

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	TL30949A	2013	Honda	CR-V	16	Trade on New	No	\$ 16,980	\$ 16,285	102%	\$2,805	\$0
2	TL31072A	2019	Nissan	ROGUE	50	Trade on New	No	\$ 18,600	\$ 18,600	96%	\$93	\$2,668
3	TL30959A	2021	Toyota	COROLLA	23	Trade on New	Yes	\$ 19,988	\$ 19,988	97%	\$3,803	\$0
4	P4146A	2012	Toyota	TACOMA	12	Trade on Used	No	\$ 14,886	\$ 14,400	97%	\$1,607	\$0
5	TL30631B	2015	Toyota	RAV4	18	Trade on Used	No	\$ 16,300	\$ 16,000	98%	\$2,190	\$4,104
6	TL30974A	2014	Toyota	RAV4	24	Trade on New	No	\$ 19,969	\$ 19,969	99%	\$5,851	\$0
7	TL30889A	2020	Toyota	TUNDRA	20	Trade on New	Yes	\$ 49,400	\$ 49,400	100%	(\$526)	\$0
8	TL31080A	2021	Toyota	COROLLA	38	Trade on New	Yes	\$ 20,910	\$ 20,910	97%	\$114	\$0
9	TL31070A	2018	Audi	Q5	56	Trade on New	No	\$ 24,900	\$ 24,400	94%	\$1,994	\$1,150
10	TL30708A	2021	Toyota	COROLLA	39	Trade on New	Yes	\$ 19,800	\$ 19,800	96%	\$766	\$4,774
11	TL30913A	2014	GMC	SIERRA	79	Trade on New	No	\$ 17,800	\$ 17,800	84%	(\$1,440)	\$0
12	TL30866B	2019	Genesis	G80	24	Trade on Used	No	\$ 29,795	\$ 29,795	100%	\$1,189	\$0
13	TL30926A	2020	Toyota	RAV4	11	Trade on New	Yes	\$ 27,998	\$ 27,998	96%	\$1,180	\$2,667
14	TL30939A	2020	Toyota	COROLLA	15	Trade on New	Yes	\$ 19,602	\$ 19,602	99%	\$401	\$125
15	TL30914B	2022	Toyota	HIGHLANDER	42	Trade on Used	Yes	\$ 39,924	\$ 39,924	99%	\$5,360	\$0
16	TL31098A	2021	Toyota	CAMRY	42	Trade on New	Yes	\$ 26,750	\$ 26,750	98%	\$628	\$5,667
17	TL30778B	2011	Nissan	XTERRA	30	Trade on Used	No	\$ 9,700	\$ 9,700	100%	\$2,350	\$0
18	TL30743B	2023	Hyundai	TUSCON	73	Trade on Used	No	\$ 29,999	\$ 29,999	88%	(\$1,530)	\$0
19	TL31057A	2022	Toyota	TUNDRA	33	Trade on New	No	\$ 51,984	\$ 51,484	95%	\$319	\$6,606
20	TL30912A	2019	Jeep	COMPASS	57	Trade on New	No	\$ 19,955	\$ 19,955	93%	(\$240)	\$0
21	TL31380A	2020	Toyota	TACOMA	19	Trade on New	No	\$ 33,338	\$ 33,338	97%	\$2,012	\$0
22	TL31078B	2019	Nissan	ROGUE	16	Trade on Used	No	\$ 20,949	\$ 20,949	99%	\$1,888	\$0
23	TL31009A	2021	Toyota	RAV4 PRIME	67	Trade on New	No	\$ 38,944	\$ 38,944	91%	\$1,538	\$0
24	P4134	2022	Toyota	TUNDRA	71	Auction/Wholesale	No	\$ 54,890	\$ 54,890	95%	\$549	\$0
25	P4144	2020	Toyota	HIGHLANDER	43	Auction/Wholesale	No	\$ 34,894	\$ 34,300	97%	(\$3,447)	\$4,625
26	TL30719A	2013	Toyota	TACOMA	53	Trade on New	No	\$ 12,500	\$ 11,900	87%	\$845	\$483
27	TL31123A	2012	Toyota	CAMRY	13	Trade on New	No	\$ 12,653	\$ 12,000	98%	\$323	\$0
28	TL30945A	2019	Jeep	WRANGLER	22	Trade on New	No	\$ 27,137	\$ 26,990	97%	\$332	\$0
29	TL30759B	2019	Nissan	MURANO	23	Trade on Used	No	\$ 20,550	\$ 20,000	95%	\$345	\$0

