

Sales Consultant	New Car Franchise
Jessie  ACADEMY	Honda
Dustin Feldman	Honda
Julien Foster	Honda
Justin Crum	Honda
Mark Sella	Honda
Steven Trummer	Honda
Henry Hartung	Honda
Melvin Wedgle	
Kevin Dao	
Taylor Asch	
Melanie Sapp	
James Sandoval	
Omar Morey	
Chad Walsh	
Taylor Sherer	
Javier Diaz Montoya	
Andrew Hill	
Logan Madrill	
Dan King	
Steve Wise	
Alex Giner	
Sam Cox	
Bridgette Gage	
Sean Flanigan	
Robert Ward	
Adriana Vigoa	
Kyle Junek	
Sandy Han	
Bryce Kitchen	
Tyler Magana	
Cara Macnamara	
Jay Johnson	
Kieffer Prestwich	
Jamal Smith	
Brandon Conner	
Navin Jagtiani	
Rudy Franco	
Carleen Endres	
Will Mele	

#	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	Ford	Fiesta	12	No	No	\$ 3,800	\$ 3,800	\$ 4,078	(\$332)	\$0
2	2011	Honda	CR-V	8	Yes	No	\$ 12,561	\$ 12,561	\$ 12,788	\$432	\$163
3	2016	Ford	F-150	21	No	No	\$ 41,585	\$ 41,585	\$ 39,667	\$1,439	\$625
4	2011	Honda	Pilot	17	Yes	No	\$ 16,000	\$ 16,000	\$ 15,768	\$1,254	\$1,525
5	2018	Honda	Pilot	4	Yes	Yes	\$ 33,961	\$ 33,961	\$ 34,882	\$1,524	\$3,082
6	2011	Honda	Accord	15	No	No	\$ 11,967	\$ 11,967	\$ 12,465	\$4,096	\$0
7	2018	Honda	Civic	9	Yes	Yes	\$ 20,971	\$ 20,971	\$ 21,498	\$1,693	\$158
8	2011	Infiniti	QX56	27	No	No	\$ 20,936	\$ 20,936	\$ 22,054	\$1,698	\$1,199
9	2015	Honda	CR-V	10	No	Yes	\$ 21,262	\$ 21,262	\$ 21,855	\$1,784	\$2,955
10	2015	Honda	CR-V	48	Yes	Yes	\$ 18,996	\$ 18,996	\$ 20,430	(\$490)	\$1,960
11	2015	Toyota	Tacoma	16	No	No	\$ 30,967	\$ 30,967	\$ 31,890	\$3,260	\$0
12	2014	Honda	CR-V	7	No	No	\$ 16,692	\$ 16,692	\$ 17,455	\$3,794	\$1,450
13	2018	Honda	Civic	3	Yes	Yes	\$ 36,987	\$ 36,987	\$ 37,817	\$2,001	\$856
14	2015	Nissan	Sentra	35	Yes	No	\$ 11,581	\$ 11,581	\$ 12,890	(\$1,883)	\$181
15	2015	Honda	Fit	8	Yes	Yes	\$ 15,984	\$ 15,984	\$ 15,885	\$883	\$1,387
16	2007	Honda	Odyssey	14	No	No	\$ 6,500	\$ 6,500	\$ 7,382	\$1,313	\$0
17	2018	Honda	CR-V	5	Yes	Yes	\$ 25,987	\$ 25,987	\$ 26,812	\$318	\$1,647
18	2012	Ford	Focus	31	No	No	\$ 4,500	\$ 4,500	\$ 7,835	\$1,189	\$0
19	2015	Acura	ILX	40	Yes	No	\$ 22,581	\$ 22,581	\$ 24,012	\$23	\$3,982
20	2010	Ford	F-150	17	No	No	\$ 18,855	\$ 18,855	\$ 20,014	(\$189)	\$0
21	2018	Honda	CR-V	9	Yes	Yes	\$ 23,957	\$ 23,957	\$ 24,889	\$957	\$462
22	2006	Toyota	Sienna	9	No	No	\$ 10,837	\$ 10,837	\$ 11,644	\$2,329	\$1,118
23	2011	Hyundai	Accent	31	No	No	\$ 4,000	\$ 4,000	\$ 5,612	\$860	\$0
24	2013	Lincoln	MKX	10	No	No	\$ 16,738	\$ 16,738	\$ 16,113	\$3,251	\$0
25	2015	GMC	Acadia	37	Yes	No	\$ 24,926	\$ 24,926	\$ 26,115	(\$341)	\$0
26	2016	Dodge	Durango	31	No	No	\$ 28,715	\$ 28,715	\$ 27,644	\$5,505	\$0
27	2015	Honda	CR-V	11	Yes	Yes	\$ 19,961	\$ 19,961	\$ 20,631	(\$52)	\$1,792
28	2015	GMC	Terrain	47	Yes	No	\$ 18,959	\$ 18,959	\$ 20,678	(\$44)	\$0
29	2018	Honda	CR-V	2	Yes	Yes	\$ 23,961	\$ 23,961	\$ 24,598	\$970	\$0
30	2015	Honda	CR-V	14	Yes	Yes	\$ 22,357	\$ 22,357	\$ 23,012	\$1,353	\$2,300
31	2018	Honda	HR-V	7	Yes	Yes	\$ 22,967	\$ 22,967	\$ 23,322	\$1,545	\$215
32	2012	Honda	Accord	10	No	No	\$ 13,261	\$ 13,261	\$ 14,599	\$2,013	\$250
33	2018	Honda	HR-V	11	Yes	Yes	\$ 21,487	\$ 21,487	\$ 22,430	\$1,567	\$200
34	1999	Honda	Accord	9	No	No	\$ 2,500	\$ 2,500	\$ 3,665	(\$251)	\$0
35	2017	Honda	HR-V	11	Yes	Yes	\$ 24,631	\$ 24,631	\$ 24,911	\$1,868	\$187
36	2011	Honda	Element	32	No	No	\$ 9,561	\$ 9,561	\$ 8,470	\$1,904	\$162
37	2016	Jeep	Patriot	41	No	No	\$ 13,961	\$ 13,961	\$ 15,089	\$735	\$584
38	2015	Jeep	Renegade	26	Yes	No	\$ 17,958	\$ 17,958	\$ 19,014	(\$309)	\$2,195
39	2014	Toyota	Sienna	12	No	No	\$ 18,665	\$ 18,665	\$ 19,412	\$861	\$625
40	2016	Ford	Fusion	13	Yes	No	\$ 21,538	\$ 21,538	\$ 21,916	\$1,916	\$530
41	2016	Subaru	Forester	66	Yes	No	\$ 19,606	\$ 19,606	\$ 21,012	(\$1,933)	\$350
42	2015	Honda	CR-V	50	Yes	Yes	\$ 17,941	\$ 17,941	\$ 19,555	(\$1,074)	\$0
43	2006	Lexus	LS460	6	No	No	\$ 10,300	\$ 10,300	\$ 9,871	\$2,134	\$0
44	2016	Honda	Civic	12	Yes	Yes	\$ 18,951	\$ 18,951	\$ 17,994	\$3,171	\$859

