

#	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	ACURA	RDX	71	No	No	\$ 16,310	\$ 16,000	\$ 18,613	\$476	\$260
2	2015	HONDA	PILOT	26	No	Yes	\$ 27,912	\$ 27,912	\$ 28,382	\$1,970	\$1,149
3	2017	HONDA	CIVIC	4	Yes	Yes	\$ 18,300	\$ 18,277	\$ 15,037	(\$594)	\$0
4	2011	HONDA	CRV	18	No	No	\$ 14,240	\$ 14,240	\$ 14,517	\$2,989	\$0
5	2011	KIA	SOUL	53	No	No	\$ 5,388	\$ 5,388	\$ 5,976	\$1,372	\$0
6	2016	SUBARU	IMPREZA	22	No	No	\$ 16,169	\$ 16,169	\$ 16,959	\$3,259	\$868
7	2013	HYUNDAI	ELANTRA	12	No	No	\$ 9,585	\$ 9,585	\$ 9,644	\$1,606	\$0
8	2015	HONDA	CIVIC	24	No	Yes	\$ 18,531	\$ 18,031	\$ 18,951	(\$611)	\$406
9	2015	HONDA	ACCORD	46	No	Yes	\$ 15,821	\$ 15,821	\$ 16,478	(\$669)	\$2,536
10	2012	HONDA	ACCORD	37	No	No	\$ 12,077	\$ 11,700	\$ 12,716	\$971	\$826
11	2012	HONDA	PILOT	8	No	No	\$ 14,593	\$ 14,593	\$ 14,999	\$2,617	\$2,469
12	2015	HONDA	CIVIC	15	No	Yes	\$ 14,467	\$ 14,467	\$ 14,736	\$246	\$0
13	2015	HONDA	CRV	26	Yes	Yes	\$ 24,259	\$ 23,100	\$ 23,655	\$2,106	\$717
14	2013	HONDA	CIVIC	28	No	No	\$ 10,274	\$ 9,998	\$ 10,696	\$1,567	\$0
15	2015	HONDA	ACCORD	8	No	Yes	\$ 18,546	\$ 18,000	\$ 18,546		\$1,378
16	2015	SUBARU	LEGACY	1	Yes	No	\$ 18,492	\$ 18,799	\$ 19,967	\$500	\$0
17	2015	HONDA	CIVIC	34	No	Yes	\$ 15,839	\$ 15,839	\$ 16,061	\$2,025	\$1,468
18	2011	HONDA	CRV	15	No	No	\$ 12,183	\$ 12,183	\$ 12,514	\$1,209	\$0
19	2014	HONDA	CRV	8	Yes	No	\$ 12,090	\$ 12,090	\$ 12,591	\$469	\$0
20	2008	TOYOTA	HIGHLANDER	27	No	No	\$ 11,985	\$ 10,907	\$ 12,407	\$2,278	\$0
21	2015	HONDA	CIVIC	1	Yes	No	\$ 11,664	\$ 12,164	\$ 15,418	\$500	\$772
22	2015	HONDA	CRV	1	No	Yes	\$ 23,023	\$ 23,029	\$ 22,417	\$3,280	\$1,769
23	2014	HONDA	CRV	42	No	Yes	\$ 20,039	\$ 20,000	\$ 21,011	\$1,398	\$1,204
24	2011	HONDA	ODYSSEY	26	No	No	\$ 15,163	\$ 15,163	\$ 15,321	\$2,213	\$0
25	2015	HONDA	CRV	18	No	Yes	\$ 18,911	\$ 18,482	\$ 18,911	\$1,773	\$1,832
26	2015	HONDA	ACCORD	32	No	Yes	\$ 17,477	\$ 17,477	\$ 17,477	\$2,812	\$1,034
27	2016	HONDA	PILOT	18	No	Yes	\$ 32,151	\$ 31,954	\$ 32,151	\$3,871	\$1,324
28	2015	HONDA	CRV	44	No	Yes	\$ 17,387	\$ 17,387	\$ 18,337	(\$261)	\$100
29	2014	HONDA	ACCORD	61	No	Yes	\$ 17,199	\$ 17,317	\$ 18,867	\$2,555	\$1,918
30	2011	HONDA	CRV	27	No	No	\$ 13,404	\$ 13,404	\$ 13,702	\$1,295	\$889
31	2017	HONDA	ACCORD	6	No	Yes	\$ 21,067	\$ 21,067	\$ 20,866	\$2,701	\$1,507
32	2005	ACURA	RSX	32	No	No	\$ 6,867	\$ 6,867	\$ 6,835	\$1,766	\$0
33	2016	HONDA	FIT	68	No	Yes	\$ 15,110	\$ 15,100	\$ 16,140	\$1,876	\$0
34	2015	HONDA	CIVIC	46	No	Yes	\$ 17,127	\$ 16,928	\$ 18,021	\$2,223	\$0
35	2011	Chevrolet	CRUZE	42	No	No	\$ 6,700	\$ 6,354	\$ 7,269	\$1,021	\$0
36	2016	GMC	YUKON	21	No	No	\$ 52,032	\$ 51,317	\$ 53,050	\$3,777	\$4,405
37	2009	HONDA	ACCORD	57	No	No	\$ 9,450	\$ 8,148	\$ 9,266	\$658	\$0
38	2015	HONDA	CIVIC	43	No	Yes	\$ 16,790	\$ 16,229	\$ 16,790	\$2,456	\$1,837
39	2015	HONDA	CRV	47	No	Yes	\$ 19,490	\$ 17,987	\$ 18,620	\$345	\$1,991
40	2016	HONDA	FIT	50	No	Yes	\$ 16,190	\$ 14,911	\$ 15,672	\$1,084	\$1,704
41	2015	Honda	PILOT	9	No	No	\$ 25,899	\$ 24,968	\$ 25,899	\$2,451	\$514
42	2018	HYUNDAI	SANTA FE	38	No	No	\$ 18,617	\$ 18,617	\$ 20,113	\$406	\$1,308
43	2016	HONDA	HRV	41	No	Yes	\$ 21,782	\$ 21,495	\$ 22,673	\$1,126	\$1,100
44	2009	HONDA	ODYSSEY	33	No	Yes	\$ 8,766	\$ 8,800	\$ 9,389	\$1,615	\$0
45	2013	HYUNDAI	ELANTRA	49	No	No	\$ 8,121	\$ 7,919	\$ 8,222	\$1,648	\$1,178
46	2011	HONDA	CIVIC	1	Yes	No	\$ 11,046	\$ 11,046	\$ 10,706	\$4,517	\$0
47	2014	HONDA	PILOT	41	No	Yes	\$ 22,575	\$ 22,575	\$ 23,365	\$670	\$1,305
48	2015	HONDA	CRV	13	No	Yes	\$ 26,225	\$ 26,000	\$ 26,564	\$4,080	\$0

