

Sales Consultant	New Car Franchise
TYLER KEEL	Chevrolet
PHILIP WILLIAMS	Chevrolet
HARLLEE POWEL	Chevrolet
JOEL ADAMS	Chevrolet
ELLIOTT ONWUKA (120624)	Chevrolet
NICHOLAS ERVIN	Chevrolet
ANJILE KENYETTA LAVERNE FORBES	Chevrolet
BRANDON LANE	Chevrolet
MICHAEL SAMUEL THOMAS	Chevrolet
YVONNE SMITH	Chevrolet
Moises Sosa	Chevrolet
CALEB DANIEL GORRELL	Chevrolet
JOESPH ANTHONY HALL	Chevrolet
MICHAEL LEE THOMAS	Chevrolet
ADAM LINBERRY	Chevrolet
Taylor Jones	Chevrolet
JAMES THOMAS WEINBERGER	Chevrolet
KLANEECE THOMPSON (120623)	Chevrolet
Lanna Johnson	Chevrolet
JOSEPH EDWARD ZEMOLA	Chevrolet

#	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	2014	Cadillac	SRX	3	Yes	Yes	\$ 19,897	19,897.00	\$ 19,897	-282.44	107.20
2	2016	Chevrolet	TAHOE	11	No	Yes	\$ 48,487	48,487.00	\$ 48,487	2,482.16	1,876.99
3	2016	Chevrolet	TAHOE	41	Yes	Yes	\$ 35,265	35,265.00	\$ 35,265	584.46	3,857.58
4	2011	Chevrolet	SILVERADO 1500	6	Yes		\$ 21,988	22,053.89	\$ 21,988	503.94	352.56
5	2014	GMC	SIERRA 1500	49	Yes		\$ 23,659	23,659.00	\$ 23,659	555.61	2,930.22
6	2014	Chevrolet	SILVERADO 1500	7	Yes		\$ 31,065	31,065.00	\$ 31,065	1,084.05	4,042.36
7	2014	Kia	OPTIMA	33	Yes	Yes	\$ 12,346	13,452.00	\$ 12,346	-1,047.82	1.20
8	2014	Chevrolet	SILVERADO 1500	48	Yes	Yes	\$ 24,993	24,993.00	\$ 24,993	52.88	939.88
9	2011	Chevrolet	AVALANCHE 1500	9	No		\$ 16,885	16,329.69	\$ 16,885	2,277.26	193.20
10	2016	Chevrolet	SILVERADO 1500	49	Yes	Yes	\$ 28,595	28,000.00	\$ 28,595	-855.72	100.20
11	2016	Chevrolet	TAHOE	43	Yes	Yes	\$ 40,996	40,596.00	\$ 40,996	805.04	.00
12	2014	Chevrolet	SILVERADO 1500	32	Yes	Yes	\$ 26,982	26,497.00	\$ 26,982	930.78	.00
13	2014	Mazda	CX-9	57	Yes	Yes	\$ 17,499	17,499.00	\$ 17,499	-1,002.46	237.92
14	2015	Chevrolet	IMPALA	12	No	Yes	\$ 16,988	16,400.51	\$ 16,988	282.56	.00
15	2014	Mercedes-Benz	E-CLASS	24	No	Yes	\$ 24,487	24,410.22	\$ 24,487	1,479.09	.00
16	2011	Chevrolet	MALIBU	13	No	Yes	\$ 12,987	10,698.12	\$ 12,987	2,910.97	128.96
17	2016	Chevrolet	SILVERADO 1500	31	Yes		\$ 27,985	27,985.00	\$ 27,985	3,574.50	2,674.78
18	2013	Honda	CIVIC SDN	39	No	Yes	\$ 10,577	10,381.10	\$ 10,577	-539.50	.00
19	2016	Honda	ACCORD SEDAN	12	No	Yes	\$ 18,874	18,874.00	\$ 18,874	956.04	926.98
20	2008	Chevrolet	SILVERADO 2500	7	No		\$ 26,865	25,669.77	\$ 26,865	4,618.87	.00
21	2014	Nissan	SENTRA	18	Yes	Yes	\$ 12,988	12,998.00	\$ 12,988	1,043.74	2,114.51
22	2011	Dodge	DURANGO	53	No		\$ 11,786	11,786.00	\$ 11,786	-1,454.60	2,512.25
23	2016	Chevrolet	CRUZE LIMITED	46	No	Yes	\$ 11,236	10,382.00	\$ 11,236	-1,603.94	.00
24	2014	Chevrolet	SILVERADO 1500	2	Yes		\$ 26,898	26,898.00	\$ 26,898	2,310.05	1,650.61
25	2015	Chevrolet	MALIBU	6	Yes	Yes	\$ 15,566	15,556.00	\$ 15,566	-293.81	772.11
26	2010	Acura	MDX	7	No		\$ 13,494	12,994.00	\$ 13,494	99.10	.00
27	2012	Chevrolet	SILVERADO 1500	12	No		\$ 19,874	18,651.97	\$ 19,874	1,522.21	.00
28	2015	Nissan	PATHFINDER	15	No	Yes	\$ 19,877	19,887.00	\$ 19,877	-77.20	241.32
29	2016	Chevrolet	TAHOE	4	Yes	Yes	\$ 42,748	42,764.64	\$ 42,748	739.64	193.20
30	2017	Chevrolet	SILVERADO 1500	10	No	Yes	\$ 41,987	41,487.00	\$ 41,987	-285.79	2,598.87
31	2014	Hyundai	VELOSTER	14	No	Yes	\$ 12,625	12,500.00	\$ 12,625	-665.23	631.29
32	2009	Toyota	CAMRY	14	No		\$ 7,994	6,060.71	\$ 7,994	1,307.63	.00
33	2017	Chevrolet	SILVERADO 2500H	1	Yes	Yes	\$ 39,887	39,887.00	\$ 39,887	-349.60	3,271.12
34	2014	Honda	PILOT	19	No		\$ 21,992	21,992.00	\$ 21,992	818.95	328.64
35	2013	Chevrolet	CRUZE	26	No		\$ 8,577	7,517.02	\$ 8,577	-299.90	.00
36	2014	Nissan	ALTIMA	17	No	Yes	\$ 13,977	13,977.00	\$ 13,977	1,734.76	.00
37	2011	Chevrolet	CAMARO	38	No	Yes	\$ 14,990	14,430.00	\$ 14,990	-1,743.41	1,028.75
38	2015	gmc	TERRAIN	69	Yes	Yes	\$ 20,487	20,487.00	\$ 20,487	-921.69	1,086.81
39	2013	Chevrolet	CAMARO	54	Yes	Yes	\$ 15,430	15,274.65	\$ 15,430	330.39	105.09
40	2017	Chevrolet	IMPALA	1	Yes	Yes	\$ 17,625	18,125.00	\$ 17,625	484.05	4,043.71
41	2015	GMC	TERRAIN	13	Yes	Yes	\$ 21,226	20,976.00	\$ 21,226	324.44	646.08
42	2012	Chevrolet	COLORADO	20	No		\$ 12,984	12,984.00	\$ 12,984	1,572.71	216.23
43	2015	GMC	TERRAIN	18	Yes		\$ 22,987	21,624.00	\$ 22,987	-207.38	879.33
44	2013	Honda	ODYSSEY	6	Yes		\$ 20,150	20,150.00	\$ 20,150	1,060.05	862.36