45	2005	Hyundai	Sonata	39	No	No	\$ 2,997	\$ 2,997	\$ 3,812	\$47	\$0
46	2015	Honda	Odyssey	49	No	Yes	\$ 16,981	\$ 16,981	\$ 18,667	(\$1,395)	\$258
47	2015	Honda	CR-V	41	Yes	Yes	\$ 18,951	\$ 18,951	\$ 19,549	(\$555)	\$0
48	2016	Toyota	Camry	42	Yes	No	\$ 15,584	\$ 15,584	\$ 16,744	(\$829)	\$743
49	2018	Honda	Pilot	37	Yes	Yes	\$ 34,961	\$ 34,961	\$ 36,012	\$1,198	\$0
50	2006	Honda	CR-V	6	No	No	\$ 8,229	\$ 8,229	\$ 6,882	\$4,560	\$0
51	2015	Honda	CR-V	9	No	No	\$ 19,553	\$ 19,553	\$ 20,631	\$574	\$750
52	2015	Honda	CR-V	9	Yes	Yes	\$ 21,967	\$ 21,967	\$ 20,167	\$5,535	\$190
53	2018	Honda	CR-V	12	No	Yes	\$ 26,951	\$ 26,951	\$ 27,556	\$199	\$3,195

Scoreboard Totals

# of Purchased Vehicles Retailed	82
# of Traded Vehicles Retailed	118
% Retailed of Non-New Franchise	50%
Total # Retail Units	200
Average Days to Sale	19.8
Average Advertised Price (Time of Sale)	\$ 17,687
Average Transaction Price	\$ 17,687
Average Market Price at 100%	\$ 18,331
Average Price to Market (Time of Sale)	96%
Average Transaction to Market	96%
Average Transactional Discount	\$ -
Average Front End Gross	\$ 1,132
Average Finance Gross	\$ 706
PUVR	\$ 1,838
Total Gross (Units & PUVR)	\$ 367,509



MY

Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	82
# of Traded Vehicles Retailed	118
% Retailed of Non-New Franchise	50%
Total # Retail Units	200
Average Days to Sale	19.8
Average Advertised Price (Time of Sale)	\$ 17,687
Average Transaction Price	\$ 17,687
Average Market Price at 100%	\$ 18,331
Average Price to Market (Time of Sale)	96%
Average Transaction to Market	96%
Average Transactional Discount	\$ -
Average Front End Gross	\$ 1,132
Average Finance Gross	\$ 706
PUVR	\$ 1,838
Total Gross (Units & PUVR)	\$ 367,509



