

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	24K160A	2020	KIA	FORTE	5	Trade on New	Yes	\$ 20,000	\$ 19,966	108%	\$3,064	\$757
2	23K1173A	2020	KIA	SPORTAGE	11	Trade on New	No	\$ 22,900	\$ 23,400	104%	\$4,483	\$2,833
3	23K871A	2020	HYUNDAI	TUSCON	25	Trade on New	No	\$ 26,925	\$ 27,424	98%	\$3,627	\$4,555
4	24K148A	2017	KIA	OPTIMA	29	Trade on New	No	\$ 16,000	\$ 16,499	90%	\$2,728	\$2,906
5	23K759A	2021	KIA	SELTOS	28	Trade on New	No	\$ 26,000	\$ 26,499	96%	\$1,382	\$1,775
6	PI3797	2021	KIA	K5	32	Street/Curb Buy	No	\$ 32,500	\$ 32,182	117%	\$3,795	\$0
7	23K863A	2022	TOYOTA	CAMRY	187	Trade on New	No	\$ 24,500	\$ 24,999	89%	\$1,650	\$954
8	24K109A	2022	KIA	TELLURIDE	45	Trade on New	Yes	\$ 42,000	\$ 42,000	97%	\$2,472	\$601
9	24K124A	2020	KIA	FORTE	4	Trade on New	No	\$ 20,200	\$ 18,253	100%	\$3,691	\$3,549
10	23K1073B	2020	KIA	FORTE	29	Trade on New	Yes	\$ 19,700	\$ 20,199	101%	\$2,693	\$3,282
11	23K1187A	20230	KIA	SPORTAGE	6	Trade on New	No	\$ 21,500	\$ 22,500	97%	\$5,170	\$948
12	24K128A	2020	Chevrolet	Equinox	7	Trade on New	No	\$ 20,500	\$ 22,075	93%	\$3,656	\$2,279
13	PK3799	2023	KIA	SORENTO	27	Auction/Wholesale	No	\$ 41,000	\$ 39,346	96%	\$3,195	\$655
14	23K1219A	2020	KIA	SORENTO	10	Trade on New	Yes	\$ 28,500	\$ 28,899	98%	\$4,303	\$0
15	PL3815	2020	KIA	FORTE	15	Street/Curb Buy	Yes	\$ 19,000	\$ 18,848	94%	\$3,506	\$556
16	23K1100A	2020	KIA	SPORTAGE	69	Trade on New	No	\$ 23,000	\$ 23,722	103%	\$1,817	\$3,146
17	24K168A	2022	KIA	TELLURIDE	11	Trade on New	Yes	\$ 49,500	\$ 51,000	102%	\$6,179	\$4,147
18	23K1141A	2020	HYUNDAI	TUSCON	51	Trade on New	No	\$ 23,339	\$ 23,838	98%	\$134	\$4,009
19	PL3809	2020	KIA	FORTE	10	Street/Curb Buy	Yes	\$ 22,500	\$ 22,999	112%	\$4,907	\$3,646
20	24K113A	2021	KIA	K5	19	Trade on New	Yes	\$ 28,500	\$ 29,175	105%	\$4,231	\$4,617
21	23K1138A	2021	NISSAN	ROGUE	55	Trade on New	No	\$ 30,500	\$ 31,000	97%	\$673	\$5,308
22	24K157A	2020	NISSAN	PATHFINDER	18	Trade on New	No	\$ 23,990	\$ 24,489	88%	\$2,025	\$537
23	23K1206A	2017	HYUNDAI	ELANTRA	26	Trade on New	No	\$ 15,000	\$ 15,000	97%	\$2,636	\$0
24	24K116A	2020	HYUNDAI	ELANTRA	41	Trade on New	No	\$ 17,750	\$ 18,250	92%	\$2,236	\$200
25	23K1209A	2021	HYUNDAI	SANTE FE	29	Trade on New	No	\$ 25,540	\$ 25,915	100%	\$2,530	\$1,232
26	23K1204A	2020	KIA	SPORTAGE	18	Trade on New	No	\$ 20,858	\$ 20,858	99%	\$2,136	\$1,283
27	23K1243A	2020	KIA	FORTE	8	Trade on New	No	\$ 17,000	\$ 16,800	91%	\$2,990	\$360
28	24K166A	2022	KIA	K5	11	Trade on New	Yes	\$ 23,000	\$ 23,825	103%	\$3,384	\$556
29	23K1156A	2021	KIA	SPORTAGE	61	Trade on New	Yes	\$ 24,500	\$ 24,999	100%	\$2,305	\$4,818
30	PL3819A	2021	KIA	SPORTAGE	11	Trade on Used	Yes	\$ 21,000	\$ 22,500	102%	\$3,554	\$2,060

