

#	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	2014	CHRYSLER	TOWN&COUNTRY	1	NO	NO	\$ 16,999	\$ 17,021	\$ 17,000	(\$553)	\$779
2	2016	FORD	F-350	1	YES	NO	\$ 48,000	\$ 48,000	\$ 51,000	\$9,471	\$0
3	2017	NISSAN	PATHFINDER	1	NO	NO	\$ 26,999	\$ 26,999	\$ 28,000	(\$563)	\$1,906
4	2009	FORD	F-350	34	NO	No	\$ 23,999	\$ 23,999	\$ 25,000	\$3,063	\$4,003
5	2018	NISSAN	ALTIMA	89	YES	NO	\$ 15,999	\$ 15,999	\$ 18,000	\$715	\$485
6	2018	NISSAN	SENTRA	59	YES	No	\$ 14,999	\$ 14,999	\$ 16,000	(\$1,054)	\$0
7	2015	DODGE	RAM1500	12	NO	No	\$ 20,499	\$ 20,499	\$ 22,000	\$599	\$1,380
8	2018	NISSAN	ROGUE	52	YES	No	\$ 18,999	\$ 18,999	\$ 20,000	\$1,102	\$1,578
9	2017	HYUNDAI	ELANTRA	59	Yes	No	\$ 10,900	\$ 10,900	\$ 11,000	(\$796)	\$0
10	2018	NISSAN	ROGUE	51	YES	No	\$ 18,999	\$ 18,999	\$ 20,000	(\$1,444)	\$809
11	2016	FORD	ESCAPE	21	YES	No	\$ 16,999	\$ 16,999	\$ 16,900	\$1,365	\$2,709
12	2011	DODGE	GRAND CARAVAN	44	NO	No	\$ 11,312	\$ 11,312	\$ 10,000	\$2,171	\$535
13	2015	FORD	FOCUS	73	Yes	No	\$ 10,999	\$ 10,999	\$ 11,000	(\$539)	\$1,293
14	2014	CHEVROLET	EQUINOX	49	NO	No	\$ 13,999	\$ 13,999	\$ 16,000	\$1,441	\$0
15	2013	NISSAN	ALTIMA	34	NO	No	\$ 10,999	\$ 10,999	\$ 13,000	\$2,897	\$0
16	2017	CHEVROLET	SILVERADO	24	NO	No	\$ 29,000	\$ 29,000	\$ 32,000	\$1,012	\$1,477
17	2015	FORD	EXPLORER	54	NO	No	\$ 23,999	\$ 23,999	\$ 25,000	\$1,994	\$6,376
18	2018	NISSAN	ROGUE	50	YES	No	\$ 20,999	\$ 20,999	\$ 21,000	(\$2,895)	\$689
19	2017	DODGE	RAM 3500	5	NO	No	\$ 53,289	\$ 53,289	\$ 57,000	\$3,801	\$871
20	2013	SUBARU	OUTBACK	1	Yes	No	\$ 18,679	\$ 18,679	\$ 17,900	\$1,236	\$1,143
21	2015	NISSAN	ROGUE	59	Yes	No	\$ 14,999	\$ 14,999	\$ 16,000	(\$69)	\$558
22	2015	NISSAN	ALTIMA	1	NO	No	\$ 11,999	\$ 11,999	\$ 13,900	(\$433)	\$1,435
23	2011	FORD	F-150	50	NO	No	\$ 17,349	\$ 17,349	\$ 17,900	\$2,265	\$0
24	2016	FORD	FOCUS	1	Yes	No	\$ 10,999	\$ 10,999	\$ 12,000	(\$211)	\$1,221
25	2015	CHEVROLET	SILVERADO	1	Yes	No	\$ 26,999	\$ 26,999	\$ 26,900	\$1,356	\$473
26	2012	CADILLAC	CTS	10	NO	No	\$ 9,980	\$ 9,980	\$ 13,000	\$780	\$441
27	2015	CHRYSLER	200	23	NO	No	\$ 10,999	\$ 10,999	\$ 12,000	\$4,417	\$1,114
28	2009	PONTIAC	VIBE	55	NO	No	\$ 4,749	\$ 4,749	\$ 6,000	\$3,026	\$0
29	2011	CHEVROLET	CAMARO	28	NO	No	\$ 9,999	\$ 9,999	\$ 12,000	\$3,453	\$993
30	2018	GMC	ACADIA	47	Yes	No	\$ 28,999	\$ 28,999	\$ 30,000	\$403	\$3,683
31	2015	NISSAN	SENTRA	31	Yes	No	\$ 10,999	\$ 10,999	\$ 12,000	\$2,382	\$924
32	2015	NISSAN	SENTRA	15	Yes	No	\$ 11,999	\$ 11,999	\$ 12,000	\$1,426	\$4,229
33	2018	NISSAN	SENTRA	40	Yes	No	\$ 14,999	\$ 14,999	\$ 16,000	(\$1,254)	\$2,947
34	2018	NISSAN	ROGUE	35	Yes	No	\$ 19,277	\$ 19,277	\$ 20,000	(\$335)	\$0
35	2018	NISSAN	ROGUE	39	Yes	No	\$ 20,999	\$ 20,999	\$ 21,000	\$2,966	\$0
36	2018	NISSAN	ROGUE	33	Yes	No	\$ 18,999	\$ 18,999	\$ 20,000	(\$612)	\$1,258
37	2015	FORD	F-350	40	NO	No	\$ 28,999	\$ 28,999	\$ 31,900	\$4,416	\$0
38	2006	SUBARU	LEGACY	37	NO	No	\$ 8,240	\$ 8,240	\$ 8,000	\$3,632	\$357
39	2018	NISSAN	ROGUE	31	Yes	No	\$ 18,999	\$ 18,999	\$ 20,000	(\$398)	\$831
40	2015	FORD	FUSION	18	Yes	No	\$ 13,999	\$ 13,999	\$ 15,900	\$1,051	\$2,176
41	2009	CHEVROLET	SILVERADO 1500	1	Yes	No	\$ 16,999	\$ 16,999	\$ 18,000	\$2,099	\$2,514
42	2016	FORD	F-150	1	Yes	No	\$ 28,999	\$ 28,999	\$ 32,000	\$3,238	\$8,313
43	2018	NISSAN	ROGUE	27	Yes	No	\$ 20,999	\$ 20,999	\$ 21,000	(\$534)	\$637
44	2017	NISSAN	QUEST	49	Yes	No	\$ 17,999	\$ 17,999	\$ 18,000	\$62	\$1,611

