

#	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
ex.	2015	Chevrolet	Equinox	30	Yes	No	\$ 15,000	\$ 13,800	\$ 15,000	\$1,500	\$1,000
1	2015	chrysler	300	90	yes	no	\$ 19,988	\$ 19,988	\$ 20,000	\$571	\$512
2	2016	Mazda	6	2	yes	yes	\$ 16,988	\$ 16,988	\$ 18,000	\$1,457	\$1,735
3	2016	Chevrolet	Silverado	45	Yes	No	\$ 34,687	\$ 34,687	\$ 33,000	\$1,577	\$4,252
4	2015	Lexus	RC F	2	yes	no	\$ 48,988	\$ 48,591	\$ 49,000	\$1,776	\$6,200
5	2015	Mazda	CX-5	4	yes	no	\$ 14,988	\$ 13,500	\$ 16,000	\$1,927	\$2,359
6	20174	Toyota	Camry	11	yes	no	\$ 12,988	\$ 11,988	\$ 10,500	\$769	\$1,436
7	2017	Mazda	MX-5	10	yes	no	\$ 25,988	\$ 25,000	\$ 25,000	\$1,817	\$2,387
8	2015	Nissan	Altima	1	yes	no	\$ 13,988	\$ 13,123	\$ 12,000	\$1,265	\$1,502
9	2015	Mazda	3	39	yes	no	\$ 10,988	\$ 10,614	\$ 11,500	\$2,443	\$0
10	2015	Cadillac	ATS	1	yes	no	\$ 20,444	\$ 20,444	\$ 21,000	(\$990)	\$2,367
11	2018	Nissan	Frontier	1	yes	no	\$ 23,355	\$ 23,315	\$ 24,000	\$828	\$0
12	2016	Chevrolet	2500	80	yes	no	\$ 52,988	\$ 50,000	\$ 51,500	\$271	\$6,838
13	2015	Chevrolet	Silverado	72	yes	no	\$ 30,988	\$ 30,988	\$ 32,000	\$126	\$334
14	2010	Toyota	Tundra	18	yes	no	\$ 19,988	\$ 19,988	\$ 18,000	\$3,291	\$200
15	2015	BMW	X5	4	yes	no	\$ 37,461	\$ 37,461	\$ 38,000	\$2,166	\$0
16	2011	Dodge	1500	88	yes	no	\$ 17,988	\$ 17,813	\$ 19,000	\$2,602	\$490
17	2015	GMC	Sierra	17	yes	no	\$ 1,448	\$ 3,668	\$ 35,000	\$1,448	\$3,668
18	2015	Mazda	CX-9	17	yes	yes	\$ 21,489	\$ 20,500	\$ 22,500	\$1,350	\$3,141
19	2016	Ford	F-150	16	yes	no	\$ 37,988	\$ 37,988	\$ 36,000	\$313	\$5,198
20	2017	Ford	F-250	19	yes	No	\$ 54,988	\$ 53,588	\$ 55,000	\$2,187	\$3,813
21	2013	Mazda	2	7	Yes	No	\$ 8,988	\$ 7,398	\$ 6,000	\$2,892	\$0
22	2013	Jeep	Wrangler	2	yes	no	\$ 23,988	\$ 21,995	\$ 22,000	\$1,968	\$3,663
23	2013	Jeep	Wrangler	10	Yes	No	\$ 22,988	\$ 21,951	\$ 23,500	\$1,271	\$142
24	2016	Ford	F-150	19	Yes	no	\$ 39,988	\$ 39,988	\$ 39,000	\$844	\$1,204
25	2016	Volkswagen	Jetta	3	Yes	No	\$ 14,588	\$ 14,588	\$ 15,000	\$571	\$1,937
26	2015	Mazda	CX-5	52	Yes	yes	\$ 15,988	\$ 13,988	\$ 16,000	\$541	\$2,184
27	2014	Mazda	3	17	Yes	yes	\$ 14,988	\$ 14,988	\$ 16,000	\$1,537	\$795
28	2015	Subaru	WRX	81	Yes	No	\$ 27,988	\$ 27,838	\$ 31,000	\$161	\$250
29	2017	Chevrolet	Camaro	7	Yes	No	\$ 31,066	\$ 30,066	\$ 32,000	\$1,196	\$2,826
30	2017	Ford	F-250	26	Yes	No	\$ 74,988	\$ 73,840	\$ 75,000	\$1,858	\$2,319
31	2013	Chevrolet	Traverse	43	Yes	No	\$ 18,988	\$ 18,988	\$ 20,000	\$2,688	\$0
32	2011	Acura	MDX	1	Yes	No	\$ 12,100	\$ 12,100	\$ 13,000	\$2,639	\$0
33	2015	Dodge	Challenger	42	yes	No	\$ 34,988	\$ 34,588	\$ 36,000	\$1,863	\$2,532
34	2016	Ford	F-150	17	Yes	No	\$ 39,988	\$ 38,388	\$ 38,000	\$853	\$535
35	2016	Subaru	Crosstrek	32	Yes	No	\$ 21,191	\$ 20,741	\$ 21,000	\$1,235	\$1,450
36	2015	Kia	Optima	6	Yes	No	\$ 14,588	\$ 14,633	\$ 15,000	\$381	\$750
37	2016	Honda	Pilot	2	Yes	No	\$ 23,995	\$ 23,995	\$ 23,000	\$1,565	\$0
38	2012	Mini	Cooper	11	Yes	No	\$ 10,988	\$ 8,760	\$ 9,800	\$881	\$1,118
39	2018	mazda	3	17	Yes	yes	\$ 20,988	\$ 17,428	\$ 20,000	\$3,282	\$3,487
40	2015	Mazda	CX-9	20	Yes	yes	\$ 18,988	\$ 18,988	\$ 19,000	\$3,373	\$304
41	2013	Kia	Soul	30	Yes	No	\$ 8,988	\$ 8,100	\$ 10,000	\$2,186	\$0
42	2015	Chevrolet	Equinox	19	Yes	No	\$ 19,398	\$ 18,800	\$ 19,500	\$381	\$1,889

