

#	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	2018	Nissan	ARMADA	33	No	Yes	\$ 49,000	\$ 49,000	\$ 55,056	\$398	\$3,562
2	2007	Chevrolet	SILVERADO	7	No	No	\$ 11,499	\$ 9,519	\$ 10,162	\$883	\$700
3	2017	Nissan	SENTRA	41	No	No	\$ 14,890	\$ 13,295	\$ 15,193	(\$410)	\$667
4	2013	Mercedes-Benz	ML 350	19	No	No	\$ 25,000	\$ 23,217	\$ 27,777	(\$424)	\$0
5	2017	Nissan	PATHFINDER	36	Yes	No	\$ 28,000	\$ 29,990	\$ 27,722	\$987	\$0
6	2017	Nissan	ROGUE	39	Yes	Yes	\$ 19,499	\$ 21,735	\$ 19,305	\$2,671	\$1,656
7	2011	TOYOTA	CAMRY	32	No	No	\$ 7,899	\$ 7,899	\$ 8,875	\$445	\$695
8	2017	JEEP	WRANGLER	15	Yes	No	\$ 29,395	\$ 29,890	\$ 29,395	\$1,708	\$2,157
9	2014	GMC	ACADIA	20	Yes	No	\$ 27,294	\$ 28,289	\$ 27,569	\$2,904	\$2,779
10	2016	Mercedes-Benz	C 300	38	Yes	No	\$ 25,340	\$ 24,579	\$ 26,395	(\$98)	\$1,619
11	2018	NISSAN	MAXIMA	56	No	Yes	\$ 23,788	\$ 27,395	\$ 23,095	\$258	\$2,046
12	2016	Nissan	ROGUE	7	No	No	\$ 16,977	\$ 17,020	\$ 16,977	(\$284)	\$1,119
13	2007	Nissan	MURANO	8	No	No	\$ 6,859	\$ 7,654	\$ 6,532	\$1,457	\$0
14	2010	HONDA	ODYSSEY	60	No	No	\$ 6,450	\$ 5,194	\$ 7,500	(\$1,221)	\$0
15	2018	Nissan	PATHFINDER	39	No	Yes	\$ 34,984	\$ 36,245	\$ 38,443	\$1,659	\$2,817
16	2015	TOYOTA	CAMRY	63	No	No	\$ 14,651	\$ 14,538	\$ 14,950	(\$1,649)	\$0
17	2016	Kia	SOUL	44	No	No	\$ 11,388	\$ 10,782	\$ 13,089	(\$920)	\$1,480
18	2012	VOLKSWAGEN	PASSAT	40	No	No	\$ 8,353	\$ 8,500	\$ 8,981	\$993	\$1,030
19	2015	NISSAN	ROGUE	25	Yes	No	\$ 15,598	\$ 15,995	\$ 15,598	(\$343)	\$1,011
20	2006	JEEP	WRANGLER	47	No	No	\$ 10,888	\$ 10,409	\$ 11,707	(\$394)	\$0
21	2017	DODGE	GRAND CARAVAN	58	Yes	No	\$ 18,175	\$ 16,576	\$ 18,358	\$350	\$1,826
22	2018	Nissan	GT-R	27	Yes	No	\$ 91,731	\$ 91,483	\$ 105,437	\$1,051	\$0
23	2018	DODGE	CHARGER	30	Yes	No	\$ 25,887	\$ 25,423	\$ 25,887	\$3	\$523
24	2011	TOYOTA	4RUNNER	7	No	No	\$ 20,685	\$ 19,857	\$ 20,279	\$774	\$875
25	2018	Nissan	SENTRA	42	No	Yes	\$ 17,000	\$ 16,650	\$ 16,831	(\$785)	\$0
26	2009	Nissan	CUBE	14	No	No	\$ 7,999	\$ 7,666	\$ 79,919	\$1,552	\$1,233
27	2018	Nissan	ALTIMA	59	Yes	No	\$ 17,775	\$ 17,990	\$ 17,775	(\$1,650)	\$982
28	2011	TOYOTA	CAMRY	29	No	No	\$ 7,988	\$ 7,806	\$ 8,682	\$288	\$0
29	2014	Nissan	MURANO	8	No	No	\$ 19,995	\$ 20,990	\$ 17,932	\$2,756	\$1,476
30	2007	Ford	TAURUS	10	No	No	\$ 4,995	\$ 6,995	\$ 4,757	\$2,381	\$989
31	2017	Nissan	ROGUE	57	Yes	Yes	\$ 22,385	\$ 26,446	\$ 24,872	(\$2,794)	\$1,159
32	2016	ACURA	TLX	57	Yes	No	\$ 22,075	\$ 21,900	\$ 22,075	(\$963)	\$1,030
33	2017	Nissan	ALTIMA	20	Yes	No	\$ 13,834	\$ 14,224	\$ 14,410	(\$364)	\$0
34	2016	Nissan	ALTIMA	12	Yes	No	\$ 15,499	\$ 14,697	\$ 14,485	\$1,189	\$0
35	2016	Nissan	VERSA	70	No	No	\$ 8,446	\$ 10,150	\$ 10,054	\$1,415	\$1,971
36	2017	Nissan	TITAN	55	Yes	No	\$ 27,295	\$ 27,255	\$ 29,037	(\$982)	\$3,747
37	2018	Nissan	ALTIMA	49	Yes	Yes	\$ 19,690	\$ 23,384	\$ 19,495	\$1,798	\$2,068
38	2014	HONDA	ACCORD	31	Yes	No	\$ 12,594	\$ 12,125	\$ 13,118	\$545	\$1,574
39	2015	Nissan	ALTIMA	25	No	No	\$ 11,895	\$ 11,434	\$ 13,672	\$2,547	\$0
40	2010	HYUNDAI	GENESIS	19	No	No	\$ 8,498	\$ 7,312	\$ 8,356	(\$563)	\$0
41	2006	Ford	FUSION	40	No	No	\$ 4,321	\$ 3,995	\$ 4,454	\$237	\$353
42	2016	Nissan	MAXIMA	54	No	No	\$ 18,999	\$ 18,799	\$ 19,998	(\$2,070)	\$375
43	2016	Nissan	VERSA	28	Yes	No	\$ 10,121	\$ 9,999	\$ 10,327	\$776	\$0
44	2013	LAND ROVER	RANGE ROVER	45	No	No	\$ 25,910	\$ 27,205	\$ 28,163	\$605	\$4,690
45	2013	Nissan	SENTRA	6	No	No	\$ 9,091	\$ 10,391	\$ 8,576	\$2,739	\$1,690
46	2018	Nissan	MAXIMA	48	Yes	Yes	\$ 32,795	\$ 32,795	\$ 35,646	(\$1,565)	\$1,736