45	2015	JEEP	PATRIOT	18	NO	No	\$	15,999	\$	15,999	\$	17,000	\$1,133	\$0
46	2017	CHEVROLET	SILVERADO	53	NO	No	\$	31,999	\$	31,999	\$	33,000	\$1,499	\$1,338
47	2017	DODGE	GRAND CARAVAN	40	Yes	No	\$	17,999	\$	17,999	\$	18,900	\$1,108	\$2,477
48	2014	CHEVROLET	IMPALA	31	NO	No	\$	10,850	\$	10,850	\$	11,000	\$1,455	\$900
49	2018	NISSAN	SENTRA	31	Yes	No	\$	14,999	\$	14,999	\$	16,000	(\$1,353)	\$1,696
50	2014	FORD	F-150	49	NO	No	\$	22,999	\$	22,999	\$	24,900	\$5,513	\$6,745
51	2015	JEEP	CHEROKEE	58	NO	NO	\$	16,999	\$	16,999	\$	18,000	\$115	\$5,140
52	2017	JEEP	GRAND CHEROKEE	27	YES	NO	\$	28,999	\$	28,999	\$	30,000	\$1,905	\$1,832
53	2013	KIA	SORENTO	1	YES	NO	\$	11,999	\$	11,999	\$	13,000	\$1,371	\$120

Scoreboard Totals

# of Purchased Vehicles Retailed	50
# of Traded Vehicles Retailed	37
% Retailed of Non-New Franchise	100%
Total # Retail Units	87
Average Days to Sale	38.6
Average Advertised Price (Time of Sale)	\$ 17,017
Average Transaction Price	\$ 17,018
Average Market Price at 100%	\$ 18,208
Average Price to Market (Time of Sale)	93%
Average Transaction to Market	93%
Average Transactional Discount	\$ (0)
Average Front End Gross	\$ 1,096
Average Finance Gross	\$ 1,597
PUVR	\$ 2,693
Total Gross (Units & PUVR)	\$ 234,256



MY

Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	50
# of Traded Vehicles Retailed	37
% Retailed of Non-New Franchise	100%
Total # Retail Units	87
Average Days to Sale	38.6
Average Advertised Price (Time of Sale)	\$ 17,017
Average Transaction Price	\$ 17,018
Average Market Price at 100%	\$ 18,208
Average Price to Market (Time of Sale)	93%
Average Transaction to Market	93%
Average Transactional Discount	\$ (0)
Average Front End Gross	\$ 1,096
Average Finance Gross	\$ 1,597
PUVR	\$ 2,693
Total Gross (Units & PUVR)	\$ 234,256



