

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	PC813811	2023	NISSAN	ROGUE	11	Loaner	YES	\$ 25,995	\$ 25,398	91%	(\$2,434)	\$0
2	NL183713	2022	Chevrolet	Equinox	30	Auction/Wholesale	NO	\$ 20,995	\$ 22,040	91%	(\$570)	\$1,747
3	KW521611	2019	NISSAN	ROGUE	23	Trade on New	YES	\$ 16,995	\$ 18,490	86%	\$2,115	\$4,416
4	MC769123	2021	NISSAN	ROGUE	4	Auction/Wholesale	NO	\$ 22,995	\$ 23,495	101%	(\$1,288)	\$2,777
5	L1559544	2020	VOLVO	XC60	12	Auction/Wholesale	NO	\$ 27,995	\$ 31,300	N/A	\$720	\$509
6	MW306143	2021	NISSAN	ROGUE	9	Auction/Wholesale	NO	\$ 17,995	\$ 19,826	95%	(\$2,125)	\$1,311
7	KY249390	2019	NISSAN	SENTRA	9	Trade on New	NO	\$ 9,995	\$ 10,700	87%	\$2,832	\$1,416
8	NG144160	2022	KIA	K5	11	Trade on New	NO	\$ 20,455	\$ 20,480	101%	(\$1,380)	\$3,664
9	LY261622	2020	NISSAN	SENTRA	12	Trade on New	NO	\$ 16,995	\$ 17,495	88%	(\$812)	\$1,333
10	LB328022	2020	Chevrolet	TRAX	7	Auction/Wholesale	NO	\$ 14,995	\$ 16,000	88%	(\$1,661)	\$3,727
11	LF716133	2020	MERCEDES-BENZ	GLC 300	25	Auction/Wholesale	NO	\$ 39,995	\$ 38,995	95%	\$187	\$2,543
12	M7776821	2021	KIA	SOUL	20	Auction/Wholesale	NO	\$ 15,995	\$ 15,995	96%	(\$2,099)	\$467
13	J1022323	2018	AUDI	A3	13	Auction/Wholesale	NO	\$ 23,995	\$ 24,993	N/A	\$496	\$2,598
14	LC239216	2020	NISSAN	ALTIMA	14	Trade on New	YES	\$ 16,823	\$ 15,995	90%	\$2,927	\$2,832
15	KA009407	2019	HONDA	ACCORD	21	Auction/Wholesale	NO	\$ 24,995	\$ 28,599	95%	\$1,905	\$4,030
16	LF107778	2020	Chevrolet	MALIBU	50	Auction/Wholesale	NO	\$ 17,298	\$ 18,495	94%	(\$846)	\$1,898
17	DD197344	2013	JEEP	COMPASS	17	Trade on New	NO	\$ 9,959	\$ 9,959	81%	\$1,008	\$99
18	NA2453548	2022	HYUNDAI	SONATA	21	Auction/Wholesale	NO	\$ 21,995	\$ 24,990	94%	\$219	\$2,050
19	HC887453	2017	NISSAN	ROGUE	24	Trade on New	NO	\$ 14,995	\$ 15,495	90%	(\$1,268)	\$1,748
20	JF184794	2018	Chevrolet	MALIBU	17	Trade on New	NO	\$ 11,995	\$ 10,495	92%	(\$26)	\$338
21	MN375690	2021	NISSAN	ALTIMA	5	Trade on New	YES		\$ 19,600	N/A	(\$220)	\$0
22	KF194776	2019	CADILLAC	XT4	19	Auction/Wholesale	NO	\$ 22,895	\$ 21,660	98%	\$504	\$4,446
23	KN137854	2019	NISSAN	MURANO	14	Auction/Wholesale	YES	\$ 22,764	\$ 22,927	103%	\$458	\$4,911
24	MU541291	2021	TOYOTA	CAMRY	16	Auction/Wholesale	NO	\$ 16,995	\$ 17,700	87%	\$309	\$100
25	PL551994	2023	NISSAN	KICKS	18	Loaner	YES	\$ 23,995	\$ 23,995	97%	(\$1,287)	\$968
26	MH106493	2021	HYUNDAI	SONATA	14	Auction/Wholesale	NO	\$ 18,995	\$ 17,620	92%	(\$1,626)	\$1,120
27	KZ182465	2019	GMC	ACADIA	15	Auction/Wholesale	NO	\$ 16,995	\$ 17,476	85%	\$268	\$16
28	NH145509	2022	CHRYSLER	300 S	16	Auction/Wholesale	NO	\$ 28,995	\$ 31,300	97%	(\$115)	\$1,435
29	NW345445	2022	NISSAN	ROGUE	9	Trade on New	YES	\$ 18,995	\$ 20,911	99%	(\$1,537)	\$3,686
30	KW621123	2019	NISSAN	ROGUE	17	Trade on New	YES	\$ 16,995	\$ 17,990	86%	\$1,297	\$3,284

