









#	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	GMC	YUKON	26	Yes	No	\$ 49,991	\$ 49,991	\$ 50,900	\$1,178	\$1,055
2	2017	FORD	F-150	42	No	No	\$ 32,991	\$ 31,800	\$ 33,491	\$1,588	\$2,976
3	2015	GMC	SIERRA 1500	22	Yes	Yes	\$ 34,900	\$ 33,991	\$ 34,500	\$1,508	\$1,172
4	2015	TOYOTA	CAMRY	36	Yes	No	\$ 14,991	\$ 13,491	\$ 14,800	\$1,255	\$1,812
5	2017	CHEVROLET	TAHOE	17	No	No	\$ 36,991	\$ 36,500	\$ 37,150	\$2,547	\$820
6	2017	TOYOTA	CAMRY	48	Yes	No	\$ 16,991	\$ 16,800	\$ 16,900	\$1,196	\$0
7	2016	Chevrolet	MALIBU	65	Yes	NO	\$ 14,991	\$ 13,500	\$ 14,800	(\$450)	\$1,365
8	2014	FORD	F-250	37	No	No	\$ 42,991	\$ 42,991	\$ 42,800	\$3,588	\$4,097
9	2012	TOYOTA	HIGHLANDER	53	No	No	\$ 12,991	\$ 11,500	\$ 11,800	(\$1,408)	\$0
10	2016	GMC	YUKON	58	No	Yes	\$ 38,991	\$ 38,000	\$ 38,100	\$1,225	\$1,408
11	2012	HONDA	CIVIC	31	Yes	No	\$ 8,999	\$ 7,700	\$ 7,300	\$675	\$700
12	2016	CHRYSLER	300	23	No	No	\$ 19,999	\$ 19,100	\$ 18,900	\$517	\$2,745
13	2013	HONDA	ACCORD	42	No	No	\$ 13,999	\$ 12,500	\$ 13,500	\$599	\$1,146
14	2015	KIA	OPTIMA	63	No	No	\$ 12,991	\$ 11,800	\$ 12,300	(\$914)	\$1,237
15	2011	FORD	EXPLORER	32	No	No	\$ 15,999	\$ 14,000	\$ 15,800	\$4,736	\$1,219
16	2016	NISSAN	VERSA	59	Yes	No	\$ 9,999	\$ 9,400	\$ 10,200	(\$50)	\$1,567
17	2005	BUICK	RENDEVOUX	49	No	No	\$ 4,999	\$ 4,500	\$ 4,700	\$878	\$0
18	2017	GMC	YUKON	17	No	Yes	\$ 48,991	\$ 48,500	\$ 48,700	\$1,484	\$1,682
19	2016	NISSAN	PATHFINDER	58	Yes	No	\$ 21,999	\$ 20,000	\$ 20,500	(\$1,000)	\$0
20	2015	CHEVROLET	SILVERADO	23	No	No	\$ 28,991	\$ 27,500	\$ 28,200	\$950	\$2,561
21	2017	Chevrolet	MALIBU	11	Yes	No	\$ 17,991	\$ 16,800	\$ 18,200	\$1,313	\$907
22	2017	GMC	SIERRA 1500	20	No	Yes	\$ 44,991	\$ 45,500	\$ 45,200	\$4,061	\$1,954
23	2012	CHEVROLET	SILVERADO	23	Yes	No	\$ 23,000	\$ 22,991	\$ 23,500	\$4,500	\$1,631
24	2014	JEEP	WRANGLER	46	No	No	\$ 22,900	\$ 20,900	\$ 23,100	\$1,787	\$2,528
25	2014	KIA	SPORTAGE	13	No	No	\$ 13,991	\$ 12,200	\$ 13,200	\$25	\$1,467
26	2015	TOYOTA	CAMRY	22	Yes	No	\$ 13,999	\$ 13,200	\$ 14,350	\$564	\$1,506
27	2017	TOYOTA	COROLLA	64	Yes	No	\$ 13,991	\$ 12,500	\$ 13,300	(\$1,430)	\$0
28	2016	BUICK	ENCORE	17	No	No	\$ 16,991	\$ 15,500	\$ 16,600	\$2,571	\$2,511
29	2014	NISSAN	PATHFINDER	21	Yes	No	\$ 19,991	\$ 18,975	\$ 20,200	\$3,271	\$2,956
30	2017	GMC	SIERRA 1500	28	No	Yes	\$ 38,991	\$ 39,787	\$ 39,200	\$2,643	\$0
31	2016	NISSAN	VERSA	33	Yes	No	\$ 9,999	\$ 8,000	\$ 10,200	(\$1,570)	\$2,546
32	2017	TOYOTA	COROLLA	29	No	No	\$ 14,991	\$ 13,750	\$ 15,150	\$638	\$1,540
33	2016	DODGE	RAM	58	No	No	\$ 27,991	\$ 26,000	\$ 27,500	(\$524)	\$450
34	2017	NISSAN	VERSA	50	Yes	No	\$ 9,991	\$ 8,200	\$ 10,200	(\$696)	\$715
35	2018	DODGE	RAM	23	Yes	No	\$ 29,991	\$ 29,991	\$ 30,000	\$2,108	\$462
36	2013	KIA	OPTIMA	53	Yes	No	\$ 11,991	\$ 10,991	\$ 12,200	\$98	\$937
37	2016	HYUNDAI	ACCENT	31	Yes	No	\$ 10,991	\$ 9,771	\$ 11,500	\$303	\$1,005
38	2018	BUICK	REGAL	69	No	No	\$ 30,971	\$ 26,991	\$ 31,500	(\$2,478)	\$0
39	2017	GMC	SIERRA 1500	17	No	Yes	\$ 34,991	\$ 31,000	\$ 34,000	\$72	\$835
40	2016	BUICK	VERANO	45	No	No	\$ 15,991	\$ 15,991	\$ 15,800	\$2,035	\$1,682
41	2017	CHEVROLET	TRVERSE	24	No	No	\$ 24,991	\$ 24,991	\$ 25,600	\$2,344	\$3,074
42	2013	TOYOTA	TUNDRA	19	No	No	\$ 16,999	\$ 15,250	\$ 17,200	(\$1,748)	\$0
43	2015	BMW	X5	11	No	No	\$ 30,500	\$ 29,750	\$ 31,500	\$1,791	\$0
44	2015	GMC	SIERRA 1500	29	No	No	\$ 29,991	\$ 27,500	\$ 30,500	\$1,396	\$2,918
45	2017	GMC	SIERRA 1500	42	No	No	\$ 28,991	\$ 26,600	\$ 27,500	\$582	\$335
46	2016	NISSAN	ROGUE	22	Yes	No	\$ 16,991	\$ 14,500	\$ 15,200	(\$1,635)	\$166
47	2016	NISSAN	VERSA	35	Yes	No	\$ 9,991	\$ 8,700	\$ 9,800	(\$554)	\$1,600
48	2016	NISSAN	ROGUE	28	Yes	No	\$ 14,999	\$ 14,000	\$ 14,800	(\$571)	\$592

