

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	138535	2021	Chevrolet	Traverse	56	Auction/Wholesale	No	\$ 39,995	\$ 39,995		\$3,014	\$4,286
2	182968	2019	GMC	ACADIA	8	Auction/Wholesale	No	\$ 25,000	\$ 20,000		\$3,122	\$4,459
3	359561	2019	Chevrolet	COLORADO	26	Trade on New	No	\$ 29,995	\$ 28,446		\$3,623	\$3,623
4	404058	2018	Jeep	Grand Cherokee	112	Trade on New	No	\$ 25,000	\$ 24,500		\$1,143	\$3,359
5	136112	2023	GMC	ACADIA	19	Auction/Wholesale	No	\$ 32,995	\$ 32,995		\$926	\$4,730
6	440850	2021	GMC	SIERRA	33	Trade on New	No	\$ 49,995	\$ 47,992		\$1,388	\$1,388
7	268817	2020	Chevrolet	Equinox	68	Auction/Wholesale	No	\$ 23,995	\$ 23,761		\$1,649	\$2,587
8	274143	2018	Chevrolet	Equinox	129	Trade on Used	No	\$ 17,995	\$ 17,995		\$1,664	\$2,529
9	187769	2020	GMC	TERRAIN	170	Street/Curb Buy	No	\$ 22,995	\$ 22,995		\$2,304	\$3,293
10	119148	2021	GMC	CANYON	14	Auction/Wholesale	No	\$ 31,995	\$ 31,995		\$1,704	\$2,743
11	826713	2017	Nissan	ROGUE	8	Trade on New	No	\$ 20,995	\$ 19,995		\$1,297	\$4,049
12	381822	2020	GMC	SIERRA	43	Trade on Used	No	\$ 39,995	\$ 39,995		\$5,486	\$6,730
13	582661	2019	Chevrolet	BLAZER	24	Trade on Used	No	\$ 19,995	\$ 19,995		\$4,224	\$7,850
14	604772	2017	Volkswagen	BEETLE	126	Trade on New	No	\$ 14,995	\$ 13,995		\$376	\$2,347
15	536625	2013	Nissan	ALTIMA	5	Trade on New	No	\$ 13,995	\$ 13,500		\$4,770	\$5,822
16	D92698	2022	Ford	BRONCO	7	Trade on New	No	\$ 34,995	\$ 33,975		\$2,750	\$3,750
17	277868	2016	Toyota	RAV 4	27	Trade on Used	No	\$ 17,995	\$ 16,889		\$2,222	\$2,723
18	290361	2017	Chevrolet	MALIBU	5	Trade on New	No	\$ 20,000	\$ 17,900		\$716	\$2,493
19	642716	2015	Jeep	WRANGLER	4	Trade on Used	No	\$ 25,500	\$ 24,500		\$3,975	\$4,275
20	166790	2023	GMC	ACADIA	11	Auction/Wholesale	No	\$ 33,995	\$ 33,995		\$4,848	\$10,822
21	444307	2018	GMC	SIERRA	21	Trade on New	No	\$ 35,995	\$ 34,500		\$4,163	\$6,663
22	218767	2023	GMC	SIERRA	17	Trade on New	No	\$ 69,995	\$ 68,500		\$8,195	\$12,494
23	211196	2020	Chevrolet	Equinox	11	Auction/Wholesale	No	\$ 24,995	\$ 24,995		\$1,599	\$2,588
24	218203	2021	Chevrolet	Traverse	143	Auction/Wholesale	No	\$ 30,995	\$ 30,995		\$239	\$1,742
25	132086	2022	Chevrolet	Traverse	10	Auction/Wholesale	No	\$ 35,995	\$ 35,000		\$1,776	\$2,816
26	332340	2020	GMC	SIERRA	13	Trade on Used	No	\$ 47,995	\$ 46,900		\$3,181	\$6,951
27	516075	2014	GMC	SIERRA	3	Trade on New	No	\$ 26,000	\$ 26,000		\$3,827	\$6,673
28	211313	2022	Chevrolet	SILVERADO	57	Trade on New	No	\$ 68,995	\$ 67,994		\$4,956	\$6,714