47	2016	Nissan	ALTIMA	16	Yes	No	\$	15,000	\$	15,250	\$	14,705	\$567	\$2,114
48	2018	Nissan	MAXIMA	67	Yes	No	\$	23,688	\$	22,933	\$	27,227	(\$2,051)	\$0
49	2018	Nissan	ALTIMA	48	Yes	Yes	\$	16,679	\$	19,290	\$	18,532	\$1,652	\$974
50	2017	Nissan	PATHFINDER	49	Yes	Yes	\$	24,154	\$	24,999	\$	26,542	(\$746)	\$0
51	2018	Chrysler	300	39	Yes	No	\$	21,879	\$	22,273	\$	23,030	\$304	\$0
52	2016	TOYOTA	TUNDRA	58	Yes	No	\$	35,794	\$	35,793	\$	41,620	(\$1,047)	\$640
53	2016	PORSCHE	MACAN	40	Yes	No	\$	42,995	\$	42,750	\$	46,231	(\$680)	\$0



Scoreboard	
# of Purchased Vehicles Retailed	118
# of Traded Vehicles Retailed	82
% Retailed of Non-New Franchise	100%
Total # Retail Units	200
Average Days to Sale	31.1
Average Advertised Price (Time of Sale)	\$ 19,239
Average Transaction Price	\$ 19,373
Average Market Price at 100%	\$ 20,448
Average Price to Market (Time of Sale)	94%
Average Transaction to Market	95%
Average Transactional Discount	\$ (134)
Average Front End Gross	\$ 572
Average Finance Gross	\$ 1,211
PUVR	\$ 1,783
Total Gross (Units&PUVR)	\$ 356,675



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	118
# of Traded Vehicles Retailed	82
% Retailed of Non-New Franchise	100%
Total # Retail Units	200
Average Days to Sale	31.1
Average Advertised Price (Time of Sale)	\$ 19,239
Average Transaction Price	\$ 19,373
Average Market Price at 100%	\$ 20,448
Average Price to Market (Time of Sale)	94%
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Average Transactional Discount	\$ (134)
Average Front End Gross	\$ 572
Average Finance Gross	\$ 1,211
PUVR	\$ 1,783
Total Gross (Units&PUVR)	\$ 356,675



