

#	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	2017	porsche	macan	40	no	No	\$ 51,998	\$ 51,998	\$ 52,498	\$1,986	\$2,000
2	2016	HONDA	CRV	7	No	No	\$ 18,998	\$ 18,998	\$ 18,398	\$2,341	\$1,238
3	2015	GMC	TERRAIN	5	YES	No	\$ 16,998	\$ 16,998	\$ 17,677	\$0	\$0
4	2010	HONDA	CRV	10	no	No	\$ 9,998	\$ 9,998	\$ 9,998	\$2,283	\$0
5	2015	HONDA	FIT	15	no	YES	\$ 13,998	\$ 13,998	\$ 13,298	\$2,093	\$0
6	2015	Honda	CRV	12	Yes	No	\$ 17,998	\$ 17,998	\$ 18,298	(\$2,643)	\$2,398
7	2009	HONDA	CRV	15	No	Yes	\$ 11,998	\$ 11,998	\$ 11,158	\$2,226	\$1,106
8	2011	TOYOTA	HIGHLANDER	28	no	No	\$ 13,998	\$ 13,998	\$ 13,298	\$2,196	\$1,689
9	2015	honda	crv	30	no	YES	\$ 16,598	\$ 16,598	\$ 16,198	\$469	\$2,036
10	2016	HONDA	ACCORD	15	No	Yes	\$ 14,998	\$ 14,998	\$ 15,298	\$500	\$1,473
11	2015	HONDA	CRV	32	Yes	No	\$ 18,598	\$ 18,598	\$ 17,296	(\$189)	\$700
12	2016	HONDA	PILOT	1	Yes	No	\$ 24,991	\$ 24,991	\$ 25,998	\$0	\$2,989
13	2015	HONDA	CRV	23	Yes	YES	\$ 19,858	\$ 19,858	\$ 20,058	(\$610)	\$0
14	2016	HONDA	PILOT	10	Yes	No	\$ 31,798	\$ 31,798	\$ 28,998	\$538	\$1,715
15	2017	audi	q5	10	Yes	No	\$ 31,200	\$ 31,200	\$ 31,524	\$746	\$1,132
16	2017	honda	accord	36	Yes	No	\$ 17,148	\$ 17,148	\$ 17,296	(\$180)	\$3,183
17	2017	honda	civic	28	Yes	yes	\$ 17,298	\$ 17,298	\$ 17,598	\$181	\$2,047
18	2016	acura	mdx	8	Yes	No	\$ 29,598	\$ 25,598	\$ 29,598	\$152	\$5,005
19	2017	honda	pilot	74	no	No	\$ 35,998	\$ 35,998	\$ 36,375	\$809	\$1,470
20	2018	HONDA	ACCORD	81	Yes	No	\$ 23,398	\$ 23,398	\$ 23,698	(\$337)	\$3,980
21	2012	honda	CRV	7	Yes	No	\$ 15,998	\$ 15,998	\$ 13,298	\$1,475	\$2,742
22	2010	HONDA	crv	12	no	No	\$ 12,998	\$ 12,998	\$ 10,599	\$3,920	\$1,461
23	2015	HONDA	ACCORD	29	yes	YES	\$ 16,798	\$ 16,798	\$ 16,898	\$36	\$2,905
24	2015	HONDA	crv	80	no	YES	\$ 16,498	\$ 16,498	\$ 17,322	(\$1,558)	\$4,702
25	2015	Subaru	forester	29	Yes	No	\$ 17,598	\$ 17,598	\$ 18,301	\$51	\$1,614
26	2012	HONDA	PILOT	36	Yes	No	\$ 17,498	\$ 17,498	\$ 14,698	\$1,635	\$0
27	2015	HONDA	crv	18	Yes	No	\$ 20,698	\$ 20,698	\$ 19,871	\$1,340	\$0
28	2015	TOYOTA	rav4	15	no	No	\$ 18,998	\$ 18,998	\$ 19,567	\$1,323	\$0
29	2016	HONDA	CRV	2	Yes	YES	\$ 22,776	\$ 22,776	\$ 23,912	(\$18)	\$0
30	2016	HONDA	PILOT	2	no	YES	\$ 27,598	\$ 27,598	\$ 25,529	\$260	\$2,525
31	2015	HONDA	crv	14	Yes	YES	\$ 20,998	\$ 20,998	\$ 21,207	\$460	\$0
32	2015	HONDA	PILOT	15	no	YES	\$ 24,328	\$ 24,328	\$ 23,890	(\$717)	\$0
33	2013	HONDA	insight	18	Yes	No	\$ 13,998	\$ 13,998	\$ 13,998	\$1,964	\$2,268
34	2013	TOYOTA	sienna	43	no	No	\$ 17,398	\$ 17,398	\$ 17,225	(\$25)	\$936
35	2015	honda	ACCORD	70	no	No	\$ 16,588	\$ 16,588	\$ 16,753	(\$1,130)	\$2,186
36	2016	Subaru	wrx	73	no	No	\$ 29,348	\$ 29,348	\$ 31,108	(\$1,027)	\$2,161
37	2017	HONDA	CRV	1	Yes	YES	\$ 28,998	\$ 28,998	\$ 30,447	\$630	\$500
38	2018	HONDA	ACCORD	55	Yes	YES	\$ 23,498	\$ 23,498	\$ 24,437	(\$921)	\$0
39	2015	HONDA	ACCORD	72	Yes	YES	\$ 16,898	\$ 16,898	\$ 18,080	(\$302)	\$1,905
40	2015	HONDA	crv	39	no	YES	\$ 15,488	\$ 15,488	\$ 17,895	\$504	\$0
41	2016	HONDA	hrv	1	Yes	No	\$ 21,798	\$ 21,798	\$ 19,401	\$2,628	\$0
42	2018	HONDA	odyesse	51	Yes	No	\$ 38,297	\$ 38,297	\$ 38,297	(\$434)	\$3,131
43	2017	jeep	gr ch	29	Yes	No	\$ 28,998	\$ 28,998	\$ 29,767	\$1,248	\$0
44	2015	TOYOTA	HIGHLANDER	73	Yes	No	\$ 26,998	\$ 26,998	\$ 26,998	(\$801)	\$2,306
45	2015	TOYOTA	rav4	73	Yes	No	\$ 18,998	\$ 18,998	\$ 18,998	(\$812)	\$2,213
46	2015	HONDA	CRV	3	Yes	YES	\$ 19,998	\$ 19,998	\$ 20,197	\$655	\$433

