

#	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
ex.	2015	Chevrolet	Equinox	30	Yes	No	\$ 15,000	\$ 13,800	\$ 15,000	\$1,500	\$1,000
1	2012	SUBARU	FORESTER	40	NO	NO	\$ 16,995	\$ 16,133	\$ 16,995	(\$1,271)	\$1,376
2	2015	SUBARU	FORESTER	25	NO	YES	\$ 20,934	\$ 20,934	\$ 20,934	\$1,380	\$1,352
3	2012	SUBARU	OUTBACK	18	NO	NO	\$ 13,929	\$ 12,934	\$ 13,929	\$994	\$0
4	2018	SUBARU	OUTBACK	32	NO	YES	\$ 34,995	\$ 32,995	\$ 34,995	\$837	\$705
5	2010	SUBARU	OUTBACK	20	NO	No	\$ 14,948	\$ 12,974	\$ 14,948	(\$1,053)	\$250
6	2015	SUBARU	CROSSTREK	65	NO	YES	\$ 19,890	\$ 19,094	\$ 19,890	\$0	\$0
7	2018	SUBARU	OUTBACK	12	NO	YES	\$ 25,872	\$ 25,315	\$ 25,872	\$1,000	\$466
8	2017	SUBARU	IMPREZA	55	NO	YES	\$ 22,334	\$ 21,334	\$ 22,334	\$1,391	\$0
9	2015	SUBARU	LEGACY	65	NO	YES	\$ 17,911	\$ 16,500	\$ 17,911	\$510	\$1,807
10	2012	SUBARU	OUTBACK	18	NO	NO	\$ 16,845	\$ 15,460	\$ 16,845	\$1,915	\$505
11	2017	SUBARU	OUTBACK	38	NO	YES	\$ 28,498	\$ 28,498	\$ 28,498	\$1,298	\$505
12	2013	SUBARU	BRZ	20	NO	No	\$ 16,753	\$ 16,753	\$ 16,753	\$2,253	\$0
13	2014	SUBARU	OUTBACK	38	NO	YES	\$ 18,900	\$ 17,800	\$ 18,900	\$1,900	\$205
14	2014	SUBARU	OUTBACK	68	NO	YES	\$ 21,437	\$ 20,351	\$ 21,437	(\$200)	\$0
15	2015	SUBARU	OUTBACK	32	NO	YES	\$ 21,997	\$ 20,997	\$ 21,997	\$1,250	\$0
16	2016	SUBARU	FORESTER	18	NO	YES	\$ 20,632	\$ 20,632	\$ 20,632	\$2,532	\$0
17	2014	SUBARU	FORESTER	48	NO	YES	\$ 19,974	\$ 19,131	\$ 19,974	\$1,000	\$712
18	2014	SUBARU	CROSSTREK	57	NO	YES	\$ 19,995	\$ 18,773	\$ 19,995	\$451	\$505
19	2017	SUBARU	FORESTER	25	NO	YES	\$ 23,900	\$ 23,500	\$ 23,900	\$3,400	\$705
20	2017	SUBARU	OUTBACK	38	NO	YES	\$ 24,906	\$ 24,406	\$ 24,906	\$1,255	\$200
