









#	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	2017	Jeep	Renegade	35	Yes	yes	17500	\$ 16,275	\$ 17,500	214.5	1684
2	2016	Ford	Escape	40	NO	yes	18988	\$ 17,659	\$ 19,000	-136.35	0
3	2016	Ford	Fusion	70	NO	yes	16286	\$ 15,146	\$ 16,775	-3908.19	426
4	2016	Ford	Fusion	62	NO	yes	14988	\$ 13,939	\$ 15,500	-3964.89	490.45
5	2018	Ford	Transit	55	Yes	yes	25988	\$ 24,169	\$ 26,000	-1052.08	175
6	2015	Ford	Edge	43	NO	yes	21286	\$ 19,796	\$ 22,000	-3537.75	200
7	2011	Ford	Escape	15	NO	No	9988	\$ 9,289	\$ 9,950	1645.05	484
8	2018	Ford	F-250	18	Yes	yes	38998	\$ 36,268	\$ 38,995	653.57	930.31
9	2012	Ford	Fusion	22	NO	No	8798	\$ 8,182	\$ 9,500	80.85	450
10	2014	Chrysler	TOWN & COUNTRY	27	NO	No	19330	\$ 17,977	\$ 19,500	1423.92	1002.43
11	2016	Ford	Fusion	120	NO	yes	19286	\$ 17,936	\$ 19,375	-3327.14	757.5
12	2018	Chrysler	Pacifica	30	Yes	yes	28486	\$ 26,492	\$ 29,000	2682.07	2384.31
13	2015	Dodge	Durango	94	NO	No	28286	\$ 26,306	\$ 29,450	-1125.72	966.68
14	2014	Ram		8	NO	No	23986	\$ 22,307	\$ 24,550	3007.89	3054.05
15	2018	Ford	F-250	25	Yes	yes	37608	\$ 34,975	\$ 38,500	53.28	924.65
16	2015	Ford	Mustang	20	NO	No	26338.9	\$ 24,495	\$ 26,500	871.55	140
17	2014	Ram		23	NO	No	21786	\$ 20,261	\$ 22,000	-118	1824.67
18	2018	Ford	Explorer	14	Yes	yes	38531	\$ 35,834	\$ 38,500	3174.33	3051
19	2016	Ford	Fusion	76	NO	yes	16286	\$ 15,146	\$ 16,500	-1406.88	1935
20	2016	Chevrolet	Equinox	12	NO	No	15286	\$ 14,216	\$ 15,775	3672.16	1375.01
21	2015	Ford	Explorer	18	NO	No	25983	\$ 24,164	\$ 25,800	-685.98	2062
22	2016	Ford	Fusion	90	NO	No	17388	\$ 16,171	\$ 17,500	-2216.57	0
23	2011	Buick	Regal	140	NO	No	9588	\$ 8,917	\$ 10,000	1842.71	174.83
24	2016	Ford	Focus	60	NO	yes	14798	\$ 13,762	\$ 14,800	-257.9	112.5
25	2018	Ram		36	Yes	yes	35000	\$ 32,550	\$ 35,000	-932.88	720.74
26	2016	FIAT	500L	62	NO	yes	15488	\$ 14,404	\$ 15,750	1369.73	150.11
27	2018	Jeep	GRAND CHER	12	Yes	yes	35786	\$ 33,281	\$ 36,000	1033.72	1861.15
28	2014	Jeep	GRAND CHER	6	Yes	No	24685	\$ 22,957	\$ 25,000	4134.65	2531
29	2018	Chrysler	Pacifica	19	Yes	yes	26530	\$ 24,673	\$ 26,500	-811.22	872
30	2016	Jeep	Wrangler	11	NO	yes	29738	\$ 27,656	\$ 29,800	1930.76	1710.14
31	2015	Ford	Focus	38	NO	No	14248	\$ 13,251	\$ 14,500	-765.31	112.5
32	2016	Ford	Fusion	29	NO	yes	16394.9	\$ 15,247	\$ 16,500	500	1353
33	2018	Chrysler	Pacifica	74	Yes	yes	27619.63	\$ 25,686	\$ 28,000	959.75	670.81
34	2008	Chevrolet	Silverado 1500	22	Yes	No	14565	\$ 13,545	\$ 15,000	21.51	0
35	2018	Ford	Explorer	5	Yes	yes	35788	\$ 33,283	\$ 36,000	-905.94	743.5
36	2018	Ford	F-150	12	Yes	yes	34688	\$ 32,260	\$ 35,000	-2011.92	160.65
37	2016	Ford	Focus	54	NO	yes	15286	\$ 14,216	\$ 15,300	-220.48	0
38	2017	Jeep	Patriot	37	Yes	yes	15286	\$ 14,216	\$ 15,500	-1606.54	1299.92
39	2018	Ford	Escape	10	Yes	yes	27536	\$ 25,608	\$ 27,500	484.86	1560
40	2016	Dodge	Charger	13	NO	yes	21331	\$ 19,838	\$ 21,995	2065.5	2496.47
41	2017	Jeep	Patriot	28	Yes	yes	15490	\$ 14,406	\$ 15,500	-1626.16	0
42	2010	Ford	Edge	17	NO	No	6808	\$ 6,331	\$ 7,500	201.34	0
43	2014	Hyundai	Sonata	16	NO	No	12571	\$ 11,691	\$ 13,000	3078.24	1310.8
44	2015	Ford	F-250	6	NO	No	30798	\$ 28,642	\$ 31,000	315.6	2354.65
45	2017	FIAT		30	NO	yes	12488	\$ 11,614	\$ 12,500	1806	965.23
46	2018	Ford	Escape	62	Yes	yes	20286	\$ 18,866	\$ 20,300	-1812.39	0

