

Desk Manager	Finance Manager
ASH BHATTARAI	RODNEY STALLS
EMERSON MAY	KYLE JOHN
BRANDON BOYD	GAVIN GALLAGHER
RYAN AQUINO	EDWIN CERDA
MIKE BROWN	DAVE CANAL
TREY HULSE	FRANK ALEDIA
	ANTHONY GREER

#	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	Toyota	Rav4	26	Yes	YES	\$ 20,995	\$ 20,795	\$ 17,309	\$1,512	\$1,907
2	2016	Toyota	Highlander	54	Yes	YES	\$ 29,475	\$ 28,888	\$ 29,475	\$179	\$0
3	2018	Toyota	Tundra	36	No	YES	\$ 41,995	\$ 41,995	\$ 43,475	\$884	\$0
4	2016	Honda	Accord	42	No	YES	\$ 24,500	\$ 24,500	\$ 24,082	\$569	\$3,003
5	2015	Jeep	Wrangler	58	No	YES	\$ 28,684	\$ 28,478	\$ 29,900	\$298	\$2,507
6	2002	Toyota	Tacoma	12	No	No	\$ 11,995	\$ 11,325	\$ 7,675	\$5,571	\$0
7	2016	Toyota	Corolla	24	No	YES	\$ 16,794	\$ 14,700	\$ 16,775	\$241	\$2,579
8	2013	Nissan	Altima	9	No	No	\$ 8,695	\$ 8,187	\$ 7,025	\$2,289	\$116
9	2016	Toyota	Tundra	15	No	YES	\$ 39,798	\$ 39,087	\$ 40,900	\$4,165	\$2,840
10	2015	Toyota	Rav4	29	Yes	YES	\$ 18,874	\$ 18,673	\$ 18,950	\$1,066	\$0
11	2016	Lexus	GX460	37	No	YES	\$ 40,868	\$ 40,868	\$ 42,025	\$304	\$1,168
12	2016	Jeep	Renegade	42	Yes	YES	\$ 19,981	\$ 19,334	\$ 18,925	\$704	\$557
13	2011	Toyota	Camry	38	No	YES	\$ 12,995	\$ 12,595	\$ 11,050	\$2,406	\$0
14	2016	Toyota	Corolla	14	Yes	YES	\$ 14,500	\$ 14,105	\$ 15,200	\$824	\$1,950
15	2015	Toyota	Highlander	2	No	YES	\$ 31,592	\$ 31,319	\$ 31,425	\$4,020	\$0
16	2018	Chevrolet	Silverado	58	No	No	\$ 34,500	\$ 33,717	\$ 36,902	-\$96	\$0
17	2015	Honda	Civic	34	No	YES	\$ 15,597	\$ 15,256	\$ 16,525	\$276	\$158
18	2015	Toyota	Avalon	36	Yes	YES	\$ 22,750	\$ 22,490	\$ 23,725	\$250	\$7
19	2008	Chrysler	Town & Country	18	No	No	\$ 6,995	\$ 6,300	\$ 6,425	\$1,774	\$0
20	2015	Honda	Accord	17	No	YES	\$ 15,698	\$ 15,014	\$ 15,100	\$1,633	\$1,168
21	2012	Subaru	Outback	24	No	YES	\$ 14,421	\$ 14,042	\$ 13,825	\$1,357	\$1,730
22	2013	Ford	Explorer	22	No	No	\$ 17,500	\$ 17,000	\$ 18,700	\$1,450	\$0
23	2015	KIA	Optima	15	No	YES	\$ 11,900	\$ 11,500	\$ 12,350	\$1,568	\$150
24	2005	Toyota	Prius	23	No	No	\$ 5,795	\$ 5,076	\$ 4,250	\$595	\$0
25	2018	Toyota	Rav4	54	No	YES	\$ 22,959	\$ 22,959	\$ 22,450	\$111	\$0
26	2014	Toyota	Tundra	6	No	YES	\$ 30,998	\$ 30,988	\$ 29,275	\$4,119	\$739
27	2015	Toyota	Camry	19	Yes	YES	\$ 17,350	\$ 17,350	\$ 17,875	\$1,303	\$2,309
28	2015	Hyundai	Veloster	51	No	YES	\$ 12,250	\$ 11,642	\$ 12,225	-\$54	\$2,692
29	2016	Chevrolet	Silverado	22	No	YES	\$ 32,495	\$ 32,295	\$ 34,325	\$3,922	\$1,098
30	2015	Jeep	Cherokee	40	No	No	\$ 14,500	\$ 14,995	\$ 15,150	\$305	\$483
31	2012	Toyota	Camry	14	No	No	\$ 11,795	\$ 11,295	\$ 10,800	\$2,132	\$0
32	2016	Toyota	Camry	19	No	YES	\$ 18,981	\$ 18,213	\$ 20,450	\$1,348	\$780
33	2012	Toyota	Camry	21	No	YES	\$ 14,795	\$ 14,536	\$ 14,900	\$2,372	\$7
34	2013	Mercedes	C class	52	No	YES	\$ 14,442	\$ 14,143	\$ 16,150	-\$771	\$386
35	2009	Mazda	CX-9	21	No	No	\$ 5,495	\$ 5,465	\$ 7,125	\$895	\$0
36	2013	Chevrolet	Volt	16	No	No	\$ 9,495	\$ 9,495	\$ 9,975	\$1,928	\$158
37	2015	Toyota	Sienna	15	No	No	\$ 17,695	\$ 17,500	\$ 18,175	\$2,454	\$1,045
38	2015	BMW	228i	55	No	YES	\$ 19,895	\$ 19,447	\$ 22,300	\$218	\$1,107
39	2016	Buick	Enclave	39	Yes	YES	\$ 29,900	\$ 29,892	\$ 28,700	\$1,004	\$704
40	2015	Toyota	Prius	37	Yes	YES	\$ 17,500	\$ 17,500	\$ 19,525	\$852	\$0
41	2012	GMC	Sierra	12	No	No	\$ 16,695	\$ 16,395	\$ 15,975	\$3,225	\$0
42	2011	Honda	Pilot	28	Yes	No	\$ 17,995	\$ 17,293	\$ 16,500	\$673	\$0