49	2015	HONDA	CRV	41	No	Yes	\$ 18,782	\$ 18,782	\$ 19,657	\$2,235	\$3,114
50	2016	HONDA	PILOT	48	No	Yes	\$ 28,535	\$ 28,535	\$ 30,519	\$1,081	\$2,579
51	2015	HONDA	CRV	1	Yes	No	\$ 15,671	\$ 16,171	\$ 18,487	\$500	\$2,049
52	2016	HONDA	ACCORD	2	No	Yes	\$ 20,381	\$ 20,000	\$ 20,381	\$844	\$1,464
53	2016	HONDA	FIT	1	No	Yes	\$ 16,402	\$ 16,402	\$ 16,222	\$3,362	\$0



Scoreboard	
# of Purchased Vehicles Retailed	10
# of Traded Vehicles Retailed	111
% Retailed of Non-New Franchise	31%
Total # Retail Units	121
Average Days to Sale	33.5
Average Advertised Price (Time of Sale)	\$ 16,792
Average Transaction Price	\$ 16,632
Average Market Price at 100%	\$ 17,438
Average Price to Market (Time of Sale)	96%
Average Transaction to Market	95%
Average Transactional Discount	\$ 160
Average Front End Gross	\$ 1,365
Average Finance Gross	\$ 884
PUVR	\$ 2,238
Total Gross (Units&PUVR)	\$ 270,749



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	10
# of Traded Vehicles Retailed	111
% Retailed of Non-New Franchise	31%
Total # Retail Units	121
Average Days to Sale	33.5
Average Advertised Price (Time of Sale)	\$ 16,792
Average Transaction Price	\$ 16,632
Average Market Price at 100%	\$ 17,438
Average Price to Market (Time of Sale)	96%
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Average Transactional Discount	\$ 160
Average Front End Gross	\$ 1,365
Average Finance Gross	\$ 884
PUVR	\$ 2,238
Total Gross (Units&PUVR)	\$ 270,749



