

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	2C0915A	2017	Honda	Ridgeline	17	Trade on New	Yes	\$ 27,600	\$ 27,600	103%	\$3,077	\$1,459
2	2C0878A	2006	Toyota	4runner	34	Trade on New	No	\$ 12,900	\$ 12,900	121%	\$7,394	\$323
3	2C0871A	2021	Honda	Pilot	44	Trade on New	Yes	\$ 33,500	\$ 33,500	96%	(\$80)	\$0
4	2D0134A	2021	Honda	HR-V	17	Trade on New	Yes	\$ 24,900	\$ 24,900	103%	\$1,607	\$1,159
5	2C0890A	2021	Honda	Passport	22	Trade on New	Yes	\$ 34,000	\$ 34,000	109%	\$3,829	\$3,717
6	2C0896A	2021	Honda	Pilot	36	Trade on New	Yes	\$ 37,600	\$ 37,600	101%	\$3,530	\$0
7	T403113	2020	Honda	Accord	32	Street/Curb Buy	Yes	\$ 24,150	\$ 24,150	98%	\$270	\$4,233
8	2D0137A	2020	Honda	HR-V	18	Trade on New	Yes	\$ 27,900	\$ 27,900	104%	\$3,343	\$1,578
9	2C0883A	2020	Honda	Pilot	20	Trade on New	No	\$ 37,900	\$ 37,900	105%	\$4,282	\$174
10	T403120	2011	Honda	CR-V	21	Street/Curb Buy	No	\$ 15,900	\$ 15,900	111%	\$3,343	\$0
11	2C0874A	2018	Honda	Pilot	56	Trade on New	No	\$ 23,750	\$ 23,750	98%	\$3,077	\$0
12	2D0136A	2020	Honda	HR-V	20	Trade on New	Yes	\$ 26,900	\$ 26,900	101%	\$3,009	\$183
13	2C0923A	2013	Honda	CR-V	19	Trade on New	Yes	\$ 17,500	\$ 17,500	104%	\$3,192	\$558
14	T403122	2013	Honda	Civic	15	Street/Curb Buy	Yes	\$ 14,000	\$ 14,000	107%	\$4,483	\$61
15	T403107	2018	Cadillac	Escalade	51	Street/Curb Buy	No	\$ 45,750	\$ 45,750	95%	\$948	\$2,698
16	2D0197A	2012	Toyota	RAV4	14	Trade on New	No	\$ 14,950	\$ 14,950	114%	\$3,735	\$247
17	2C0023A	2018	Honda	CR-V	18	Trade on New	Yes	\$ 27,250	\$ 27,250	99%	\$733	\$1,036
18	2C0892A	2022	Jeep	Grand Cherokee	58	Trade on New	No	\$ 48,400	\$ 48,400	100%	\$1,115	\$0
19	2D0163A	2020	Honda	Civic	21	Trade on New	Yes	\$ 23,250	\$ 23,250	100%	\$2,844	\$2,711
20	C401027	2022	Honda	Passport	8	Street/Curb Buy	No	\$ 36,730	\$ 36,730	97%	\$4,321	\$3,139
21	2C0882A	2018	Ram	2500	47	Trade on New	No	\$ 47,500	\$ 47,500	104%	\$3,374	\$3,210
22	2C0762A	2013	Volvo	XC60	63	Trade on New	No	\$ 12,900	\$ 12,900	101%	\$1,628	\$120
23	2D0121A	2018	Honda	CR-V	45	Trade on New	Yes	\$ 21,600	\$ 23,572	96%	(\$2,178)	\$1,374
24	T403119	2020	Honda	Civic	38	Street/Curb Buy	Yes	\$ 24,900	\$ 24,900	101%	\$2,716	\$5,804
25	T403130	2015	Subaru	Outback	10	Street/Curb Buy	No	\$ 19,900	\$ 19,900	100%	\$1,576	\$0
26	2D0133A	2020	Honda	Civic	32	Trade on New	Yes	\$ 20,500	\$ 20,500	99%	\$654	\$0
27	2C0911A	2022	Toyota	4Runner	26	Trade on New	No	\$ 42,750	\$ 42,750	97%	\$3,246	\$2,974

28	2D0131A	2020	Honda	HR-V	11	Trade on New	Yes	\$	22,900	\$	22,900	99%	\$1,885	\$2,764
29	2D0230A	2018	Honda	Civic	20	Trade on New	No	\$	15,950	\$	15,950	86%	\$600	\$0
30	T403128	2017	Lexus	IS300	17	Street/Curb Buy	No	\$	29,250	\$	29,250	102%	\$4,907	\$3,435
31	2C0817A	2014	Mazda	Mazda6	88	Trade on New	No	\$	11,900	\$	11,900	91%	\$3,903	\$0
32	T403118	2015	Mercedes-Benz	c300	41	Street/Curb Buy	No	\$	16,900	\$	16,900	99%	\$506	\$2,006
33	2D0150A	2020	Nissan	Rogue	47	Trade on New	No	\$	23,900	\$	23,900	94%	\$296	\$0
34	2D0096A	2023	Jeep	Grand Cherokee	65	Trade on New	No	\$	44,500	\$	44,500	92%	(\$1,595)	\$0
35	2D0143A	2020	Honda	CR-V	31	Trade on New	Yes	\$	29,500	\$	29,500	104%	\$3,379	\$0
36	2D0187A	2014	Honda	Civic	31	Trade on New	No	\$	13,500	\$	13,500	98%	\$1,391	\$647
37	T403114	2018	Toyota	4Runner	55	Street/Curb Buy	No	\$	30,900	\$	30,900	101%	\$4,318	\$1,464
38	C401024	2022	Honda	Accord	43	Street/Curb Buy	Yes	\$	31,000	\$	31,000	101%	\$4,146	\$1,431
