

#	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	2010	Honda	FIT	21	No	No	\$ 7,891	\$ 7,450	\$ 7,661	\$1,892	\$0
2	2015	Subaru	OUTBACK	25	Yes	Yes	\$ 26,386	\$ 26,386	\$ 25,617	\$3,252	\$0
3	2009	Subaru	IMPREZA	18	No	No	\$ 8,276	\$ 8,276	\$ 8,996	(\$793)	\$86
4	2012	Ford	FUSION	42	No	No	\$ 8,386	\$ 8,000	\$ 9,115	\$2,292	\$718
5	2015	Subaru	OUTBACK	12	Yes	Yes	\$ 20,390	\$ 20,390	\$ 20,188	(\$325)	\$1,745
6	2012	Subaru	FORESTER	14	No	No	\$ 10,742	\$ 10,742	\$ 10,851	\$1,413	\$0
7	2016	Toyota	CAMRY	18	Yes	No	\$ 17,449	\$ 16,949	\$ 17,625	(\$242)	\$1,900
8	2017	Subaru	LEGACY	57	Yes	Yes	\$ 18,486	\$ 18,031	\$ 19,877	(\$573)	\$1,086
9	2008	Subaru	IMPREZA	11	No	No	\$ 6,282	\$ 6,282	\$ 6,544	\$793	\$691
10	2015	Subaru	IMPREZA	37	Yes	Yes	\$ 16,865	\$ 16,865	\$ 16,865	(\$761)	\$302
11	2016	Kia	SOUL	23	No	No	\$ 15,398	\$ 15,398	\$ 15,712	\$2,913	\$451
12	2009	Subaru	IMPREZA	14	No	No	\$ 9,053	\$ 9,053	\$ 8,875	(\$630)	\$0
13	2017	Subaru	LEGACY	56	Yes	Yes	\$ 22,322	\$ 12,000	\$ 23,747	(\$1,168)	\$3,437
14	2011	Chevrolet	MALIBU	13	No	No	\$ 10,615	\$ 10,248	\$ 10,615	\$2,549	\$350
15	2017	Subaru	OUTBACK	49	Yes	Yes	\$ 22,077	\$ 10,000	\$ 22,528	\$1,219	\$2,616
16	2015	Subaru	IMPREZA	40	Yes	Yes	\$ 17,499	\$ 17,299	\$ 17,856	(\$2,242)	\$130
17	2009	Honda	CIVIC	24	No	No	\$ 7,245	\$ 7,245	\$ 7,875	\$2,768	\$1,381
18	2013	Chevrolet	SONIC	57	No	No	\$ 7,093	\$ 7,093	\$ 7,970	\$2,263	\$312
19	2010	Subaru	LEGACY	11	No	No	\$ 11,248	\$ 11,248	\$ 10,920	\$2,278	\$2,160
20	2015	Honda	FIT	63	No	No	\$ 13,645	\$ 13,645	\$ 14,516	\$3,087	\$1,787
21	2017	Subaru	FORESTER	14	Yes	Yes	\$ 21,885	\$ 21,855	\$ 21,885	\$672	\$2,170
22	2009	Subaru	TRIBECA	8	No	No	\$ 10,357	\$ 6,500	\$ 9,959	\$171	\$0
23	2015	Honda	PILOT	43	No	No	\$ 23,894	\$ 23,700	\$ 25,152	(\$193)	\$787
24	2010	Subaru	IMPREZA	21	No	No	\$ 8,263	\$ 8,263	\$ 8,432	\$2,521	\$0
25	2015	Subaru	CROSSTREK	22	Yes	Yes	\$ 21,987	\$ 21,987	\$ 21,987	\$2,434	\$2,324
26	2015	Subaru	IMPREZA	22	Yes	Yes	\$ 19,925	\$ 19,500	\$ 19,925	\$2,383	\$0
27	2007	Subaru	IMPREZA	16	No	No	\$ 6,286	\$ 6,286	\$ 6,286	\$1,394	\$720
28	2018	Subaru	IMPREZA	4	Yes	Yes	\$ 21,848	\$ 21,848	\$ 21,632	\$1,566	\$2,265
29	2010	Subaru	LEGACY	9	No	No	\$ 8,930	\$ 7,500	\$ 8,930	\$2,234	\$0
30	2017	Subaru	OUTBACK	15	No	Yes	\$ 29,472	\$ 29,285	\$ 29,180	\$2,993	\$3,028
31	2014	Subaru	FORESTER	32	No	Yes	\$ 13,537	\$ 13,760	\$ 13,956	\$2,113	\$2,408
32	2014	Honda	CRV	33	No	No	\$ 17,950	\$ 17,950	\$ 18,505	\$1,949	\$4,274
33	2011	Honda	PILOT	20	No	No	\$ 17,634	\$ 17,634	\$ 17,120	\$2,087	\$672
34	2011	Chevrolet	SILVERADO	33	No	No	\$ 27,279	\$ 26,000	\$ 27,009	\$5,941	\$0
35	2017	Subaru	WRX	1	No	No	\$ 26,000	\$ 26,000	\$ 25,735	\$1,327	\$1,610
36	2015	Subaru	IMPREZA	33	Yes	Yes	\$ 16,708	\$ 16,518	\$ 16,221	(\$1,460)	\$1,865
37	2012	GMC	ACADIA	27	No	No	\$ 15,927	\$ 15,500	\$ 16,944	(\$144)	\$0
38	2010	Honda	CIVIC	11	No	No	\$ 9,989	\$ 9,225	\$ 10,298	\$1,922	\$200
39	2018	Subaru	IMPREZA	11	Yes	Yes	\$ 26,219	\$ 25,700	\$ 27,311	\$1,615	\$2,271
40	2013	Subaru	OUTBACK	11	No	No	\$ 15,990	\$ 12,950	\$ 15,990	\$2,301	\$100
41	2016	Subaru	CROSSTREK	12	Yes	Yes	\$ 23,544	\$ 23,544	\$ 24,024	\$3,008	\$0
42	2003	Honda	CIVIC	14	No	No	\$ 5,173	\$ 4,862	\$ 4,974	\$1,424	\$0
43	2016	Subaru	IMPREZA	36	Yes	Yes	\$ 16,338	\$ 16,688	\$ 16,842	(\$977)	\$3,493
44	2016	Subaru	FORESTER	0	Yes	No	\$ 18,380	\$ 18,380	\$ 18,380	\$0	\$3,151
45	2012	Honda	CRV	58	No	No	\$ 12,994	\$ 13,000	\$ 13,972	\$2,131	\$0
46	2014	Toyota	CAMRY	79	No	No	\$ 12,647	\$ 12,500	\$ 14,706	\$1,585	\$0
47	2015	Subaru	FORESTER	7	Yes	Yes	\$ 16,075	\$ 16,075	\$ 15,916	\$1,080	\$0
48	2014	Subaru	IMPREZA	21	Yes	Yes	\$ 17,134	\$ 17,134	\$ 16,964	\$733	\$0

