

**Vehicle Sales Report**

<b>Date Range:</b>	03/01/2018 thru 03/31/2018
<b>New/Used/Certified/All:</b>	Used
<b>Group Sales By:</b>	Year/Make/Model
<b>Sales Types Excluded:</b>	Dealer Trade;Fleet;Wholesale

	<b>Units</b>	<b>Average Days</b>
<b>Report Total</b>	30	65

<b>New / Used / Certified</b>	<b>Units</b>
Used Uncertified	30

<b>Units</b>
1

<b>Units</b>
3

<b>Units</b>
1

<b>Units</b>
1

Units
1

Units
1

Units
1

Units
2

Units
1

Units
1

Units
3

Units
1

Units
1

Units
2

Units
2

Units
1

Total Front Gross	Average Front Gross	Total Back Gross	Average Back Gross
46,277	1,543	29,796	993

Average Days	Total Front Gross	Average Front Gross	Total Back Gross
65	46,277	1,543	29,796

Stock Type	Year	Make	Model Name
Used Uncertified	2009	HYUN	ACCENT

Stock Type	Year	Make	Model Name
Used Uncertified	2008	SUBA	B9 TRIBECA

Stock Type	Year	Make	Model Name
Used Uncertified	2012	JEEP	COMPASS

Stock Type	Year	Make	Model Name
Used Uncertified	2011	TOYO	TACOMA

Stock Type	Year	Make	Model Name
Used Uncertified	2008	JEEP	WRANGLER

Stock Type	Year	Make	Model Name
Used Uncertified	2014	SUBA	XV CROSSTREK

Stock Type	Year	Make	Model Name
Used Uncertified	2015	SUBA	LEGACY

Stock Type	Year	Make	Model Name
Used Uncertified	2013	SUBA	LEGACY

Stock Type	Year	Make	Model Name
Used Uncertified	2015	HOND	FIT

Stock Type	Year	Make	Model Name
Used Uncertified	2018	SUBA	IMPREZA

Stock Type	Year	Make	Model Name
Used Uncertified	2012	SUBA	LEGACY

Stock Type	Year	Make	Model Name
Used Uncertified	2015	SUBA	OUTBACK

Stock Type	Year	Make	Model Name
Used Uncertified	2015	SUBA	XV CROSSTREK

Stock Type	Year	Make	Model Name
Used Uncertified	2009	SUBA	FORESTER

Stock Type	Year	Make	Model Name
Used Uncertified	2015	SUBA	FORESTER

Stock Type	Year	Make	Model Name
Used Uncertified	2010	SUBA	FORESTER

Stock Type	Year	Make	Model Name
Used Uncertified	2016	VW	TIGUAN

Stock Type	Year	Make	Model Name
Used Uncertified	2017	SUBA	IMPREZA

Stock Type	Year	Make	Model Name
Used Uncertified	2009	SUBA	OUTBACK

Stock Type	Year	Make	Model Name
Used Uncertified	2014	SUBA	OUTBACK

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2017	SUBA	OUTBACK

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2015	GMC	ACADIA

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2014	TOYO	PRIUS

<b>Average Total Gross</b>	<b>Total Gross</b>
2,536	76,073

<b>Average Back Gross</b>	<b>Average Total Gross</b>	<b>Total Gross</b>
993	2,536	76,073

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
-\$315.00	0	\$194.00	-\$121.00

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$1,946.38	12	\$1,438.00	\$3,384.38

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$3,176.55	21	\$358.94	\$3,535.49

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$4,337.69	22	\$1,150.22	\$5,487.91

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$1,768.97	23	\$701.00	\$2,469.97

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$7,153.41	23	\$1,441.13	\$8,594.54

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$3,331.56	27	\$1,030.66	\$4,362.22

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$1,460.64	28	\$771.74	\$2,232.38

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$1,183.12	31	\$1,186.59	\$2,369.71

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$827.26	36	\$2,337.72	\$3,164.98

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$709.22	39	\$1,150.33	\$1,859.55

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$7,254.99	46	\$3,340.91	\$10,595.90

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$2,275.83	49	\$1,695.55	\$3,971.38

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$1,549.18	57	\$0.00	\$1,549.18

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$6,978.98	58	\$3,733.46	\$10,712.44