45	2016	Chevrolet	SILVERADO 1500	28	No	Yes	\$	26,454	24,096.68	\$	26,454	583.74	2,927.18
46	2011	Dodge	NITRO	19	Yes		\$	11,496	11,496.00	\$	11,496	-325.88	221.02
47	2011	Ford	EXPLORER	35	No		\$	11,976	11,976.00	\$	11,976	-161.99	.00
48	2013	Chevrolet	TRAVERSE	18	Yes	Yes	\$	20,977	20,977.00	\$	20,977	892.27	603.07
49	2015	Chevrolet	TAHOE	62	Yes	Yes	\$	32,497	32,000.00	\$	32,497	-1,522.09	.00
50	2015	Chevrolet	MALIBU	6	Yes	Yes	\$	13,642	13,642.00	\$	13,642	-979.98	1,684.65
51	2013	Ford	ESCAPE	8	Yes	Yes	\$	12,544	12,350.00	\$	12,544	-692.87	1,793.20
52	2013	Chevrolet	SONIC	30	No	Yes	\$	8,878	8,878.00	\$	8,878	-81.92	296.59
53	2015	Chevrolet	SILVERADO 1500	55	Yes	Yes	\$	28,578	28,578.00	\$	28,578	2,213.34	345.20

Scoreboard Totals

# of Purchased Vehicles Retailed	91
# of Traded Vehicles Retailed	62
% Retailed of Non-New Franchise	59%
Total # Retail Units	153
Average Days to Sale	25.5
Average Advertised Price (Time of Sale)	\$ 19,521
Average Transaction Price	\$ 19,177
Average Market Price at 100%	\$ 19,521
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 344
Average Front End Gross	\$ 266
Average Finance Gross	\$ 1,225
PUVR	\$ 1,492
Total Gross (Units & PUVR)	\$ 228,205



MY

Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	91
# of Traded Vehicles Retailed	62
% Retailed of Non-New Franchise	59%
Total # Retail Units	153
Average Days to Sale	25.5
Average Advertised Price (Time of Sale)	\$ 19,521
Average Transaction Price	\$ 19,177
Average Market Price at 100%	\$ 19,521
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 344
Average Front End Gross	\$ 266
Average Finance Gross	\$ 1,225
PUVR	\$ 1,492
Total Gross (Units & PUVR)	\$ 228,205