49	2016	Honda	ACCORD	21	No	No	\$ 24,522	\$ 23,191	\$ 24,522	\$2,616	\$363
50	2008	Honda	CRV	26	No	No	\$ 9,311	\$ 7,576	\$ 9,219	\$405	\$328
51	2015	Subaru	FORESTER	44	Yes	Yes	\$ 16,847	\$ 16,847	\$ 17,368	(\$746)	\$2,013
52	2010	Subaru	LEGACY	20	Yes	No	\$ 10,349	\$ 10,349	\$ 10,454	\$1,567	\$1,133
53	2016	Subaru	FORESTER	26	Yes	Yes	\$ 23,947	\$ 23,947	\$ 23,710	\$483	\$1,434



Scoreboard	
# of Purchased Vehicles Retailed	46
# of Traded Vehicles Retailed	102
% Retailed of Non-New Franchise	37%
Total # Retail Units	148
Average Days to Sale	29.8
Average Advertised Price (Time of Sale)	\$ 16,849
Average Transaction Price	\$ 16,384
Average Market Price at 100%	\$ 17,137
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	96%
Average Transactional Discount	\$ 465
Average Front End Gross	\$ 1,244
Average Finance Gross	\$ 1,223
PUVR	\$ 2,467
Total Gross (Units&PUVR)	\$ 365,086



