









#	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	2014	Lexus	GX470	90	Yes	Yes	\$ 33,000	\$ 31,940	\$ 33,000	\$3,462	\$0
2	2011	Lexus	IS250C	8	Yes	Yes	\$ 19,485	\$ 19,485	\$ 19,485	\$71	\$0
3	2015	Lexus	LX570	16	Yes	Yes	\$ 41,995	\$ 41,125	\$ 41,995	\$450	\$0
4	2009	Cadillac	CTS	8	NO	No	\$ 21,847	\$ 21,847	\$ 23,665	\$2,211	\$382
5	2018	Lexus	GX460	22	Yes	Yes	\$ 52,881	\$ 51,625	\$ 53,981	(\$2,495)	\$0
6	2017	Lexus	GS350	7	Yes	No	\$ 42,991	\$ 41,990	\$ 42,991	\$1,687	\$587
7	2017	Lexus	LX570	7	Yes	Yes	\$ 67,197	\$ 66,900	\$ 67,197	\$5,371	\$0
8	2016	Lexus	GX460	7	Yes	Yes	\$ 42,991	\$ 42,991	\$ 41,225	\$384	\$0
9	2015	Toyota	CAMRY	6	NO	No	\$ 14,995	\$ 14,100	\$ 14,995	(\$525)	\$2,267
10	2013	Jeep	GRAND CHEROKEE	6	NO	No	\$ 12,931	\$ 12,545	\$ 12,931	\$2,525	\$0
11	2012	Lexus	IS250	6	Yes	Yes	\$ 17,179	\$ 17,179	\$ 17,180	(\$1)	\$3,794
12	2014	Lexus	GX460	6	NO	Yes	\$ 39,856	\$ 39,000	\$ 39,856	\$5,371	\$5,426
13	2015	Lexus	LX570	6	Yes	Yes	\$ 55,873	\$ 55,873	\$ 56,125	\$7,124	\$2,506
14	2015	Ford	F150	6	NO	No	\$ 36,475	\$ 36,475	\$ 36,475	\$2,053	\$0
15	2017	Lexus	GX460	6	NO	Yes	\$ 51,999	\$ 51,999	\$ 52,333	\$1,060	\$3,377
16	2009	Lexus	RX350	5	NO	No	\$ 25,866	\$ 25,199	\$ 25,866	\$630	\$0
17	2005	Buick	ENCLAVE	5	NO	No	\$ 9,999	\$ 9,999	\$ 9,999	\$3,161	\$500
18	2011	Lexus	RX350	5	NO	Yes	\$ 18,999	\$ 18,999	\$ 16,500	\$1,910	\$720
19	2015	Ford	EDGE	5	NO	No	\$ 11,093	\$ 10,600	\$ 10,455	\$1,635	\$0
20	2013	Nissan	MURANO	5	NO	No	\$ 11,991	\$ 11,300	\$ 10,958	\$1,077	\$0
21	2018	Lexus	ES350	5	Yes	Yes	\$ 34,991	\$ 34,221	\$ 33,900	\$1,311	\$3,259
22	2016	Lexus	ES350	5	Yes	Yes	\$ 24,991	\$ 24,991	\$ 24,900	\$779	\$1,724
23	2016	Lexus	RX350	5	Yes	Yes	\$ 37,991	\$ 37,991	\$ 38,990	\$1,448	\$2,734
24	2014	Lexus	ES350	5	Yes	Yes	\$ 19,997	\$ 19,100	\$ 19,825	(\$170)	\$2,009
25	2015	Lexus	RX350	5	Yes	Yes	\$ 31,999	\$ 31,999	\$ 30,991	\$1,554	\$1,927
26	2003	Lexus	RX300	3	Yes	Yes	\$ 6,899	\$ 6,800	\$ 7,201	\$1,963	\$293
27	2012	Lexus	RX350	11	Yes	Yes	\$ 19,999	\$ 19,695	\$ 19,999	\$225	\$0
28	2016	GMC	YUKON	11	Yes	No	\$ 58,991	\$ 58,991	\$ 59,625	\$3,717	\$0
29	2015	Lexus	RX450h	11	NO	Yes	\$ 31,199	\$ 31,199	\$ 31,199	\$240	\$0
30	2014	Lexus	ES350	3	NO	Yes	\$ 25,991	\$ 25,991	\$ 25,995	\$671	\$3,549
31	2013	Lexus	ES350	18	NO	Yes	\$ 23,991	\$ 23,991	\$ 24,001	\$31	\$210
32	2013	Honda	ACCORD	3	NO	No	\$ 17,991	\$ 17,991	\$ 17,991	\$1,280	\$0
33	2013	Lexus	NX	3	NO	No	\$ 27,991	\$ 27,991	\$ 27,922	\$641	\$0
34	2011	Lexus	RX350	10	Yes	No	\$ 18,991	\$ 18,991	\$ 17,993	(\$231)	\$771
35	2017	Lexus	LS460	2	Yes	Yes	\$ 52,991	\$ 52,991	\$ 52,991	\$2,331	\$6,046
36	2018	Lexus	IS250	10	NO	Yes	\$ 22,991	\$ 22,991	\$ 22,991	\$4,035	\$1,638
37	2018	Lexus	RX350	2	NO	Yes	\$ 44,991	\$ 44,991	\$ 44,800	\$2,652	\$461
38	2011	BMW	X1	2	NO	No	\$ 17,991	\$ 17,991	\$ 16,412	\$2,249	\$4,573
39	2014	Lexus	LS460	2	Yes	No	\$ 38,991	\$ 38,007	\$ 38,991	\$2,105	\$237
40	2018	Lexus	RX350	1	NO	No	\$ 42,991	\$ 42,991	\$ 41,947	\$3,158	\$1,358
41	2015	Lexus	IS250C	9	NO	Yes	\$ 24,991	\$ 24,991	\$ 23,544	\$1,527	\$176
42	2008	BMW	328	8	NO	No	\$ 15,999	\$ 15,999	\$ 15,988	\$358	\$0
43	2006	Lexus	RX350	8	Yes	Yes	\$ 14,991	\$ 14,725	\$ 13,227	\$2,220	\$0
44	2014	Cadillac	CTS	8	NO	No	\$ 18,999	\$ 18,155	\$ 16,900	\$1,913	\$0
45	2011	Lexus	LS430	15	Yes	Yes	\$ 22,977	\$ 22,239	\$ 23,767	\$3,663	\$300
46	2013	Lexus	ES350	7	NO	Yes	\$ 23,771	\$ 23,771	\$ 23,771	\$3,905	\$800
47	2015	Lexus	EX350	7	Yes	Yes	\$ 26,991	\$ 25,757	\$ 25,881	(\$522)	\$100
48	2011	Lexus	RX350	7	Yes	No	\$ 26,871	\$ 26,500	\$ 26,871	\$1,190	\$0

