

#	Year	Make	Model	Days in Stock	Source Purchased?	CPO	Advertised Price (Time of Sale)	Transaction Price	Market Price at 100%	Advertised Price to Market (%)	Transaction to Market (%)	Transactional Discount (\$)	Front End Gross	Finance Gross
1	2015	Chevrolet	Equinox	30	Yes	No	\$ 15,000	\$ 13,800	\$ 15,000	100%	92%	\$ 1,200	\$1,500	\$1,000
1	2016	Dodge	Journey	5	Yes	Yes	\$ 15,490	\$ 15,490	\$ 15,490	100%	100%	\$ -	\$2,379	\$0
2	2012	GMC	Yukon	5	No	Yes	\$ 23,499	\$ 23,499	\$ 23,499	100%	100%	\$ -	\$1,800	\$891
3	2017	Buick	Envision	19	No	Yes	\$ 27,678	\$ 26,197	\$ 26,197	106%	100%	\$ 1,481	\$934	\$0
4	2014	Toyota	Camry	16	No	Yes	\$ 13,847	\$ 13,847	\$ 13,847	100%	100%	\$ -	\$1,474	\$2,287
5	2013	BMW	X5	26	No	Yes	\$ 21,865	\$ 21,341	\$ 21,341	102%	100%	\$ 524	\$25	\$2,562
6	2015	GMC	Terrain	42	Yes	Yes	\$ 24,950	\$ 24,650	\$ 24,650	101%	100%	\$ 300	-\$1,145	\$511
7	2015	GMC	Yukon	5	No	Yes	\$ 48,999	\$ 48,000	\$ 48,000	102%	100%	\$ 999	\$4,706	\$1,595
8	2009	Chevrolet	Silverado	1	Yes	No	\$ 19,558	\$ 19,558	\$ 19,558	100%	100%	\$ -	\$948	\$1,975
9	2015	Nissan	Frontier	1	Yes	Yes	\$ 22,111	\$ 22,111	\$ 22,111	100%	100%	\$ -	-\$766	\$1,362
10	2013	Chevrolet	Suburban	1	Yes	Yes	\$ 22,337	\$ 22,337	\$ 22,337	100%	100%	\$ -	-\$1,500	\$0
11	2013	Chevrolet	Suburban	23	No	No	\$ 25,736	\$ 25,736	\$ 25,736	100%	100%	\$ -	\$363	\$2,391
12	2011	Kia	Soul	5	No	Yes	\$ 8,800	\$ 8,800	\$ 8,800	100%	100%	\$ -	\$871	\$3,282
13	2015	Buick	Enclave	12	Yes	Yes	\$ 27,000	\$ 26,482	\$ 26,482	102%	100%	\$ 518	\$774	\$2,048
14	2007	Lexus	ES 350	7	No	Yes	\$ 13,500	\$ 13,000	\$ 13,000	104%	100%	\$ 500	\$3,609	\$0
15	2015	GMC	Acadia	24	Yes	Yes	\$ 26,950	\$ 26,950	\$ 26,950	100%	100%	\$ -	\$155	\$2,385
16	2015	Chevrolet	Camaro	62	No	Yes	\$ 19,970	\$ 19,970	\$ 19,970	100%	100%	\$ -	\$867	\$844
17	2015	Buick	Enclave	1	Yes	Yes	\$ 25,978	\$ 25,978	\$ 25,978	100%	100%	\$ -	-\$16	\$266
18	2008	Chevrolet	Corvette	22	No	No	\$ 24,460	\$ 22,500	\$ 22,500	109%	100%	\$ 1,960	\$1,982	\$447
19	2017	Nissan	Rogue	1	Yes	Yes	\$ 23,997	\$ 23,997	\$ 23,997	100%	100%	\$ -	-\$707	\$3,485
20	2012	Chevrolet	Tahoe	5	No	No	\$ 19,000	\$ 18,741	\$ 18,741	101%	100%	\$ 259	\$682	\$0
21	2016	Chevrolet	Colorado	39	No	Yes	\$ 31,000	\$ 31,000	\$ 31,000	100%	100%	\$ -	\$2,163	\$2,807
22	2015	Chevrolet	Trax	31	Yes	Yes	\$ 17,230	\$ 16,780	\$ 16,780	103%	100%	\$ 450	-\$1,321	\$442
23	2011	Toyota	Tacoma	1	Yes	Yes	\$ 20,495	\$ 20,495	\$ 20,495	100%	100%	\$ -	\$425	\$410
24	2016	Chevrolet	Silverado	16	No	Yes	\$ 29,980	\$ 28,085	\$ 28,085	107%	100%	\$ 1,895	\$3,336	\$100
