

#	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	2016	Nissan	Altima	40	Yes	Yes	\$ 13,291	\$ 13,834	\$ 14,179	(\$1,212)	\$0
2	2016	Chevrolet	Impala	25	No	No	\$ 16,391	\$ 16,000	\$ 17,919	\$637	\$1,686
3	2017	Hyundai	Santa Fe	26	Yes	No	\$ 15,791	\$ 15,674	\$ 16,031	(\$327)	\$0
4	2013	Mercedes-Benz	E350 Coupe	5	Yes	Yes	\$ 19,491	\$ 18,938	\$ 20,902	(\$2,508)	\$3,013
5	2017	Nissan	Rogue	3	No	Yes	\$ 18,491	\$ 17,385	\$ 18,256	(\$144)	\$1,915
6	2016	Nissan	Maxima	3	No	Yes	\$ 23,491	\$ 22,500	\$ 23,035	(\$499)	\$828
7	2016	Nissan	Rogue	12	Yes	Yes	\$ 15,991	\$ 14,816	\$ 16,754	\$48	\$726
8	2017	Nissan	Titan	24	Yes	Yes	\$ 27,291	\$ 26,485	\$ 29,553	(\$475)	\$3,383
9	2016	Nissan	Frontier	6	Yes	Yes	\$ 18,491	\$ 18,491	\$ 20,802	\$1,851	\$0
10	2017	Nissan	Rogue	33	Yes	Yes	\$ 16,491	\$ 16,491	\$ 16,223	(\$167)	\$539
11	2015	Chevrolet	Silverado 1500	7	No	No	\$ 26,991	\$ 28,991	\$ 26,799	\$4,308	\$3,783
12	2018	Nissan	Armada	52	Yes	Yes	\$ 46,591	\$ 45,687	\$ 49,614	(\$2,226)	\$4,925
13	2016	Nissan	Altima	6	Yes	Yes	\$ 13,991	\$ 14,300	\$ 15,311	(\$647)	\$443
14	2016	Nissan	Rogue	33	Yes	Yes	\$ 14,891	\$ 14,991	\$ 17,374	(\$761)	\$1,476
15	2017	Dodge	Challenger	12	Yes	No	\$ 25,791	\$ 26,754	\$ 24,633	\$1,747	\$1,006
16	2017	Nissan	Altima	16	Yes	Yes	\$ 16,291	\$ 18,291	\$ 16,507	\$982	\$2,299
17	2012	Nissan	Rogue	7	No	No	\$ 10,491	\$ 11,991	\$ 11,746	\$529	\$696
18	2013	Nissan	Sentra	13	No	No	\$ 7,891	\$ 8,050	\$ 8,638	\$291	\$1,550
19	2018	Nissan	Pathfinder	48	Yes	Yes	\$ 23,891	\$ 23,991	\$ 26,849	(\$733)	\$1,106
20	2013	Nissan	Murano	12	No	Yes	\$ 12,891	\$ 15,085	\$ 13,409	\$3,002	\$335
21	2017	Nissan	Altima	17	Yes	Yes	\$ 15,491	\$ 14,032	\$ 18,023	(\$1,071)	\$0
22	2017	Nissan	Altima	23	No	Yes	\$ 15,591	\$ 15,948	\$ 14,125	(\$1,713)	\$1,390
