









#	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	2013	LEXUS	RX 350	12	Yes	Yes		\$ 24,793		(\$1,682)	\$2,577
2	2017	LEXUS	RX 350	17	Yes	Yes		\$ 42,992		\$2,657	\$666
3	2017	LEXUS	ES 350	9	Yes	Yes		\$ 33,799		(\$2,670)	\$2,035
4	2018	LEXUS	IS 300	36	Yes	Yes		\$ 38,587		(\$465)	\$1,386
5	2015	LEXUS	LS 460	17	Yes	Yes		\$ 42,988		\$2,159	\$820
6	2015	LEXUS	RX 350	21	Yes	Yes		\$ 31,401		\$2,004	\$209
7	2015	LEXUS	NX 300	33	Yes	Yes		\$ 33,643		(\$1,831)	\$1,543
8	2017	LEXUS	GS 350	28	Yes	Yes		\$ 31,777		(\$1,117)	\$947
9	2016	Ford	F 150	19	No	No		\$ 44,575		(\$1,375)	\$1,009
10	2009	Toyota	VENZA	39	No	No		\$ 35,948		\$843	\$189
11	2015	LEXUS	RC 350	47	Yes	Yes		\$ 11,517		\$3,657	\$651
12	2015	LEXUS	GS 350	29	Yes	Yes		\$ 33,834		\$1,240	\$309
13	2017	LEXUS	RX 350	9	Yes	Yes		\$ 34,141		\$4,383	\$3,757
14	2017	LEXUS	RX 350	7	Yes	Yes		\$ 42,583		\$2,295	\$357
15	2016	LEXUS	GX 460	21	Yes	Yes		\$ 42,493		(\$1,672)	\$1,185
16	2015	LEXUS	ES 300H	27	Yes	Yes		\$ 44,213		\$55	\$1,488
17	2015	LEXUS	ES 350	11	Yes	Yes		\$ 22,499		\$2,132	\$190
18	2013	Honda	Accord	10	No	No		\$ 27,993		\$2,297	\$1,553
19	2015	LEXUS	RX 350	9	Yes	Yes		\$ 24,659		\$1,523	\$1,987
20	2016	LEXUS	ES 350	13	Yes	Yes		\$ 41,427		(\$203)	\$1,185
21	2016	LEXUS	RX 350	20	Yes	Yes		\$ 14,739		\$1,350	\$0
22	2017	LEXUS	NX 200	43	No	Yes		\$ 31,352		(\$170)	\$0
23	2017	Nissan	ARMADA	18	Yes	No		\$ 41,069		(\$39)	\$0
24	2015	LEXUS	IS 250	23	No	No		\$ 50,984		\$1,518	\$325
25	2015	LEXUS	ES 350	21	Yes	Yes		\$ 41,488		\$4,035	\$344
26	2016	Mercedes-Benz	GLC	34	No	No		\$ 34,461		\$4,306	\$2,130
27	2018	LEXUS	GX 460	16	Yes	Yes		\$ 44,778		(\$1,646)	\$10,211
28	2016	Chevrolet	SILVERADO	19	No	No		\$ 27,447		\$98	\$1,572
29	2014	Honda	ODYSSEY	6	No	No		\$ 27,991		(\$191)	\$0
30	2014	LEXUS	RX 350	22	Yes	Yes		\$ 31,605		(\$1,324)	\$0
31	2010	LEXUS	RX 450H	17	Yes	Yes		\$ 51,524		(\$527)	\$136
32	2014	LEXUS	LS 460	11	Yes	Yes		\$ 25,993		\$564	\$1,823
33	2014	LEXUS	RX 350	23	Yes	Yes		\$ 27,752		\$2,603	\$2,436
34	2016	LEXUS	GX 460	17	Yes	Yes		\$ 27,988		\$861	\$1,263
35	2015	BUICK	MKX	27	No	No		\$ 17,290		\$3,173	\$145
36	2018	LEXUS	RX 350	14	Yes	Yes		\$ 38,812		(\$2,144)	\$1,185
37	2016	LEXUS	RX 350	17	Yes	Yes		\$ 46,724		\$1,537	\$761
38	2015	LEXUS	GS 350	13	Yes	Yes		\$ 31,988		\$2,229	\$2,637
39	2018	LEXUS	RX 350	4	Yes	Yes		\$ 40,383		(\$2,144)	\$1,185
40	2016	LEXUS	RX 350	9	Yes	Yes		\$ 38,708		\$3,694	\$0
41	2015	LEXUS	GS 350	25	Yes	Yes		\$ 31,988		\$951	\$2,108
42	2012	LINCOLN	NAVIGATOR	11	No	No		\$ 20,482		(\$1,086)	\$736
43	2016	Ford	F 150	15	No	No		\$ 34,924		(\$730)	\$0
44	2015	Toyota	CAMRY	13	No	No		\$ 31,559		(\$1,505)	\$1,825
45	2015	LEXUS	GS 350	7	No	Yes		\$ 16,515		\$1,294	\$696
46	2015	Toyota	CAMRY	23	Yes	No		\$ 32,000		\$2,991	\$5,185
47	2016	Honda	Accord	11	No	No		\$ 34,834		\$574	\$1,565
48	2010	Toyota	COROLLA	9	No	No		\$ 15,489		(\$809)	\$1,659