49	2017	Ford	EXPLORE	7	NO	No	\$ 36,991	\$ 36,091	\$ 36,694	\$1,095	\$1,401
50	2016	Lexus	ES350	7	Yes	Yes	\$ 27,991	\$ 27,777	\$ 28,991	\$942	\$5,506
51	2013	Lexus	GS350	7	NO	Yes	\$ 25,981	\$ 25,000	\$ 23,275	\$2,026	\$4,731
52	2014	Lexus	IS250	6	Yes	Yes	\$ 21,991	\$ 19,003	\$ 18,500	(\$1,990)	\$808
53	2013	Lexus	RX350	6	NO	No	\$ 21,191	\$ 20,811	\$ 20,774	(\$322)	\$0



<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	105
# of Traded Vehicles Retailed	95
% Retailed of Non-New Franchise	26%
Total # Retail Units	200
Average Days to Sale	19.3
Average Advertised Price (Time of Sale)	\$ 28,481
Average Transaction Price	\$ 28,072
Average Market Price at 100%	\$ 27,974
Average Price to Market (Time of Sale)	102%
Average Transaction to Market	100%
Average Transactional Discount	\$ 409
Average Front End Gross	\$ 1,205
Average Finance Gross	\$ 1,388
PUVR	\$ 2,593
Total Gross (Units&PUVR)	\$ 518,590



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	105
# of Traded Vehicles Retailed	95
% Retailed of Non-New Franchise	26%
Total # Retail Units	200
Average Days to Sale	19.3
Average Advertised Price (Time of Sale)	\$ 28,481
Average Transaction Price	\$ 28,072
Average Market Price at 100%	\$ 27,974
Average Price to Market (Time of Sale)	102%
Average Transaction to Market	100%
Average Transactional Discount	\$ 409
Average Front End Gross	\$ 1,205
Average Finance Gross	\$ 1,388
PUVR	\$ 2,593
Total Gross (Units&PUVR)	\$ 518,590











Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	105	0
# of Traded Vehicles Retailed	95	0
% Retailed of Non-New Franchise	26%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	19.3	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 28,481	#DIV/0!
Average Transaction Price	\$ 28,072	#DIV/0!
Average Market Price at 100%	\$ 27,974	#DIV/0!
Average Price to Market (Time of Sale)	102%	#DIV/0!
Average Transaction to Market	100%	#DIV/0!
Average Transactional Discount	\$ 409	#DIV/0!
Average Front End Gross	\$ 1,205	#DIV/0!
Average Finance Gross	\$ 1,388	#DIV/0!
PUVR	\$ 2,593	#DIV/0!
Total Gross (Units&PUVR)	\$ 518,590	#DIV/0!











