43	2016	Toyota	Tundra	34	Yes	No	\$	37,492	\$	37,492	\$	38,000	\$705	\$3,752
44	2015	Chevrolet	Tahoe	4	Yes	No	\$	38,997	\$	38,997	\$	39,000	\$444	\$3,684
45	2015	Ford	F-150	89	Yes	No	\$	33,988	\$	33,988	\$	35,000	\$0	\$2,741
46	2004	Lincoln	Towncar	24	Yes	No	\$	6,988	\$	5,988	\$	6,000	\$2,356	\$0
47	2015	Mazda	Cx-9	44	Yes	yes	\$	20,263	\$	20,263	\$	21,000	\$2,867	\$1,100
48	2015	mazda	3	14	Yes	yes	\$	15,988	\$	14,672	\$	14,500	\$140	\$547
49	2016	Mazda	cx-5	19	Yes	yes	\$	19,988	\$	18,225	\$	20,000	\$1,754	\$971
50	2015	BMW	X4	4	Yes	No	\$	26,806	\$	26,806	\$	27,000	\$1,940	\$490
51	2015	Ford	F-150	25	yes	no	\$	32,988	\$	32,988	\$	30,000	\$4,448	\$5,296
52	2017	Jeep	Renegade	7	yes	No	\$	17,995	\$	17,995	\$	18,000	\$285	\$165
53	2018	mazda	3	23	Yes	yes	\$	18,988	\$	17,044	\$	19,000	(\$610)	\$145

Scoreboard Totals

# of Purchased Vehicles Retailed	153
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	68%
Total # Retail Units	153
Average Days to Sale	24.0
Average Advertised Price (Time of Sale)	\$ 26,505
Average Transaction Price	\$ 25,668
Average Market Price at 100%	\$ 26,333
Average Price to Market (Time of Sale)	101%
Average Transaction to Market	97%
Average Transactional Discount	\$ 671
Average Front End Gross	\$ 1,468
Average Finance Gross	\$ 1,655
PUVR	\$ 3,116
Total Gross (Units & PUVR)	\$ 476,737



MY

Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	153
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	68%
Total # Retail Units	153
Average Days to Sale	24.0
Average Advertised Price (Time of Sale)	\$ 26,505
Average Transaction Price	\$ 25,668
Average Market Price at 100%	\$ 26,333
Average Price to Market (Time of Sale)	101%
Average Transaction to Market	97%
Average Transactional Discount	\$ 671
Average Front End Gross	\$ 1,468
Average Finance Gross	\$ 1,655
PUVR	\$ 3,116
Total Gross (Units & PUVR)	\$ 476,737



