

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	19412a	2013	Chevrolet	tahoe	15	Trade on New	No	\$ 21,900	\$ 21,900	100%	\$5,875	\$0
2	19459a	2013	Buick	lacrosse	0	Trade on New	No	\$ 13,900	\$ 14,016	100%	\$1,966	\$1,162
3	19459b	2006	Kia	optima	0	Trade on Used	No	\$ 1,871	\$ 1,871	100%	\$846	\$0
4	19426b	2016	GMC	yukon	2	Trade on Used	No	\$ 23,900	\$ 21,900	100%	\$3,775	\$4,866
5	19426a	2023	GMC	yukon	12	Trade on New	No	\$ 72,900	\$ 69,300	100%	\$3,820	\$6,506
6	18890b	2021	Chevrolet	tahoe	59	Trade on Used	No	\$ 58,695	\$ 58,695	97%	\$1,738	\$3,050
7	19206a	2018	Dodge	charger	51	Trade on New	No	\$ 25,495	\$ 25,495	100%	\$647	\$1,334
8	p5245	2022	Chevrolet	Equinox	25	Auction/Wholesale	No	\$ 22,900	\$ 28,310	100%	\$7,471	\$1,712
9	p5244	2018	Buick	encore	31	Auction/Wholesale	No	\$ 21,295	\$ 21,295	110%	\$2,723	\$2,314
10	19183a	2020	Ford	edge	92	Trade on New	No	\$ 21,995	\$ 21,255	95%	(\$1,017)	\$2,527
11	19099a	2019	GMC	acadia	35	Trade on New	No	\$ 29,995	\$ 33,740	95%	\$5,645	\$3,515
12	p5263	2016	Tesla	model 3	1	Auction/Wholesale	No	\$ 23,940	\$ 23,940	100%	\$3,140	\$2,345
13	p5262	2018	Tesla	model 3	1	Auction/Wholesale	No	\$ 21,771	\$ 21,771	100%	\$3,246	\$0
14	p5230	2020	Hyundai	elantra	65	Auction/Wholesale	No	\$ 16,995	\$ 16,471	95%	\$343	\$387
15	19458a	2014	Chevrolet	equinox	1	Trade on New	No	\$ 3,671	\$ 3,671	100%	\$1,146	\$0
16	p5261	2017	Cadillac	escalade	1	Auction/Wholesale	No	\$ 47,071	\$ 47,071	100%	\$6,722	\$696
17	19196a	2018	GMC	sierra	27	Trade on New	No	\$ 43,995	\$ 42,900	102%	\$3,416	\$2,194
18	p5221	2016	Honda	civic	72	Auction/Wholesale	No	\$ 19,695	\$ 19,695	100%	\$2,437	\$3,046
19	19351a	2013	Nissan	rogue	1	Trade on New	No	\$ 2,371	\$ 2,371	100%	\$1,346	\$0
20	p5259	2021	GMC	acadia	22	Auction/Wholesale	No	\$ 21,810	\$ 21,810	100%	(\$25)	\$501
21	18943b	2012	Dodge	charger	3	Trade on Used	No	\$ 7,500	\$ 7,500	100%	\$1,475	
22	19240a	2022	Buick	enclave	23	Trade on New	No	\$ 37,900	\$ 36,900	102%	\$1,760	\$1,736
23	19073a	2018	GMC	sierra	17	Trade on New	No	\$ 36,900	\$ 3,500	93%	\$2,529	\$1,851
24	19073b	2001	Chevrolet	silverado	1	Trade on Used	No	\$ 2,371	\$ 2,371	100%	\$1,346	\$0
25	p5197	2019	Hyundai	elantra	101	Auction/Wholesale	No	\$ 17,895	\$ 17,895	95%	(\$905)	\$3,586
26	18998b	2015	Chevrolet	silverado	1	Auction/Wholesale	No	\$ 25,880	\$ 25,880	100%	\$5,760	\$2,261
27	18943a	2021	Honda	accord	105	Trade on New	No	\$ 25,295	\$ 25,295	93%	\$796	\$884

