

Desk Manager	Finance Manager
KENNETH RYAN	AL MICOLO
TIMOTHY HARDWAY	CRAIG NOVICK
TOMMY RIZZATTI	


Sales Consultant	New Car Franchise
MELODY CANDEMY	GMC
MICHAEL SMITH	
MICHAEL RUSSO	
ANDREW CARNIVAL	
GREGORY NETZ	
RALPH MONTANINO	
JESUS LOPEZ	


#	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	Toyota	HIGHLANDER	5	No	No	\$ 23,500	\$ 23,500	\$ 24,600	\$2,209	\$150
2	2017	GMC	CANYON	14	No	No	\$ 37,899	\$ 38,000	\$ 37,589	\$2,670	\$3,456
3	2016	GMC	CANYON	22	No	Yes	\$ 33,500	\$ 33,500	\$ 32,500	\$3,329	\$0
4	2015	Jeep	CHEROKEE	4	No	No	\$ 28,000	\$ 28,000	\$ 29,533	\$3,800	\$0
5	2015	GMC	SIERRA	7	No	Yes	\$ 33,500	\$ 33,500	\$ 36,789	\$4,606	\$1,674
6	2015	GMC	SIERRA	25	No	Yes	\$ 39,788	\$ 38,999	\$ 41,398	\$3,083	\$1,274
7	2015	GMC	YUKON	1	No	No	\$ 40,167	\$ 40,167	\$ 41,500	\$500	\$2,559
8	2015	Genesis	ACAIDIA	72	No	Yes	\$ 28,888	\$ 28,888	\$ 29,400	(\$1,400)	\$0
9	2015	Jeep	WRAGLER	5	No	No	\$ 23,500	\$ 23,500	\$ 27,899	\$500	\$0
10	2016	GMC	YUKON	15	No	Yes	\$ 51,250	\$ 51,000	\$ 52,499	\$4,609	\$1,850
11	2015	GMC	YUKON	35	No	Yes	\$ 46,500	\$ 46,500	\$ 48,500	\$8,254	\$2,263
12	2015	Chevrolet	COLARDO	56	No	Yes	\$ 24,000	\$ 23,500	\$ 27,899	\$989	\$0
13	2015	GMC	ACAIDIA	70	No	Yes	\$ 26,899	\$ 26,000	\$ 28,966	(\$872)	\$0
14	2016	GMC	ACAIDIA	72	NO	YES	\$ 28,000	\$ 28,000	\$ 30,693	(\$1,900)	\$0
15	2015	Chevrolet	COLARDO	65	No	Yes	\$ 24,000	\$ 23,500	\$ 28,999	\$1,007	\$0
16	2015	GMC	ACAIDIA	75	No	Yes	\$ 28,000	\$ 28,599	\$ 29,699	(\$1,856)	\$1,035
17	2016	Chevrolet	Equinox	54	No	Yes	\$ 16,000	\$ 16,000	\$ 18,999	(\$1,569)	\$0
18	2015	GMC	ACAIDIA	68	No	Yes	\$ 28,599	\$ 27,869	\$ 29,520	(\$1,700)	\$1,035
19	2015	GMC	TERRAIN	25	No	Yes	\$ 21,999	\$ 21,999	\$ 21,500	\$1,511	\$1,052
20	2016	Chevrolet	COLARDO	65	No	Yes	\$ 23,500	\$ 24,500	\$ 27,499	\$1,007	\$0
21	2015	GMC	YUKON	30	No	Yes	\$ 51,500	\$ 51,000	\$ 52,999	\$4,396	\$2,059
22	2016	GMC	SIERRA	10	No	Yes	\$ 38,999	\$ 39,999	\$ 39,000	\$3,021	\$1,400
23	2015	GMC	YUKON	36	No	Yes	\$ 50,606	\$ 52,699	\$ 54,250	\$8,035	\$2,026
24	2015	GMC	SIERRA	25	No	Yes	\$ 33,500	\$ 33,500	\$ 34,699	\$4,076	\$1,600
25	2016	GMC	CANYON	29	No	Yes	\$ 32,599	\$ 32,999	\$ 31,500	\$3,079	\$0
26	2015	Chevrolet	SILVARDO	24	No	No	\$ 40,250	\$ 39,649	\$ 38,599	\$3,596	\$1,325
27	2013	Ford	F150	56	No	No	\$ 26,999	\$ 27,250	\$ 26,500	\$1,456	\$2,025
28	2016	GMC	YUKON	10	No	Yes	\$ 52,599	\$ 51,250	\$ 51,999	\$8,096	\$3,015
29	2015	GMC	TERRAIN	27	No	Yes	\$ 19,599	\$ 18,899	\$ 19,000	\$2,023	\$2,987
30	2015	GMC	SIERRA	56	No	No	\$ 41,999	\$ 40,999	\$ 39,999	\$2,500	\$4,800
31	2008	GMC	YUKON	2	No	No	\$ 24,999	\$ 23,588	\$ 21,000	\$5,800	\$0
32	2015	GMC	CANYON	25	No	Yes	\$ 31,999	\$ 31,699	\$ 30,699	\$3,377	\$0
33	2015	GMC	SIERRA	35	No	No	\$ 46,999	\$ 45,999	\$ 44,999	\$5,036	\$0
34	2015	Chevrolet	SILVARDO	15	No	No	\$ 36,599	\$ 36,599	\$ 35,899	\$4,357	\$1,357
35	2015	GMC	ACAIDIA	11	No	Yes	\$ 28,999	\$ 28,999	\$ 27,500	\$2,134	\$1,000
36	2013	Dodge	RAM	25	No	No	\$ 28,999	\$ 28,999	\$ 29,456	\$3,699	\$2,317
37	2016	GMC	TERRAIN	36	No	Yes	\$ 21,500	\$ 21,500	\$ 20,800	\$1,500	\$1,606
38	2015	GMC	TERRAIN	36	No	Yes	\$ 24,999	\$ 24,999	\$ 24,150	\$1,309	\$569
39	2016	BMW	5 SERIES	5	No	No	\$ 34,999	\$ 34,999	\$ 36,599	\$3,750	\$1,125
40	2015	GMC	YUKON	25	No	Yes	\$ 46,750	\$ 46,750	\$ 47,899	\$5,850	\$2
41	2015	GMC	YUKON	20	No	Yes	\$ 48,650	\$ 48,650	\$ 49,999	\$7,316	\$0
42	216	Chevrolet	Equinox	15	No	Yes	\$ 19,500	\$ 19,500	\$ 18,699	\$1,900	\$2,800
43	2015	Chevrolet	SILVARDO	25	Yes	No	\$ 24,999	\$ 24,999	\$ 25,699	\$1,465	\$0
44	2015	GMC	ACAIDIA	60	Yes	No	\$ 28,999	\$ 28,999	\$ 28,400	\$200	\$1,000