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	153	0
# of Traded Vehicles Retailed	0	0
% Retailed of Non-New Franchise	68%	#DIV/0!
Total # Retail Units	153	0
Average Days to Sale	24.0	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 26,505	#DIV/0!
Average Transaction Price	\$ 25,668	#DIV/0!
Average Market Price at 100%	\$ 26,333	#DIV/0!
Average Price to Market (Time of Sale)	101%	#DIV/0!
Average Transaction to Market	97%	#DIV/0!
Average Transactional Discount	\$ 671	#DIV/0!
Average Front End Gross	\$ 1,468	#DIV/0!
Average Finance Gross	\$ 1,655	#DIV/0!
PUVR	\$ 3,116	#DIV/0!
Total Gross (Units & PUVR)	\$ 476,737	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	153
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	68%
Total # Retail Units	153
Average Days to Sale	24.0
Average Advertised Price (Time of Sale)	\$ 26,505
Average Transaction Price	\$ 25,668
Average Market Price at 100%	\$ 26,333
Average Price to Market (Time of Sale)	101%
Average Transaction to Market	97%
Average Transactional Discount	\$ 671
Average Front End Gross	\$ 1,468
Average Finance Gross	\$ 1,655
PUVR	\$ 3,116
Total Gross (Units & PUVR)	\$ 476,737



Scoreboard

CPO	Totals
# of Purchased Vehicles Retailed	153
# of Traded Vehicles Retailed	0
Total # Retail Units	153
Average Days to Sale	24.0
Average Advertised Price (Time of Sale)	\$ 26,505
Average Transaction Price	\$ 25,668
Average Market Price at 100%	\$ 26,333
Average Price to Market (Time of Sale)	101%
Average Transaction to Market	97%
Average Transactional Discount	\$ 671
Average Front End Gross	\$ 1,468
Average Finance Gross	\$ 1,655
PUVR	\$ 3,116
Total Gross (Units & PUVR)	\$ 476,737

Yes	No
35	118
0	0
35	118
21.8	24.7
\$ 23,716	\$ 26,472
\$ 22,959	\$ 26,472
\$ 23,486	\$ 27,178
\$ 1	\$ 1
98%	97%
\$ 757	\$ 646
\$ 1,714	\$ 1,395
\$ 1,442	\$ 1,718
\$ 3,156	\$ 3,104
\$ 110,466	\$ 366,259

Scoreboard

Same Brand as New	Totals
# of Purchased Vehicles Retailed	153
# of Traded Vehicles Retailed	0
Total # Retail Units	153
Average Days to Sale	24.0
Average Advertised Price (Time of Sale)	\$ 26,505
Average Transaction Price	\$ 25,668
Average Market Price at 100%	\$ 26,333
Average Price to Market (Time of Sale)	101%
Average Transaction to Market	97%
Average Transactional Discount	\$ 671
Average Front End Gross	\$ 1,468
Average Finance Gross	\$ 1,655
PUVR	\$ 3,116
Total Gross (Units & PUVR)	\$ 476,737

Yes	No
49	104
0	0
49	104
25.5	23.4
\$ 19,396	\$ 28,984
\$ 18,631	\$ 28,984
\$ 19,255	\$ 29,668
101%	98%
97%	98%
\$ 765	\$ 627
\$ 1,677	\$ 1,370
\$ 1,254	\$ 1,844
\$ 2,931	\$ 3,204
\$ 143,600	\$ 333,225

Sales by Age

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
0 - 30 Days	113	\$178,889	\$181,368	\$3,188	73.86%
31 - 45 Days	15	\$27,170	\$24,629	\$3,453	9.80%
46 - 60 Days	10	\$12,118	\$18,968	\$3,109	6.54%
60 - 90 Days	10	\$5,549	\$14,500	\$2,005	6.54%
90+ Days	5	\$863	\$13,714	\$2,915	3.27%
Totals	153	\$224,589	\$253,179	\$3,123	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	Total Front Gross \$
0 - 30 Days	113	\$178,889
31 - 45 Days	15	\$27,170
46 - 60 Days	10	\$12,118
60 - 90 Days	10	\$5,549
90+ Days	5	\$863
Totals	153	\$ 224,589



\$ PUVR result of adding Front
% of Total Unit Sales result of

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$181,368	\$3,188	73.86%
\$24,629	\$3,453	9.80%
\$18,968	\$3,109	6.54%
\$14,500	\$2,005	6.54%
\$13,714	\$2,915	3.27%
\$ 253,179	\$3,123	100.0%

**Gross \$\$ and F&I Gross \$\$ divided by Number of sales
dividing Unit Sales in Age bucket by Total Unit Sales**

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	0	\$0
Totals	0	



\$ PUVR result of adding Front
% of Total Unit Sales result of

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$0	#DIV/0!	#DIV/0!
	#DIV/0!	#DIV/0!

Gross \$\$ and F&I Gross \$\$ divided by Number of sales
dividing Unit Sales in Age bucket by Total Unit Sales