

Desk Manager	Finance Manager
Chris Vanden Thillart	Dax Wasylyk
Dave Nicholls	Blaine Celsie
Don Switzer	Jon Carter
Jim Gibbens	Dan Nicholls
	Everton Mitchell
	Taryn Mcarthur



Sales Consultant	New Car Franchise
Pete McCormack	GMC
Dave Jobb	Buick
Randie Mancuso	
Steve Jimmo	
Stewart Bennett	
Everton Mitchell	
Emily Steffan	
Taryn Mcarthur	
Cruz Macdougall	
Dan Nicholls	
Dugal	
Al Fera	
Brian Barker	
Todd Armstrong	

#	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	2015	Buick	Enclave	8	No	Yes	\$ 28,900	\$ 25,950	\$ 27,800	\$939	\$5,261
2	2018	GMC	Terrain	17	Yes	yes	\$ 29,888	\$ 29,489	\$ 28,599	\$1,393	\$3,273
3	2012	GMC	Terrain	20	No	yes	\$ 15,495	\$ 15,032	\$ 15,700	\$2,116	\$2,272
4	2015	Kia	Forte	11	Yes	yes	\$ 13,995	\$ 13,536	\$ 13,700	\$2,220	\$864
5	2017	Chevrolet	Malibu	18	Yes	yes	\$ 20,998	\$ 20,998	\$ 20,200	\$2,587	\$2,289
6	2014	Kia	Forte	45	Yes	yes	\$ 10,498	\$ 8,000	\$ 9,700	\$939	\$2,087
7	2017	Hyundai	Sante Fe	3	Yes	yes	\$ 31,900	\$ 30,391	\$ 31,627	\$1,203	\$155
8	2016	Chevrolet	Trax	13	Yes	yes	\$ 14,995	\$ 14,400	\$ 13,995	\$2,260	\$484
9	2017	Chevrolet	Silverado	23	Yes	yes	\$ 38,514	\$ 38,514	\$ 38,050	\$3,479	\$3,296
10	2017	Chevrolet	Malibu	34	Yes	yes	\$ 19,995	\$ 19,536	\$ 20,044	\$1,565	\$2,690
11	2018	Chevrolet	Cruze	24	Yes	yes	\$ 18,888	\$ 18,425	\$ 18,862	\$559	\$864
12	2018	Chevrolet	Cruze	22	Yes	yes	\$ 18,988	\$ 18,599	\$ 18,862	\$598	\$1,140
13	2013	Nissan	Rogue	51	Yes	yes	\$ 13,995	\$ 13,600	\$ 13,968	\$734	\$784
14	2014	Buick	Encore	68	Yes	yes	\$ 15,536	\$ 15,536	\$ 16,964	\$1,970	\$4,413
15	2018	Chevrolet	Malibu	28	Yes	yes	\$ 24,999	\$ 24,999	\$ 25,313	\$11	\$4,108
16	2008	Ford	F650	9	Yes	yes	\$ 48,500	\$ 48,500	\$ 48,000	\$1,239	\$354
17	2014	Ram	2500	3	Yes	yes	\$ 41,900	\$ 37,332	\$ 38,000	\$1,101	\$1,527
18	2016	Ram	1500	70	Yes	yes	\$ 33,270	\$ 32,888	\$ 31,482	\$602	\$5,874
19	2015	Buick	Verano	5	Yes	yes	\$ 11,999	\$ 10,163	\$ 14,303	\$557	\$311
20	2017	Honda	Civic	10	Yes	yes	\$ 22,918	\$ 22,455	\$ 20,391	\$3,825	\$2,811
21	2016	Hyundai	Veloster	68	Yes	yes	\$ 16,998	\$ 16,535	\$ 18,620	\$1,435	\$364
22	2016	Chevrolet	Trax	65	Yes	yes	\$ 14,995	\$ 14,536	\$ 15,244	\$1,806	\$1,528
23	2014	Jeep	Wrangler	30	Yes	yes	\$ 21,995	\$ 21,545	\$ 24,459	\$744	\$5,157
24	2015	Chevrolet	Cruze	33	Yes	yes	\$ 14,999	\$ 13,536	\$ 13,035	\$921	\$1,485
25	2012	Dodge	Grand Caravan	13	Yes	no	\$ 11,999	\$ 11,600	\$ 10,483	\$949	\$494
26	2009	Chevrolet	Cobalt	50	No	No	\$ 6,999	\$ 6,000	\$ 4,213	\$1,233	\$426
27	2011	Chevrolet	Equinox	107	Yes	No	\$ 9,888	\$ 9,405	\$ 9,739	\$880	\$484
28	2014	Fiat	500L	16	Yes	yes	\$ 13,995	\$ 13,195	\$ 11,913	\$959	\$964
29	2010	Chevrolet	Camaro	16	No	Yes	\$ 21,999	\$ 21,600	\$ 23,753	\$3,580	\$2,635
30	2010	Dodge	Challenger	29	Yes	No	\$ 16,999	\$ 16,600	\$ 20,512	\$3,659	\$538
31	2014	Buick	Verano	18	Yes	yes	\$ 17,999	\$ 17,200	\$ 16,909	\$2,270	\$1,606
32	2014	Nissan	Sentra	1	Yes	yes	\$ 11,999	\$ 11,436	\$ 11,080	\$685	\$2,145
33	2013	Dodge	Journey	33	Yes	yes	\$ 14,999	\$ 13,850	\$ 14,981	\$471	\$2,014
34	2015	GMC	Terrain	30	Yes	yes	\$ 26,999	\$ 25,000	\$ 24,900	\$643	\$364
35	2008	Toyota	Camry	48	Yes	No	\$ 6,888	\$ 6,888	\$ 6,500	\$811	\$42
36	2016	Dodge	Grand Caravan	1	Yes	yes	\$ 22,999	\$ 22,600	\$ 19,162	\$2,336	\$1,945
37	2014	Buick	Verano	29	Yes	yes	\$ 11,999	\$ 11,600	\$ 13,154	\$834	\$1,502
38	2013	Dodge	Charger	87	Yes	yes	\$ 15,888	\$ 15,489	\$ 14,795	\$1,283	\$2,783
39	2015	Buick	Encore	42	Yes	yes	\$ 20,999	\$ 20,600	\$ 17,490	\$3,537	\$354
40	2010	Ford	Edge	75	Yes	no	\$ 11,999	\$ 9,300	\$ 10,613	\$755	\$364
41	2016	Mitsubishi	Outlander	78	Yes	yes	\$ 22,888	\$ 22,489	\$ 20,050	\$1,245	\$2,630
42	2015	GMC	Acadia	15	Yes	yes	\$ 27,900	\$ 25,332	\$ 22,598	\$990	\$2,710

