

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	6240T	2021	Chevrolet	BLAZER	108	Trade on New	Yes	\$ 22,995	\$ 23,117	87%	(\$3,569)	\$0
2	P6180	2019	FORD	EXPLORER	88	Auction/Wholesale	NO	\$ 22,995	\$ 23,995	87%	\$2,261	\$1,145
3	6270T	2022	Chevrolet	SILVERADO	68	Trade on New	Yes	\$ 42,495	\$ 42,000	92%	(\$2,732)	\$2,447
4	6528T	2017	DODGE	JOURNEY	6	Trade on New	NO	\$ 11,592	\$ 11,592	96%	\$2,637	\$1,998
5	P6211	2021	FORD	ESCAPE	53	Auction/Wholesale	NO	\$ 23,495	\$ 23,995	88%	(\$2,566)	\$113
6	P6439	2016	LINCOLN	MKX	27	Auction/Wholesale	NO	\$ 19,995	\$ 19,995	99%	\$1,033	\$2,898
7	LBO	2022	Chevrolet	TRAILBLAZER	0	LBO Customer	NO	N/A	\$ 13,972	N/A	(\$445)	\$0
8	P6526	2019	TESLA	MODEL 3	9	Street/Curb Buy	NO	\$ 27,999	\$ 28,990	96%	\$2,435	\$2,492
9	P6525	2021	HONDA	CIVIC	8	Auction/Wholesale	NO	\$ 23,999	\$ 23,999	97%	\$445	\$2,696
10	6474T	2013	NISSAN	ROGUE	17	Trade on Used	NO	\$ 9,482	\$ 11,576	95%	\$2,660	\$1,120
11	LBO	2021	Chevrolet	TRAX	0	LBO Customer	NO	N/A	\$ 14,773	N/A	(\$445)	\$0
12	6460T	2020	Chevrolet	TRAX	24	Trade on New	Yes	\$ 17,799	\$ 18,799	90%	\$1,031	\$1,065
13	P6517	2013	TOYOTA	TUNDRA	10	Auction/Wholesale	NO	\$ 26,995	\$ 11,000	95%	\$3,445	\$1,183
14	6531T	2020	Chevrolet	TRAX	9	Trade on New	Yes	\$ 17,499	\$ 18,999	93%	\$2,623	\$0
15	P6355	2017	Chevrolet	IMPALA	8	Trade on New	No	\$ 23,697	\$ 22,817	97%	\$1,669	\$0
16	6437T	2018	VOLKSWAGEN	ATLAS	30	Trade on New	No	\$ 21,995	\$ 22,817	93%	\$1,669	\$0
17	6540T	2018	KIA	OPTIMA	7	Trade on New	No	\$ 15,995	\$ 15,995	95%	(\$2,125)	\$1,540
18	P6404	2019	HYUNDAI	ELANTRA	39	Auction/Wholesale	No	\$ 14,865	\$ 17,990	92%	(\$2,210)	\$1,693
19	6476T	2018	Chevrolet	TRAX	8	Trade on Used	No	\$ 14,999	\$ 17,400	98%	\$1,268	\$2,190
20	P6365	2020	HONDA	PILOT	48	Auction/Wholesale	No	\$ 27,801	\$ 35,600	96%	\$1,655	\$1,416
21	6538T	2019	Chevrolet	TAHOE	10	Trade on New	YES	\$ 39,999	\$ 39,999	94%	\$1,403	\$459
22	P6521	2013	VOLVO	S60	15	Street/Curb Buy	No	\$ 8,995	\$ 7,995	99%	\$1,720	(\$622)
23	6570T	2020	Chevrolet	TRAX	3	Trade on New	No	\$ 18,499	\$ 18,499	92%	(\$2,472)	\$2,756
24	P6554	2015	JEEP	GRAND CHEROKE	6	Auction/Wholesale	No	\$ 17,599	\$ 17,995	99%	\$1,480	\$550
25	6482T	2018	GMC	SIERRA	20	Trade on Used	No	\$ 29,999	\$ 30,765	100%	\$4,905	\$2,881
26	LOCATE	2012	Chevrolet	SILVERADO	0	Street/Curb Buy	No	N/A	\$ 15,500	N/A	(\$445)	\$1,104
27	6462T	2018	Chevrolet	SILVERADO	30	Trade on New	No	\$ 34,000	\$ 33,000	89%	(\$1,801)	\$5,286