25	2014	Dodge	Journey	27	No	Yes	\$ 10,947	\$ 10,947	\$ 10,947	100%	100%	\$ -	-\$130	\$100
26	2015	Chevrolet	Malibu	40	No	Yes	\$ 12,000	\$ 12,000	\$ 12,000	100%	100%	\$ -	\$897	\$2,917
27	2009	Chevrolet	Express	3	No	Yes	\$ 8,600	\$ 8,916	\$ 8,916	96%	100%	\$ (316)	-\$1,687	\$0
28	2017	Chevrolet	Silverado	19	No	Yes	\$ 45,000	\$ 45,000	\$ 45,000	100%	100%	\$ -	\$2,327	\$5,049
29	2010	Dodge	Ram 1500	22	No	No	\$ 17,467	\$ 16,999	\$ 16,999	103%	100%	\$ 468	\$3,732	\$633
30	2015	GMC	Sierra	17	Yes	Yes	\$ 29,980	\$ 29,980	\$ 29,980	100%	100%	\$ -	\$5,148	\$1,599
31	2016	Chevrolet	Equinox	21	No	Yes	\$ 20,390	\$ 20,390	\$ 20,390	100%	100%	\$ -	\$454	\$252
32	2015	Chevrolet	Traverse	37	Yes	Yes	\$ 29,450	\$ 29,450	\$ 29,450	100%	100%	\$ -	\$1,005	\$5,401
33	2014	Chevrolet	Traverse	27	No	Yes	\$ 18,477	\$ 18,477	\$ 18,477	100%	100%	\$ -	\$1,048	\$2,550
34	2015	Chevrolet	Tahoe	2	No	Yes	\$ 34,358	\$ 34,358	\$ 34,358	100%	100%	\$ -	-\$180	\$1
35	2016	Chevrolet	Silverado	15	No	Yes	\$ 38,712	\$ 38,712	\$ 38,712	100%	100%	\$ -	\$1,161	\$1,595
36	2014	GMC	Terrain	22	No	No	\$ 13,980	\$ 13,512	\$ 13,512	103%	100%	\$ 468	\$880	\$152
37	2015	Nissan	Rogue	49	No	Yes	\$ 17,230	\$ 17,230	\$ 17,230	100%	100%	\$ -	-\$89	\$181
38	2013	Ford	F150	28	No	No	\$ 20,500	\$ 20,500	\$ 20,800	99%	99%	\$ -	\$2,714	\$1,249
39	2013	Chevrolet	Equinox	38	No	No	\$ 14,500	\$ 14,500	\$ 14,175	102%	102%	\$ -	\$1,604	\$722
40	2018	Chevrolet	Colorado	51	No	Yes	\$ 39,000	\$ 37,175	\$ 40,025	97%	93%	\$ 1,825	\$191	\$300
41	2014	GMC	Sierra	8	No	No	\$ 24,000	\$ 24,000	\$ 22,800	105%	105%	\$ -	\$4,037	\$434
42	2015	Chevrolet	Equinox	46	Yes	Yes	\$ 17,680	\$ 17,680	\$ 17,650	100%	100%	\$ -	\$873	\$856
43	2009	Chevrolet	Silverado	14	No	No	\$ 17,000	\$ 16,776	\$ 17,050	100%	98%	\$ 224	\$2,435	\$0
44	2016	Chevrolet	Traverse	1	Yes	Yes	\$ 22,822	\$ 22,822	\$ 22,822	100%	100%	\$ -	\$0	\$0
45	2015	GMC	Sierra	1	No	Yes	\$ 48,500	\$ 48,500	\$ 47,300	103%	103%	\$ -	\$1,343	\$5,692
46	2015	Chevrolet	Silverado	22	No	Yes	\$ 35,574	\$ 35,574	\$ 35,711	100%	100%	\$ -	\$2,328	\$396
47	2011	Lexus	IS 250	15	No	Yes	\$ 15,399	\$ 15,399	\$ 15,625	99%	99%	\$ -	\$2,051	\$1,007
48	2016	Chevrolet	Equinox	47	No	Yes	\$ 21,980	\$ 21,980	\$ 22,225	99%	99%	\$ -	\$272	\$1,850
49	2015	Dodge	Durango	23	No	Yes	\$ 28,830	\$ 27,819	\$ 30,000	96%	93%	\$ 1,011	\$1,566	\$2,543
50	2014	Chevrolet	Tahoe	22	No	Yes	\$ 28,777	\$ 27,812	\$ 28,950	99%	96%	\$ 965	\$36	\$0
51	2016	Dodge	Ram 2500	59	No	Yes	\$ 53,000	\$ 52,000	\$ 53,275	99%	98%	\$ 1,000	-\$1,381	\$250