47	2015	HONDA	ACCORD	35	Yes	YES	\$	15,998	\$	15,998	\$	16,477	\$628	\$2,155
48	2015	HONDA	CRV	15	no	YES	\$	21,998	\$	21,998	\$	21,998	\$46	\$3,315
49	2017	HONDA	civic	12	Yes	No	\$	22,498	\$	22,498	\$	22,498	\$651	\$999
50	2015	HONDA	civic	12	Yes	YES	\$	14,998	\$	14,998	\$	14,549	(\$0)	\$0
51	2015	HONDA	civic	49	YES	No	\$	12,798	\$	12,798	\$	13,693	(\$967)	\$956
52	2016	HONDA	civic	41	YES	NO	\$	15,298	\$	15,298	\$	15,909	(\$101)	\$1,246
53	2013	HONDA	CRV	21	no	No	\$	17,498	\$	17,498	\$	17,847	(\$1,697)	\$0



Scoreboard	
# of Purchased Vehicles Retailed	61
# of Traded Vehicles Retailed	57
% Retailed of Non-New Franchise	29%
Total # Retail Units	118
Average Days to Sale	30.7
Average Advertised Price (Time of Sale)	\$ 19,105
Average Transaction Price	\$ 19,071
Average Market Price at 100%	\$ 19,222
Average Price to Market (Time of Sale)	99%
Average Transaction to Market	99%
Average Transactional Discount	\$ 34
Average Front End Gross	\$ 588
Average Finance Gross	\$ 1,432
PUVR	\$ 2,020
Total Gross (Units&PUVR)	\$ 238,413



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	61
# of Traded Vehicles Retailed	57
% Retailed of Non-New Franchise	29%
Total # Retail Units	118
Average Days to Sale	30.7
Average Advertised Price (Time of Sale)	\$ 19,105
Average Transaction Price	\$ 19,071
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Average Transactional Discount	\$ 34
Average Front End Gross	\$ 588
Average Finance Gross	\$ 1,432
PUVR	\$ 2,020
Total Gross (Units&PUVR)	\$ 238,413



