

#	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	\$ 13,800,000	\$ 15,000	\$1,500	\$1,000
1	2015	HONDA	CROSSTOUR	37	YES	YES	\$ 20,988	20,988	\$ 20,998	\$335	1,567
2	2016	HONDA	ACCORD	39	NO	YES	\$ 19,987	19,987	\$ 20,386	\$551	844
3	2013	HONDA	PILOT	2	NO	YES	\$ 23,995	23,995	\$ 18,587	\$1,010	1,508
4	2014	HONDA	CRV	30	NO	YES	\$ 18,799	18,357	\$ 18,476	(\$484)	1,042
5	2014	TOYOTA	CAMRY	31	NO	No	\$ 13,898	13,230	\$ 14,193	\$853	-
6	2018	HONDA	ACCORD	28	NO	YES	\$ 22,500	22,110	\$ 23,411	\$21,545	4,212
7	2011	HONDA	ODYSSEY	33	NO	No	\$ 12,988	12,988	\$ 12,379	\$1,545	1,113
8	2017	HONDA	ACCORD	63	NO	YES	\$ 21,888	21,446	\$ 22,228	(\$952)	3,412
9	2013	HONDA	ACCORD	18	NO	YES	\$ 16,850	16,850	\$ 15,690	\$753	1,029
10	2015	HONDA	ACCORD	1	Yes	YES	\$ 19,495	19,495	\$ 16,905	\$1,936	651
11	2009	HONDA	CRV	1	Yes	No	\$ 10,225	10,225	\$ 11,596	(\$169)	-
12	2012	CHEVROLET	TAHOE	4	NO	No	\$ 27,995	27,495	\$ 26,032	\$1,509	3,901
13	2015	NISSAN	FRONTIER	8	NO	No	\$ 20,579	19,598	\$ 19,952	\$400	206
14	2013	TOYOTA	4RUNNER	76	Yes	No	\$ 22,887	22,445	\$ 22,110	(\$1,651)	512
15	2012	CHRYSLER	300	24	Yes	No	\$ 11,988	10,965	\$ 10,496	\$446	542
16	2012	HONDA	PILOT	11	Yes	No	\$ 15,789	15,789	\$ 14,400	(\$568)	719
17	2011	BUICK	LUCERNE	54	Yes	No	\$ 8,188	7,746	\$ 6,916	\$936	731
18	2013	JAGUAR	XF	17	NO	No	\$ 20,995	20,995	\$ 19,000	\$1,293	2,453
19	2013	NISSAN	JUKE	21	Yes	No	\$ 13,899	12,995	\$ 13,107	(\$763)	-
20	2015	HONDA	ACCORD	1	NO	YES	\$ 18,052	18,052	\$ 16,938	\$735	1,767
21	2015	HONDA	CRV	13	YES	YES	\$ 19,477	19,477	\$ 19,582	\$1,580	952
22	2012	TOYOTA	4RUNNER	27	Yes	No	\$ 21,988	22,646	\$ 21,880	\$1,970	-
23	2013	TOYOTA	VENZA	13	Yes	No	\$ 15,995	15,595	\$ 14,226	\$1,436	2,027
24	2016	HYUNDAI	SONATA	73	NO	No	\$ 14,900	14,900	\$ 15,377	(\$1,505)	887
25	2014	FORD	F150	1	NO	No	\$ 31,317	31,317	\$ 30,004	\$362	2,488
26	2015	HONDA	PILOT	24	NO	YES	\$ 29,859	29,859	\$ 26,302	\$492	1,246
27	2017	JEEP	RENEGADE	2	NO	No	\$ 16,288	16,288	\$ 17,129	(\$133)	-
28	2018	HONDA	ACCORD	19	Yes	YES	\$ 23,400	22,958	\$ 23,518	\$871	834
29	2011	HONDA	ACCORD	11	Yes	No	\$ 12,900	12,500	\$ 11,527	\$846	-
30	2011	INFINITI	QX56	2	NO	No	\$ 21,777	21,777	\$ 25,556	\$872	1,705
31	2015	HONDA	PILOT	43	NO	YES	\$ 25,888	25,588	\$ 24,187	(\$402)	1,378
32	2016	NISSAN	ALTIMA	43	Yes	No	\$ 14,888	14,888	\$ 14,605	\$482	827
33	2011	TOYOTA	CAMRY	31	Yes	No	\$ 7,698	6,875	\$ 10,558	\$529	167
34	2012	TOYOTA	4RUNNER	68	NO	No	\$ 19,898	19,300	\$ 23,390	(\$505)	-
35	2013	NISSAN	ALTIMA	18	NO	No	\$ 10,699	10,200	\$ 10,631	\$177	764
36	2014	HONDA	ACCORD	35	NO	YES	\$ 14,988	14,000	\$ 16,971	(\$14)	364
37	2015	RAM	1500	48	NO	No	\$ 19,988	19,988	\$ 26,732	\$10	320
38	2016	HONDA	ODYSSEY	7	Yes	YES	\$ 25,995	25,995	\$ 24,928	\$1,425	569
39	2017	HONDA	CIVIC HATCH	27	NO	YES	\$ 22,188	22,500	\$ 22,409	\$88	-
40	2009	HONDA	ODYSSEY	4	Yes	No	\$ 10,500	10,262	\$ 9,916	\$1,875	-
41	2014	HONDA	ACCORD	23	NO	YES	\$ 17,985	17,985	\$ 17,218	\$339	2,416
42	2015	BUICK	ENCORE	47	Yes	No	\$ 16,988	15,730	\$ 18,338	(\$1,323)	823
43	2017	HONDA	CRV	54	Yes	YES	\$ 22,650	22,400	\$ 23,418	\$557	482
44	2010	FORD	F150	48	NO	No	\$ 16,988	15,990	\$ 17,880	(\$783)	265
45	2010	TOYOTA	RAV4	13	Yes	No	\$ 13,995	13,553	\$ 12,114	\$1,074	-

