevrolet	SILVERADO	47		No	\$ 6,589	\$ 5,278		\$924	\$1
31	2010	Chevrolet	SILVERADO	19		No	\$ 23,995	\$ 21,669		(\$10)	\$2,506
32	2014	Chevrolet	SILVERADO	20		No	\$ 17,995	\$ 17,839		\$1,904	\$2,616
33	2017	Chevrolet	SILVERADO	8	Yes	No	\$ 21,995	\$ 21,995		\$3,623	\$1,521
34	2017	Chrysler	300	101	Yes	No	\$ 24,750	\$ 25,250		(\$2,288)	\$4,804
35	2017	Chrysler	300	108	Yes	No	\$ 24,870	\$ 24,870		\$352	\$1,131
36	2015	Dodge	CHARGER	79	Yes	No	\$ 15,998	\$ 15,965		(\$2,223)	\$2,069
37	2015	Dodge	CHALLENGER	81	Yes	No	\$ 31,333	\$ 34,995		\$4,267	\$6,461
38	2014	Dodge	RAM	33		No	\$ 21,995	\$ 21,995		\$2,618	\$1,937
39	2005	Dodge	RAM	27		No	\$ 10,640	\$ 7,228		\$1,395	\$1
40	2015	Dodge	DURANGO	13	Yes	No	\$ 31,995	\$ 31,995		\$7,946	\$5,652
41	2014	Dodge	RAM	28		No	\$ 24,995	\$ 25,638		\$4,674	\$4,374
42	2011	Dodge	RAM	19		No	\$ 19,995	\$ 14,895		\$73	\$1
43	2012	Dodge	RAM	17		No	\$ 16,606	\$ 16,606		\$893	\$331
44	2013	Dodge	GRAND CARAVAN	67	Yes	No	\$ 11,529	\$ 11,529		(\$1,418)	\$1,923
45	2013	Dodge	DURANGO	45	Yes	No	\$ 13,730	\$ 13,730		\$1,336	\$521
46	2017	Ford	FUSION	98	Yes	No	\$ 15,777	\$ 15,777		(\$769)	\$2,086

47	2017	Ford	FOCUS	33	No	\$ 18,995	\$ 18,995		\$2,261	\$2,911
48	2017	Ford	TAURES	56	No	\$ 18,888	\$ 18,280		(\$1,298)	\$2,302
49	2015	Ford	FOCUS	31	No	\$ 12,995	\$ 10,500		\$305	\$1,116
50	2014	Ford	FIESTA	19	No	\$ 8,995	\$ 6,647		\$66	\$1
51	2015	Ford	FIESTA	4	No	\$ 7,995	\$ 6,261		\$812	\$1,649
52	2014	Ford	EDGE	53	No	\$ 18,898	\$ 18,898		\$767	\$1
53	2014	Ford	FLEX	10	No	\$ 21,995	\$ 18,595		\$483	\$201



Scoreboard	
# of Purchased Vehicles Retailed	82
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	139%
Total # Retail Units	82
Average Days to Sale	35.2
Average Advertised Price (Time of Sale)	\$ 22,257
Average Transaction Price	\$ 20,959
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ 1,418
Average Front End Gross	\$ 1,177
Average Finance Gross	\$ 1,817
PUVR	\$ 3,010
Total Gross (Units&PUVR)	\$ 246,844



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	82
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	139%
Total # Retail Units	82
Average Days to Sale	35.2
Average Advertised Price (Time of Sale)	\$ 22,257
Average Transaction Price	\$ 20,959
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ 1,418
Average Front End Gross	\$ 1,177
Average Finance Gross	\$ 1,817
PUVR	\$ 3,010
Total Gross (Units&PUVR)	\$ 246,844



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	82	0
# of Traded Vehicles Retailed	0	0
% Retailed of Non-New Franchise	139%	#DIV/0!
Total # Retail Units	82	0
Average Days to Sale	35.2	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 22,257	#DIV/0!
Average Transaction Price	\$ 20,959	#DIV/0!
Average Market Price at 100%	#DIV/0!	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction to Market	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ 1,418	#DIV/0!
Average Front End Gross	\$ 1,177	#DIV/0!
Average Finance Gross	\$ 1,817	#DIV/0!
PUVR	\$ 3,010	#DIV/0!
Total Gross (Units&PUVR)	\$ 246,844	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	82
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	139%
Total # Retail Units	82
Average Days to Sale	35.2
Average Advertised Price (Time of Sale)	\$ 22,257
Average Transaction Price	\$ 20,959
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
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Average Finance Gross	\$ 1,817
PUVR	\$ 3,010
Total Gross (Units&PUVR)	\$ 246,844



Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	82
# of Traded Vehicles Retailed	0
Total # Retail Units	82
Average Days to Sale	35.2
Average Advertised Price (Time of Sale)	\$ 22,257
Average Transaction Price	\$ 20,959
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ 1,418
Average Front End Gross	\$ 1,177
Average Finance Gross	\$ 1,817
PUVR	\$ 3,010
Total Gross (Units&PUVR)	\$ 246,844

Yes	No
0	51
0	0
0	51
#DIV/0!	34.7
#DIV/0!	\$ 21,708
#DIV/0!	\$ 21,708
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	\$ 818
#DIV/0!	\$ 1,093
#DIV/0!	\$ 1,734
#DIV/0!	\$ 2,850
#DIV/0!	\$ 145,325



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	82
# of Traded Vehicles Retailed	0
Total # Retail Units	82
Average Days to Sale	35.2
Average Advertised Price (Time of Sale)	\$ 22,257
Average Transaction Price	\$ 20,959
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ 1,418
Average Front End Gross	\$ 1,177
Average Finance Gross	\$ 1,817
PUVR	\$ 3,010
Total Gross (Units&PUVR)	\$ 246,844

Yes	No
33	49
0	0
33	49
34.5	35.7
\$ 20,708	\$ 22,891
\$ 18,442	\$ 22,891
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
\$ 2,266	\$ 766
\$ 1,327	\$ 1,063
\$ 1,888	\$ 1,764
\$ 3,215	\$ 2,853
\$ 106,088	\$ 139,810



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	110	\$211,148	\$180,148	\$3,557	56.41%
31 - 45 Days	20	\$28,654	\$43,356	\$3,601	10.26%
46 - 60 Days	27	\$2,514	\$54,294	\$2,104	13.85%
60 - 90 Days	29	\$3,140	\$54,454	\$1,986	14.87%
90 Days and Over	9	(\$8,716)	\$17,026	\$923	4.62%
Total	195	\$236,740	\$349,278	\$3,005	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	28
31 - 45 Days	7
46 - 60 Days	14
60 - 90 Days	20
90 Days and Over	8
Total	77

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$49,030	\$63,067	\$4,003
\$2,568	\$14,832	\$2,486
(\$5,756)	\$37,805	\$2,289
\$5,018	\$44,143	\$2,458
(\$7,766)	\$16,854	\$1,136
\$ 43,094	\$ 176,701	\$2,854

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

% of total unit sales
36.36%
9.09%
18.18%
25.97%
10.39%
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	0	\$0
Total	0	

\$ 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
\$0	#DIV/0!	#DIV/0!
	#DIV/0!	#DIV/0!

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