45	2015	GMC	SIERRA	45	Yes	No	\$ 35,699	\$ 35,699	\$ 34,900	\$1,650	\$200
46	2016	GMC	YUKON	30	Yes	No	\$ 51,999	\$ 51,999	\$ 52,600	\$3,000	\$2,000
47	2014	GMC	SIERRA	25	Yes	No	\$ 36,999	\$ 36,999	\$ 35,500	\$6,150	\$1,500
48	2015	Chevrolet	Equinox	45	Yes	Yes	\$ 18,999	\$ 18,999	\$ 17,500	\$1,500	\$500
49	2014	Ford	FUSION	75	Yes	No	\$ 8,999	\$ 8,999	\$ 7,500	\$200	\$0
50	2015	GMC	ACAIDIA	70	Yes	Yes	\$ 27,888	\$ 27,888	\$ 28,500	\$80	\$1,500
51	2012	Ford	EXPIDITOION	75	Yes	No	\$ 22,000	\$ 22,000	\$ 21,999	\$200	\$1,137
52	2018	GMC	YUKON	40	No	No	\$ 61,888	\$ 61,888	\$ 60,500	\$1,815	\$0
53	2011	Chevrolet	SUBBURBAN	20	No	No	\$ 27,999	\$ 27,999	\$ 26,000	\$3,800	\$0

## Scoreboard Totals

# of Purchased Vehicles Retailed	9
# of Traded Vehicles Retailed	47
% Retailed of Non-New Franchise	36%
Total # Retail Units	56
Average Days to Sale	33.5
Average Advertised Price (Time of Sale)	\$ 32,482
Average Transaction Price	\$ 32,373
Average Market Price at 100%	\$ 32,858
Average Price to Market (Time of Sale)	99%
Average Transaction to Market	99%
Average Transactional Discount	\$ 109
Average Front End Gross	\$ 2,572
Average Finance Gross	\$ 1,039
PUVR	\$ 3,611
Total Gross (Units & PUVR)	\$ 202,241



MY

<b>Scoreboard</b>	
<b>Desk Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	9
# of Traded Vehicles Retailed	47
% Retailed of Non-New Franchise	36%
Total # Retail Units	56
Average Days to Sale	33.5
Average Advertised Price (Time of Sale)	\$ 32,482
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Average Transactional Discount	\$ 109
Average Front End Gross	\$ 2,572
Average Finance Gross	\$ 1,039
PUVR	\$ 3,611
Total Gross (Units & PUVR)	\$ 202,241











