









#	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	2003	Ford	TAURUS		No	NO	\$ 1,995	\$ 1,259		\$358	\$0
2	2017	Ford	EDGE		Yes	No	\$ 26,395	\$ 26,000		\$665	\$588
3	2017	Honda	CIVIC	98	No	No	\$ 20,683	\$ 21,183		\$533	\$0
4	2016	Ford	f150	129	Yes	No	\$ 29,288	\$ 29,088		\$908	\$0
5	2016	Ford	taurus	86	Yes	No	\$ 18,812	\$ 18,000		\$630	\$3,152
6	2012	Ford	fusion	29	No	No	\$ 9,200	\$ 9,500		\$760	\$250
7	2016	Ford	f150	151	Yes	No	\$ 28,077	\$ 27,500		(\$680)	\$712
8	2011	Ford	f150	109	Yes	No	\$ 22,091	\$ 21,500		\$620	\$2,007
9	2004	Ford	f150	54	No	No	\$ 6,972	\$ 6,400		\$1,950	\$0
10	2010	GMC	2500	59	No	No	\$ 14,013	\$ 10,900		\$750	\$220
11	2008	Subaru	trbc	51	No	No	\$ 8,126	\$ 8,126		\$3,476	\$0
12	2007	Cadillac	sts	40	No	No	\$ 5,542	\$ 9,475		\$1,058	\$175
13	2012	Kia	sportage	71	No	No	\$ 9,266	\$ 9,266		\$1,816	\$849
14	2017	Ford	escape	26	No	No	\$ 15,808	\$ 15,400		\$1,750	\$0
15	2017	Ford	edge	109	Yes	No	\$ 23,062	\$ 22,900		\$320	\$0
16	2013	Ford	fusion	24	No	No	\$ 8,589	\$ 11,999		\$5,349	\$1,151
17	2014	Dodge	journey	82	No	No	\$ 14,124	\$ 14,124		\$974	\$2,459
18	2009	Ford	focus	44	No	No	\$ 6,776	\$ 8,100		\$3,150	\$1,533
19	2010	Volkswagen	passat	42	No	No	\$ 6,737	\$ 5,810		\$1,411	\$0
20	2016	Ford	f250	105	Yes	No	\$ 48,471	\$ 48,471		(\$267)	\$0
21	2015	Chevrolet	1500	15	No	No	\$ 23,297	\$ 23,297		\$2,397	\$0
22	2017	Ford	focus	84	Yes	No	\$ 15,642	\$ 15,642		(\$298)	\$1,929
23	2015	Ford	fusion	97	No	No	\$ 10,937	\$ 10,937		\$347	\$3,930
24	2005	Volkswagen	jetta	56	No	No	\$ 2,596	\$ 2,108		(\$43)	\$0
25	2016	Ford	fusion	96	Yes	No	\$ 15,386	\$ 15,000		(\$440)	\$973
26	2014	Ford	f150	98	Yes	No	\$ 28,828	\$ 31,275		\$445	\$3,425
27	2008	Ford	edge	27	No	No	\$ 8,671	\$ 12,300		(\$241)	\$560
28	2008	Chevrolet	cobalt	18	No	No	\$ 3,849	\$ 3,439		\$289	\$0
29	2006	Mercedes-Benz	c230	45	No	No	\$ 3,189	\$ 3,100		(\$50)	\$0
30	2016	Ford	fusion	84	Yes	No	\$ 14,957	\$ 14,957		(\$437)	\$0
31	2018	Ford	flex	54	No	No	\$ 24,983	\$ 24,200		\$1,250	\$0
32	2011	Cadillac	srx	57	No	No	\$ 8,884	\$ 5,500		\$750	\$155
33	2010	Volkswagen	beetle	25	No	No	\$ 1,135	\$ 985		(\$164)	\$0
34	2013	Ford	focus	49	No	No	\$ 15,968	\$ 15,968		\$1,568	\$0
35	2008	Mazda	cx9	15	No	No	\$ 4,315	\$ 5,999		\$264	\$175
36	2014	Ford	f150	50	Yes	No	\$ 22,262	\$ 22,262		\$1,282	\$0
37	2016	Ford	fusion	32	No	No	\$ 13,106	\$ 14,999		\$1,411	\$560
38	2014	Ford	focus	79	No	No	\$ 9,371	\$ 7,900		\$250	\$0
39	2006	Chevrolet	trailblazer	61	No	No	\$ 2,871	\$ 3,899		(\$874)	\$0
40	2014	Ford	FOCUS	51	No	No	\$ 8,410	\$ 9,118		\$1,855	\$0
41	2017	Ford	ESCAPE	107	Yes	No	\$ 22,186	\$ 23,274		(\$106)	\$1,124
42	2015	Nissan	NURANO	70	No	No	\$ 28,762	\$ 28,562		\$912	\$697
43	2016	GMC	1500	49	No	No	\$ 37,391	\$ 27,000		\$2,076	\$580
44	2017	Ford	EXPLORER	91	Yes	No	\$ 28,170	\$ 27,970		(\$18)	\$0
45	2015	Ford	FUSION	121	Yes	No	\$ 14,321	\$ 13,500		(\$524)	\$693
46	2016	Ford	FLEX	97	Yes	No	\$ 24,825	\$ 30,999		\$4,974	\$2,211

47	2014	Ford	FOCUS	19	No	No	\$ 9,352	\$ 9,000		\$1,600	\$1,466
48	2016	Toyota	TUNDRA	95	Yes	No	\$ 27,828	\$ 27,000		\$720	\$1,278
49	2007	Volkswagen	JETTA	23	No	No	\$ 2,523	\$ 2,250		(\$150)	\$0
50	2004	Hyundai	SONATA	6	No	No	\$ -	\$ 2,118		(\$32)	\$0
51	2010	Toyota	VENZA	73	No	NO	\$ 8,793	\$ 8,575		(\$75)	\$0
52	2015	Honda	CIVIC	111	No	No	\$ 18,086	\$ 18,086		\$436	\$200
53	2016	Ford	F150	27	No	No	\$ -	\$ 25,445		(\$150)	\$1,055