31	P0111532	2023	CADILLAC	CT5	10	Auction/Wholesale	NO	\$	38,995	\$	39,995	92%	(\$1,630)	\$3,299
32	NC205104	2022	NISSAN	PATHFINDER	50	Trade on New	YES	\$	37,895	\$	42,884	96%	\$4,931	\$2,875
33	NF150132	2022	Chevrolet	MALIBU	17	Auction/Wholesale	NO	\$	18,995	\$	21,995	92%	\$1,034	\$2,283
34	KUA33051	2019	FORD	ESCAPE	20	Auction/Wholesale	NO	\$	16,995	\$	17,995	90%	(\$956)	\$1,858
35	JC403189	2018	NISSAN	MAXIMA	30	Trade on New	NO	\$	21,995	\$	17,733	97%	(\$2,834)	\$3,332
36	NH205864	2022	DODGE	CHALLENGER	10	Auction/Wholesale	NO	\$	27,995	\$	35,831	89%	\$5,906	\$1,880
37	LF108871	2020	CADILLAC	XT4	24	Auction/Wholesale	NO	\$	29,459	\$	33,598	98%	(\$3,364)	\$8,091
38	LU481019	2020	HYUNDAI	KONA	10	Auction/Wholesale	NO	\$	14,995	\$	14,995	94%	(\$1,634)	\$1,338
39	MN315690	2021	NISSAN	ALTIMA	20	Trade on New	YES	\$	19,995	\$	21,516	95%	(\$458)	\$2,510
40	KH556027	2019	CHRYSLER	300	8	Auction/Wholesale	NO	\$	19,995	\$	25,692	88%	(\$328)	\$2,718
41	LX263437	2020	TOYOTA	TUNDRA	3	Trade on New	NO	\$	34,700	\$	37,763	98%	\$2,619	\$2,598
42	MR416964	2021	Chevrolet	SUBURBAN	52	Auction/Wholesale	NO	\$	45,995	\$	51,743	94%	\$127	\$1,083
43	MM040088	2021	Volkswagen	TIGUAN	10	Auction/Wholesale	NO	\$	22,787	\$	24,000	95%	\$2,112	\$3,562
44	NF121513	2022	Chevrolet	MALIBU	18	Auction/Wholesale	NO	\$	19,990	\$	17,916	99%	(\$2,323)	\$2,613
45	ML520246	2021	NISSAN	KICKS	34	Trade on New	YES	\$	15,995	\$	16,000	93%	(\$2,867)	\$1,954
46	KU822995	2019	TOYOTA	CAMRY	13	Auction/Wholesale	NO	\$	25,995	\$	26,754	96%	\$2,113	\$967
47	PN602801	2023	NISSAN	FRONTIER	69	Auction/Wholesale	YES	\$	31,995	\$	40,308	97%	(\$4,094)	\$4,438
48	MC733986	2021	NISSAN	ROGUE	11	Auction/Wholesale	YES	\$	21,995	\$	23,495	97%	(\$2,762)	\$3,050
49	HO162647	2017	CADILLAC	ATS	13	Trade on New	NO	\$	16,995	\$	16,900	103%	(\$74)	\$539
50	N9161112	2022	NISSAN	ARMADA	41	Trade on New	YES	\$	37,990	\$	39,862	95%	(\$543)	\$5,800
51	MN420186	2021	NISSAN	ALTIMA	39	Trade on New	YES	\$	19,995	\$	21,995	97%	(\$540)	\$3,035
52	NF143178	2022	Chevrolet	MALIBU	13	Auction/Wholesale	NO	\$	23,995	\$	26,924	106%	\$1,434	\$1,628
53	H7530840	2017	ALFA ROMEO	GIULIA	8	Auction/Wholesale	NO	\$	21,393	\$	22,051	101%	\$2,981	\$2,442