47	2010 Jeep	LIBERTY	35	NO	No
48	2013 GMC	Sierra 1500	10	NO	No
49	2017 Chrysler	Pacifica	22	NO	yes
50	2017 Jeep	Cherokee	30	NO	yes
51	2018 Ford	Escape	68	Yes	yes
52	2015 Ford	Fiesta	41	NO	No
53	2018 Ford	Transit	20	Yes	yes

9798	\$	9,112	\$	10,000	1438	919
24086	\$	22,400	\$	24,250	628.45	1016.54
20788	\$	19,333	\$	21,250	1596.25	1439
24286	\$	22,586	\$	25,200	2753	0
27786	\$	25,841	\$	28,000	-2886.93	1570.81
13786	\$	12,821	\$	13,700	172.91	695
28660	\$	26,654	\$	28,000	-298.21	225



<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	59
# of Traded Vehicles Retailed	113
% Retailed of Non-New Franchise	48%
Total # Retail Units	172
Average Days to Sale	35.3
Average Advertised Price (Time of Sale)	\$ 22,117
Average Transaction Price	\$ 20,568
Average Market Price at 100%	\$ 22,199
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	93%
Average Transactional Discount	\$ 1,548
Average Front End Gross	\$ 396
Average Finance Gross	\$ 769
PUVR	\$ 1,165
Total Gross (Units&PUVR)	\$ 200,448



<b>Scoreboard</b>	
<b>Desk Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	59
# of Traded Vehicles Retailed	113
% Retailed of Non-New Franchise	48%
Total # Retail Units	172
Average Days to Sale	35.3
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Average Finance Gross	\$ 769
PUVR	\$ 1,165
Total Gross (Units&PUVR)	\$ 200,448











Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	59	0
# of Traded Vehicles Retailed	113	0
% Retailed of Non-New Franchise	48%	#DIV/0!
Total # Retail Units	172	0
Average Days to Sale	35.3	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 22,117	#DIV/0!
Average Transaction Price	\$ 20,568	#DIV/0!
Average Market Price at 100%	\$ 22,199	#DIV/0!
Average Price to Market (Time of Sale)	100%	#DIV/0!
Average Transaction to Market	93%	#DIV/0!
Average Transactional Discount	\$ 1,548	#DIV/0!
Average Front End Gross	\$ 396	#DIV/0!
Average Finance Gross	\$ 769	#DIV/0!
PUVR	\$ 1,165	#DIV/0!
Total Gross (Units&PUVR)	\$ 200,448	#DIV/0!











