23	2017	Nissan	Sentra	36	Yes	Yes	\$ 12,791	\$ 13,690	\$ 12,261	(\$1,261)	\$1,164
24	2016	Chevrolet	Suburban	0	Yes	No	\$ 37,991	\$ 37,991	\$ 37,991	\$467	\$2,600
25	2015	Nissan	Sentra	2	Yes	Yes	\$ 9,991	\$ 10,491	\$ 10,031	\$2,591	\$1,960
26	2015	Honda	Cr-V	45	No	No	\$ 13,991	\$ 13,561	\$ 14,969	(\$1,456)	\$1,644
27	2012	Honda	Accord	8	No	No	\$ 10,991	\$ 10,491	\$ 12,389	(\$206)	\$703
28	2016	Nissan	Altima	0	Yes	No	\$ 16,985	\$ 16,985	\$ 16,985	(\$1,151)	\$1,097
29	2018	Nissan	Frontier	6	Yes	No	\$ 18,891	\$ 16,991	\$ 20,396	\$1,670	\$0
30	2016	Nissan	Sentra	4	No	Yes	\$ 13,991	\$ 14,991	\$ 15,180	(\$1,617)	\$0
31	2012	Subaru	Outback	7	Yes	No	\$ 17,991	\$ 15,491	\$ 16,212	(\$814)	\$1,099
32	2016	Gmc	Acadia	35	No	No	\$ 29,291	\$ 29,991	\$ 33,064	\$247	\$900
33	2013	Hyundai	Elantra Coupe	16	No	No	\$ 7,391	\$ 8,991	\$ 8,660	\$2,080	\$1,809
34	2017	Honda	Pilot	25	No	No	\$ 24,491	\$ 24,491	\$ 28,276	\$128	\$2,055
35	2017	Nissan	Murano	27	Yes	Yes	\$ 20,991	\$ 20,991	\$ 24,254	(\$996)	\$692
36	2017	Nissan	Titan	4	Yes	Yes	\$ 21,891	\$ 21,991	\$ 25,710	\$2,222	\$1,008
37	2017	Nissan	Maxima	50	Yes	Yes	\$ 24,991	\$ 24,700	\$ 26,259	(\$2,078)	\$2,664
38	2017	Hyundai	Elantra	48	Yes	No	\$ 10,991	\$ 10,780	\$ 12,275	(\$1,094)	\$1,280
39	2015	Land Rover	Range Rover Evoque	27	No	No	\$ 23,491	\$ 23,491	\$ 24,298	\$976	\$3,915
40	2015	Nissan	Juke	33	No	Yes	\$ 14,391	\$ 14,841	\$ 14,576	(\$507)	\$0
41	2015	Nissan	Altima	26	Yes	Yes	\$ 12,991	\$ 13,300	\$ 13,630	(\$200)	\$806
42	2015	Nissan	Altima	6	Yes	Yes	\$ 14,491	\$ 13,991	\$ 14,241	(\$57)	\$795
43	2009	Nissan	Rogue	0	Yes	No	\$ 7,334	\$ 7,334	\$ 7,334	(\$520)	\$0
44	2017	Nissan	Altima	11	Yes	Yes	\$ 14,291	\$ 13,655	\$ 15,877	(\$381)	\$0
45	2009	Ford	F150	12	No	No	\$ 13,491	\$ 12,806	\$ 12,781	\$2,027	\$0
46	2018	Nissan	Rogue	19	Yes	Yes	\$ 20,991	\$ 20,315	\$ 21,250	(\$227)	\$0