31	23K232A	2021	KIA	SPORTAGE	5	Trade on New	No	\$	20,200	\$	20,699	89%	\$2,563	\$2,089
32	PL3812	2021	KIA	SPORTAGE	38	Trade on New	Yes	\$	23,041	\$	24,500	92%	\$3,483	\$2,335
33	23K1230A	2021	KIA	FORTE	16	Trade on New	Yes	\$	20,900	\$	20,900	95%	\$3,356	\$1,710
34	PL3830	2021	KIA	TELLURIDE	4	Trade on New	Yes	\$	36,300	\$	36,379	96%	\$4,587	\$1,547
35	23K1101A	2019	KIA	OPTIMA	37	Trade on New	No	\$	18,975	\$	19,013	102%	\$2,106	\$4,066
36	PL3828	2021	KIA	SELTOS	6	Trade on New	Yes	\$	21,300	\$	21,799	95%	\$4,287	\$2,915
37	23K1238A	2019	KIA	OPTIMA	11	Trade on New	No	\$	18,995	\$	19,494	93%	\$2,951	\$1,805
38	24K202A	2020	KIA	SPORTAGE	14	Trade on New	Yes	\$	21,500	\$	24,600	99%	\$5,330	\$2,013
39	23K1226A	2021	KIA	SELTOS	12	Trade on New	Yes	\$	21,700	\$	21,799	93%	\$2,488	\$1,295
40	24K211A	2022	KIA	SPORTAGE	7	Trade on New	Yes	\$	26,000	\$	26,499	98%	\$1,579	\$5,055
41	23K1150B	2021	KIA	K5	13	Trade on New	Yes	\$	25,600	\$	26,099	96%	\$1,754	\$1,888
42	24K162A	2020	KIA	TELLURIDE	30	Trade on New	Yes	\$	32,000	\$	32,000	95%	\$4,910	\$3,410
43	24K236A	2021	KIA	SOUL	8	Trade on New	Yes	\$	16,277	\$	16,776	91%	\$3,639	\$1,061
44	23K1276A	2020	KIA	FORTE	6	Trade on New	Yes	\$	17,300	\$	19,200	93%	\$4,340	\$1,622
45	23K1201A	2022	KIA	TELLURIDE	42	Trade on New	Yes	\$	44,990	\$	45,489	108%	\$1,651	\$0
46	PL3829	2021	KIA	K5	15	Street/Curb Buy	Yes	\$	26,100	\$	27,599	97%	\$2,612	\$812
47	23K1268A	2021	KIA	FORTE	8	Trade on New	Yes	\$	19,000	\$	19,234	96%	\$2,712	\$3,295
48	24K246A	2021	KIA	SPORTAGE	10	Trade on New	No	\$	20,425	\$	21,924	98%	\$3,203	\$1,998
49	PL3840	2021	KIA	SOUL	8	Street/Curb Buy	Yes	\$	18,600	\$	19,099	101%	\$3,164	\$150
50	23K1173A	2020	KIA	SPORTAGE	12	Trade on New	Yes	\$	22,900	\$	23,400	104%	\$4,484	\$2,832
51	23K871A	2020	HYUNDAI	TUSCON	26	Trade on New	No	\$	26,925	\$	27,424	98%	\$3,627	\$4,556
52	PI3797	2021	KIA	K5	33	Street/Curb Buy	No	\$	32,500	\$	32,182	117%	\$3,795	\$0
53	23K689A	2021	SUBARU	CROSSTREK	57	Trade on New	No	\$	25,609	\$	26,109	98%	\$112	\$1,829

Scoreboard Totals

% Retailed of Non-Franchise Make	22%
Total # Retail Units	60
Avg. Days to Sale	23.9
Avg. Advertised Price (Time of Sale)	\$ 24,255
Avg. Transaction Price	\$ 24,719
Avg. Market Price at 100%	\$ 24,587
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ (464)
Avg. Front-End Gross	\$ 3,168
Avg. Finance Gross	\$ 2,181
PUVR	\$ 5,349
Total Gross (Units & PUVR)	\$ 320,922
GROI	326%
% with Trade	35%
Avg. Over/Under Allowance	\$231



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	22%	#DIV/0!	#DIV/0!
Total # Retail Units	60	0	0
Avg. Days to Sale	23.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,255	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,719	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,587	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (464)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,168	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,181	#DIV/0!	#DIV/0!
PUVR	\$ 5,349	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 320,922	#DIV/0!	#DIV/0!
GROI	326%	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	231	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	22%	#DIV/0!	#DIV/0!
Total # Retail Units	60	0	0
Avg. Days to Sale	23.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,255	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,719	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,587	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (464)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,168	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,181	#DIV/0!	#DIV/0!
PUVR	\$ 5,349	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 320,922	#DIV/0!	#DIV/0!
GROI	326%	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	231	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	22%	#DIV/0!	#DIV/0!
Total # Retail Units	60	0	0
Avg. Days to Sale	23.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,255	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,719	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,587	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (464)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,168	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,181	#DIV/0!	#DIV/0!
PUVR	\$ 5,349	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 320,922	#DIV/0!	#DIV/0!
GROI	326%	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	231	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	60	29	31
Avg. Days to Sale	23.9	17.8	29.5
Avg. Advertised Price (Time of Sale)	\$ 24,255	\$ 25,514	\$ 23,354
Avg. Transaction Price	\$ 24,719	\$ 26,178	\$ 23,354
Avg. Market Price at 100%	\$ 24,587	\$ 25,687	\$ 23,493
Avg. Price to Market % (Time of Sale)	99%	99%	99%
Avg. Transaction to Market	101%	102%	99%
Avg. Transactional Discount	\$ (464)	\$ (664)	\$ (277)
Avg. Front-End Gross	\$ 3,168	\$ 3,514	\$ 2,844
Avg. Finance Gross	\$ 2,181	\$ 2,237	\$ 2,128
PUVR	\$ 5,349	\$ 5,751	\$ 4,972
Total Gross (Units & PUVR)	\$ 320,922	\$ 166,779	\$ 154,143
GROI	326%	444%	259%
% with Trade	35%	41%	29%
Avg. Over/Under Allowance	231	160	324