43	2016	Toyota	Highlander	33	No	YES	\$ 30,997	\$ 30,548	\$ 32,150	\$608	\$8
44	2017	Toyota	Tacoma	62	No	YES	\$ 33,455	\$ 32,752	\$ 36,050	-\$514	\$3,410
45	2015	Toyota	Camry	54	Yes	YES	\$ 15,684	\$ 15,350	\$ 17,150	-\$46	\$1,371
46	2018	Toyota	C-HR	75	Yes	YES	\$ 19,995	\$ 19,595	\$ 22,950	-\$110	\$996
47	2015	Toyota	Prius V	26	Yes	YES	\$ 23,995	\$ 22,004	\$ 23,125	\$1,008	\$1,507
48	2016	Toyota	4 Runner	24	No	YES	\$ 32,551	\$ 32,189	\$ 35,475	\$1,002	\$1,141
49	2015	Toyota	Rav4	18	Yes	YES	\$ 19,950	\$ 19,950	\$ 19,925	\$1,381	\$8
50	2011	Ford	Escape	37	No	No	\$ 9,997	\$ 9,382	\$ 9,975	\$1,731	\$0
51	2007	Mercedes	E- Class	8	No	No	\$ 10,995	\$ 10,495	\$ 9,200	\$3,652	\$619
52	2015	Toyota	Camry	44	Yes	YES	\$ 19,495	\$ 18,800	\$ 21,300	\$532	\$0
53	2014	Toyota	Camry	26	Yes	YES	\$ 15,295	\$ 15,295	\$ 15,700	\$1,134	\$2,091

Scoreboard Totals

# of Purchased Vehicles Retailed	59
# of Traded Vehicles Retailed	141
% Retailed of Non-New Franchise	33%
Total # Retail Units	200
Average Days to Sale	26.9
Average Advertised Price (Time of Sale)	\$ 19,800
Average Transaction Price	\$ 19,399
Average Market Price at 100%	\$ 20,478
Average Price to Market (Time of Sale)	97%
Average Transaction to Market	95%
Average Transactional Discount	\$ 401
Average Front End Gross	\$ 1,306
Average Finance Gross	\$ 935
PUVR	\$ 2,241
Total Gross (Units & PUVR)	\$ 448,285



MY

Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	59
# of Traded Vehicles Retailed	141
% Retailed of Non-New Franchise	33%
Total # Retail Units	200
Average Days to Sale	26.9
Average Advertised Price (Time of Sale)	\$ 19,800
Average Transaction Price	\$ 19,399
Average Market Price at 100%	\$ 20,478
Average Price to Market (Time of Sale)	97%
Average Transaction to Market	95%
Average Transactional Discount	\$ 401
Average Front End Gross	\$ 1,306
Average Finance Gross	\$ 935
PUVR	\$ 2,241
Total Gross (Units & PUVR)	\$ 448,285