Scoreboard	
# of Purchased Vehicles Retailed	29
# of Traded Vehicles Retailed	78
% Retailed of Non-New Franchise	34%
Total # Retail Units	107
Average Days to Sale	23.4
Average Advertised Price (Time of Sale)	\$ 26,790
Average Transaction Price	\$ 26,402
Average Market Price at 100%	\$ 26,843
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 388
Average Front End Gross	\$ 1,114
Average Finance Gross	\$ 1,218
PUVR	\$ 2,331
Total Gross (Units&PUVR)	\$ 249,469



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	29
# of Traded Vehicles Retailed	78
% Retailed of Non-New Franchise	34%
Total # Retail Units	107
Average Days to Sale	23.4
Average Advertised Price (Time of Sale)	\$ 26,790
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Average Front End Gross	\$ 1,114
Average Finance Gross	\$ 1,218
PUVR	\$ 2,331
Total Gross (Units&PUVR)	\$ 249,469



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	29	0
# of Traded Vehicles Retailed	78	0
% Retailed of Non-New Franchise	34%	#DIV/0!
Total # Retail Units	107	0
Average Days to Sale	23.4	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 26,790	#DIV/0!
Average Transaction Price	\$ 26,402	#DIV/0!
Average Market Price at 100%	\$ 26,843	#DIV/0!
Average Price to Market (Time of Sale)	100%	#DIV/0!
Average Transaction to Market	98%	#DIV/0!
Average Transactional Discount	\$ 388	#DIV/0!
Average Front End Gross	\$ 1,114	#DIV/0!
Average Finance Gross	\$ 1,218	#DIV/0!
PUVR	\$ 2,331	#DIV/0!
Total Gross (Units&PUVR)	\$ 249,469	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	29
# of Traded Vehicles Retailed	78
% Retailed of Non-New Franchise	34%
Total # Retail Units	107
Average Days to Sale	23.4
Average Advertised Price (Time of Sale)	\$ 26,790
Average Transaction Price	\$ 26,402
Average Market Price at 100%	\$ 26,843
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 388
Average Front End Gross	\$ 1,114
Average Finance Gross	\$ 1,218
PUVR	\$ 2,331
Total Gross (Units&PUVR)	\$ 249,469



Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	29
# of Traded Vehicles Retailed	78
Total # Retail Units	107
Average Days to Sale	23.4
Average Advertised Price (Time of Sale)	\$ 26,790
Average Transaction Price	\$ 26,402
Average Market Price at 100%	\$ 26,843
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Average Front End Gross	\$ 1,114
Average Finance Gross	\$ 1,218
PUVR	\$ 2,331
Total Gross (Units&PUVR)	\$ 249,469

Yes	No
28	1
67	11
95	12
24.1	17.9
\$ 27,804	\$ 18,452
\$ 27,406	\$ 18,452
\$ 27,922	\$ 18,298
\$ 1	\$ 1
98%	101%
\$ 398	\$ 308
\$ 985	\$ 2,132
\$ 1,284	\$ 694
\$ 2,269	\$ 2,827
\$ 215,550	\$ 33,919



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	29
# of Traded Vehicles Retailed	78
Total # Retail Units	107
Average Days to Sale	23.4
Average Advertised Price (Time of Sale)	\$ 26,790
Average Transaction Price	\$ 26,402
Average Market Price at 100%	\$ 26,843
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 388
Average Front End Gross	\$ 1,114
Average Finance Gross	\$ 1,218
PUVR	\$ 2,331
Total Gross (Units&PUVR)	\$ 249,469

Yes	No
25	4
46	32
71	36
21.0	28.1
\$ 28,316	\$ 23,458
\$ 27,895	\$ 23,458
\$ 28,331	\$ 23,908
100%	98%
98%	98%
\$ 421	\$ 323
\$ 1,244	\$ 856
\$ 1,293	\$ 1,069
\$ 2,538	\$ 1,925
\$ 180,184	\$ 69,285





Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	76	\$107,842	\$97,552	\$2,703	71.03%
31 - 45 Days	14	\$11,460	\$19,451	\$2,208	13.08%
46 - 60 Days	10	(\$663)	\$6,888	\$623	9.35%
60 - 90 Days	6	\$71	\$6,252	\$1,054	5.61%
90 Days and Over	1	\$456	\$160	\$616	0.93%
Total	107	\$119,166	\$130,303	\$2,331	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	21
31 - 45 Days	6
46 - 60 Days	1
60 - 90 Days	1
90 Days and Over	0
Total	29

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$16,107	\$23,097	\$1,867
\$1,441	\$10,182	\$1,937
\$873	\$856	\$1,729
\$221	\$0	\$221
\$0	\$0	#DIV/0!
\$ 18,642	\$ 34,135	\$1,820

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

% of total unit sales
72.41%
20.69%
3.45%
3.45%
0.00%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	55	\$91,735
31 - 45 Days	8	\$10,019
46 - 60 Days	9	(\$1,536)
60 - 90 Days	5	(\$150)
90 Days and Over	1	\$456
Total	78	\$100,524

\$ 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
\$74,455	\$3,022	70.51%
\$9,269	\$2,411	10.26%
\$6,032	\$500	11.54%
\$6,252	\$1,220	6.41%
\$160	\$616	1.28%
\$96,168	\$2,522	100.0%

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