<b>Scoreboard</b>	
<b>Finance Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	105
# of Traded Vehicles Retailed	95
% Retailed of Non-New Franchise	26%
Total # Retail Units	200
Average Days to Sale	19.3
Average Advertised Price (Time of Sale)	\$ 28,481
Average Transaction Price	\$ 28,072
Average Market Price at 100%	\$ 27,974
Average Price to Market (Time of Sale)	102%
Average Transaction to Market	100%
Average Transactional Discount	\$ 409
Average Front End Gross	\$ 1,205
Average Finance Gross	\$ 1,388
PUVR	\$ 2,593
Total Gross (Units&PUVR)	\$ 518,590











<b>Scoreboard</b>	
<b>CPO</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	105
# of Traded Vehicles Retailed	95
Total # Retail Units	200
Average Days to Sale	19.3
Average Advertised Price (Time of Sale)	\$ 28,481
Average Transaction Price	\$ 28,072
Average Market Price at 100%	\$ 27,974
Average Price to Market (Time of Sale)	102%
Average Transaction to Market	100%
Average Transactional Discount	\$ 409
Average Front End Gross	\$ 1,205
Average Finance Gross	\$ 1,388
PUVR	\$ 2,593
Total Gross (Units&PUVR)	\$ 518,590

Yes	No
82	23
28	67
110	90
16.2	23.1
\$ 29,781	\$ 26,519
\$ 29,342	\$ 26,519
\$ 29,265	\$ 26,397
\$ 1	\$ 1
100%	100%
\$ 439	\$ 372
\$ 1,163	\$ 1,257
\$ 1,499	\$ 1,251
\$ 2,662	\$ 2,509
\$ 292,818	\$ 225,772



<b>Scoreboard</b>	
<b>Same Brand as New</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	105
# of Traded Vehicles Retailed	95
Total # Retail Units	200
Average Days to Sale	19.3
Average Advertised Price (Time of Sale)	\$ 28,481
Average Transaction Price	\$ 28,072
Average Market Price at 100%	\$ 27,974
Average Price to Market (Time of Sale)	102%
Average Transaction to Market	100%
Average Transactional Discount	\$ 409
Average Front End Gross	\$ 1,205
Average Finance Gross	\$ 1,388
PUVR	\$ 2,593
Total Gross (Units&PUVR)	\$ 518,590

Yes	No
104	1
44	51
148	52
19.6	18.4
\$ 29,620	\$ 24,768
\$ 29,233	\$ 24,768
\$ 29,136	\$ 24,668
102%	100%
100%	100%
\$ 387	\$ 471
\$ 1,235	\$ 1,120
\$ 1,470	\$ 1,152
\$ 2,706	\$ 2,272
\$ 400,441	\$ 118,149



<b>Total</b>					
<b>Days in Inventory</b>	<b>Unit Sales</b>	<b>Total Front Gross \$</b>	<b>Total F&amp;I Gross \$</b>	<b>\$ PUVR</b>	<b>% of total unit sales</b>
0 - 30 Days	148	\$172,721	\$192,580	\$2,468	74.37%
31 - 45 Days	0	\$0	\$0	#DIV/0!	0.00%
46 - 60 Days	45	\$58,617	\$82,036	\$3,126	22.61%
60 - 90 Days	6	\$9,579	\$2,919	\$2,083	3.02%
90 Days and Over	0	\$0	\$0	#DIV/0!	0.00%
<b>Total</b>	<b>199</b>	<b>\$240,917</b>	<b>\$277,535</b>	<b>\$2,605</b>	<b>100.0%</b>



\$ 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

<b>Purchases</b>	
<b>Days in Inventory</b>	<b>Unit Sales</b>
0 - 30 Days	75
31 - 45 Days	0
46 - 60 Days	24
60 - 90 Days	5
90 Days and Over	0
<b>Total</b>	<b>104</b>

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$81,978	\$112,515	\$2,593
\$0	\$0	#DIV/0!
\$19,690	\$34,744	\$2,268
\$9,247	\$2,669	\$2,383
\$0	\$0	#DIV/0!
<b>\$ 110,915</b>	<b>\$ 149,928</b>	<b>\$2,508</b>

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

<b>% of total unit sales</b>
72.12%
0.00%
23.08%
4.81%
0.00%
<b>100.0%</b>



<b>Trade/Curbs</b>		
<b>Days in Inventory</b>	<b>Unit Sales</b>	<b>Total Front Gross \$</b>
0 - 30 Days	73	\$90,743
31 - 45 Days	0	\$0
46 - 60 Days	18	\$33,384
60 - 90 Days	1	\$332
90 Days and Over	0	\$0
<b>Total</b>	<b>92</b>	<b>\$124,459</b>

\$ 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
\$80,065	\$2,340	79.35%
\$0	#DIV/0!	0.00%
\$45,657	\$4,391	19.57%
\$250	\$582	1.09%
\$0	#DIV/0!	0.00%
<b>\$125,972</b>	<b>\$2,722</b>	<b>100.0%</b>

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