47	2017	Dodge	Journey	25	No	No	\$ 15,491	\$ 15,477	\$ 15,838	(\$156)	\$400
48	2016	Toyota	Camry	3	No	No	\$ 18,491	\$ 17,491	\$ 19,132	\$174	\$1,348
49	2015	Nissan	Pathfinder	10	Yes	Yes	\$ 16,991	\$ 16,991	\$ 21,081	(\$597)	\$184
50	2015	Jeep	Patriot	23	No	No	\$ 10,991	\$ 10,707	\$ 12,456	\$1,090	\$1,120
51	2016	Nissan	Altima	49	Yes	Yes	\$ 13,291	\$ 13,111	\$ 13,424	(\$2,044)	\$0
52	2010	Toyota	Corolla	22	No	No	\$ 7,991	\$ 7,591	\$ 8,752	\$2,542	\$0
53	2017	Nissan	Rogue	2	Yes	Yes	\$ 19,991	\$ 19,991	\$ 18,772	\$3,988	\$2,011



Scoreboard	
# of Purchased Vehicles Retailed	128
# of Traded Vehicles Retailed	72
% Retailed of Non-New Franchise	36%
Total # Retail Units	200
Average Days to Sale	15.9
Average Advertised Price (Time of Sale)	\$ 17,437
Average Transaction Price	\$ 17,467
Average Market Price at 100%	\$ 18,317
Average Price to Market (Time of Sale)	95%
Average Transaction to Market	95%
Average Transactional Discount	\$ (30)
Average Front End Gross	\$ 245
Average Finance Gross	\$ 1,185
PUVR	\$ 1,430
Total Gross (Units&PUVR)	\$ 286,022



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	128
# of Traded Vehicles Retailed	72
% Retailed of Non-New Franchise	36%
Total # Retail Units	200
Average Days to Sale	15.9
Average Advertised Price (Time of Sale)	\$ 17,437
Average Transaction Price	\$ 17,467
Average Market Price at 100%	\$ 18,317
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Average Front End Gross	\$ 245
Average Finance Gross	\$ 1,185
PUVR	\$ 1,430
Total Gross (Units&PUVR)	\$ 286,022



Altman, Richard M.	Bouzoubaa, Younes	Christou, Constantine A
2	1	1
2	1	0
50%	0%	0%
4	2	1
20.3	17.5	8.0
\$ 18,543	\$ 14,291	\$ 19,491
\$ 18,344	\$ 14,224	\$ 16,414
\$ 18,963	\$ 13,338	\$ 20,132
98%	107%	97%
97%	107%	82%
\$ 200	\$ 67	\$ 3,077
\$ 1,368	\$ 36	\$ (1,008)
\$ 1,816	\$ 1,706	\$ -
\$ 3,184	\$ 1,742	\$ (1,008)
\$ 12,736	\$ 3,485	\$ (1,008)

Harrin, Jeremy W.	House	Kanahan, Marco J.
44	0	31
30	0	12
35%	#DIV/0!	40%
74	0	43
16.4	#DIV/0!	15.2
\$ 17,253	#DIV/0!	\$ 18,988
\$ 17,210	#DIV/0!	\$ 18,487
\$ 18,142	#DIV/0!	\$ 19,985
95%	#DIV/0!	95%
95%	#DIV/0!	93%
\$ 42	#DIV/0!	\$ 501
\$ 61	#DIV/0!	\$ (305)
\$ 1,166	#DIV/0!	\$ 1,148
\$ 1,228	#DIV/0!	\$ 843
\$ 90,838	#DIV/0!	\$ 36,238

Mui, William W.	Not Assigned	O'Brien, Brendan
40	9	0
23	4	0
35%	31%	#DIV/0!
63	13	0
15.6	16.4	#DIV/0!
\$ 16,461	\$ 18,067	#DIV/0!
\$ 17,032	\$ 17,979	#DIV/0!
\$ 17,320	\$ 19,049	#DIV/0!
95%	95%	#DIV/0!
98%	94%	#DIV/0!
\$ (571)	\$ 88	#DIV/0!
\$ 749	\$ 446	#DIV/0!
\$ 1,261	\$ 868	#DIV/0!
\$ 2,010	\$ 1,314	#DIV/0!
\$ 126,655	\$ 17,078	#DIV/0!

Scoreboard		
Sales Consultant	Totals	Housefield, Matthew W.
# of Purchased Vehicles Retailed	128	7
# of Traded Vehicles Retailed	72	4
% Retailed of Non-New Franchise	36%	27%
Total # Retail Units	200	11
Average Days to Sale	15.9	14.0
Average Advertised Price (Time of Sale)	\$ 17,437	\$ 16,517
Average Transaction Price	\$ 17,467	\$ 16,652
Average Market Price at 100%	\$ 18,317	\$ 17,181
Average Price to Market (Time of Sale)	95%	96%
Average Transaction to Market	95%	97%
Average Transactional Discount	\$ (30)	\$ (135)
Average Front End Gross	\$ 245	\$ 198
Average Finance Gross	\$ 1,185	\$ 1,281
PUVR	\$ 1,430	\$ 1,480
Total Gross (Units&PUVR)	\$ 286,022	\$ 16,275