43	2013	Dodge	Journey	49	Yes	yes	\$ 15,999	\$ 15,600	\$ 15,503	\$3,008	\$2,383
44	2016	Mazda	CX-3	47	No	yes	\$ 23,999	\$ 22,850	\$ 21,490	\$1,270	\$419
45	2013	Nissan	Rogue	7	Yes	yes	\$ 13,999	\$ 11,750	\$ 13,189	\$1,299	\$1,184
46	2017	Toyota	Sienna	39	Yes	yes	\$ 36,465	\$ 36,465	\$ 42,140	\$1,200	\$0
47	2014	GMC	Terrain	48	Yes	yes	\$ 15,999	\$ 15,036	\$ 16,382	\$1,143	\$1,388
48	2017	Chevrolet	Equinox	46	No	yes	\$ 28,999	\$ 28,536	\$ 24,925	\$1,618	\$3,555
49	2017	Chevrolet	Silverado	3	No	yes	\$ 27,000	\$ 26,601	\$ 32,995	\$773	\$1,503
50	2015	Chevrolet	Cruze	78	Yes	yes	\$ 13,488	\$ 13,000	\$ 12,930	\$1,121	\$1,735
51	2017	Hyundai	Tuson	1	No	yes	\$ 26,900	\$ 24,500	\$ 23,935	\$1,739	\$0
52	2017	Chevrolet	Cruze	16	Yes	yes	\$ 23,860	\$ 22,000	\$ 17,184	\$2,767	\$4,169
53	2013	Chevrolet	Cruze	14	No	yes	\$ 12,999	\$ 12,291	\$ 9,530	\$1,190	\$864

Scoreboard Totals

# of Purchased Vehicles Retailed	50
# of Traded Vehicles Retailed	13
% Retailed of Non-New Franchise	76%
Total # Retail Units	63
Average Days to Sale	31.8
Average Advertised Price (Time of Sale)	\$ 19,822
Average Transaction Price	\$ 18,905
Average Market Price at 100%	\$ 19,008
Average Price to Market (Time of Sale)	104%
Average Transaction to Market	99%
Average Transactional Discount	\$ 917
Average Front End Gross	\$ 1,481
Average Finance Gross	\$ 1,767
PUVR	\$ 3,248
Total Gross (Units & PUVR)	\$ 204,613



MY

Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	50
# of Traded Vehicles Retailed	13
% Retailed of Non-New Franchise	76%
Total # Retail Units	63
Average Days to Sale	31.8
Average Advertised Price (Time of Sale)	\$ 19,822
Average Transaction Price	\$ 18,905
Average Market Price at 100%	\$ 19,008
Average Price to Market (Time of Sale)	104%
Average Transaction to Market	99%
Average Transactional Discount	\$ 917
Average Front End Gross	\$ 1,481
Average Finance Gross	\$ 1,767
PUVR	\$ 3,248
Total Gross (Units & PUVR)	\$ 204,613