<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	42
# of Traded Vehicles Retailed	158
% Retailed of Non-New Franchise	43%
Total # Retail Units	200
Average Days to Sale	53.9
Average Advertised Price (Time of Sale)	\$ 14,294
Average Transaction Price	\$ 15,883
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	\$ (1,589)
Average Front End Gross	\$ 1,050
Average Finance Gross	\$ 611
PUVR	\$ 1,661
Total Gross (Units&PUVR)	\$ 332,183



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	42
# of Traded Vehicles Retailed	158
% Retailed of Non-New Franchise	43%
Total # Retail Units	200
Average Days to Sale	53.9
Average Advertised Price (Time of Sale)	\$ 14,294
Average Transaction Price	\$ 15,883
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	\$ (1,589)
Average Front End Gross	\$ 1,050
Average Finance Gross	\$ 611
PUVR	\$ 1,661
Total Gross (Units&PUVR)	\$ 332,183











Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	42	0
# of Traded Vehicles Retailed	158	0
% Retailed of Non-New Franchise	43%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	53.9	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 14,294	#DIV/0!
Average Transaction Price	\$ 15,883	#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	\$ (1,589)	#DIV/0!
Average Front End Gross	\$ 1,050	#DIV/0!
Average Finance Gross	\$ 611	#DIV/0!
PUVR	\$ 1,661	#DIV/0!
Total Gross (Units&PUVR)	\$ 332,183	#DIV/0!











































Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	42
# of Traded Vehicles Retailed	158
% Retailed of Non-New Franchise	43%
Total # Retail Units	200
Average Days to Sale	53.9
Average Advertised Price (Time of Sale)	\$ 14,294
Average Transaction Price	\$ 15,883
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	\$ (1,589)
Average Front End Gross	\$ 1,050
Average Finance Gross	\$ 611
PUVR	\$ 1,661
Total Gross (Units&PUVR)	\$ 332,183











<b>Scoreboard</b>	
<b>CPO</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	42
# of Traded Vehicles Retailed	158
Total # Retail Units	200
Average Days to Sale	53.9
Average Advertised Price (Time of Sale)	\$ 14,294
Average Transaction Price	\$ 15,883
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	\$ (1,589)
Average Front End Gross	\$ 1,050
Average Finance Gross	\$ 611
PUVR	\$ 1,661
Total Gross (Units&PUVR)	\$ 332,183

Yes	No
5	37
1	157
6	194
68.5	53.5
\$ 27,206	\$ 15,215
\$ 37,472	\$ 15,215
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
\$ (10,266)	\$ (1,320)
\$ 665	\$ 1,062
\$ 514	\$ 614
\$ 1,179	\$ 1,676
\$ 7,075	\$ 325,107



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	42
# of Traded Vehicles Retailed	158
Total # Retail Units	200
Average Days to Sale	53.9
Average Advertised Price (Time of Sale)	\$ 14,294
Average Transaction Price	\$ 15,883
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	\$ (1,589)
Average Front End Gross	\$ 1,050
Average Finance Gross	\$ 611
PUVR	\$ 1,661
Total Gross (Units&PUVR)	\$ 332,183

Yes	No
36	6
76	80
112	86
61.4	44.9
\$ 17,268	\$ 12,485
\$ 18,749	\$ 12,485
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
\$ (1,480)	\$ (1,766)
\$ 1,183	\$ 910
\$ 728	\$ 473
\$ 1,911	\$ 1,383
\$ 214,075	\$ 118,917



<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	76	\$74,650	\$30,845	\$1,388	38.38%
31 - 45 Days	31	\$60,810	\$20,120	\$2,611	15.66%
46 - 60 Days	23	\$30,900	\$12,942	\$1,906	11.62%
60 - 90 Days	26	\$20,465	\$19,626	\$1,542	13.13%
90 Days and Over	42	\$22,086	\$38,127	\$1,434	21.21%
<b>Total</b>	<b>198</b>	<b>\$208,912</b>	<b>\$121,660</b>	<b>\$1,670</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	5
31 - 45 Days	1
46 - 60 Days	3
60 - 90 Days	7
90 Days and Over	25
<b>Total</b>	<b>41</b>

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
(\$571)	\$4,502	\$786
\$685	\$1,784	\$2,469
\$6,523	\$1,613	\$2,712
\$3,025	\$8,141	\$1,595
\$12,140	\$24,883	\$1,481
\$ 21,802	\$ 40,922	\$1,530

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>
12.20%
2.44%
7.32%
17.07%
60.98%
<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	68	\$73,884
31 - 45 Days	29	\$57,975
46 - 60 Days	20	\$24,377
60 - 90 Days	18	\$11,848
90 Days and Over	16	\$8,725
<b>Total</b>	<b>151</b>	<b>\$176,809</b>

\$ PUVR result of adding Front Gross \$\$ and F&I Gross  
% of total unit sales result of dividing unit sales in ag



<b>Total F&amp;I Gross \$</b>	<b>\$ PUVR</b>	<b>% of total unit sales</b>
\$25,356	\$1,459	45.03%
\$17,044	\$2,587	19.21%
\$11,329	\$1,785	13.25%
\$10,925	\$1,265	11.92%
\$12,684	\$1,338	10.60%
<b>\$77,338</b>	<b>\$1,683</b>	<b>100.0%</b>

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