Montgomery, Otis M.	Pacheco, Jonathan A.	Rivas, Anthony M.
4	4	5
3	5	3
29%	56%	38%
7	9	8
27.4	20.2	17.9
\$ 17,221	\$ 17,191	\$ 12,780
\$ 17,273	\$ 16,874	\$ 12,298
\$ 17,888	\$ 18,142	\$ 13,216
96%	95%	97%
97%	93%	93%
\$ (52)	\$ 317	\$ 481
\$ 256	\$ 267	\$ 244
\$ 1,736	\$ 1,169	\$ 812
\$ 1,992	\$ 1,435	\$ 1,056
\$ 13,943	\$ 12,919	\$ 8,445

Gomez, Juan C.	Agbi, Abumere J.	Walker, Benjamin J.
8	5	7
2	8	3
20%	77%	20%
10	13	10
11.6	14.7	17.6
\$ 14,238	\$ 20,483	\$ 17,240
\$ 14,237	\$ 19,924	\$ 17,109
\$ 14,698	\$ 21,328	\$ 18,802
97%	96%	92%
97%	93%	91%
\$ 2	\$ 559	\$ 131
\$ (405)	\$ 406	\$ (215)
\$ 1,201	\$ 1,030	\$ 886
\$ 796	\$ 1,436	\$ 671
\$ 7,958	\$ 18,663	\$ 6,712

Fahda, Mohammad F.	Donaldson, Daniel A.	Dutton, Sean A.
6	4	8
4	2	5
10%	33%	38%
10	6	13
20.1	16.2	17.2
\$ 16,766	\$ 16,091	\$ 20,128
\$ 16,920	\$ 16,311	\$ 20,256
\$ 18,170	\$ 17,376	\$ 20,818
92%	93%	97%
93%	94%	97%
\$ (154)	\$ (220)	\$ (128)
\$ (149)	\$ 1,205	\$ 626
\$ 1,242	\$ 990	\$ 1,234
\$ 1,093	\$ 2,195	\$ 1,861
\$ 10,927	\$ 13,169	\$ 24,189

Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	128
# of Traded Vehicles Retailed	72
% Retailed of Non-New Franchise	36%
Total # Retail Units	200
Average Days to Sale	15.9
Average Advertised Price (Time of Sale)	\$ 17,437
Average Transaction Price	\$ 17,467
Average Market Price at 100%	\$ 18,317
Average Price to Market (Time of Sale)	95%
Average Transaction to Market	95%
Average Transactional Discount	\$ (30)
Average Front End Gross	\$ 245
Average Finance Gross	\$ 1,185
PUVR	\$ 1,430
Total Gross (Units&PUVR)	\$ 286,022



Erdle, Ryan	Hamdar, Karim H.	Gargiulo, Antonino
27	16	0
13	14	0
35%	33%	#DIV/0!
40	30	0
19.1	12.0	#DIV/0!
\$ 19,402	\$ 19,739	#DIV/0!
\$ 19,428	\$ 19,673	#DIV/0!
\$ 20,136	\$ 20,180	#DIV/0!
96%	98%	#DIV/0!
96%	97%	#DIV/0!
\$ (26)	\$ 66	#DIV/0!
\$ 449	\$ 458	#DIV/0!
\$ 1,520	\$ 1,404	#DIV/0!
\$ 1,969	\$ 1,862	#DIV/0!
\$ 78,764	\$ 55,867	#DIV/0!