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	118	0
# of Traded Vehicles Retailed	82	0
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	31.1	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,239	#DIV/0!
Average Transaction Price	\$ 19,373	#DIV/0!
Average Market Price at 100%	\$ 20,448	#DIV/0!
Average Price to Market (Time of Sale)	94%	#DIV/0!
Average Transaction to Market	95%	#DIV/0!
Average Transactional Discount	\$ (134)	#DIV/0!
Average Front End Gross	\$ 572	#DIV/0!
Average Finance Gross	\$ 1,211	#DIV/0!
PUVR	\$ 1,783	#DIV/0!
Total Gross (Units&PUVR)	\$ 356,675	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	118
# of Traded Vehicles Retailed	82
% Retailed of Non-New Franchise	100%
Total # Retail Units	200
Average Days to Sale	31.1
Average Advertised Price (Time of Sale)	\$ 19,239
Average Transaction Price	\$ 19,373
Average Market Price at 100%	\$ 20,448
Average Price to Market (Time of Sale)	94%
Average Transaction to Market	95%
Average Transactional Discount	\$ (134)
Average Front End Gross	\$ 572
Average Finance Gross	\$ 1,211
PUVR	\$ 1,783
Total Gross (Units&PUVR)	\$ 356,675



Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	118
# of Traded Vehicles Retailed	82
Total # Retail Units	200
Average Days to Sale	31.1
Average Advertised Price (Time of Sale)	\$ 19,239
Average Transaction Price	\$ 19,373
Average Market Price at 100%	\$ 20,448
Average Price to Market (Time of Sale)	94%
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Average Transactional Discount	\$ (134)
Average Front End Gross	\$ 572
Average Finance Gross	\$ 1,211
PUVR	\$ 1,783
Total Gross (Units&PUVR)	\$ 356,675

Yes	No
44	74
7	75
51	149
35.0	29.7
\$ 20,787	\$ 18,731
\$ 21,249	\$ 18,731
\$ 21,390	\$ 20,125
\$ 1	\$ 1
99%	93%
\$ (462)	\$ (22)
\$ 583	\$ 569
\$ 1,303	\$ 1,179
\$ 1,886	\$ 1,748
\$ 96,211	\$ 260,464



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	118
# of Traded Vehicles Retailed	82
Total # Retail Units	200
Average Days to Sale	31.1
Average Advertised Price (Time of Sale)	\$ 19,239
Average Transaction Price	\$ 19,373
Average Market Price at 100%	\$ 20,448
Average Price to Market (Time of Sale)	94%
Average Transaction to Market	95%
Average Transactional Discount	\$ (134)
Average Front End Gross	\$ 572
Average Finance Gross	\$ 1,211
PUVR	\$ 1,783
Total Gross (Units&PUVR)	\$ 356,675

Yes	No
0	118
0	82
0	200
#DIV/0!	31.1
#DIV/0!	\$ 19,373
#DIV/0!	\$ 19,373
#DIV/0!	\$ 20,448
#DIV/0!	95%
#DIV/0!	95%
#DIV/0!	\$ (134)
#DIV/0!	\$ 572
#DIV/0!	\$ 1,211
#DIV/0!	\$ 1,783
#DIV/0!	\$ 356,675



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	105	\$103,288	\$117,335	\$2,101	52.50%
31 - 45 Days	50	\$20,303	\$64,549	\$1,697	25.00%
46 - 60 Days	32	(\$6,995)	\$42,261	\$1,102	16.00%
60 - 90 Days	12	\$477	\$18,044	\$1,543	6.00%
90 Days and Over	1	(\$2,587)	\$0	(\$2,587)	0.50%
Total	200	\$114,486	\$242,189	\$1,783	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	55
31 - 45 Days	31
46 - 60 Days	23
60 - 90 Days	9
90 Days and Over	0
Total	118

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$51,547	\$69,049	\$2,193
\$11,779	\$42,431	\$1,749
(\$3,609)	\$37,018	\$1,453
\$826	\$14,543	\$1,708
\$0	\$0	#DIV/0!
\$ 60,543	\$ 163,041	\$1,895

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

% of total unit sales
46.61%
26.27%
19.49%
7.63%
0.00%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	50	\$51,741
31 - 45 Days	19	\$8,524
46 - 60 Days	9	(\$3,386)
60 - 90 Days	3	(\$349)
90 Days and Over	1	(\$2,587)
Total	82	\$53,943

\$ 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
\$48,286	\$2,001	60.98%
\$22,118	\$1,613	23.17%
\$5,243	\$206	10.98%
\$3,501	\$1,051	3.66%
\$0	(\$2,587)	1.22%
\$79,148	\$1,623	100.0%

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