49	2015	LEXUS	RX 350	17	No	Yes		\$ 30,341		\$1,296	\$4,748
50	2016	LEXUS	ES 350	8	Yes	Yes		\$ 8,177		\$76	\$0
51	2015	Toyota	RAV 4	38	Yes	No		\$ 16,482		\$1,703	\$399
52	2012	LEXUS	RX 350	6	No	Yes		\$ 18,760		(\$404)	\$1,817
53	2014	JEEP	WRANGLER	29	Yes	No		\$ 32,000		\$1,248	\$0



<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	120
# of Traded Vehicles Retailed	54
% Retailed of Non-New Franchise	29%
Total # Retail Units	174
Average Days to Sale	20.7
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	\$ 29,663
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ (29,663)
Average Front End Gross	\$ 999
Average Finance Gross	\$ 1,097
PUVR	\$ 2,089
Total Gross (Units&PUVR)	\$ 363,550



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	120
# of Traded Vehicles Retailed	54
% Retailed of Non-New Franchise	29%
Total # Retail Units	174
Average Days to Sale	20.7
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	\$ 29,663
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ (29,663)
Average Front End Gross	\$ 999
Average Finance Gross	\$ 1,097
PUVR	\$ 2,089
Total Gross (Units&PUVR)	\$ 363,550











Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	120	0
# of Traded Vehicles Retailed	54	0
% Retailed of Non-New Franchise	29%	#DIV/0!
Total # Retail Units	174	0
Average Days to Sale	20.7	#DIV/0!
Average Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction Price	\$ 29,663	#DIV/0!
Average Market Price at 100%	#DIV/0!	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction to Market	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ (29,663)	#DIV/0!
Average Front End Gross	\$ 999	#DIV/0!
Average Finance Gross	\$ 1,097	#DIV/0!
PUVR	\$ 2,089	#DIV/0!
Total Gross (Units&PUVR)	\$ 363,550	#DIV/0!











































Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	120
# of Traded Vehicles Retailed	54
% Retailed of Non-New Franchise	29%
Total # Retail Units	174
Average Days to Sale	20.7
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	\$ 29,663
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ (29,663)
Average Front End Gross	\$ 999
Average Finance Gross	\$ 1,097
PUVR	\$ 2,089
Total Gross (Units&PUVR)	\$ 363,550











Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	120
# of Traded Vehicles Retailed	54
Total # Retail Units	174
Average Days to Sale	20.7
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	\$ 29,663
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ (29,663)
Average Front End Gross	\$ 999
Average Finance Gross	\$ 1,097
PUVR	\$ 2,089
Total Gross (Units&PUVR)	\$ 363,550

Yes	No
87	33
31	23
118	56
20.8	20.3
#DIV/0!	\$ 24,230
\$ 32,241	\$ 24,230
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
\$ (32,241)	\$ (24,230)
\$ 991	\$ 1,015
\$ 1,002	\$ 1,301
\$ 1,993	\$ 2,293
\$ 235,157	\$ 128,393



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	120
# of Traded Vehicles Retailed	54
Total # Retail Units	174
Average Days to Sale	20.7
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	\$ 29,663
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ (29,663)
Average Front End Gross	\$ 999
Average Finance Gross	\$ 1,097
PUVR	\$ 2,089
Total Gross (Units&PUVR)	\$ 363,550

Yes	No
90	30
33	21
123	51
21.0	19.9
#DIV/0!	\$ 23,944
\$ 32,034	\$ 23,944
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
\$ (32,034)	\$ (23,944)
\$ 1,018	\$ 951
\$ 975	\$ 1,398
\$ 1,993	\$ 2,321
\$ 245,164	\$ 118,386



<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	147	\$147,824	\$166,208	\$2,136	84.48%
31 - 45 Days	26	\$22,263	\$22,947	\$1,739	14.94%
46 - 60 Days	1	\$3,657	\$651	\$4,308	0.57%
60 - 90 Days	0	\$0	\$0	#DIV/0!	0.00%
90 Days and Over	0	\$0	\$0	#DIV/0!	0.00%
<b>Total</b>	<b>174</b>	<b>\$173,744</b>	<b>\$189,806</b>	<b>\$2,089</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	104
31 - 45 Days	15
46 - 60 Days	1
60 - 90 Days	0
90 Days and Over	0
<b>Total</b>	<b>120</b>

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$102,076	\$115,816	\$2,095
\$13,996	\$10,873	\$1,658
\$3,657	\$651	\$4,308
\$0	\$0	#DIV/0!
\$0	\$0	#DIV/0!
<b>\$ 119,729</b>	<b>\$ 127,340</b>	<b>\$2,059</b>

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

<b>% of total unit sales</b>
86.67%
12.50%
0.83%
0.00%
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	43	\$45,748
31 - 45 Days	11	\$8,267
46 - 60 Days	0	\$0
60 - 90 Days	0	\$0
90 Days and Over	0	\$0
<b>Total</b>	<b>54</b>	<b>\$54,015</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
\$50,392	\$2,236	79.63%
\$12,074	\$1,849	20.37%
\$0	#DIV/0!	0.00%
\$0	#DIV/0!	0.00%
\$0	#DIV/0!	0.00%
<b>\$62,466</b>	<b>\$2,157</b>	<b>100.0%</b>

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