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	82	0
# of Traded Vehicles Retailed	118	0
% Retailed of Non-New Franchise	50%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	19.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 17,687	#DIV/0!
Average Transaction Price	\$ 17,687	#DIV/0!
Average Market Price at 100%	\$ 18,331	#DIV/0!
Average Price to Market (Time of Sale)	96%	#DIV/0!
Average Transaction to Market	96%	#DIV/0!
Average Transactional Discount	\$ -	#DIV/0!
Average Front End Gross	\$ 1,132	#DIV/0!
Average Finance Gross	\$ 706	#DIV/0!
PUVR	\$ 1,838	#DIV/0!
Total Gross (Units & PUVR)	\$ 367,509	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	82
# of Traded Vehicles Retailed	118
% Retailed of Non-New Franchise	50%
Total # Retail Units	200
Average Days to Sale	19.8
Average Advertised Price (Time of Sale)	\$ 17,687
Average Transaction Price	\$ 17,687
Average Market Price at 100%	\$ 18,331
Average Price to Market (Time of Sale)	96%
Average Transaction to Market	96%
Average Transactional Discount	\$ -
Average Front End Gross	\$ 1,132
Average Finance Gross	\$ 706
PUVR	\$ 1,838
Total Gross (Units & PUVR)	\$ 367,509



Scoreboard

CPO	Totals
# of Purchased Vehicles Retailed	82
# of Traded Vehicles Retailed	118
Total # Retail Units	200
Average Days to Sale	19.8
Average Advertised Price (Time of Sale)	\$ 17,687
Average Transaction Price	\$ 17,687
Average Market Price at 100%	\$ 18,331
Average Price to Market (Time of Sale)	96%
Average Transaction to Market	96%
Average Transactional Discount	\$ -
Average Front End Gross	\$ 1,132
Average Finance Gross	\$ 706
PUVR	\$ 1,838
Total Gross (Units & PUVR)	\$ 367,509



Yes	No
43	39
18	100
61	139
16.8	21.2
\$ 23,668	\$ 15,063
\$ 23,668	\$ 15,063
\$ 24,323	\$ 15,702
\$ 1	\$ 1
97%	96%
\$ -	\$ -
\$ 833	\$ 1,263
\$ 970	\$ 590
\$ 1,803	\$ 1,853
\$ 110,007	\$ 257,502

Scoreboard

Same Brand as New	Totals
# of Purchased Vehicles Retailed	82
# of Traded Vehicles Retailed	118
Total # Retail Units	200
Average Days to Sale	19.8
Average Advertised Price (Time of Sale)	\$ 17,687
Average Transaction Price	\$ 17,687
Average Market Price at 100%	\$ 18,331
Average Price to Market (Time of Sale)	96%
Average Transaction to Market	96%
Average Transactional Discount	\$ -
Average Front End Gross	\$ 1,132
Average Finance Gross	\$ 706
PUVR	\$ 1,838
Total Gross (Units & PUVR)	\$ 367,509

Yes	No
55	27
46	72
101	99
16.1	23.6
\$ 19,529	\$ 15,809
\$ 19,529	\$ 15,809
\$ 20,164	\$ 16,462
97%	96%
97%	96%
\$ -	\$ -
\$ 1,080	\$ 1,184
\$ 761	\$ 650
\$ 1,841	\$ 1,834
\$ 185,957	\$ 181,552

Sales by Age

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
0 - 30 Days	159	\$220,264	\$109,216	\$2,072	79.50%
31 - 45 Days	26	\$14,993	\$17,566	\$1,252	13.00%
46 - 60 Days	11	(\$6,660)	\$10,713	\$368	5.50%
60 - 90 Days	4	(\$2,251)	\$3,668	\$354	2.00%
90+ Days	0	\$0	\$0	#DIV/0!	0.00%
Totals	200	\$226,346	\$141,163	\$1,838	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	62	\$50,112
31 - 45 Days	12	(\$5,902)
46 - 60 Days	5	(\$1,623)
60 - 90 Days	3	(\$1,457)
90+ Days	0	\$0
Totals	82	\$ 41,130



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

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$51,285	\$1,635	75.61%
\$11,617	\$476	14.63%
\$6,514	\$978	6.10%
\$3,668	\$737	3.66%
\$0	#DIV/0!	0.00%
\$ 73,084	\$1,393	100.0%

**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	93	\$165,952
31 - 45 Days	14	\$20,895
46 - 60 Days	5	(\$4,980)
60 - 90 Days	1	(\$794)
90+ Days	0	\$0
Totals	113	\$181,073



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

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$54,518	\$2,371	82.30%
\$5,949	\$1,917	12.39%
\$2,746	(\$447)	4.42%
\$0	(\$794)	0.88%
\$0	#DIV/0!	0.00%
\$63,214	\$2,162	100.0%

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