28	18998a	2021	GMC	acadia	22	Trade on New	No	\$	41,900	\$	41,900	101%	\$1,765	\$0
29	p5258	2018	Chevrolet	impala	1	Auction/Wholesale	No	\$	24,305	\$	24,305	100%	\$3,241	\$4,547
30	p5201b	2014	GMC	sierra	1	Trade on Used	No	\$	11,500	\$	11,500	100%	\$2,373	\$0
31	19396a	2017	Chevrolet	surburban	1	Trade on New	No	\$	45,900	\$	45,900	100%	\$5,493	\$574
32	19388c	2013	Jeep	cherokee	2	Trade on Used	No	\$	2,371	\$	2,371	100%	\$1,846	\$0
33	19214a	2021	GMC	acadia	19	Trade on New	No	\$	29,900	\$	29,900	100%	\$6,369	\$2,443
34	p5201a	2017	Chevrolet	silverado	5	Trade on Used	No	\$	45,900	\$	45,900	100%	\$5,493	\$574
35	19352a	2020	Buick	envision	24	Trade on New	No	\$	25,900	\$	24,771	96%	\$2,552	\$2,013
36	19321a	2016	Jeep	renegade	19	Trade on New	No	\$	10,900	\$	10,900	86%	\$2,799	\$1,199
37	19392a	2016	Toyota	tacoma	1	Trade on New	No	\$	18,500	\$	18,500	100%	\$475	
38	p5253	2015	Tesla	s	1	Auction/Wholesale	No	\$	29,700	\$	29,700	100%	\$5,620	\$2,715
39	19388b	2019	GMC	sierra	15	Trade on Used	No	\$	39,900	\$	44,040	92%	\$4,275	\$1,200
40	19326e	2012	Chevrolet	malibu	4	Trade on Used	No	\$	5,871	\$	5,871	100%	\$1,846	\$0
41	19191b	2021	Kia	k5	53	Trade on Used	No	\$	28,995	\$	27,495	94%	\$528	\$4,013
42	19417a	2021	GMC	yukon	1	Trade on New	No	\$	55,000	\$	55,000	100%	\$2,817	\$608
43	19062b	2018	Hyundai	sonata	23	Trade on Used	No	\$	19,900	\$	18,500	100%	\$1,876	
44	p5247	2021	Chevrolet	equinox	14	Auction/Wholesale	No	\$	21,400	\$	21,900	93%	\$2,001	
45	19157b	2022	Honda	accord	80	Trade on Used	No	\$	29,995	\$	29,900	99%	\$977	\$2,491
46	19325a	2022	GMC	canyon	8	Trade on New	No	\$	38,900	\$	38,900	98%	\$3,954	\$3,118
47	19326d	2013	GMC	sierra	4	Trade on Used	No	\$	14,600	\$	14,600	100%	\$4,515	\$436
48	p5198	2019	Nissan	sentra	87	Auction/Wholesale	No	\$	17,695	\$	17,405	105%	(\$32)	\$2,416
49	p5201	2020	Toyota	camry	80	Auction/Wholesale	No	\$	23,295	\$	23,295	94%	\$547	\$1,653
50	19451a	2012	Buick	enclave	3	Trade on New	No	\$	13,371	\$	13,371	100%	\$3,846	\$0
51	p5252	2013	Chevrolet	impala	1	Auction/Wholesale	No	\$	9,500	\$	9,500	100%	\$1,475	\$0
52	p5205	2018	Dodge	journey	76	Auction/Wholesale	No	\$	17,495	\$	17,495	98%	\$335	\$2,642
53	p5248a	2016	Nissan	maxima	1	Trade on Used	No	\$	3,821	\$	3,821	100%	\$ 500.00	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	64%
Total # Retail Units	100
Avg. Days to Sale	26.4
Avg. Advertised Price (Time of Sale)	\$ 25,726
Avg. Transaction Price	\$ 25,256
Avg. Market Price at 100%	\$ 26,141
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	97%
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 2,487
Avg. Finance Gross	\$ 1,580
PUVR	#REF!
Total Gross (Units & PUVR)	#REF!
GROI	#REF!
% with Trade	25%
Avg. Over/Under Allowance	(\$690)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	64%	#DIV/0!	#DIV/0!
Total # Retail Units	100	0	0
Avg. Days to Sale	26.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,726	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,256	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,141	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,487	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,580	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	25%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-690	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	64%	#DIV/0!	#DIV/0!
Total # Retail Units	100	0	0
Avg. Days to Sale	26.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,726	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,256	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,141	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,487	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,580	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	25%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-690	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	64%	#DIV/0!	#DIV/0!
Total # Retail Units	100	0	0
Avg. Days to Sale	26.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,726	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,256	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,141	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,487	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,580	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	25%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-690	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	100	0	100
Avg. Days to Sale	26.4	#DIV/0!	26.4
Avg. Advertised Price (Time of Sale)	\$ 25,726	#DIV/0!	\$ 25,256
Avg. Transaction Price	\$ 25,256	#DIV/0!	\$ 25,256
Avg. Market Price at 100%	\$ 26,141	#DIV/0!	\$ 26,241
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	96%
Avg. Transaction to Market	97%	#DIV/0!	96%
Avg. Transactional Discount	#REF!	#DIV/0!	#REF!
Avg. Front-End Gross	\$ 2,487	#DIV/0!	\$ 2,487
Avg. Finance Gross	\$ 1,580	#DIV/0!	\$ 1,580
PUVR	#REF!	#DIV/0!	#REF!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#REF!
GROI	#REF!	#DIV/0!	#REF!
% with Trade	25%	#DIV/0!	25%
Avg. Over/Under Allowance	-690	#DIV/0!	-690