28	6536T	2020	Chevrolet	EQUINOX	13	Trade on New	Yes	\$	19,935	\$	20,859	90%	\$2,198	\$0
29	P6553	2014	RAM	1500	8	Auction/Wholesale	No	\$	23,999	\$	27,499	99%	(\$962)	\$2,300
30	P6181	2019	FORD	F 150	91	Auction/Wholesale	NO	\$	27,299	\$	27,299	81%	(\$2,244)	\$1,064
31	P6480	2007	MINI	COOPER	5	Street/Curb Buy	NO	\$	5,599	\$	5,599	98%	\$887	\$1,225
32	P6502	2016	Chevrolet	TRAX	15	Auction/Wholesale	No	\$	12,995	\$	13,695	95%	(\$1,435)	\$833
33	P6353	2016	Chevrolet	SILVERADO	52	Auction/Wholesale	NO	\$	28,714	\$	29,922	90%	(\$2,312)	\$9,391
34	6237T	2015	Chevrolet	TAHOE	48	Trade on New	No	\$	21,152	\$	22,493	89%	(\$2,398)	\$3,530
35	P6319	2021	HYUNDAI	KONA	66	Auction/Wholesale	No	\$	17,266	\$	20,225	92%	\$1,590	\$634
36	P6481	2017	SUBARU	WRX	26	Auction/Wholesale	No	\$	19,207	\$	19,207	91%	\$659	\$1,937
37	6535T	2017	HONDA	CIVIC	16	Trade on Used	No	\$	12,799	\$	12,779	92%	\$1,395	\$634
38	P6049	2014	GMC	SIERRA	102	Street/Curb Buy	No	\$	18,799	\$	18,799	78%	(\$1,097)	\$1,505
39	P6564	2019	Chevrolet	SILVERADO	9	Auction/Wholesale	No	\$	37,599	\$	42,995	99%	\$9,145	\$2,733
40	P6273	2018	Chevrolet	IMPALA	75	Auction/Wholesale	No	\$	15,399	\$	15,999	86%	(\$657)	\$2,845
41	6569T	2014	AUDI	Q7	8	Trade on Used	No	\$	19,999	\$	19,999	96%	\$2,649	\$4,946
42	P6561	2016	Chevrolet	SILVERADO	6	Street/Curb Buy	No	\$	23,299	\$	25,990	97%	\$4,346	\$3,142
43	6188T	2012	FORD	F 350	106	Trade on Used	No	\$	18,499	\$	24,990	85%	(\$7,164)	\$475
44	P6558	2022	TOYOTA	4RUNNER	12	Auction/Wholesale	No	\$	35,499	\$	35,990	97%	\$3,770	\$2,101
45	6557T	2019	Chevrolet	SILVERADO	12	Trade on New	Yes	\$	37,942	\$	39,999	98%	\$3,210	\$5,198
46	6435T	2023	NISSAN	ARMADA	43	Trade on New	No	\$	63,325	\$	63,999	95%	\$3,150	\$3,658
47	P6210	2023	Chevrolet	CORVETTE	98	Auction/Wholesale	No	\$	94,495	\$	94,999	96%	(\$6,949)	\$8,658
48	P6523	2020	Chevrolet	3500HD	24	Auction/Wholesale	Yes	\$	56,495	\$	56,495	95%	\$3,617	\$2,150
49	P6550	2015	JEEP	WRANGLER	11	Auction/Wholesale	No	\$	27,685	\$	27,685	98%	(\$931)	\$250
50	P6296	2018	Chevrolet	COLORADO	78	Auction/Wholesale	No	\$	28,453	\$	27,000	92%	(\$3,402)	\$0
51	6369T	2018	KIA	NIRO	65	Trade on New	NO	\$	11,995	\$	10,965	82%	(\$3,450)	\$0
52	6376T	2020	KIA	SOUL	61	Trade on New	NO	\$	16,895	\$	17,990	92%	\$1,321	\$0
53	6532T	2016	Chevrolet	CRUZE	24	Trade on Used	NO	\$	12,955	\$	13,990	100%	(\$1,185)	\$1,683

Scoreboard Totals

% Retailed of Non-Franchise Make	63%
Total # Retail Units	200
Avg. Days to Sale	30.1
Avg. Advertised Price (Time of Sale)	\$ 22,353
Avg. Transaction Price	\$ 22,741
Avg. Market Price at 100%	\$ 24,147
Avg. Price to Market % (Time of Sale)	93%
Avg. Transaction to Market	94%
Avg. Transactional Discount	#VALUE!
Avg. Front-End Gross	\$ 351
Avg. Finance Gross	\$ 1,790
PUVR	\$ 2,141
Total Gross (Units & PUVR)	\$ 428,171
GROI	113%
% with Trade	32%
Avg. Over/Under Allowance	\$241