Slater, LeRoy	Carrasquillo, Edwar	Nieves, Kristal M.
22	25	18
11	10	10
30%	31%	50%
33	35	28
15.2	14.5	19.1
\$ 15,746	\$ 16,096	\$ 16,630
\$ 16,197	\$ 16,117	\$ 16,478
\$ 16,842	\$ 17,144	\$ 17,515
93%	94%	95%
96%	94%	94%
\$ (452)	\$ (20)	\$ 152
\$ 558	\$ (127)	\$ 256
\$ 1,225	\$ 1,183	\$ 987
\$ 1,783	\$ 1,056	\$ 1,243
\$ 58,853	\$ 36,947	\$ 34,796

Arce Jackson, Irvin		House	
	19		0
	12		2
	32%		100%
	31		2
	15.6		15.5
\$	16,510	\$	15,391
\$	16,564	\$	14,175
\$	17,332	\$	19,404
	95%		79%
	96%		73%
\$	(55)	\$	1,216
\$	(87)	\$	(567)
\$	794	\$	-
\$	708	\$	(567)
\$	21,935	\$	(1,134)

Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	128
# of Traded Vehicles Retailed	72
Total # Retail Units	200
Average Days to Sale	15.9
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Average Transaction Price	\$ 17,467
Average Market Price at 100%	\$ 18,317
Average Price to Market (Time of Sale)	95%
Average Transaction to Market	95%
Average Transactional Discount	\$ (30)
Average Front End Gross	\$ 245
Average Finance Gross	\$ 1,185
PUVR	\$ 1,430
Total Gross (Units&PUVR)	\$ 286,022

Yes	No
81	47
15	57
96	104
18.3	13.8
\$ 18,085	\$ 16,806
\$ 18,183	\$ 16,806
\$ 19,024	\$ 17,664
\$ 1	\$ 1
96%	95%
\$ (98)	\$ 32
\$ 19	\$ 454
\$ 1,335	\$ 1,046
\$ 1,354	\$ 1,500
\$ 129,989	\$ 156,033



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	128
# of Traded Vehicles Retailed	72
Total # Retail Units	200
Average Days to Sale	15.9
Average Advertised Price (Time of Sale)	\$ 17,437
Average Transaction Price	\$ 17,467
Average Market Price at 100%	\$ 18,317
Average Price to Market (Time of Sale)	95%
Average Transaction to Market	95%
Average Transactional Discount	\$ (30)
Average Front End Gross	\$ 245
Average Finance Gross	\$ 1,185
PUVR	\$ 1,430
Total Gross (Units&PUVR)	\$ 286,022

Yes	No
102	26
27	45
129	71
15.9	16.0
\$ 16,941	\$ 18,222
\$ 17,052	\$ 18,222
\$ 17,880	\$ 19,111
95%	95%
95%	95%
\$ (112)	\$ 117
\$ 151	\$ 416
\$ 1,160	\$ 1,230
\$ 1,311	\$ 1,646
\$ 169,124	\$ 116,899



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	143	\$73,319	\$166,444	\$1,677	81.25%
31 - 45 Days	17	(\$4,450)	\$19,647	\$894	9.66%
46 - 60 Days	15	(\$17,252)	\$17,887	\$42	8.52%
60 - 90 Days	1	(\$2,302)	\$714	(\$1,588)	0.57%
90 Days and Over	0	\$0	\$0	#DIV/0!	0.00%
Total	176	\$49,316	\$204,692	\$1,443	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	89
31 - 45 Days	11
46 - 60 Days	15
60 - 90 Days	1
90 Days and Over	0
Total	116

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$31,151	\$116,054	\$1,654
(\$3,465)	\$13,162	\$882
(\$17,252)	\$17,887	\$42
(\$2,302)	\$714	(\$1,588)
\$0	\$0	#DIV/0!
\$ 8,132	\$ 147,817	\$1,344

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

% of total unit sales
76.72%
9.48%
12.93%
0.86%
0.00%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	53	\$41,770
31 - 45 Days	6	(\$985)
46 - 60 Days	0	\$0
60 - 90 Days	0	\$0
90 Days and Over	0	\$0
Total	59	\$40,785

\$ 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
\$49,901	\$1,730	89.83%
\$6,485	\$917	10.17%
\$0	#DIV/0!	0.00%
\$0	#DIV/0!	0.00%
\$0	#DIV/0!	0.00%
\$56,386	\$1,647	100.0%

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