21	2015	SUBARU	FORESTER	62	NO	YES	\$ 16,995	\$ 16,704	\$ 16,995	\$502	\$774
22	2017	SUBARU	IMPREZA	35	NO	YES	\$ 23,988	\$ 21,900	\$ 23,988	\$1,460	\$1,000
23	2016	SUBARU	FORESTER	68	NO	YES	\$ 20,834	\$ 19,955	\$ 20,834	\$844	\$150
24	2015	SUBARU	FORESTER	48	NO	YES	\$ 20,332	\$ 20,332	\$ 20,332	\$1,224	\$1,200
25	2016	SUBARU	OUTBACK	28	NO	YES	\$ 24,665	\$ 24,092	\$ 24,665	\$1,890	\$200
26	2018	SUBARU	OUTBACK	17	NO	YES	\$ 31,990	\$ 31,240	\$ 31,990	\$2,253	\$153
27	2013	SUBARU	OUTBACK	25	NO	No	\$ 18,866	\$ 18,866	\$ 18,866	\$1,959	\$285
28	2016	SUBARU	FORESTER	31	NO	YES	\$ 24,862	\$ 24,862	\$ 24,862	\$1,092	\$200
29	2015	SUBARU	CROSSTREK	18	NO	YES	\$ 19,990	\$ 19,492	\$ 19,990	\$3,660	\$200
30	2017	SUBARU	OUTBACK	30	NO	YES	\$ 29,103	\$ 27,500	\$ 29,103	(\$499)	\$0
31	2017	SUBARU	OUTBACK	24	NO	YES	\$ 29,759	\$ 29,759	\$ 29,759	\$1,593	\$200
32	2016	SUBARU	CROSSTREK	35	NO	YES	\$ 22,488	\$ 22,488	\$ 22,488	\$1,957	\$523
33	2011	SUBARU	WRX	54	NO	NO	\$ 15,995	\$ 15,500	\$ 15,995	\$1,775	\$0
34	2018	SUBARU	FORESTER	65	NO	YES	\$ 26,890	\$ 26,890	\$ 26,890	(\$598)	\$505
35	2018	SUBARU	OUTBACK	52	NO	YES	\$ 34,106	\$ 33,097	\$ 34,106	(\$67)	\$1,517
36	2016	SUBARU	OUTBACK	14	NO	YES	\$ 24,877	\$ 24,376	\$ 24,877	\$2,250	\$1,005
37	2018	SUBARU	OUTBACK	24	NO	YES	\$ 32,995	\$ 30,000	\$ 32,995	\$2,529	\$200
38	2018	SUBARU	OUTBACK	36	NO	YES	\$ 31,687	\$ 31,687	\$ 31,687	\$3,064	\$705
39	2018	SUBARU	OUTBACK	42	NO	YES	\$ 31,564	\$ 31,564	\$ 31,564	\$2,820	\$0
40	2013	SUBARU	OUTBACK	62	NO	No	\$ 12,609	\$ 11,650	\$ 12,609	\$1,500	\$200
41	2014	SUBARU	FORESTER	58	NO	YES	\$ 16,946	\$ 16,446	\$ 16,946	\$2,162	\$1,055
42	2016	SUBARU	OUTBACK	32	NO	YES	\$ 21,904	\$ 20,865	\$ 21,904	\$1,034	\$200