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$1,043.29	63	\$545.57	\$1,588.86

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$909.36	88	\$298.12	\$1,207.48

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$831.05	100	\$3,609.42	\$4,440.47

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$1,503.60	110	\$626.28	\$2,129.88

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
-\$716.74	123	\$1,797.00	\$1,080.26

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$895.54	163	\$200.00	\$1,095.54

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
-\$1,197.57	203	\$1,790.06	\$592.49

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
-\$629.85	227	\$399.00	-\$230.85







**Vehicle Sales Report**

<b>Date Range:</b>	04/01/2018 thru 04/30/2018
<b>New/Used/Certified/All:</b>	Used
<b>Group Sales By:</b>	Year/Make/Model
<b>Sales Types Excluded:</b>	Dealer Trade;Fleet;Wholesale

	<b>Units</b>	<b>Average Days</b>
<b>Report Total</b>	46	59

<b>New / Used / Certified</b>	<b>Units</b>
Used Certified	1

<b>Units</b>
1

<b>New / Used / Certified</b>	<b>Units</b>
Used Uncertified	45

<b>Units</b>
1

Units
1

Units
1

Units
1

Units
2

Units
1

Units
3

Units
3

Units
1

Units
2

Units
1

Units
2

Units
1

Units
1

Units
1

Units
3

Units
2

Units
1

Units
3

Total Front Gross	Average Front Gross	Total Back Gross	Average Back Gross
54,083	1,176	44,899	976

Average Days	Total Front Gross	Average Front Gross	Total Back Gross
186	248	248	443

Stock Type	Year	Make	Model Name
Used Certified	2017	SUBA	IMPREZA

Average Days	Total Front Gross	Average Front Gross	Total Back Gross
56	53,834	1,196	44,457

Stock Type	Year	Make	Model Name
Used Uncertified	2011	TOYO	HIGHLANDER

Stock Type	Year	Make	Model Name
Used Uncertified	2012	VOLV	S60

Stock Type	Year	Make	Model Name
Used Uncertified	2014	SUBA	LEGACY

Stock Type	Year	Make	Model Name
Used Uncertified	2016	SUBA	IMPREZA

Stock Type	Year	Make	Model Name
Used Uncertified	2011	HYUN	SANTA FE

Stock Type	Year	Make	Model Name
Used Uncertified	2015	KIA	SORENTO

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2014	SUBA	OUTBACK

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2018	SUBA	LEGACY

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2007	SUBA	LEGACY

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2010	SUBA	FORESTER

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2012	SUBA	FORESTER

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2007	SUBA	FORESTER

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2014	SUBA	FORESTER

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2010	SUBA	IMPREZA

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2011	CHEV	EQUINOX

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2011	SUBA	FORESTER

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2012	SUBA	OUTBACK

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2015	SUBA	FORESTER

Stock Type	Year	Make	Model Name
Used Uncertified	2018	SUBA	FORESTER

Stock Type	Year	Make	Model Name
Used Uncertified	2011	SUBA	TRIBECA

Stock Type	Year	Make	Model Name
Used Uncertified	2015	SUBA	IMPREZA

Stock Type	Year	Make	Model Name
Used Uncertified	2010	HOND	ACCORD CROSSTOUR

Stock Type	Year	Make	Model Name
Used Uncertified	2018	SUBA	OUTBACK

Stock Type	Year	Make	Model Name
Used Uncertified	2016	SUBA	LEGACY

Stock Type	Year	Make	Model Name
Used Uncertified	2016	SUBA	FORESTER

Stock Type	Year	Make	Model Name
Used Uncertified	2018	SUBA	IMPREZA

Stock Type	Year	Make	Model Name
Used Uncertified	2017	SUBA	OUTBACK

Stock Type	Year	Make	Model Name
Used Uncertified	2016	SUBA	WRX

Stock Type	Year	Make	Model Name
Used Uncertified	2015	SUBA	OUTBACK

Stock Type	Year	Make	Model Name
Used Uncertified	2017	SUBA	WRX

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2017	SUBA	IMPREZA

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2013	VW	PASSAT

<b>Stock Type</b>	<b>Year</b>	<b>Make</b>	<b>Model Name</b>
Used Uncertified	2017	SUBA	LEGACY