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	100	36	64
Avg. Days to Sale	26.4	17.4	31.5
Avg. Advertised Price (Time of Sale)	\$ 25,726	\$ 32,548	\$ 21,762
Avg. Transaction Price	\$ 25,256	\$ 31,467	\$ 21,762
Avg. Market Price at 100%	\$ 26,141	\$ 32,862	\$ 22,517
Avg. Price to Market % (Time of Sale)	98%	99%	97%
Avg. Transaction to Market	97%	96%	97%
Avg. Transactional Discount	#REF!	#REF!	\$ 35
Avg. Front-End Gross	\$ 2,487	\$ 3,212	\$ 2,079
Avg. Finance Gross	\$ 1,580	\$ 2,085	\$ 1,277
PUVR	#REF!	#REF!	\$ 3,276
Total Gross (Units & PUVR)	#REF!	#REF!	\$ 209,674
GROI	#REF!	#REF!	172%
% with Trade	25%	42%	16%
Avg. Over/Under Allowance	-690	-884	-375



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	100	46	26
% of Retail Units	100%	46%	26%
% Retailed of Non-New Franchise	64%	39%	81%
Avg. Days to Sale	26.4	20.0	20.7
Avg. Transaction Price	\$ 25,256	\$ 28,450	\$ 19,997
Avg. Transaction to Market %	97%	#REF!	95%
Avg. Transactional Discount	#REF!	#REF!	\$ 533
Avg. Front End Gross	\$ 2,487	\$ 2,970	\$ 2,090
Avg. Finance Gross	\$ 1,580	\$ 1,648	\$ 1,272
PUVR	#REF!	#REF!	\$ 3,265
Total Gross (Units & PUVR)	#REF!	#REF!	\$ 84,878
GROI	#REF!	#REF!	284%
% with Trade	25%	35%	19%
Avg. Over/Under Allowance	-690	-148	-1,464



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	28	0	0
0%	28%	0%	0%
#DIV/0!	89%	#DIV/0!	#DIV/0!
#DIV/0!	42.3	#DIV/0!	#DIV/0!
#DIV/0!	\$ 24,893	#DIV/0!	#DIV/0!
#DIV/0!	101%	#DIV/0!	#DIV/0!
#DIV/0!	\$ (498)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,062	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,742	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,741	#DIV/0!	#DIV/0!
#DIV/0!	\$ 104,751	#DIV/0!	#DIV/0!
#DIV/0!	128%	#DIV/0!	#DIV/0!
#DIV/0!	14%	#DIV/0!	#DIV/0!
#DIV/0!	-1,373	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	100	69	7
% of Retail Units	100%	69%	7%
% Retailed of Non-New Franchise	64%	61%	14%
Avg. Days to Sale	26.4	7.0	37.7
Avg. Transaction Price	\$ 25,256	\$ 24,143	\$ 38,876
Avg. Transaction to Market %	97%	#REF!	103%
Avg. Transactional Discount	#REF!	#REF!	\$ (566)
Avg. Front End Gross	\$ 2,487	\$ 3,009	\$ 3,875
Avg. Finance Gross	\$ 1,580	\$ 1,147	\$ 3,909
PUVR	#REF!	\$ 4,156	\$ 7,784
Total Gross (Units & PUVR)	#REF!	\$ 286,791	\$ 54,486
GROI	#REF!	884%	191%
% with Trade	25%	22%	29%
Avg. Over/Under Allowance	-690	-1,033	1,000



46-60 days	61-90 days	90+ days
5	7	10
5%	7%	10%
80%	100%	90%
51.2	78.1	109.2
\$ 35,316	\$ 20,851	\$ 24,916
98%	100%	91%
\$ 300	\$ (657)	\$ 899
\$ 1,414	\$ 609	\$ (26)
\$ 2,867	\$ 1,957	\$ 2,061
\$ 4,281	\$ 2,566	\$ 2,036
\$ 21,406	\$ 17,959	\$ 20,356
85%	57%	27%
60%	29%	20%
-1,000	250	1,500