









#	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	2015	Jeep	RENEGADE	57	Yes	NO	\$ 19,467	\$ 16,393	\$ 16,130	\$2,181	\$1,940
2	2014	Chrysler	TOWN&COUNTRY	37	Yes	NO	\$ 20,767	\$ 18,570	\$ 20,545	\$3,291	\$1,350
3	2014	Toyota	4 RUNNER	32	Yes	NO	\$ 29,196	\$ 28,200	\$ 28,007	\$2,354	\$2,329
4	2017	Ram	1500	62	No	NO	\$ 27,363	\$ 27,129	\$ 30,190	\$506	\$765
5	2015	Jeep	WRANGLER	38	Yes	NO	\$ 28,544	\$ 28,544	\$ 30,867	\$1,154	\$1,410
6	2014	Jeep	GRAND CHEROKEE	27	No	NO	\$ 21,664	\$ 21,065	\$ 22,568	\$1,002	\$2,900
7	2014	Dodge	DART	21	No	NO	\$ 9,991	\$ 9,991	\$ 11,458	\$2,815	\$228
8	2016	Dodge	CHALLENGER	2	Yes	NO	\$ 25,074	\$ 21,993	\$ 22,589	\$1,005	\$400
9	2011	Jeep	GRAND CHEROKEE	35	No	NO	\$ 16,034	\$ 15,834	\$ 16,354	\$1,322	\$725
10	2017	Honda	ACCORD	9	Yes	NO	\$ 23,990	\$ 20,450	\$ 24,956	\$850	\$650
11	2017	Ram	1500	32	No	NO	\$ 27,828	\$ 22,227	\$ 27,856	(\$37)	\$0
12	2014	Toyota	PRIUS	7	Yes	NO	\$ 19,598	\$ 15,773	\$ 20,659	\$4,350	\$977
13	2016	Jeep	PATRIOT	61	Yes	NO	\$ 16,969	\$ 11,975	\$ 17,589	(\$653)	\$0
14	2016	Volkswagen	JETTA	61	No	NO	\$ 7,981	\$ 5,981	\$ 8,695	\$71	\$1,407
15	2016	Acura	RDX	21	No	NO	\$ 29,550	\$ 27,500	\$ 31,525	\$3,900	\$0
16	2014	Ram	1500	18	No	NO	\$ 22,506	\$ 19,910	\$ 23,560	\$759	\$2,025
17	2014	Ford	ESCAPE	55	No	NO	\$ 14,981	\$ 13,510	\$ 15,487	\$4,125	\$2,260
18	2016	Dodge	GRAND CARAVAN	6	No	NO	\$ 20,265	\$ 20,200	\$ 20,564	\$4,456	\$1,110
19	1999	Ford	F-150	12	No	NO	\$ -	\$ 13,065	\$ 14,506	(\$403)	\$0
20	2016	Nissan	MAXIMA	57	No	NO	\$ 21,426	\$ 19,575	\$ 21,036	\$2,250	\$3,328
21	2017	Ram	2500	28	Yes	NO	\$ 54,473	\$ 35,654	\$ 55,478	\$2,647	\$80
22	2018	Jeep	CHEROKEE	63	No	NO	\$ 23,706	\$ 20,090	\$ 25,689	\$2,072	\$0
23	2015	Jeep	GRAND CHEROKEE	22	No	NO	\$ 21,940	\$ 21,940	\$ 23,659	\$1,930	\$2,415
24	2016	Ram	1500	20	Yes	NO	\$ 31,857	\$ 27,620	\$ 32,598	\$2,573	\$1,135
25	2016	Chrysler	200	7	No	NO	\$ 15,849	\$ 12,999	\$ 16,987	\$806	\$920
26	2016	Dodge	DART	47	Yes	NO	\$ 13,981	\$ 13,039	\$ 15,698		
27	2016	Dodge	Durango	21	No	NO	\$ 29,990	\$ 26,990	\$ 32,659	\$3,635	\$2,620
28	2017	Dodge	CHALLENGER	32	No	NO	\$ 24,483	\$ 24,483	\$ 25,698	\$2,907	\$500
29	2015	Dodge	Charger	18	NO	NO	\$ 17,236	\$ 17,236	\$ 18,564	\$1,431	\$2,308
30	2017	Nissan	VERSA	56	Yes	NO	\$ 13,833	\$ 13,833	\$ 14,589	\$2,174	\$2,814
31	2016	Dodge	Charger	7	No	NO	\$ 21,900	\$ 25,540	\$ 22,541	\$1,294	\$300
32	2015	Jeep	RENEGADE	3	No	NO	\$ 17,047	\$ 17,309	\$ 18,568	\$4,159	\$2,378
33	2013	Dodge	DART	61	No	NO	\$ 7,731	\$ 7,981	\$ 8,569	\$457	\$675
34	2014	Ram	1500	6	No	NO	\$ 30,553	\$ 30,553	\$ 31,458	\$5,735	\$2,083
35	2015	Ram	1500	25	No	NO	\$ 20,102	\$ 21,625	\$ 21,487	\$312	\$0
36	2018	Chrysler	300	7	No	NO	\$ 22,575	\$ 25,728	\$ 26,587	\$1,702	\$0
37	2017	Toyota	Corolla	52	Yes	NO	\$ 14,658	\$ 14,658	\$ 15,698	(\$2)	\$2,171
38	2014	Toyota	camry	8	No	NO	\$ 13,463	\$ 9,008	\$ 11,235	\$1,144	\$735
39	2017	Dodge	Charger	2	Yes	NO	\$ -	\$ 18,585	\$ 19,653	\$1,595	\$2,573
40	2015	Dodge	Charger	5	No	NO	\$ 18,621	\$ 17,900	\$ 19,652	\$5,299	\$5,367
41	2017	Dodge	GRAND CARAVAN	5	yes	NO	\$ 20,775	\$ 20,285	\$ 21,587	\$3,639	\$2,030
42	2016	Nissan	sentra	32	No	NO	\$ 13,981	\$ 12,685	\$ 13,698	\$984	\$1,770
43	2015	Chrysler	300	20	No	NO	\$ 17,959	\$ 16,948	\$ 18,457	\$305	\$2,757
44	2016	Jeep	WRANGLER	35	Yes	NO	\$ 24,494	\$ 24,494	\$ 26,598	\$950	\$0
45	2012	GMC	SIERRA 1500	25	Yes	NO	\$ 24,443	\$ 24,387	\$ 26,895	\$3,893	\$595
46	2017	Nissan	VERSA	66	Yes	NO	\$ 11,981	\$ 11,206	\$ 13,659	(\$1,432)	\$1,366
47						NO					
48						NO					