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	59	0
# of Traded Vehicles Retailed	141	0
% Retailed of Non-New Franchise	33%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	26.9	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,800	#DIV/0!
Average Transaction Price	\$ 19,399	#DIV/0!
Average Market Price at 100%	\$ 20,478	#DIV/0!
Average Price to Market (Time of Sale)	97%	#DIV/0!
Average Transaction to Market	95%	#DIV/0!
Average Transactional Discount	\$ 401	#DIV/0!
Average Front End Gross	\$ 1,306	#DIV/0!
Average Finance Gross	\$ 935	#DIV/0!
PUVR	\$ 2,241	#DIV/0!
Total Gross (Units & PUVR)	\$ 448,285	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	59
# of Traded Vehicles Retailed	141
% Retailed of Non-New Franchise	33%
Total # Retail Units	200
Average Days to Sale	26.9
Average Advertised Price (Time of Sale)	\$ 19,800
Average Transaction Price	\$ 19,399
Average Market Price at 100%	\$ 20,478
Average Price to Market (Time of Sale)	97%
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Average Transactional Discount	\$ 401
Average Front End Gross	\$ 1,306
Average Finance Gross	\$ 935
PUVR	\$ 2,241
Total Gross (Units & PUVR)	\$ 448,285



Scoreboard

CPO	Totals
# of Purchased Vehicles Retailed	59
# of Traded Vehicles Retailed	141
Total # Retail Units	200
Average Days to Sale	26.9
Average Advertised Price (Time of Sale)	\$ 19,800
Average Transaction Price	\$ 19,399
Average Market Price at 100%	\$ 20,478
Average Price to Market (Time of Sale)	97%
Average Transaction to Market	95%
Average Transactional Discount	\$ 401
Average Front End Gross	\$ 1,306
Average Finance Gross	\$ 935
PUVR	\$ 2,241
Total Gross (Units & PUVR)	\$ 448,285

Yes	No
53	6
83	58
136	64
27.4	26.0
\$ 21,733	\$ 15,214
\$ 21,369	\$ 15,214
\$ 22,586	\$ 16,001
\$ 1	\$ 1
95%	95%
\$ 365	\$ 476
\$ 1,225	\$ 1,480
\$ 1,080	\$ 628
\$ 2,304	\$ 2,108
\$ 313,366	\$ 134,919

Scoreboard

Same Brand as New	Totals
# of Purchased Vehicles Retailed	59
# of Traded Vehicles Retailed	141
Total # Retail Units	200
Average Days to Sale	26.9
Average Advertised Price (Time of Sale)	\$ 19,800
Average Transaction Price	\$ 19,399
Average Market Price at 100%	\$ 20,478
Average Price to Market (Time of Sale)	97%
Average Transaction to Market	95%
Average Transactional Discount	\$ 401
Average Front End Gross	\$ 1,306
Average Finance Gross	\$ 935
PUVR	\$ 2,241
Total Gross (Units & PUVR)	\$ 448,285

Yes	No
46	13
89	52
135	65
25.0	30.8
\$ 20,630	\$ 17,718
\$ 20,208	\$ 17,718
\$ 21,185	\$ 19,010
97%	93%
95%	93%
\$ 422	\$ 357
\$ 1,395	\$ 1,122
\$ 1,038	\$ 721
\$ 2,433	\$ 1,843
\$ 328,504	\$ 119,782

Sales by Age

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
0 - 30 Days	120	\$225,077	\$112,257	\$2,811	60.00%
31 - 45 Days	56	\$40,168	\$52,630	\$1,657	28.00%
46 - 60 Days	21	(\$3,291)	\$17,747	\$688	10.50%
60 - 90 Days	3	(\$708)	\$4,406	\$1,233	1.50%
90+ Days	0	\$0	\$0	#DIV/0!	0.00%
Totals	200	\$261,246	\$187,039	\$2,241	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	33	\$55,924
31 - 45 Days	18	\$10,049
46 - 60 Days	7	(\$1,186)
60 - 90 Days	1	(\$110)
90+ Days	0	\$0
Totals	59	\$ 64,677



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

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$36,505	\$2,801	55.93%
\$14,368	\$1,357	30.51%
\$5,429	\$606	11.86%
\$996	\$885	1.69%
\$0	#DIV/0!	0.00%
\$ 57,298	\$2,067	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	82	\$162,766
31 - 45 Days	38	\$30,119
46 - 60 Days	13	(\$1,919)
60 - 90 Days	2	(\$597)
90+ Days	0	\$0
Totals	135	\$190,369



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

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$73,608	\$2,883	60.74%
\$38,262	\$1,799	28.15%
\$12,318	\$800	9.63%
\$3,410	\$1,406	1.48%
\$0	#DIV/0!	0.00%
\$127,597	\$2,355	100.0%

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