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	61	0
# of Traded Vehicles Retailed	57	0
% Retailed of Non-New Franchise	29%	#DIV/0!
Total # Retail Units	118	0
Average Days to Sale	30.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,105	#DIV/0!
Average Transaction Price	\$ 19,071	#DIV/0!
Average Market Price at 100%	\$ 19,222	#DIV/0!
Average Price to Market (Time of Sale)	99%	#DIV/0!
Average Transaction to Market	99%	#DIV/0!
Average Transactional Discount	\$ 34	#DIV/0!
Average Front End Gross	\$ 588	#DIV/0!
Average Finance Gross	\$ 1,432	#DIV/0!
PUVR	\$ 2,020	#DIV/0!
Total Gross (Units&PUVR)	\$ 238,413	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	61
# of Traded Vehicles Retailed	57
% Retailed of Non-New Franchise	29%
Total # Retail Units	118
Average Days to Sale	30.7
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Average Transaction Price	\$ 19,071
Average Market Price at 100%	\$ 19,222
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Average Front End Gross	\$ 588
Average Finance Gross	\$ 1,432
PUVR	\$ 2,020
Total Gross (Units&PUVR)	\$ 238,413



Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	61
# of Traded Vehicles Retailed	57
Total # Retail Units	118
Average Days to Sale	30.7
Average Advertised Price (Time of Sale)	\$ 19,105
Average Transaction Price	\$ 19,071
Average Market Price at 100%	\$ 19,222
Average Price to Market (Time of Sale)	99%
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Average Transactional Discount	\$ 34
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Average Finance Gross	\$ 1,432
PUVR	\$ 2,020
Total Gross (Units&PUVR)	\$ 238,413

Yes	No
28	33
15	42
43	75
31.0	30.5
\$ 19,444	\$ 18,856
\$ 19,444	\$ 18,856
\$ 19,793	\$ 18,895
\$ 1	\$ 1
98%	100%
\$ -	\$ 53
\$ 189	\$ 817
\$ 1,491	\$ 1,399
\$ 1,680	\$ 2,216
\$ 72,235	\$ 166,178



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	61
# of Traded Vehicles Retailed	57
Total # Retail Units	118
Average Days to Sale	30.7
Average Advertised Price (Time of Sale)	\$ 19,105
Average Transaction Price	\$ 19,071
Average Market Price at 100%	\$ 19,222
Average Price to Market (Time of Sale)	99%
Average Transaction to Market	99%
Average Transactional Discount	\$ 34
Average Front End Gross	\$ 588
Average Finance Gross	\$ 1,432
PUVR	\$ 2,020
Total Gross (Units&PUVR)	\$ 238,413

Yes	No
47	14
37	20
84	34
30.3	31.6
\$ 19,243	\$ 18,645
\$ 19,243	\$ 18,645
\$ 19,238	\$ 19,183
100%	97%
100%	97%
\$ -	\$ 118
\$ 500	\$ 807
\$ 1,539	\$ 1,169
\$ 2,038	\$ 1,976
\$ 171,218	\$ 67,195





Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	68	\$69,787	\$92,216	\$2,382	57.63%
31 - 45 Days	20	\$12,732	\$26,432	\$1,958	16.95%
46 - 60 Days	17	(\$1,317)	\$18,739	\$1,025	14.41%
60 - 90 Days	13	(\$11,776)	\$31,600	\$1,525	11.02%
90 Days and Over	0	\$0	\$0	#DIV/0!	0.00%
Total	118	\$69,426	\$168,987	\$2,020	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	36
31 - 45 Days	8
46 - 60 Days	9
60 - 90 Days	8
90 Days and Over	0
Total	61

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$27,570	\$50,801	\$2,177
\$2,016	\$10,013	\$1,504
(\$3,237)	\$13,736	\$1,167
(\$8,098)	\$20,081	\$1,498
\$0	\$0	#DIV/0!
\$ 18,251	\$ 94,631	\$1,851

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

% of total unit sales
59.02%
13.11%
14.75%
13.11%
0.00%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	32	\$42,217
31 - 45 Days	12	\$10,716
46 - 60 Days	8	\$1,920
60 - 90 Days	5	(\$3,678)
90 Days and Over	0	\$0
Total	57	\$51,175

\$ 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
\$41,415	\$2,614	56.14%
\$16,419	\$2,261	21.05%
\$5,003	\$865	14.04%
\$11,519	\$1,568	8.77%
\$0	#DIV/0!	0.00%
\$74,356	\$2,202	100.0%

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