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	63%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	30.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,353	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,741	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,147	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 351	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,790	#DIV/0!	#DIV/0!
PUVR	\$ 2,141	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 428,171	#DIV/0!	#DIV/0!
GROI	113%	#DIV/0!	#DIV/0!
% with Trade	32%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	241	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	63%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	30.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,353	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,741	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,147	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 351	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,790	#DIV/0!	#DIV/0!
PUVR	\$ 2,141	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 428,171	#DIV/0!	#DIV/0!
GROI	113%	#DIV/0!	#DIV/0!
% with Trade	32%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	241	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	63%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	30.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,353	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,741	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,147	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 351	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,790	#DIV/0!	#DIV/0!
PUVR	\$ 2,141	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 428,171	#DIV/0!	#DIV/0!
GROI	113%	#DIV/0!	#DIV/0!
% with Trade	32%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	241	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	28	172
Avg. Days to Sale	30.1	30.6	30.0
Avg. Advertised Price (Time of Sale)	\$ 22,353	\$ 30,258	\$ 21,415
Avg. Transaction Price	\$ 22,741	\$ 30,887	\$ 21,415
Avg. Market Price at 100%	\$ 24,147	\$ 32,310	#VALUE!
Avg. Price to Market % (Time of Sale)	93%	94%	#VALUE!
Avg. Transaction to Market	94%	96%	#VALUE!
Avg. Transactional Discount	#VALUE!	\$ (629)	#VALUE!
Avg. Front-End Gross	\$ 351	\$ 733	\$ 289
Avg. Finance Gross	\$ 1,790	\$ 1,843	\$ 1,781
PUVR	\$ 2,141	\$ 2,575	\$ 2,070
Total Gross (Units & PUVR)	\$ 428,171	\$ 72,108	\$ 356,063
GROI	113%	98%	116%
% with Trade	32%	29%	32%
Avg. Over/Under Allowance	241	110	260



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	74	125
Avg. Days to Sale	30.1	29.5	30.4
Avg. Advertised Price (Time of Sale)	\$ 22,353	\$ 26,511	\$ 20,583
Avg. Transaction Price	\$ 22,741	\$ 26,403	\$ 20,583
Avg. Market Price at 100%	\$ 24,147	#VALUE!	\$ 21,711
Avg. Price to Market % (Time of Sale)	93%	#VALUE!	95%
Avg. Transaction to Market	94%	#VALUE!	95%
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ (452)
Avg. Front-End Gross	\$ 351	\$ 163	\$ 452
Avg. Finance Gross	\$ 1,790	\$ 2,013	\$ 1,663
PUVR	\$ 2,141	\$ 2,176	\$ 2,115
Total Gross (Units & PUVR)	\$ 428,171	\$ 161,042	\$ 264,411
GROI	113%	101%	122%
% with Trade	32%	27%	34%
Avg. Over/Under Allowance	241	-103	406



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	51	41
% of Retail Units	100%	26%	21%
% Retailed of Non-New Franchise	63%	39%	78%
Avg. Days to Sale	30.1	30.5	23.9
Avg. Transaction Price	\$ 22,741	\$ 28,045	\$ 17,476
Avg. Transaction to Market %	94%	96%	#VALUE!
Avg. Transactional Discount	#VALUE!	\$ (622)	\$ (563)
Avg. Front End Gross	\$ 351	\$ 521	\$ 1,272
Avg. Finance Gross	\$ 1,790	\$ 2,270	\$ 1,123
PUVR	\$ 2,141	\$ 2,791	\$ 2,395
Total Gross (Units & PUVR)	\$ 428,171	\$ 142,347	\$ 98,191
GROI	113%	118%	207%
% with Trade	32%	41%	20%
Avg. Over/Under Allowance	241	271	719



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
22	78	2	6
11%	39%	1%	3%
64%	76%	0%	0%
18.4	38.6	39.0	0.0
\$ 18,180	\$ 23,449	\$ 31,490	\$ 18,240
#VALUE!	96%	104%	#VALUE!
#VALUE!	\$ (657)	\$ (2,249)	#VALUE!
\$ 1,131	\$ (323)	\$ (2,838)	\$ (430)
\$ 1,289	\$ 2,020	\$ 2,816	\$ 776
\$ 2,419	\$ 1,697	\$ (23)	\$ 346
\$ 53,225	\$ 132,375	\$ (45)	\$ 2,078
260%	68%	-1%	#DIV/0!
32%	35%	0%	0%
-440	278	#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	200	121	25
% of Retail Units	100%	61%	13%
% Retailed of Non-New Franchise	63%	64%	80%
Avg. Days to Sale	30.1	14.5	39.4
Avg. Transaction Price	\$ 22,741	\$ 21,192	\$ 25,098
Avg. Transaction to Market %	94%	#VALUE!	94%
Avg. Transactional Discount	#VALUE!	\$ (255)	\$ (1,297)
Avg. Front End Gross	\$ 351	\$ 1,385	\$ (238)
Avg. Finance Gross	\$ 1,790	\$ 1,884	\$ 1,692
PUVR	\$ 2,141	\$ 3,269	\$ 1,454
Total Gross (Units & PUVR)	\$ 428,171	\$ 395,531	\$ 36,344
GROI	113%	384%	53%
% with Trade	32%	33%	28%
Avg. Over/Under Allowance	241	264	597



46-60 days	61-90 days	90+ days
17	20	9
9%	10%	5%
53%	60%	67%
49.1	66.1	121.7
\$ 25,667	\$ 17,981	\$ 46,025
94%	#VALUE!	94%
\$ (1,290)	\$ (881)	\$ (698)
\$ (1,460)	\$ (745)	\$ (5,583)
\$ 2,315	\$ 1,044	\$ 2,286
\$ 855	\$ 299	\$ (3,297)
\$ 14,532	\$ 5,984	\$ (29,675)
24%	9%	-21%
35%	30%	44%
-1,167	1,197	-175