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	50	0
# of Traded Vehicles Retailed	13	0
% Retailed of Non-New Franchise	76%	#DIV/0!
Total # Retail Units	63	0
Average Days to Sale	31.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,822	#DIV/0!
Average Transaction Price	\$ 18,905	#DIV/0!
Average Market Price at 100%	\$ 19,008	#DIV/0!
Average Price to Market (Time of Sale)	104%	#DIV/0!
Average Transaction to Market	99%	#DIV/0!
Average Transactional Discount	\$ 917	#DIV/0!
Average Front End Gross	\$ 1,481	#DIV/0!
Average Finance Gross	\$ 1,767	#DIV/0!
PUVR	\$ 3,248	#DIV/0!
Total Gross (Units & PUVR)	\$ 204,613	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	50
# of Traded Vehicles Retailed	13
% Retailed of Non-New Franchise	76%
Total # Retail Units	63
Average Days to Sale	31.8
Average Advertised Price (Time of Sale)	\$ 19,822
Average Transaction Price	\$ 18,905
Average Market Price at 100%	\$ 19,008
Average Price to Market (Time of Sale)	104%
Average Transaction to Market	99%
Average Transactional Discount	\$ 917
Average Front End Gross	\$ 1,481
Average Finance Gross	\$ 1,767
PUVR	\$ 3,248
Total Gross (Units & PUVR)	\$ 204,613



Scoreboard

CPO	Totals
# of Purchased Vehicles Retailed	50
# of Traded Vehicles Retailed	13
Total # Retail Units	63
Average Days to Sale	31.8
Average Advertised Price (Time of Sale)	\$ 19,822
Average Transaction Price	\$ 18,905
Average Market Price at 100%	\$ 19,008
Average Price to Market (Time of Sale)	104%
Average Transaction to Market	99%
Average Transactional Discount	\$ 917
Average Front End Gross	\$ 1,481
Average Finance Gross	\$ 1,767
PUVR	\$ 3,248
Total Gross (Units & PUVR)	\$ 204,613



Yes	No
43	7
12	1
55	8
29.1	50.6
\$ 20,964	\$ 10,959
\$ 20,061	\$ 10,959
\$ 20,176	\$ 10,983
\$ 1	\$ 1
99%	100%
\$ 903	\$ 1,012
\$ 1,507	\$ 1,307
\$ 1,911	\$ 777
\$ 3,417	\$ 2,084
\$ 187,942	\$ 16,671

Scoreboard

Same Brand as New	Totals
# of Purchased Vehicles Retailed	50
# of Traded Vehicles Retailed	13
Total # Retail Units	63
Average Days to Sale	31.8
Average Advertised Price (Time of Sale)	\$ 19,822
Average Transaction Price	\$ 18,905
Average Market Price at 100%	\$ 19,008
Average Price to Market (Time of Sale)	104%
Average Transaction to Market	99%
Average Transactional Discount	\$ 917
Average Front End Gross	\$ 1,481
Average Finance Gross	\$ 1,767
PUVR	\$ 3,248
Total Gross (Units & PUVR)	\$ 204,613

Yes	No
10	40
5	8
15	48
24.9	34.0
\$ 19,880	\$ 18,967
\$ 18,706	\$ 18,967
\$ 18,689	\$ 19,108
106%	99%
100%	99%
\$ 1,174	\$ 836
\$ 1,517	\$ 1,470
\$ 2,182	\$ 1,637
\$ 3,700	\$ 3,107
\$ 55,496	\$ 149,117

Sales by Age

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
0 - 30 Days	36	\$57,188	\$66,934	\$3,448	57.14%
31 - 45 Days	9	\$11,815	\$12,264	\$2,675	14.29%
46 - 60 Days	9	\$13,215	\$11,925	\$2,793	14.29%
60 - 90 Days	8	\$10,217	\$19,691	\$3,739	12.70%
90+ Days	1	\$880	\$484	\$1,364	1.59%
Totals	63	\$93,315	\$111,298	\$3,248	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	27	\$41,380
31 - 45 Days	8	\$10,387
46 - 60 Days	6	\$9,094
60 - 90 Days	8	\$10,217
90+ Days	1	\$880
Totals	50	\$ 71,958



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

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$47,873	\$3,306	54.00%
\$11,740	\$2,766	16.00%
\$7,525	\$2,770	12.00%
\$19,691	\$3,739	16.00%
\$484	\$1,364	2.00%
\$ 87,313	\$3,185	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	9	\$15,808
31 - 45 Days	1	\$1,428
46 - 60 Days	3	\$4,121
60 - 90 Days	0	\$0
90+ Days	0	\$0
Totals	13	\$21,357



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

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$19,061	\$3,874	69.23%
\$524	\$1,952	7.69%
\$4,400	\$2,840	23.08%
\$0	#DIV/0!	0.00%
\$0	#DIV/0!	0.00%
\$23,985	\$3,488	100.0%

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