49						NO					
50						NO					
51						NO					
52						NO					
53						NO					



<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	18
# of Traded Vehicles Retailed	28
% Retailed of Non-New Franchise	30%
Total # Retail Units	46
Average Days to Sale	28.8
Average Advertised Price (Time of Sale)	\$ 20,235
Average Transaction Price	\$ 19,362
Average Market Price at 100%	\$ 21,807
Average Price to Market (Time of Sale)	93%
Average Transaction to Market	89%
Average Transactional Discount	\$ 873
Average Front End Gross	\$ 1,900
Average Finance Gross	\$ 1,364
PUVR	\$ 3,194
Total Gross (Units&PUVR)	\$ 146,903



<b>Scoreboard</b>	
<b>Desk Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	18
# of Traded Vehicles Retailed	28
% Retailed of Non-New Franchise	30%
Total # Retail Units	46
Average Days to Sale	28.8
Average Advertised Price (Time of Sale)	\$ 20,235
Average Transaction Price	\$ 19,362
Average Market Price at 100%	\$ 21,807
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Average Transactional Discount	\$ 873
Average Front End Gross	\$ 1,900
Average Finance Gross	\$ 1,364
PUVR	\$ 3,194
Total Gross (Units&PUVR)	\$ 146,903











Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	18	0
# of Traded Vehicles Retailed	28	0
% Retailed of Non-New Franchise	30%	#DIV/0!
Total # Retail Units	46	0
Average Days to Sale	28.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 20,235	#DIV/0!
Average Transaction Price	\$ 19,362	#DIV/0!
Average Market Price at 100%	\$ 21,807	#DIV/0!
Average Price to Market (Time of Sale)	93%	#DIV/0!
Average Transaction to Market	89%	#DIV/0!
Average Transactional Discount	\$ 873	#DIV/0!
Average Front End Gross	\$ 1,900	#DIV/0!
Average Finance Gross	\$ 1,364	#DIV/0!
PUVR	\$ 3,194	#DIV/0!
Total Gross (Units&PUVR)	\$ 146,903	#DIV/0!











