39	2D0285A	2013	Honda	Civic	11	Trade on New	No	\$	12,500	\$	12,500	94%	\$3,500	\$0
40	2D0107A	2020	Honda	CR-V	49	Trade on New	Yes	\$	24,900	\$	24,900	95%	\$518	\$278
41	2D0243A	2016	Honda	Civic	18	Trade on New	No	\$	15,700	\$	15,700	87%	\$1,221	\$189
42	2D0250A	2015	Nissan	Altima	20	Trade on New	No	\$	12,950	\$	12,950	100%	\$1,231	\$0
43	2C0925A	2017	GMC	Sierra 1500	38	Trade on New	No	\$	29,995	\$	29,995	101%	\$5,553	\$3,338
44	2C0901A	2020	Honda	Civic	41	Trade on New	Yes	\$	22,900	\$	22,900	101%	\$1,657	\$0
45	2C0022A	2023	Lexus	GX460	43	Trade on New	No	\$	58,900	\$	58,900	99%	\$2,925	\$5,954
46	2C0809C	2018	Subaru	Crosstrek	41	Trade on Used	No	\$	19,900	\$	19,900	98%	\$4,366	\$0
47	T403126	2011	Toyota	RAV4	31	Street/Curb Buy	No	\$	13,900	\$	13,900	110%	\$1,255	\$0
48	2D0119A	2020	Honda	CR-V	60	Trade on New	Yes	\$	26,900	\$	26,900	96%	\$1,873	\$2,592
49	T403135	2018	Mazda	CX5	11	Street/Curb Buy	No	\$	23,900	\$	23,900	99%	\$2,496	\$3,194
50	C401025A	2015	Mazda	Mazda3	38	Trade on Used	No	\$	10,350	\$	10,350	96%	\$3,371	\$0
51	2D0286A	2017	Honda	Accord	18	Trade on New	No	\$	21,200	\$	21,200	101%	\$1,223	\$2,755
52	2C0904A	2023	Honda	Passport	37	Trade on New	Yes	\$	40,900	\$	40,900	99%	\$800	\$4,266
53	2D0161A	2019	Honda	Fit	36	Trade on New	Yes	\$	18,900	\$	18,900	101%	\$2,160	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	40%
Total # Retail Units	70
Avg. Days to Sale	33.0
Avg. Advertised Price (Time of Sale)	\$ 25,200
Avg. Transaction Price	\$ 25,228
Avg. Market Price at 100%	\$ 25,210
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ (28)
Avg. Front-End Gross	\$ 2,261
Avg. Finance Gross	\$ 1,323
PUVR	\$ 3,583
Total Gross (Units & PUVR)	\$ 250,833
GROI	155%
% with Trade	21%
Avg. Over/Under Allowance	\$0



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	40%	#DIV/0!	#DIV/0!
Total # Retail Units	70	0	0
Avg. Days to Sale	33.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,200	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,228	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,210	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (28)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,261	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,323	#DIV/0!	#DIV/0!
PUVR	\$ 3,583	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 250,833	#DIV/0!	#DIV/0!
GROI	155%	#DIV/0!	#DIV/0!
% with Trade	21%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	40%	#DIV/0!	#DIV/0!
Total # Retail Units	70	0	0
Avg. Days to Sale	33.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,200	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,228	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,210	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (28)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,261	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,323	#DIV/0!	#DIV/0!
PUVR	\$ 3,583	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 250,833	#DIV/0!	#DIV/0!
GROI	155%	#DIV/0!	#DIV/0!
% with Trade	21%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	40%	#DIV/0!	#DIV/0!
Total # Retail Units	70	0	0
Avg. Days to Sale	33.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,200	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,228	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,210	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (28)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,261	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,323	#DIV/0!	#DIV/0!