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	50	0
# of Traded Vehicles Retailed	37	0
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	87	0
Average Days to Sale	38.6	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 17,017	#DIV/0!
Average Transaction Price	\$ 17,018	#DIV/0!
Average Market Price at 100%	\$ 18,208	#DIV/0!
Average Price to Market (Time of Sale)	93%	#DIV/0!
Average Transaction to Market	93%	#DIV/0!
Average Transactional Discount	\$ (0)	#DIV/0!
Average Front End Gross	\$ 1,096	#DIV/0!
Average Finance Gross	\$ 1,597	#DIV/0!
PUVR	\$ 2,693	#DIV/0!
Total Gross (Units & PUVR)	\$ 234,256	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	50
# of Traded Vehicles Retailed	37
% Retailed of Non-New Franchise	100%
Total # Retail Units	87
Average Days to Sale	38.6
Average Advertised Price (Time of Sale)	\$ 17,017
Average Transaction Price	\$ 17,018
Average Market Price at 100%	\$ 18,208
Average Price to Market (Time of Sale)	93%
Average Transaction to Market	93%
Average Transactional Discount	\$ (0)
Average Front End Gross	\$ 1,096
Average Finance Gross	\$ 1,597
PUVR	\$ 2,693
Total Gross (Units & PUVR)	\$ 234,256



Scoreboard

CPO	Totals
# of Purchased Vehicles Retailed	50
# of Traded Vehicles Retailed	37
Total # Retail Units	87
Average Days to Sale	38.6
Average Advertised Price (Time of Sale)	\$ 17,017
Average Transaction Price	\$ 17,018
Average Market Price at 100%	\$ 18,208
Average Price to Market (Time of Sale)	93%
Average Transaction to Market	93%
Average Transactional Discount	\$ (0)
Average Front End Gross	\$ 1,096
Average Finance Gross	\$ 1,597
PUVR	\$ 2,693
Total Gross (Units & PUVR)	\$ 234,256

Yes	No
0	50
0	37
0	87
#DIV/0!	38.6
#DIV/0!	\$ 17,018
#DIV/0!	\$ 17,018
#DIV/0!	\$ 18,208
#DIV/0!	\$ 1
#DIV/0!	93%
#DIV/0!	\$ (0)
#DIV/0!	\$ 1,096
#DIV/0!	\$ 1,597
#DIV/0!	\$ 2,693
#DIV/0!	\$ 234,256

Scoreboard

Same Brand as New	Totals
# of Purchased Vehicles Retailed	50
# of Traded Vehicles Retailed	37
Total # Retail Units	87
Average Days to Sale	38.6
Average Advertised Price (Time of Sale)	\$ 17,017
Average Transaction Price	\$ 17,018
Average Market Price at 100%	\$ 18,208
Average Price to Market (Time of Sale)	93%
Average Transaction to Market	93%
Average Transactional Discount	\$ (0)
Average Front End Gross	\$ 1,096
Average Finance Gross	\$ 1,597
PUVR	\$ 2,693
Total Gross (Units & PUVR)	\$ 234,256

Yes	No
0	50
0	37
0	87
#DIV/0!	38.6
#DIV/0!	\$ 17,018
#DIV/0!	\$ 17,018
#DIV/0!	\$ 18,208
#DIV/0!	93%
#DIV/0!	93%
#DIV/0!	\$ (0)
#DIV/0!	\$ 1,096
#DIV/0!	\$ 1,597
#DIV/0!	\$ 2,693
#DIV/0!	\$ 234,256

Sales by Age

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
0 - 30 Days	36	\$65,916	\$55,854	\$3,382	41.38%
31 - 45 Days	17	\$24,638	\$17,783	\$2,495	19.54%
46 - 60 Days	23	\$18,642	\$35,586	\$2,358	26.44%
60 - 90 Days	9	(\$8,449)	\$26,609	\$2,018	10.34%
90+ Days	2	(\$5,424)	\$3,101	(\$1,162)	2.30%
Totals	87	\$95,323	\$138,933	\$2,693	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	21	\$33,010
31 - 45 Days	8	\$2,504
46 - 60 Days	10	(\$2,189)
60 - 90 Days	9	(\$8,449)
90+ Days	2	(\$5,424)
Totals	50	\$ 19,452



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

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$42,488	\$3,595	42.00%
\$10,132	\$1,579	16.00%
\$8,927	\$674	20.00%
\$26,609	\$2,018	18.00%
\$3,101	(\$1,162)	4.00%
\$ 91,258	\$2,214	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	15	\$32,906
31 - 45 Days	9	\$22,135
46 - 60 Days	13	\$20,830
60 - 90 Days	0	\$0
90+ Days	0	\$0
Totals	37	\$75,871



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

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$13,365	\$3,085	40.54%
\$7,651	\$3,310	24.32%
\$26,659	\$3,653	35.14%
\$0	#DIV/0!	0.00%
\$0	#DIV/0!	0.00%
\$47,676	\$3,339	100.0%

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