Average Total Gross	Total Gross
2,152	98,982

Average Back Gross	Average Total Gross	Total Gross
443	691	691

Total Front Gross	Average Days	Total Back Gross	Total Gross
\$248.33	186	\$442.51	\$690.84

Average Back Gross	Average Total Gross	Total Gross
988	2,184	98,291

Total Front Gross	Average Days	Total Back Gross	Total Gross
\$910.05	0	\$512.50	\$1,422.55

Total Front Gross	Average Days	Total Back Gross	Total Gross
\$1,093.52	0	\$943.00	\$2,036.52

Total Front Gross	Average Days	Total Back Gross	Total Gross
\$1,099.10	0	\$545.93	\$1,645.03

Total Front Gross	Average Days	Total Back Gross	Total Gross
\$2,141.00	0	\$1,444.58	\$3,585.58

Total Front Gross	Average Days	Total Back Gross	Total Gross
\$3,073.05	3	\$1,105.46	\$4,178.51

Total Front Gross	Average Days	Total Back Gross	Total Gross
\$1,095.94	7	\$100.00	\$1,195.94

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$3,009.41	10	\$0.00	\$3,009.41

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$886.72	16	\$465.96	\$1,352.68

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$956.60	17	\$0.00	\$956.60

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$2,237.05	21	\$763.69	\$3,000.74

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$2,241.75	24	\$685.16	\$2,926.91

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$3,702.85	25	\$100.00	\$3,802.85

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$636.58	26	\$834.19	\$1,470.77

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$1,515.58	27	\$257.16	\$1,772.74

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$3,909.21	29	\$1,999.41	\$5,908.62

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$2,576.58	32	\$476.25	\$3,052.83

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$2,360.82	44	\$100.00	\$2,460.82

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$3,030.69	45	\$4,280.47	\$7,311.16

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$2,464.44	45	\$3,322.19	\$5,786.63

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$157.83	49	\$713.37	\$871.20

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$1,511.89	52	\$2,478.81	\$3,990.70

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$1,704.44	53	\$1,047.82	\$2,752.26

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$2,322.00	58	\$2,657.00	\$4,979.00

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$1,360.25	67	\$2,018.34	\$3,378.59

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$2,055.73	69	\$642.00	\$2,697.73

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$1,516.02	69	\$3,304.18	\$4,820.20

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
-\$133.09	91	\$3,277.05	\$3,143.96

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$1,551.22	93	\$4,768.22	\$6,319.44

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$1,149.12	96	\$1,174.80	\$2,323.92

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$941.53	109	\$967.26	\$1,908.79

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
-\$54.48	134	\$525.36	\$470.88

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
-\$511.57	138	\$100.00	-\$411.57

<b>Total Front Gross</b>	<b>Average Days</b>	<b>Total Back Gross</b>	<b>Total Gross</b>
\$1,322.57	167	\$2,846.53	\$4,169.10









**Subaru of Keene - March 2018**

<b>Days in Inventory</b>	<b>Unit Sales</b>	<b>Total Front Gross \$</b>	<b>Total F&amp;I Gross \$</b>	<b>\$ PUVR</b>	<b>% of total unit sales</b>
0 - 30 Days	11	\$25,759	\$10,933	\$3,336	37%
31 - 45 Days	4	\$5,397	\$5,074	\$2,618	13%
46 - 60 Days	4	\$9,400	\$3,804	\$3,301	13%
60 - 90 Days	3	\$5,035	\$1,563	\$2,200	10%
90 Days and Over	8	\$686	\$8,422	\$1,138	27%
<b>Total</b>	<b>30</b>	<b>\$46,277</b>	<b>\$29,796</b>	<b>\$2,536</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**

Subaru of Keene - April 2018

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	20	\$31,506	\$15,352	\$2,343	43%
31 - 45 Days	2	\$4,937	\$576	\$2,757	4%
46 - 60 Days	9	\$8,573	\$8,054	\$1,848	20%
60 - 90 Days	4	\$3,661	\$6,120	\$2,445	9%
90 Days and Over	11	\$5,405	\$14,797	\$1,836	24%
<b>Total</b>	<b>46</b>	<b>\$54,083</b>	<b>\$44,899</b>	<b>\$2,152</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