46	2015	CHEVROLET	SUBURBAN	35	NO	No	\$	28,988	27,000	\$	34,924	\$264	-
47	2016	TOYOTA	RAV4	8	Yes	No	\$	19,995	19,995	\$	20,460	\$278	714
48	2017	FORD	F150	42	NO	No	\$	26,988	26,988	\$	33,394	\$302	2,715
49	2018	HONDA	ACCORD	25	Yes	YES	\$	26,987	26,987	\$	26,577	\$714	853
50	2006	TOYOTA	AVALON	21	Yes	No	\$	7,842	7,000	\$	9,883	\$1,457	100
51	2015	HONDA	ODYSSEY	8	NO	YES	\$	24,995	24,795	\$	23,846	\$2,305	2,340
52	2016	HONDA	ACCORD	14	Yes	YES	\$	20,875	20,875	\$	20,007	\$989	235
53	2016	HONDA	CIVIC	8	Yes	YES	\$	21,995	21,552	\$	20,973	\$1,007	2,392



Scoreboard	
# of Purchased Vehicles Retailed	88
# of Traded Vehicles Retailed	73
% Retailed of Non-New Franchise	39%
Total # Retail Units	161
Average Days to Sale	24.6
Average Advertised Price (Time of Sale)	\$ 18,310
Average Transaction Price	\$ 18,035
Average Market Price at 100%	\$ 18,114
Average Price to Market (Time of Sale)	101%
Average Transaction to Market	100%
Average Transactional Discount	\$ 276
Average Front End Gross	\$ 825
Average Finance Gross	\$ 884
PUVR	\$ 1,375
Total Gross (Units&PUVR)	\$ 221,434



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	88
# of Traded Vehicles Retailed	73
% Retailed of Non-New Franchise	39%
Total # Retail Units	161
Average Days to Sale	24.6
Average Advertised Price (Time of Sale)	\$ 18,310
Average Transaction Price	\$ 18,035
Average Market Price at 100%	\$ 18,114
Average Price to Market (Time of Sale)	101%
Average Transaction to Market	100%
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Average Front End Gross	\$ 825
Average Finance Gross	\$ 884
PUVR	\$ 1,375
Total Gross (Units&PUVR)	\$ 221,434



BOBBY LEE SEARS (436	US BARRETT JOHNSON	NATHAN LATTIMORE (6
2	43	39
0	25	43
50%	40%	38%
2	68	82
18.5	24.8	25.7
\$ 16,842	\$ 17,241	\$ 19,123
\$ 16,049	\$ 16,948	\$ 18,872
\$ 16,175	\$ 17,061	\$ 19,099
104%	101%	100%
99%	99%	99%
\$ 792	\$ 292	\$ 251
\$ 909	\$ 731	\$ 886
\$ 581	\$ 862	\$ 859
\$ 1,490	\$ 1,593	\$ 1,745
\$ 2,980	\$ 108,341	\$ 143,094