<b>Scoreboard</b>	
<b>Finance Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	59
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Total # Retail Units	172
Average Days to Sale	35.3
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PUVR	\$ 1,165
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<b>Scoreboard</b>	
<b>CPO</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	59
# of Traded Vehicles Retailed	113
Total # Retail Units	172
Average Days to Sale	35.3
Average Advertised Price (Time of Sale)	\$ 22,117
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Average Transactional Discount	\$ 1,548
Average Front End Gross	\$ 396
Average Finance Gross	\$ 769
PUVR	\$ 1,165
Total Gross (Units&PUVR)	\$ 200,448

Yes	No
55	4
30	83
85	87
35.4	35.2
\$ 25,357	\$ 17,624
\$ 23,582	\$ 17,624
\$ 25,174	\$ 19,293
\$ 1	\$ 1
94%	91%
\$ 1,775	\$ 1,327
\$ (91)	\$ 872
\$ 875	\$ 666
\$ 784	\$ 1,538
\$ 66,626	\$ 133,822



<b>Scoreboard</b>	
<b>Same Brand as New</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	59
# of Traded Vehicles Retailed	113
Total # Retail Units	172
Average Days to Sale	35.3
Average Advertised Price (Time of Sale)	\$ 22,117
Average Transaction Price	\$ 20,568
Average Market Price at 100%	\$ 22,199
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	93%
Average Transactional Discount	\$ 1,548
Average Front End Gross	\$ 396
Average Finance Gross	\$ 769
PUVR	\$ 1,165
Total Gross (Units&PUVR)	\$ 200,448

Yes	No
36	23
54	59
90	82
38.6	31.7
\$ 24,176	\$ 18,466
\$ 22,484	\$ 18,466
\$ 24,201	\$ 20,002
100%	92%
93%	92%
\$ 1,692	\$ 1,390
\$ (35)	\$ 870
\$ 701	\$ 844
\$ 665	\$ 1,714
\$ 59,879	\$ 140,569



<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	103	\$131,806	\$89,881	\$2,152	59.88%
31 - 45 Days	28	(\$15,385)	\$20,188	\$172	16.28%
46 - 60 Days	9	(\$6,839)	\$892	(\$661)	5.23%
60 - 90 Days	21	(\$20,518)	\$12,398	(\$387)	12.21%
90 Days and Over	11	(\$20,897)	\$8,923	(\$1,089)	6.40%
<b>Total</b>	<b>172</b>	<b>\$68,166</b>	<b>\$132,281</b>	<b>\$1,165</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	39
31 - 45 Days	7
46 - 60 Days	4
60 - 90 Days	7
90 Days and Over	2
<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
\$20,789	\$38,913	\$1,531
(\$2,854)	\$8,458	\$801
(\$3,705)	\$640	(\$766)
(\$6,668)	\$2,628	(\$577)
(\$913)	\$1,814	\$450
\$ 6,649	\$ 52,453	\$1,002

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

<b>% of total unit sales</b>
66.10%
11.86%
6.78%
11.86%
3.39%
<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	64	\$111,016
31 - 45 Days	21	(\$12,531)
46 - 60 Days	5	(\$3,134)
60 - 90 Days	14	(\$13,850)
90 Days and Over	9	(\$19,985)
<b>Total</b>	<b>113</b>	<b>\$61,517</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
\$50,967	\$2,531	56.64%
\$11,729	(\$38)	18.58%
\$253	(\$576)	4.42%
\$9,769	(\$291)	12.39%
\$7,109	(\$1,431)	7.96%
\$79,828	\$1,251	100.0%

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