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	46
# of Traded Vehicles Retailed	102
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Total Gross (Units&PUVR)	\$ 365,086



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	46	0
# of Traded Vehicles Retailed	102	0
% Retailed of Non-New Franchise	37%	#DIV/0!
Total # Retail Units	148	0
Average Days to Sale	29.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 16,849	#DIV/0!
Average Transaction Price	\$ 16,384	#DIV/0!
Average Market Price at 100%	\$ 17,137	#DIV/0!
Average Price to Market (Time of Sale)	98%	#DIV/0!
Average Transaction to Market	96%	#DIV/0!
Average Transactional Discount	\$ 465	#DIV/0!
Average Front End Gross	\$ 1,244	#DIV/0!
Average Finance Gross	\$ 1,223	#DIV/0!
PUVR	\$ 2,467	#DIV/0!
Total Gross (Units&PUVR)	\$ 365,086	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	46
# of Traded Vehicles Retailed	102
% Retailed of Non-New Franchise	37%
Total # Retail Units	148
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Scoreboard	
CPO	Totals
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# of Traded Vehicles Retailed	102
Total # Retail Units	148
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PUVR	\$ 2,467
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Yes	No
40	6
29	73
69	79
25.3	33.7
\$ 20,664	\$ 13,132
\$ 20,108	\$ 13,132
\$ 20,745	\$ 13,986
\$ 1	\$ 1
97%	94%
\$ 556	\$ 385
\$ 990	\$ 1,466
\$ 1,640	\$ 859
\$ 2,630	\$ 2,324
\$ 181,466	\$ 183,620



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	46
# of Traded Vehicles Retailed	102
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Average Transaction Price	\$ 16,384
Average Market Price at 100%	\$ 17,137
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	96%
Average Transactional Discount	\$ 465
Average Front End Gross	\$ 1,244
Average Finance Gross	\$ 1,223
PUVR	\$ 2,467
Total Gross (Units&PUVR)	\$ 365,086

Yes	No
43	3
50	52
93	55
24.3	39.1
\$ 18,428	\$ 13,804
\$ 17,910	\$ 13,804
\$ 18,543	\$ 14,760
99%	94%
97%	94%
\$ 518	\$ 375
\$ 1,102	\$ 1,484
\$ 1,469	\$ 807
\$ 2,571	\$ 2,291
\$ 239,092	\$ 125,993



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	84	\$136,212	\$97,239	\$2,779	57.53%
31 - 45 Days	32	\$27,248	\$45,715	\$2,280	21.92%
46 - 60 Days	18	\$16,239	\$24,762	\$2,278	12.33%
60 - 90 Days	11	\$3,419	\$5,966	\$853	7.53%
90 Days and Over	1	\$50	\$2,366	\$2,416	0.68%
Total	146	\$183,167	\$176,048	\$2,460	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
0 - 30 Days	28
31 - 45 Days	11
46 - 60 Days	5
60 - 90 Days	0
90 Days and Over	1
Total	45

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$32,144	\$39,277	\$2,551
(\$11,284)	\$17,026	\$522
(\$813)	\$12,706	\$2,379
\$0	\$0	#DIV/0!
\$50	\$2,366	\$2,416
\$ 20,097	\$ 71,375	\$2,033

Gross \$\$ and F&I Gross \$\$ divided by Number of sales
 dividing unit sales in age bucket by total unit sales

% of total unit sales
62.22%
24.44%
11.11%
0.00%
2.22%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	56	\$104,068
31 - 45 Days	21	\$38,531
46 - 60 Days	13	\$17,052
60 - 90 Days	11	\$3,419
90 Days and Over	0	\$0
Total	101	\$163,071

\$ 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
\$57,962	\$2,893	55.45%
\$28,689	\$3,201	20.79%
\$12,056	\$2,239	12.87%
\$5,966	\$853	10.89%
\$0	#DIV/0!	0.00%
\$104,673	\$2,651	100.0%

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