<b>Scoreboard</b>	
<b>Finance Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	18
# of Traded Vehicles Retailed	28
% Retailed of Non-New Franchise	30%
Total # Retail Units	46
Average Days to Sale	28.8
Average Advertised Price (Time of Sale)	\$ 20,235
Average Transaction Price	\$ 19,362
Average Market Price at 100%	\$ 21,807
Average Price to Market (Time of Sale)	93%
Average Transaction to Market	89%
Average Transactional Discount	\$ 873
Average Front End Gross	\$ 1,900
Average Finance Gross	\$ 1,364
PUVR	\$ 3,194
Total Gross (Units&PUVR)	\$ 146,903











Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	18
# of Traded Vehicles Retailed	28
Total # Retail Units	46
Average Days to Sale	28.8
Average Advertised Price (Time of Sale)	\$ 20,235
Average Transaction Price	\$ 19,362
Average Market Price at 100%	\$ 21,807
Average Price to Market (Time of Sale)	93%
Average Transaction to Market	89%
Average Transactional Discount	\$ 873
Average Front End Gross	\$ 1,900
Average Finance Gross	\$ 1,364
PUVR	\$ 3,194
Total Gross (Units&PUVR)	\$ 146,903

Yes	No
0	18
0	28
0	46
#DIV/0!	28.8
#DIV/0!	\$ 19,362
#DIV/0!	\$ 19,362
#DIV/0!	\$ 21,807
#DIV/0!	\$ 1
#DIV/0!	89%
#DIV/0!	\$ 873
#DIV/0!	\$ 1,900
#DIV/0!	\$ 1,364
#DIV/0!	\$ 3,194
#DIV/0!	\$ 146,903



<b>Scoreboard</b>	
<b>Same Brand as New</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	18
# of Traded Vehicles Retailed	28
Total # Retail Units	46
Average Days to Sale	28.8
Average Advertised Price (Time of Sale)	\$ 20,235
Average Transaction Price	\$ 19,362
Average Market Price at 100%	\$ 21,807
Average Price to Market (Time of Sale)	93%
Average Transaction to Market	89%
Average Transactional Discount	\$ 873
Average Front End Gross	\$ 1,900
Average Finance Gross	\$ 1,364
PUVR	\$ 3,194
Total Gross (Units&PUVR)	\$ 146,903

Yes	No
11	7
21	7
32	14
25.9	35.2
\$ 21,617	\$ 16,417
\$ 20,651	\$ 16,417
\$ 23,202	\$ 18,618
93%	88%
89%	88%
\$ 966	\$ 661
\$ 1,976	\$ 1,733
\$ 1,322	\$ 1,457
\$ 3,195	\$ 3,190
\$ 102,243	\$ 44,660



<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	26	\$60,833	\$36,586	\$3,747	56.52%
31 - 45 Days	8	\$12,925	\$8,084	\$2,626	17.39%
46 - 60 Days	6	\$10,729	\$12,513	\$3,874	13.04%
60 - 90 Days	6	\$1,021	\$4,213	\$872	13.04%
90 Days and Over	0	\$0	\$0	#DIV/0!	0.00%
<b>Total</b>	<b>46</b>	<b>\$85,508</b>	<b>\$61,395</b>	<b>\$3,194</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	8
31 - 45 Days	4
46 - 60 Days	4
60 - 90 Days	2
90 Days and Over	0
<b>Total</b>	<b>18</b>

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$20,552	\$8,440	\$3,624
\$7,749	\$5,089	\$3,209
\$4,353	\$6,925	\$2,820
(\$2,085)	\$1,366	(\$359)
\$0	\$0	#DIV/0!
\$ 30,569	\$ 21,820	\$2,910

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>
44.44%
22.22%
22.22%
11.11%
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	18	\$40,281
31 - 45 Days	4	\$5,176
46 - 60 Days	2	\$6,375
60 - 90 Days	4	\$3,106
90 Days and Over	0	\$0
<b>Total</b>	<b>28</b>	<b>\$54,938</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
\$28,146	\$3,802	64.29%
\$2,995	\$2,043	14.29%
\$5,588	\$5,981	7.14%
\$2,847	\$1,488	14.29%
\$0	#DIV/0!	0.00%
<b>\$39,576</b>	<b>\$3,375</b>	<b>100.0%</b>

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