49	2016	BUICK	ENCLAVE	19	No	No	\$ 23,991	\$ 23,000	\$ 23,800	(\$525)	\$2,493
50	2015	FORD	F-150	39	No	No	\$ 22,991	\$ 20,800	\$ 21,500	\$1,661	\$0
51	2018	CHRYSLER	PACIFICA	63	Yes	No	\$ 21,991	\$ 21,000	\$ 21,500	(\$570)	\$0
52	2017	GMC	SIERRA 1500	23	No	Yes	\$ 36,991	\$ 36,991	\$ 35,500	(\$125)	\$875
53	2016	CHEVROLET	CRUZE	14	Yes	No	\$ 11,991	\$ 11,000	\$ 10,700	(\$150)	\$1,788

<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	61
# of Traded Vehicles Retailed	106
% Retailed of Non-New Franchise	69%
Total # Retail Units	167
Average Days to Sale	30.5
Average Advertised Price (Time of Sale)	\$ 21,929
Average Transaction Price	\$ 20,547
Average Market Price at 100%	\$ 20,911
Average Price to Market (Time of Sale)	105%
Average Transaction to Market	98%
Average Transactional Discount	\$ 1,382
Average Front End Gross	\$ 493
Average Finance Gross	\$ 1,155
PUVR	#REF!
Total Gross (Units&PUVR)	#REF!





<b>Scoreboard</b>	
<b>Desk Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	61
# of Traded Vehicles Retailed	106
% Retailed of Non-New Franchise	69%
Total # Retail Units	167
Average Days to Sale	30.5
Average Advertised Price (Time of Sale)	\$ 21,929
Average Transaction Price	\$ 20,547
Average Market Price at 100%	\$ 20,911
Average Price to Market (Time of Sale)	105%
Average Transaction to Market	98%
Average Transactional Discount	\$ 1,382
Average Front End Gross	\$ 493
Average Finance Gross	\$ 1,155
PUVR	#REF!
Total Gross (Units&PUVR)	#REF!











Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	61	0
# of Traded Vehicles Retailed	106	0
% Retailed of Non-New Franchise	69%	#DIV/0!
Total # Retail Units	167	0
Average Days to Sale	30.5	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,929	#DIV/0!
Average Transaction Price	\$ 20,547	#DIV/0!
Average Market Price at 100%	\$ 20,911	#DIV/0!
Average Price to Market (Time of Sale)	105%	#DIV/0!
Average Transaction to Market	98%	#DIV/0!
Average Transactional Discount	\$ 1,382	#DIV/0!
Average Front End Gross	\$ 493	#DIV/0!
Average Finance Gross	\$ 1,155	#DIV/0!
PUVR	#REF!	#DIV/0!
Total Gross (Units&PUVR)	#REF!	#DIV/0!











































Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	61
# of Traded Vehicles Retailed	106
% Retailed of Non-New Franchise	69%
Total # Retail Units	167
Average Days to Sale	30.5
Average Advertised Price (Time of Sale)	\$ 21,929
Average Transaction Price	\$ 20,547
Average Market Price at 100%	\$ 20,911
Average Price to Market (Time of Sale)	105%
Average Transaction to Market	98%
Average Transactional Discount	\$ 1,382
Average Front End Gross	\$ 493
Average Finance Gross	\$ 1,155
PUVR	#REF!
Total Gross (Units&PUVR)	#REF!











Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	61
# of Traded Vehicles Retailed	106
Total # Retail Units	167
Average Days to Sale	30.5
Average Advertised Price (Time of Sale)	\$ 21,929
Average Transaction Price	\$ 20,547
Average Market Price at 100%	\$ 20,911
Average Price to Market (Time of Sale)	105%
Average Transaction to Market	98%
Average Transactional Discount	\$ 1,382
Average Front End Gross	\$ 493
Average Finance Gross	\$ 1,155
PUVR	#REF!
Total Gross (Units&PUVR)	#REF!

Yes	No
2	59
11	95
13	154
24.5	31.0
\$ 34,447	\$ 19,453
\$ 33,500	\$ 19,453
\$ 33,485	\$ 19,850
\$ 1	\$ 1
100%	98%
\$ 947	\$ 1,419
\$ 1,279	\$ 427
\$ 1,231	\$ 1,149
\$ 2,249	#REF!
\$ 29,241	#REF!



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	61
# of Traded Vehicles Retailed	106
Total # Retail Units	167
Average Days to Sale	30.5
Average Advertised Price (Time of Sale)	\$ 21,929
Average Transaction Price	\$ 20,547
Average Market Price at 100%	\$ 20,911
Average Price to Market (Time of Sale)	105%
Average Transaction to Market	98%
Average Transactional Discount	\$ 1,382
Average Front End Gross	\$ 493
Average Finance Gross	\$ 1,155
PUVR	#REF!
Total Gross (Units&PUVR)	#REF!

Yes	No
6	55
46	60
52	115
29.9	30.8
\$ 26,991	\$ 18,217
\$ 25,697	\$ 18,217
\$ 25,955	\$ 18,631
104%	98%
99%	98%
\$ 1,293	\$ 1,423
\$ 971	\$ 277
\$ 1,122	\$ 1,170
\$ 1,605	#REF!
\$ 83,455	#REF!



<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	94	\$86,103	\$116,342	\$2,154	56.29%
31 - 45 Days	33	\$12,122	\$38,245	\$1,526	19.76%
46 - 60 Days	25	(\$2,377)	\$22,467	\$804	14.97%
60 - 90 Days	14	(\$17,270)	\$13,112	(\$297)	8.38%
90 Days and Over	1	\$3,791	\$2,768	\$6,559	0.60%
<b>Total</b>	<b>167</b>	<b>\$82,369</b>	<b>\$192,934</b>	<b>\$1,649</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	33
31 - 45 Days	12
46 - 60 Days	9
60 - 90 Days	7
90 Days and Over	0
<b>Total</b>	<b>61</b>

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
Err:502	Err:502	Err:502

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>
54.10%
19.67%
14.75%
11.48%
0.00%
<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	61	Err:502
31 - 45 Days	21	Err:502
46 - 60 Days	16	Err:502
60 - 90 Days	7	Err:502
90 Days and Over	1	Err:502
<b>Total</b>	<b>106</b>	<b>Err:502</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
Err:502	Err:502	57.55%
Err:502	Err:502	19.81%
Err:502	Err:502	15.09%
Err:502	Err:502	6.60%
Err:502	Err:502	0.94%
<b>Err:502</b>	<b>Err:502</b>	<b>100.0%</b>

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