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	60	47	13
Avg. Days to Sale	23.9	19.0	41.5
Avg. Advertised Price (Time of Sale)	\$ 24,255	\$ 24,524	\$ 23,911
Avg. Transaction Price	\$ 24,719	\$ 24,942	\$ 23,911
Avg. Market Price at 100%	\$ 24,587	\$ 24,640	\$ 24,242
Avg. Price to Market % (Time of Sale)	99%	100%	99%
Avg. Transaction to Market	101%	101%	99%
Avg. Transactional Discount	\$ (464)	\$ (418)	\$ (628)
Avg. Front-End Gross	\$ 3,168	\$ 3,380	\$ 2,401
Avg. Finance Gross	\$ 2,181	\$ 2,146	\$ 2,307
PUVR	\$ 5,349	\$ 5,526	\$ 4,707
Total Gross (Units & PUVR)	\$ 320,922	\$ 259,729	\$ 61,193
GROI	326%	420%	171%
% with Trade	35%	40%	15%
Avg. Over/Under Allowance	231	243	110



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	60	52	1
% of Retail Units	100%	87%	2%
% Retailed of Non-New Franchise	22%	25%	0%
Avg. Days to Sale	23.9	24.6	11.0
Avg. Transaction Price	\$ 24,719	\$ 24,392	\$ 22,500
Avg. Transaction to Market %	101%	100%	109%
Avg. Transactional Discount	\$ (464)	\$ (505)	\$ (1,500)
Avg. Front End Gross	\$ 3,168	\$ 3,107	\$ 3,554
Avg. Finance Gross	\$ 2,181	\$ 2,365	\$ 2,060
PUVR	\$ 5,349	\$ 5,471	\$ 5,614
Total Gross (Units & PUVR)	\$ 320,922	\$ 284,515	\$ 5,614
GROI	326%	328%	817%
% with Trade	35%	35%	0%
Avg. Over/Under Allowance	231	193	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
6	1	0	0
10%	2%	0%	0%
0%	0%	#DIV/0!	#DIV/0!
18.8	27.0	#DIV/0!	#DIV/0!
\$ 25,485	\$ 39,346	#DIV/0!	#DIV/0!
108%	92%	#DIV/0!	#DIV/0!
\$ (285)	\$ 1,654	#DIV/0!	#DIV/0!
\$ 3,630	\$ 3,195	#DIV/0!	#DIV/0!
\$ 861	\$ 655	#DIV/0!	#DIV/0!
\$ 4,491	\$ 3,850	#DIV/0!	#DIV/0!
\$ 26,943	\$ 3,850	#DIV/0!	#DIV/0!
337%	130%	#DIV/0!	#DIV/0!
33%	100%	#DIV/0!	#DIV/0!
188	999	#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	60	46	8
% of Retail Units	100%	77%	13%
% Retailed of Non-New Franchise	22%	17%	13%
Avg. Days to Sale	23.9	14.1	38.1
Avg. Transaction Price	\$ 24,719	\$ 23,823	\$ 29,079
Avg. Transaction to Market %	101%	100%	104%
Avg. Transactional Discount	\$ (464)	\$ (494)	\$ (237)
Avg. Front End Gross	\$ 3,168	\$ 3,516	\$ 2,706
Avg. Finance Gross	\$ 2,181	\$ 2,163	\$ 1,409
PUVR	\$ 5,349	\$ 5,679	\$ 4,114
Total Gross (Units & PUVR)	\$ 320,922	\$ 261,255	\$ 32,912
GROI	326%	610%	134%
% with Trade	35%	37%	38%
Avg. Over/Under Allowance	231	226	333



46-60 days	61-90 days	90+ days
3	2	1
5%	3%	2%
100%	0%	100%
54.3	65.0	187.0
\$ 26,982	\$ 24,361	\$ 24,999
100%	104%	91%
\$ (500)	\$ (611)	\$ (499)
\$ 306	\$ 2,061	\$ 1,650
\$ 3,715	\$ 3,982	\$ 954
\$ 4,022	\$ 6,043	\$ 2,604
\$ 12,065	\$ 12,086	\$ 2,604
99%	137%	20%
33%	0%	0%
0	#DIV/0!	#DIV/0!