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	91	0
# of Traded Vehicles Retailed	62	0
% Retailed of Non-New Franchise	59%	#DIV/0!
Total # Retail Units	153	0
Average Days to Sale	25.5	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,521	#DIV/0!
Average Transaction Price	\$ 19,177	#DIV/0!
Average Market Price at 100%	\$ 19,521	#DIV/0!
Average Price to Market (Time of Sale)	100%	#DIV/0!
Average Transaction to Market	98%	#DIV/0!
Average Transactional Discount	\$ 344	#DIV/0!
Average Front End Gross	\$ 266	#DIV/0!
Average Finance Gross	\$ 1,225	#DIV/0!
PUVR	\$ 1,492	#DIV/0!
Total Gross (Units & PUVR)	\$ 228,205	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	91
# of Traded Vehicles Retailed	62
% Retailed of Non-New Franchise	59%
Total # Retail Units	153
Average Days to Sale	25.5
Average Advertised Price (Time of Sale)	\$ 19,521
Average Transaction Price	\$ 19,177
Average Market Price at 100%	\$ 19,521
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 344
Average Front End Gross	\$ 266
Average Finance Gross	\$ 1,225
PUVR	\$ 1,492
Total Gross (Units & PUVR)	\$ 228,205



Scoreboard

CPO	Totals
# of Purchased Vehicles Retailed	91
# of Traded Vehicles Retailed	62
Total # Retail Units	153
Average Days to Sale	25.5
Average Advertised Price (Time of Sale)	\$ 19,521
Average Transaction Price	\$ 19,177
Average Market Price at 100%	\$ 19,521
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 344
Average Front End Gross	\$ 266
Average Finance Gross	\$ 1,225
PUVR	\$ 1,492
Total Gross (Units & PUVR)	\$ 228,205

Yes	No
66	0
30	0
96	0
28.0	#DIV/0!
\$ 21,503	#DIV/0!
\$ 21,221	#DIV/0!
\$ 21,504	#DIV/0!
\$ 1	#DIV/0!
99%	#DIV/0!
\$ 282	#DIV/0!
\$ 12	#DIV/0!
\$ 1,436	#DIV/0!
\$ 1,448	#DIV/0!
\$ 139,001	#DIV/0!

Scoreboard

Same Brand as New	Totals
# of Purchased Vehicles Retailed	91
# of Traded Vehicles Retailed	62
Total # Retail Units	153
Average Days to Sale	25.5
Average Advertised Price (Time of Sale)	\$ 19,521
Average Transaction Price	\$ 19,177
Average Market Price at 100%	\$ 19,521
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 344
Average Front End Gross	\$ 266
Average Finance Gross	\$ 1,225
PUVR	\$ 1,492
Total Gross (Units & PUVR)	\$ 228,205

Yes	No
39	52
23	39
62	91
24.7	26.1
\$ 20,753	\$ 18,379
\$ 20,348	\$ 18,379
\$ 20,754	\$ 18,681
100%	98%
98%	98%
\$ 406	\$ 302
\$ 481	\$ 120
\$ 1,272	\$ 1,194
\$ 1,752	\$ 1,314
\$ 108,630	\$ 119,575

Sales by Age

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
0 - 30 Days	94	\$67,565	\$112,306	\$1,914	62.67%
31 - 45 Days	27	(\$4,358)	\$40,806	\$1,350	18.00%
46 - 60 Days	20	(\$9,986)	\$21,848	\$593	13.33%
60 - 90 Days	8	(\$12,295)	\$7,039	(\$657)	5.33%
90+ Days	1	(\$988)	\$1,458	\$470	0.67%
Totals	150	\$39,938	\$183,458	\$1,489	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	48	\$14,705
31 - 45 Days	20	(\$4,676)
46 - 60 Days	14	(\$5,886)
60 - 90 Days	5	(\$7,558)
90+ Days	1	(\$988)
Totals	88	\$ (4,403)



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

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$80,028	\$1,974	54.55%
\$34,009	\$1,467	22.73%
\$12,020	\$438	15.91%
\$2,833	(\$945)	5.68%
\$1,458	\$470	1.14%
\$ 130,348	\$1,431	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	46	\$52,861
31 - 45 Days	7	\$317
46 - 60 Days	6	(\$4,100)
60 - 90 Days	3	(\$4,737)
90+ Days	0	\$0
Totals	62	\$44,341



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

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$32,278	\$1,851	74.19%
\$6,797	\$1,016	11.29%
\$9,828	\$955	9.68%
\$4,206	(\$177)	4.84%
\$0	#DIV/0!	0.00%
\$53,110	\$1,572	100.0%

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