Scoreboard Totals

# of Purchased Vehicles Retailed	0
# of Traded Vehicles Retailed	48
% Retailed of Non-New Franchise	0%
Total # Retail Units	48
Average Days to Sale	36.7
Average Advertised Price (Time of Sale)	\$ 23,161
Average Transaction Price	\$ 22,439
Average Market Price at 100%	\$ 23,161
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	97%
Average Transactional Discount	\$ 722
Average Front End Gross	\$ 1,418
Average Finance Gross	\$ 472
PUVR	\$ 1,891
Total Gross (Units & PUVR)	\$ 90,767



MY

Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	0
# of Traded Vehicles Retailed	48
% Retailed of Non-New Franchise	0%
Total # Retail Units	48
Average Days to Sale	36.7
Average Advertised Price (Time of Sale)	\$ 23,161
Average Transaction Price	\$ 22,439
Average Market Price at 100%	\$ 23,161
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	97%
Average Transactional Discount	\$ 722
Average Front End Gross	\$ 1,418
Average Finance Gross	\$ 472
PUVR	\$ 1,891
Total Gross (Units & PUVR)	\$ 90,767



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	0	0
# of Traded Vehicles Retailed	48	0
% Retailed of Non-New Franchise	0%	#DIV/0!
Total # Retail Units	48	0
Average Days to Sale	36.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 23,161	#DIV/0!
Average Transaction Price	\$ 22,439	#DIV/0!
Average Market Price at 100%	\$ 23,161	#DIV/0!
Average Price to Market (Time of Sale)	100%	#DIV/0!
Average Transaction to Market	97%	#DIV/0!
Average Transactional Discount	\$ 722	#DIV/0!
Average Front End Gross	\$ 1,418	#DIV/0!
Average Finance Gross	\$ 472	#DIV/0!
PUVR	\$ 1,891	#DIV/0!
Total Gross (Units & PUVR)	\$ 90,767	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	0
# of Traded Vehicles Retailed	48
% Retailed of Non-New Franchise	0%
Total # Retail Units	48
Average Days to Sale	36.7
Average Advertised Price (Time of Sale)	\$ 23,161
Average Transaction Price	\$ 22,439
Average Market Price at 100%	\$ 23,161
Average Price to Market (Time of Sale)	100%
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Average Transactional Discount	\$ 722
Average Front End Gross	\$ 1,418
Average Finance Gross	\$ 472
PUVR	\$ 1,891
Total Gross (Units & PUVR)	\$ 90,767



Scoreboard

CPO	Totals
# of Purchased Vehicles Retailed	0
# of Traded Vehicles Retailed	48
Total # Retail Units	48
Average Days to Sale	36.7
Average Advertised Price (Time of Sale)	\$ 23,161
Average Transaction Price	\$ 22,439
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Average Transactional Discount	\$ 722
Average Front End Gross	\$ 1,418
Average Finance Gross	\$ 472
PUVR	\$ 1,891
Total Gross (Units & PUVR)	\$ 90,767

Yes	No
0	0
40	8
40	8
37.6	32.1
\$ 24,619	\$ 15,034
\$ 23,920	\$ 15,034
\$ 24,619	\$ 15,868
\$ 1	\$ 1
97%	95%
\$ 699	\$ 834
\$ 1,500	\$ 1,009
\$ 502	\$ 327
\$ 2,002	\$ 1,336
\$ 80,079	\$ 10,688

Scoreboard

Same Brand as New	Totals
# of Purchased Vehicles Retailed	0
# of Traded Vehicles Retailed	48
Total # Retail Units	48
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Average Transaction Price	\$ 22,439
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Average Transactional Discount	\$ 722
Average Front End Gross	\$ 1,418
Average Finance Gross	\$ 472
PUVR	\$ 1,891
Total Gross (Units & PUVR)	\$ 90,767

Yes	No
0	0
48	0
48	0
36.7	#DIV/0!
\$ 23,161	#DIV/0!
\$ 22,439	#DIV/0!
\$ 23,161	#DIV/0!
100%	#DIV/0!
97%	#DIV/0!
\$ 722	#DIV/0!
\$ 1,418	#DIV/0!
\$ 472	#DIV/0!
\$ 1,891	#DIV/0!
\$ 90,767	#DIV/0!

Sales by Age

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
0 - 30 Days	20	\$36,792	\$8,436	\$2,261	41.67%
31 - 45 Days	14	\$20,801	\$5,819	\$1,901	29.17%
46 - 60 Days	7	\$7,936	\$4,989	\$1,846	14.58%
60 - 90 Days	7	\$2,558	\$3,436	\$856	14.58%
90+ Days	0	\$0	\$0	#DIV/0!	0.00%
Totals	48	\$68,087	\$22,680	\$1,891	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	Total Front Gross \$
0 - 30 Days	0	\$0
31 - 45 Days	0	\$0
46 - 60 Days	0	\$0
60 - 90 Days	0	\$0
90+ Days	0	\$0
Totals	0	\$ -



\$ PUVR result of adding Front
% of Total Unit Sales result of

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$0	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!

Gross \$\$ and F&I Gross \$\$ divided by Number of sales
dividing Unit Sales in Age bucket by Total Unit Sales

Trade/Curbs

Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	20	\$36,792
31 - 45 Days	14	\$20,801
46 - 60 Days	7	\$7,936
60 - 90 Days	7	\$2,558
90+ Days	0	\$0
Totals	48	\$68,087



\$ PUVR result of adding Front
% of Total Unit Sales result of

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$8,436	\$2,261	41.67%
\$5,819	\$1,901	29.17%
\$4,989	\$1,846	14.58%
\$3,436	\$856	14.58%
\$0	#DIV/0!	0.00%
\$22,680	\$1,891	100.0%

Gross \$\$ and F&I Gross \$\$ divided by Number of sales
dividing Unit Sales in Age bucket by Total Unit Sales