Scoreboard Totals

% Retailed of Non-Franchise Make	0%
Total # Retail Units	82
Avg. Days to Sale	23.4
Avg. Advertised Price (Time of Sale)	\$ 23,673
Avg. Transaction Price	\$ 25,094
Avg. Market Price at 100%	\$ 24,849
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ (1,710)
Avg. Front-End Gross	\$ (246)
Avg. Finance Gross	\$ 2,396
PUVR	\$ 2,151
Total Gross (Units & PUVR)	\$ 176,353
GROI	132%
% with Trade	30%
Avg. Over/Under Allowance	(\$875)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	82	0	0
Avg. Days to Sale	23.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,673	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,094	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,849	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,710)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (246)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,396	#DIV/0!	#DIV/0!
PUVR	\$ 2,151	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 176,353	#DIV/0!	#DIV/0!
GROI	132%	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-875	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	82	0	0
Avg. Days to Sale	23.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,673	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,094	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,849	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,710)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (246)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,396	#DIV/0!	#DIV/0!
PUVR	\$ 2,151	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 176,353	#DIV/0!	#DIV/0!
GROI	132%	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-875	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	82	0	0
Avg. Days to Sale	23.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,673	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,094	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,849	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,710)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (246)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,396	#DIV/0!	#DIV/0!
PUVR	\$ 2,151	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 176,353	#DIV/0!	#DIV/0!
GROI	132%	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-875	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	82	28	54
Avg. Days to Sale	23.4	28.4	20.8
Avg. Advertised Price (Time of Sale)	\$ 23,673	\$ 24,465	\$ 24,782
Avg. Transaction Price	\$ 25,094	\$ 25,696	\$ 24,782
Avg. Market Price at 100%	\$ 24,849	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	95%	#VALUE!	#VALUE!
Avg. Transaction to Market	101%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ (1,710)	\$ (2,105)	\$ (1,505)
Avg. Front-End Gross	\$ (246)	\$ (515)	\$ (106)
Avg. Finance Gross	\$ 2,396	\$ 2,890	\$ 2,140
PUVR	\$ 2,151	\$ 2,376	\$ 2,034
Total Gross (Units & PUVR)	\$ 176,353	\$ 66,515	\$ 109,838
GROI	132%	117%	142%
% with Trade	30%	39%	26%
Avg. Over/Under Allowance	-875	-1,353	-649



Scoreboard			
Same Brand as New	Totals	Yes	No
Total # Retail Units	82	0	0
Avg. Days to Sale	23.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,673	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,094	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,849	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,710)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (246)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,396	#DIV/0!	#DIV/0!
PUVR	\$ 2,151	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 176,353	#DIV/0!	#DIV/0!
GROI	132%	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-875	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	82	36	0
% of Retail Units	100%	44%	0%
% Retailed of Non-New Franchise	0%	0%	#DIV/0!
Avg. Days to Sale	23.4	26.1	#DIV/0!
Avg. Transaction Price	\$ 25,094	\$ 22,128	#DIV/0!
Avg. Transaction to Market %	101%	#VALUE!	#DIV/0!
Avg. Transactional Discount	\$ (1,710)	\$ (1,826)	#DIV/0!
Avg. Front End Gross	\$ (246)	\$ (24)	#DIV/0!
Avg. Finance Gross	\$ 2,396	\$ 2,159	#DIV/0!
PUVR	\$ 2,151	\$ 2,136	#DIV/0!
Total Gross (Units & PUVR)	\$ 176,353	\$ 76,878	#DIV/0!
GROI	132%	133%	#DIV/0!
% with Trade	30%	36%	#DIV/0!
Avg. Over/Under Allowance	-875	-311	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	43	3	0
0%	52%	4%	0%
#DIV/0!	0%	0%	#DIV/0!
#DIV/0!	21.9	12.3	#DIV/0!
#DIV/0!	\$ 27,293	\$ 29,190	#DIV/0!
#DIV/0!	#VALUE!	97%	#DIV/0!
#DIV/0!	\$ (1,672)	\$ (860)	#DIV/0!
#DIV/0!	\$ (214)	\$ (3,362)	#DIV/0!
#DIV/0!	\$ 2,562	\$ 2,865	#DIV/0!
#DIV/0!	\$ 2,348	\$ (497)	#DIV/0!
#DIV/0!	\$ 100,965	\$ (1,490)	#DIV/0!
#DIV/0!	142%	-50%	#DIV/0!
#DIV/0!	26%	33%	#DIV/0!
#DIV/0!	-1,041	-3,300	#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	82	64	7
% of Retail Units	100%	78%	9%
% Retailed of Non-New Franchise	0%	0%	0%
Avg. Days to Sale	23.4	14.4	37.6
Avg. Transaction Price	\$ 25,094	\$ 22,758	\$ 25,263
Avg. Transaction to Market %	101%	#VALUE!	102%
Avg. Transactional Discount	\$ (1,710)	\$ (1,724)	\$ (857)
Avg. Front End Gross	\$ (246)	\$ 140	\$ (873)
Avg. Finance Gross	\$ 2,396	\$ 2,284	\$ 3,868
PUVR	\$ 2,151	\$ 2,424	\$ 2,995
Total Gross (Units & PUVR)	\$ 176,353	\$ 155,143	\$ 20,965
GROI	132%	267%	114%
% with Trade	30%	28%	29%
Avg. Over/Under Allowance	-875	-784	-1,000



46-60 days	61-90 days	90+ days
4	6	1
5%	7%	1%
0%	0%	0%
51.5	72.8	93.0
\$ 41,691	\$ 34,616	\$ 49,900
100%	102%	88%
\$ (2,424)	\$ (2,358)	\$ -
\$ (410)	\$ (3,094)	\$ (2,770)
\$ 2,180	\$ 2,023	\$ 2,353
\$ 1,771	\$ (1,070)	\$ (417)
\$ 7,083	\$ (6,421)	\$ (417)
30%	-15%	-3%
50%	33%	100%
-500	-4,000	125