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	10	0
# of Traded Vehicles Retailed	111	0
% Retailed of Non-New Franchise	31%	#DIV/0!
Total # Retail Units	121	0
Average Days to Sale	33.5	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 16,792	#DIV/0!
Average Transaction Price	\$ 16,632	#DIV/0!
Average Market Price at 100%	\$ 17,438	#DIV/0!
Average Price to Market (Time of Sale)	96%	#DIV/0!
Average Transaction to Market	95%	#DIV/0!
Average Transactional Discount	\$ 160	#DIV/0!
Average Front End Gross	\$ 1,365	#DIV/0!
Average Finance Gross	\$ 884	#DIV/0!
PUVR	\$ 2,238	#DIV/0!
Total Gross (Units&PUVR)	\$ 270,749	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	10
# of Traded Vehicles Retailed	111
% Retailed of Non-New Franchise	31%
Total # Retail Units	121
Average Days to Sale	33.5
Average Advertised Price (Time of Sale)	\$ 16,792
Average Transaction Price	\$ 16,632
Average Market Price at 100%	\$ 17,438
Average Price to Market (Time of Sale)	96%
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Average Front End Gross	\$ 1,365
Average Finance Gross	\$ 884
PUVR	\$ 2,238
Total Gross (Units&PUVR)	\$ 270,749



Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	10
# of Traded Vehicles Retailed	111
Total # Retail Units	121
Average Days to Sale	33.5
Average Advertised Price (Time of Sale)	\$ 16,792
Average Transaction Price	\$ 16,632
Average Market Price at 100%	\$ 17,438
Average Price to Market (Time of Sale)	96%
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Average Transactional Discount	\$ 160
Average Front End Gross	\$ 1,365
Average Finance Gross	\$ 884
PUVR	\$ 2,238
Total Gross (Units&PUVR)	\$ 270,749

Yes	No
2	8
54	57
56	65
33.9	33.2
\$ 19,412	\$ 14,351
\$ 19,280	\$ 14,351
\$ 19,862	\$ 15,350
\$ 1	\$ 1
97%	93%
\$ 132	\$ 184
\$ 1,226	\$ 1,482
\$ 1,187	\$ 623
\$ 2,392	\$ 2,105
\$ 133,935	\$ 136,814



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	10
# of Traded Vehicles Retailed	111
Total # Retail Units	121
Average Days to Sale	33.5
Average Advertised Price (Time of Sale)	\$ 16,792
Average Transaction Price	\$ 16,632
Average Market Price at 100%	\$ 17,438
Average Price to Market (Time of Sale)	96%
Average Transaction to Market	95%
Average Transactional Discount	\$ 160
Average Front End Gross	\$ 1,365
Average Finance Gross	\$ 884
PUVR	\$ 2,238
Total Gross (Units&PUVR)	\$ 270,749

Yes	No
7	3
76	35
83	38
32.0	37.0
\$ 17,464	\$ 15,142
\$ 17,314	\$ 15,142
\$ 18,003	\$ 16,204
97%	93%
96%	93%
\$ 150	\$ 182
\$ 1,301	\$ 1,501
\$ 961	\$ 716
\$ 2,247	\$ 2,218
\$ 186,478	\$ 84,271



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	53	\$99,618	\$41,839	\$2,669	43.80%
31 - 45 Days	36	\$47,106	\$39,115	\$2,395	29.75%
46 - 60 Days	17	\$13,465	\$17,992	\$1,850	14.05%
60 - 90 Days	14	\$5,322	\$7,788	\$936	11.57%
90 Days and Over	1	(\$1,746)	\$250	(\$1,496)	0.83%
Total	121	\$163,765	\$106,984	\$2,238	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	9
31 - 45 Days	1
46 - 60 Days	0
60 - 90 Days	0
90 Days and Over	0
Total	10

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$10,998	\$3,775	\$1,641
\$1,983	\$1,063	\$3,046
\$0	\$0	#DIV/0!
\$0	\$0	#DIV/0!
\$0	\$0	#DIV/0!
\$ 12,981	\$ 4,838	\$1,782

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

% of total unit sales
90.00%
10.00%
0.00%
0.00%
0.00%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	44	\$88,620
31 - 45 Days	35	\$45,123
46 - 60 Days	17	\$13,465
60 - 90 Days	14	\$5,322
90 Days and Over	1	(\$1,746)
Total	111	\$150,784

\$ 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
\$38,064	\$2,879	39.64%
\$38,052	\$2,376	31.53%
\$17,992	\$1,850	15.32%
\$7,788	\$936	12.61%
\$250	(\$1,496)	0.90%
\$102,146	\$2,279	100.0%

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