PUVR	\$ 3,583	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 250,833	#DIV/0!	#DIV/0!
GROI	155%	#DIV/0!	#DIV/0!
% with Trade	21%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	70	29	41
Avg. Days to Sale	33.0	30.3	35.0
Avg. Advertised Price (Time of Sale)	\$ 25,200	\$ 26,221	\$ 24,477
Avg. Transaction Price	\$ 25,228	\$ 26,289	\$ 24,477
Avg. Market Price at 100%	\$ 25,210	\$ 26,229	\$ 24,736
Avg. Price to Market % (Time of Sale)	100%	100%	99%
Avg. Transaction to Market	100%	100%	99%
Avg. Transactional Discount	\$ (28)	\$ (68)	\$ -
Avg. Front-End Gross	\$ 2,261	\$ 1,771	\$ 2,607
Avg. Finance Gross	\$ 1,323	\$ 1,589	\$ 1,135
PUVR	\$ 3,583	\$ 3,360	\$ 3,741
Total Gross (Units & PUVR)	\$ 250,833	\$ 97,432	\$ 153,401
GROI	155%	152%	157%
% with Trade	21%	41%	7%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	70	42	28
Avg. Days to Sale	33.0	28.9	39.2
Avg. Advertised Price (Time of Sale)	\$ 25,200	\$ 24,372	\$ 26,441
Avg. Transaction Price	\$ 25,228	\$ 24,419	\$ 26,441
Avg. Market Price at 100%	\$ 25,210	\$ 24,423	\$ 26,751
Avg. Price to Market % (Time of Sale)	100%	100%	99%
Avg. Transaction to Market	100%	100%	99%
Avg. Transactional Discount	\$ (28)	\$ (47)	\$ -
Avg. Front-End Gross	\$ 2,261	\$ 2,138	\$ 2,444
Avg. Finance Gross	\$ 1,323	\$ 1,275	\$ 1,395
PUVR	\$ 3,583	\$ 3,413	\$ 3,839
Total Gross (Units & PUVR)	\$ 250,833	\$ 143,335	\$ 107,498
GROI	155%	174%	133%
% with Trade	21%	29%	11%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	70	46	4
% of Retail Units	100%	66%	6%
% Retailed of Non-New Franchise	40%	35%	100%
Avg. Days to Sale	33.0	34.0	51.3
Avg. Transaction Price	\$ 25,228	\$ 25,874	\$ 20,988
Avg. Transaction to Market %	100%	100%	96%
Avg. Transactional Discount	\$ (28)	\$ (43)	\$ -
Avg. Front End Gross	\$ 2,261	\$ 2,250	\$ 2,826
Avg. Finance Gross	\$ 1,323	\$ 1,152	\$ 889
PUVR	\$ 3,583	\$ 3,402	\$ 3,716
Total Gross (Units & PUVR)	\$ 250,833	\$ 156,470	\$ 14,862
GROI	155%	139%	124%
% with Trade	21%	24%	25%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
20	0	0	0
29%	0%	0%	0%
40%	#DIV/0!	#DIV/0!	#DIV/0!
27.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,589	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,173	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,803	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,975	#DIV/0!	#DIV/0!	#DIV/0!
\$ 79,501	#DIV/0!	#DIV/0!	#DIV/0!
214%	#DIV/0!	#DIV/0!	#DIV/0!
15%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#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	70	30	25
% of Retail Units	100%	43%	36%
% Retailed of Non-New Franchise	40%	30%	36%
Avg. Days to Sale	33.0	16.8	37.1
Avg. Transaction Price	\$ 25,228	\$ 23,131	\$ 25,175
Avg. Transaction to Market %	100%	101%	101%
Avg. Transactional Discount	\$ (28)	\$ -	\$ (79)
Avg. Front End Gross	\$ 2,261	\$ 2,548	\$ 2,191
Avg. Finance Gross	\$ 1,323	\$ 1,260	\$ 1,612
PUVR	\$ 3,583	\$ 3,808	\$ 3,804
Total Gross (Units & PUVR)	\$ 250,833	\$ 114,237	\$ 95,089
GROI	155%	352%	147%
% with Trade	21%	13%	32%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
10	5	0
14%	7%	0%
60%	80%	#DIV/0!
51.8	72.4	#DIV/0!
\$ 31,065	\$ 26,400	#DIV/0!
97%	94%	#DIV/0!
\$ -	\$ -	#DIV/0!
\$ 1,573	\$ 2,259	#DIV/0!
\$ 1,024	\$ 848	#DIV/0!
\$ 2,597	\$ 3,108	#DIV/0!
\$ 25,969	\$ 15,538	#DIV/0!
58%	59%	#DIV/0!
20%	20%	#DIV/0!
0	0	#DIV/0!