Scoreboard Totals

% Retailed of Non-Franchise Make	28%
Total # Retail Units	43
Avg. Days to Sale	41.1
Avg. Advertised Price (Time of Sale)	\$ 31,635
Avg. Transaction Price	\$ 30,933
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ 702
Avg. Front-End Gross	\$ 2,624
Avg. Finance Gross	\$ 4,447
PUVR	\$ 7,071
Total Gross (Units & PUVR)	\$ 304,051
GROI	200%
% with Trade	44%
Avg. Over/Under Allowance	(\$401)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	28%	#DIV/0!	#DIV/0!
Total # Retail Units	43	0	0
Avg. Days to Sale	41.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,635	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,933	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 702	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,624	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 4,447	#DIV/0!	#DIV/0!
PUVR	\$ 7,071	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 304,051	#DIV/0!	#DIV/0!
GROI	200%	#DIV/0!	#DIV/0!
% with Trade	44%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-401	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	28%	#DIV/0!	#DIV/0!
Total # Retail Units	43	0	0
Avg. Days to Sale	41.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,635	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,933	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 702	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,624	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 4,447	#DIV/0!	#DIV/0!
PUVR	\$ 7,071	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 304,051	#DIV/0!	#DIV/0!
GROI	200%	#DIV/0!	#DIV/0!
% with Trade	44%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-401	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	28%	#DIV/0!	#DIV/0!
Total # Retail Units	43	0	0
Avg. Days to Sale	41.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,635	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,933	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 702	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,624	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 4,447	#DIV/0!	#DIV/0!
PUVR	\$ 7,071	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 304,051	#DIV/0!	#DIV/0!
GROI	200%	#DIV/0!	#DIV/0!
% with Trade	44%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-401	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	43	0	43
Avg. Days to Sale	41.1	#DIV/0!	41.1
Avg. Advertised Price (Time of Sale)	\$ 31,635	#DIV/0!	\$ 30,933
Avg. Transaction Price	\$ 30,933	#DIV/0!	\$ 30,933
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 702	#DIV/0!	\$ 702
Avg. Front-End Gross	\$ 2,624	#DIV/0!	\$ 2,624
Avg. Finance Gross	\$ 4,447	#DIV/0!	\$ 4,447
PUVR	\$ 7,071	#DIV/0!	\$ 7,071
Total Gross (Units & PUVR)	\$ 304,051	#DIV/0!	\$ 304,051
GROI	200%	#DIV/0!	200%
% with Trade	44%	#DIV/0!	44%
Avg. Over/Under Allowance	-401	#DIV/0!	-401



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	43	31	12
Avg. Days to Sale	41.1	36.4	53.4
Avg. Advertised Price (Time of Sale)	\$ 31,635	\$ 34,770	\$ 22,810
Avg. Transaction Price	\$ 30,933	\$ 34,078	\$ 22,810
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 702	\$ 692	\$ 728
Avg. Front-End Gross	\$ 2,624	\$ 2,974	\$ 1,721
Avg. Finance Gross	\$ 4,447	\$ 4,923	\$ 3,217
PUVR	\$ 7,071	\$ 7,897	\$ 4,938
Total Gross (Units & PUVR)	\$ 304,051	\$ 244,799	\$ 59,252
GROI	200%	229%	146%
% with Trade	44%	42%	50%
Avg. Over/Under Allowance	-401	-298	-666



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	43	16	11
% of Retail Units	100%	37%	26%
% Retailed of Non-New Franchise	28%	31%	45%
Avg. Days to Sale	41.1	30.4	36.1
Avg. Transaction Price	\$ 30,933	\$ 35,250	\$ 27,995
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 702	\$ 997	\$ 501
Avg. Front End Gross	\$ 2,624	\$ 3,538	\$ 2,866
Avg. Finance Gross	\$ 4,447	\$ 5,702	\$ 4,810
PUVR	\$ 7,071	\$ 9,239	\$ 7,676
Total Gross (Units & PUVR)	\$ 304,051	\$ 147,829	\$ 84,434
GROI	200%	310%	273%
% with Trade	44%	38%	27%
Avg. Over/Under Allowance	-401	-662	-95



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	14	0	0
2%	33%	0%	0%
0%	14%	#DIV/0!	#DIV/0!
170.0	42.9	#DIV/0!	#DIV/0!
\$ 22,995	\$ 26,801	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ 623	#DIV/0!	#DIV/0!
\$ 2,304	\$ 1,654	#DIV/0!	#DIV/0!
\$ 3,293	\$ 3,160	#DIV/0!	#DIV/0!
\$ 5,597	\$ 4,814	#DIV/0!	#DIV/0!
\$ 5,597	\$ 67,399	#DIV/0!	#DIV/0!
52%	151%	#DIV/0!	#DIV/0!
100%	57%	#DIV/0!	#DIV/0!
500	-436	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	1
0%	0%	2%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	115.0
#DIV/0!	#DIV/0!	\$ 59,995
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ (754)
#DIV/0!	#DIV/0!	\$ (454)
#DIV/0!	#DIV/0!	\$ (1,208)
#DIV/0!	#DIV/0!	\$ (1,208)
#DIV/0!	#DIV/0!	-6%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	43	28	3
% of Retail Units	100%	65%	7%
% Retailed of Non-New Franchise	28%	25%	33%
Avg. Days to Sale	41.1	12.9	40.3
Avg. Transaction Price	\$ 30,933	\$ 29,801	\$ 42,661
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 702	\$ 855	\$ 668
Avg. Front End Gross	\$ 2,624	\$ 3,175	\$ 3,184
Avg. Finance Gross	\$ 4,447	\$ 5,318	\$ 3,998
PUVR	\$ 7,071	\$ 8,493	\$ 7,182
Total Gross (Units & PUVR)	\$ 304,051	\$ 237,813	\$ 21,546
GROI	200%	798%	150%
% with Trade	44%	39%	67%
Avg. Over/Under Allowance	-401	-646	-349



46-60 days	61-90 days	90+ days
4	1	7
9%	2%	16%
25%	0%	43%
54.8	68.0	143.0
\$ 40,245	\$ 23,761	\$ 26,139
#DIV/0!	#DIV/0!	#DIV/0!
\$ 250	\$ 234	\$ 428
\$ 2,870	\$ 1,649	\$ 177
\$ 4,589	\$ 2,587	\$ 1,340
\$ 7,459	\$ 4,236	\$ 1,517
\$ 29,834	\$ 4,236	\$ 10,622
122%	94%	15%
50%	0%	57%
239	0	134