THEW RYAN SANCHEZ (CHAEL WAYNE MAY (684)		
1	3	0
4	1	0
20%	50%	#DIV/0!
5	4	0
16.8	9.5	#DIV/0!
\$ 21,715	\$ 16,321	#DIV/0!
\$ 21,684	\$ 15,775	#DIV/0!
\$ 19,306	\$ 15,323	#DIV/0!
112%	107%	#DIV/0!
112%	103%	#DIV/0!
\$ 31	\$ 546	#DIV/0!
\$ 611	\$ 1,385	#DIV/0!
\$ 1,433	\$ 1,225	#DIV/0!
\$ 2,044	\$ 2,610	#DIV/0!
\$ 10,219	\$ 10,439	#DIV/0!

Scoreboard		
Sales Consultant	Totals	ALEXANDER W GAMBREL
# of Purchased Vehicles Retailed	88	2
# of Traded Vehicles Retailed	73	1
% Retailed of Non-New Franchise	39%	67%
Total # Retail Units	161	3
Average Days to Sale	24.6	21.3
Average Advertised Price (Time of Sale)	\$ 18,310	\$ 22,096
Average Transaction Price	\$ 18,035	\$ 22,029
Average Market Price at 100%	\$ 18,114	\$ 22,000
Average Price to Market (Time of Sale)	101%	100%
Average Transaction to Market	100%	100%
Average Transactional Discount	\$ 276	\$ 67
Average Front End Gross	\$ 825	\$ 1,319
Average Finance Gross	\$ 884	\$ 1,614
PUVR	\$ 1,375	\$ 2,933
Total Gross (Units&PUVR)	\$ 221,434	\$ 8,800



BRETT CODY MILLER (75%	CAVARGGIO LAMAR PERC	CHRISTOPHER EUGENE B
2	16	1
2	9	4
25%	32%	40%
4	25	5
19.5	29.1	19.4
\$ 21,492	\$ 18,001	\$ 17,308
\$ 21,621	\$ 17,787	\$ 17,024
\$ 19,621	\$ 18,393	\$ 17,663
110%	98%	98%
110%	97%	96%
\$ (129)	\$ 214	\$ 285
\$ 1,191	\$ 650	\$ 841
\$ 1,509	\$ 845	\$ 2,206
\$ 2,700	\$ 1,496	\$ 3,046
\$ 10,798	\$ 37,399	\$ 15,232

CLEO BROWN (748)	EDWARD RONGIONE (245)	JEFFREY KWAKU MENSAH
0	8	2
2	8	0
50%	31%	0%
2	16	2
36.0	25.1	28.5
\$ 18,948	\$ 18,107	\$ 22,448
\$ 18,748	\$ 17,922	\$ 22,448
\$ 17,567	\$ 17,275	\$ 22,440
108%	105%	100%
107%	104%	100%
\$ 200	\$ 184	\$ -
\$ 81	\$ 835	\$ 1,318
\$ 1,604	\$ 668	\$ 2,211
\$ 1,685	\$ 1,503	\$ 3,528
\$ 3,370	\$ 24,044	\$ 7,057

JEREMY W MANN (462)	JEROME DAVID TRUHN (5	MARLENE C GOUBERT (14
1	13	12
2	14	10
33%	37%	32%
3	27	22
12.3	25.4	19.9
\$ 17,919	\$ 17,485	\$ 18,054
\$ 17,775	\$ 17,224	\$ 17,553
\$ 19,418	\$ 17,274	\$ 17,758
92%	101%	102%
92%	100%	99%
\$ 144	\$ 262	\$ 500
\$ 1,369	\$ 1,416	\$ 740
\$ 618	\$ 1,007	\$ 613
\$ 1,987	\$ 2,423	\$ 1,353
\$ 5,961	\$ 65,420	\$ 29,775