## Scoreboard

Sales Consultant	Totals	
# of Purchased Vehicles Retailed	9	0
# of Traded Vehicles Retailed	47	0
% Retailed of Non-New Franchise	36%	#DIV/0!
Total # Retail Units	56	0
Average Days to Sale	33.5	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 32,482	#DIV/0!
Average Transaction Price	\$ 32,373	#DIV/0!
Average Market Price at 100%	\$ 32,858	#DIV/0!
Average Price to Market (Time of Sale)	99%	#DIV/0!
Average Transaction to Market	99%	#DIV/0!
Average Transactional Discount	\$ 109	#DIV/0!
Average Front End Gross	\$ 2,572	#DIV/0!
Average Finance Gross	\$ 1,039	#DIV/0!
PUVR	\$ 3,611	#DIV/0!
Total Gross (Units & PUVR)	\$ 202,241	#DIV/0!











































Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	9
# of Traded Vehicles Retailed	47
% Retailed of Non-New Franchise	36%
Total # Retail Units	56
Average Days to Sale	33.5
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Average Front End Gross	\$ 2,572
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PUVR	\$ 3,611
Total Gross (Units & PUVR)	\$ 202,241











## Scoreboard

CPO	Totals
# of Purchased Vehicles Retailed	9
# of Traded Vehicles Retailed	47
Total # Retail Units	56
Average Days to Sale	33.5
Average Advertised Price (Time of Sale)	\$ 32,482
Average Transaction Price	\$ 32,373
Average Market Price at 100%	\$ 32,858
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Average Transactional Discount	\$ 109
Average Front End Gross	\$ 2,572
Average Finance Gross	\$ 1,039
PUVR	\$ 3,611
Total Gross (Units & PUVR)	\$ 202,241



Yes	No
2	7
29	18
31	25
37.9	28.1
\$ 32,358	\$ 32,449
\$ 32,312	\$ 32,449
\$ 33,357	\$ 32,239
\$ 1	\$ 1
97%	101%
\$ 46	\$ 186
\$ 2,477	\$ 2,690
\$ 1,008	\$ 1,078
\$ 3,485	\$ 3,768
\$ 108,037	\$ 94,204

## Scoreboard

Same Brand as New	Totals
# of Purchased Vehicles Retailed	9
# of Traded Vehicles Retailed	47
Total # Retail Units	56
Average Days to Sale	33.5
Average Advertised Price (Time of Sale)	\$ 32,482
Average Transaction Price	\$ 32,373
Average Market Price at 100%	\$ 32,858
Average Price to Market (Time of Sale)	99%
Average Transaction to Market	99%
Average Transactional Discount	\$ 109
Average Front End Gross	\$ 2,572
Average Finance Gross	\$ 1,039
PUVR	\$ 3,611
Total Gross (Units & PUVR)	\$ 202,241

Yes	No
5	4
31	16
36	20
32.0	36.3
\$ 36,604	\$ 25,044
\$ 36,445	\$ 25,044
\$ 36,726	\$ 25,894
100%	97%
99%	97%
\$ 159	\$ 18
\$ 3,010	\$ 1,783
\$ 1,230	\$ 697
\$ 4,240	\$ 2,480
\$ 152,639	\$ 49,602

## Sales by Age

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
0 - 30 Days	33	\$116,602	\$38,502	\$4,700	58.93%
31 - 45 Days	8	\$29,099	\$7,164	\$4,533	14.29%
46 - 60 Days	5	\$3,576	\$7,825	\$2,280	8.93%
60 - 90 Days	10	(\$5,234)	\$4,707	(\$53)	17.86%
90+ Days	0	\$0	\$0	#DIV/0!	0.00%
<b>Totals</b>	<b>56</b>	<b>\$144,043</b>	<b>\$58,198</b>	<b>\$3,611</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

# Purchases

Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	3	\$10,615
31 - 45 Days	2	\$3,150
46 - 60 Days	1	\$200
60 - 90 Days	3	\$480
90+ Days	0	\$0
<b>Totals</b>	<b>9</b>	<b>\$ 14,445</b>



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

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$3,500	\$4,705	33.33%
\$700	\$1,925	22.22%
\$1,000	\$1,200	11.11%
\$2,637	\$1,039	33.33%
\$0	#DIV/0!	0.00%
<b>\$ 7,837</b>	<b>\$2,476</b>	<b>100.0%</b>

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	30	\$105,987
31 - 45 Days	6	\$25,949
46 - 60 Days	4	\$3,376
60 - 90 Days	7	(\$5,714)
90+ Days	0	\$0
<b>Totals</b>	<b>47</b>	<b>\$129,598</b>



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

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$35,002	\$4,700	63.83%
\$6,464	\$5,402	12.77%
\$6,825	\$2,550	8.51%
\$2,070	(\$521)	14.89%
\$0	#DIV/0!	0.00%
<b>\$50,361</b>	<b>\$3,829</b>	<b>100.0%</b>

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