NEAL HUGH BROWN IV	ROLAND LEE JOHNSON	TERRANCE RAYMOND F
3	15	13
1	12	8
25%	44%	57%
4	27	21
16.3	25.8	25.6
\$ 17,632	\$ 18,705	\$ 18,479
\$ 17,083	\$ 18,392	\$ 18,221
\$ 18,551	\$ 18,744	\$ 17,703
95%	100%	104%
92%	98%	103%
\$ 549	\$ 313	\$ 258
\$ 490	\$ 531	\$ 598
\$ 569	\$ 769	\$ 730
\$ 1,059	\$ 1,300	\$ 1,328
\$ 4,237	\$ 35,092	\$ 27,889

Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	88
# of Traded Vehicles Retailed	73
% Retailed of Non-New Franchise	39%
Total # Retail Units	161
Average Days to Sale	24.6
Average Advertised Price (Time of Sale)	\$ 18,310
Average Transaction Price	\$ 18,035
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JAMES BERNARD W	JERRY ALAN BIGGER	LA-SHONDA RIETTA
18	9	18
15	13	15
55%	36%	18%
33	22	33
20.4	25.7	24.2
\$ 18,846	\$ 18,667	\$ 16,681
\$ 18,493	\$ 18,493	\$ 16,376
\$ 18,071	\$ 18,956	\$ 16,493
104%	98%	101%
102%	98%	99%
\$ 353	\$ 173	\$ 304
\$ 744	\$ 1,422	\$ 731
\$ 833	\$ 866	\$ 681
\$ 1,577	\$ 2,288	\$ 1,412
\$ 52,030	\$ 50,331	\$ 46,592

PHILIP BENJAMIN FAREGINALD ABE CRAIG (678)		
21	22	0
13	17	0
41%	41%	#DIV/0!
34	39	0
28.2	24.6	#DIV/0!
\$ 20,404	\$ 17,210	#DIV/0!
\$ 20,235	\$ 16,874	#DIV/0!
\$ 20,615	\$ 16,868	#DIV/0!
99%	102%	#DIV/0!
98%	100%	#DIV/0!
\$ 169	\$ 337	#DIV/0!
\$ 860	\$ 606	#DIV/0!
\$ 783	\$ 1,196	#DIV/0!
\$ 1,643	\$ 1,802	#DIV/0!
\$ 55,855	\$ 70,264	#DIV/0!

Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	88
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Average Front End Gross	\$ 825
Average Finance Gross	\$ 884
PUVR	\$ 1,375
Total Gross (Units&PUVR)	\$ 221,434

Yes	No
42	46
35	38
77	84
26.3	23.0
\$ 20,582	\$ 15,845
\$ 20,423	\$ 15,845
\$ 20,154	\$ 16,245
\$ 1	\$ 1
101%	98%
\$ 159	\$ 383
\$ 868	\$ 786
\$ 1,114	\$ 672
\$ 1,982	\$ 1,458
\$ 152,624	\$ 122,449



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	88
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Average Transaction Price	\$ 18,035
Average Market Price at 100%	\$ 18,114
Average Price to Market (Time of Sale)	101%
Average Transaction to Market	100%
Average Transactional Discount	\$ 276
Average Front End Gross	\$ 825
Average Finance Gross	\$ 884
PUVR	\$ 1,375
Total Gross (Units&PUVR)	\$ 221,434

Yes	No
58	30
41	32
99	62
22.9	27.2
\$ 18,614	\$ 17,475
\$ 18,386	\$ 17,475
\$ 18,125	\$ 18,097
103%	97%
101%	97%
\$ 228	\$ 351
\$ 920	\$ 672
\$ 958	\$ 765
\$ 1,878	\$ 1,438
\$ 185,925	\$ 89,149



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	0	\$0	\$0	#DIV/0!	#VALUE!
31 - 45 Days	0	\$0	\$0	#DIV/0!	#VALUE!
46 - 60 Days	0	\$0	\$0	#DIV/0!	#VALUE!
60 - 90 Days	0	\$0	\$0	#DIV/0!	#VALUE!
90 Days and Over	0	\$0	\$0	#DIV/0!	#VALUE!
Total		\$0	\$0	#VALUE!	#VALUE!



\$ 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	0
31 - 45 Days	0
46 - 60 Days	0
60 - 90 Days	0
90 Days and Over	0
Total	0

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$0	\$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

% of total unit sales
#DIV/0!



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 and Over	0	\$0
Total	0	

\$ 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
\$0	#DIV/0!	#DIV/0!
	#DIV/0!	#DIV/0!

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