30	P4153	2018	Toyota	RAV4	16	Street/Curb Buy	No	\$	22,458	\$	22,458	100%	\$3,031	\$0
31	P4157	2016	Toyota	CAMRY	12	Street/Curb Buy	No	\$	17,669	\$	17,100	97%	\$2,493	\$0
32	TL31382A	2023	Toyota	bz4x	17	Trade on New	No	\$	39,203	\$	39,203	89%	\$3,214	\$5,912
33	TL30591B	2018	Toyota	HIGHLANDER	85	Trade on Used	No	\$	25,500	\$	25,500	90%	(\$5,021)	\$4,743
34	TL31157A	2018	Toyota	RAV4	49	Trade on Used	No	\$	18,550	\$	18,550	93%	\$1,149	\$4,575
35	TL30860A	2019	Toyota	HIGHLANDER	78	Trade on New	No	\$	22,900	\$	22,900	87%	(\$647)	\$1,409
36	TL30935A	2021	Toyota	COROLLA	35	Trade on New	Yes	\$	22,840	\$	22,840	98%	(\$987)	\$3,306
37	TL31216A	2020	Toyota	CAMRY	35	Trade on New	Yes	\$	23,900	\$	23,900	100%	\$917	\$2,977
38	TL30659B	2016	Nissan	SENTRA	41	Trade on Used	No	\$	11,759	\$	11,759	99%	\$819	\$1,404
39	TL30590B	2017	Kia	SORENTO	78	Trade on Used	No	\$	11,328	\$	11,328	78%	(\$378)	\$610
40	TL31071B	2015	Volvo	XC60	53	Trade on Used	No	\$	12,900	\$	12,900	88%	\$1,675	\$748
41	P4149	2016	Toyota	TACOMA	33	Street/Curb Buy	No	\$	24,250	\$	24,250	94%	\$1,661	\$1,856
42	TL31393A	2021	Toyota	TACOMA	16	Trade on New	Yes	\$	34,490	\$	34,000	95%	\$569	\$0
43	TL31095A	2013	Toyota	HIGHLANDER	47	Trade on New	No	\$	19,480	\$	19,480	98%	\$258	\$1,136
44	TL31074A	2016	Toyota	TUNDRA	60	Trade on New	No	\$	27,850	\$	27,850	89%	\$1,851	\$2,213
45	P4139	2022	Nissan	SENTRA	66	Auction/Wholesale	No	\$	17,632	\$	17,632	86%	(\$5,940)	\$5,934
46	TL31071D	2010	Toyota	RAV4	31	Trade on Used	No	\$	9,700	\$	9,700	107%	\$1,257	\$0
47	P4148	2014	Honda	CRV	35	Street/Curb Buy	No	\$	12,790	\$	12,790	99%	\$849	\$0
48	TL30715B	2017	Nissan	ROGUE	35	Trade on Used	No	\$	16,134	\$	16,134	97%	\$1,769	\$2,223
49	TL31166A	2021	Toyota	TACOMA	38	Trade on New	Yes	\$	38,218	\$	38,218	101%	\$222	\$1,941
50	TL31130A	2020	Toyota	CAMRY	18	Trade on New	Yes	\$	22,589	\$	22,589	99%	\$2,368	\$2,155
51	TL31030A	2015	Subaru	CROSSTREK	21	Trade on New	No	\$	13,300	\$	13,300	102%	\$2,368	\$0
52	TL31082A	2018	Toyota	RAV4	26	Trade on New	No	\$	23,867	\$	23,867	99%	\$728	\$2,942
53	TL30927A	2022	Honda	ACCORD	43	Trade on New	No	\$	27,550	\$	27,550	97%	\$2,373	\$5,613

Scoreboard Totals

% Retailed of Non-Franchise Make	35%
Total # Retail Units	96
Avg. Days to Sale	37.8
Avg. Advertised Price (Time of Sale)	\$ 23,843
Avg. Transaction Price	\$ 23,525
Avg. Market Price at 100%	\$ 24,915
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 318
Avg. Front-End Gross	\$ 762
Avg. Finance Gross	\$ 1,758
PUVR	\$ 2,520
Total Gross (Units & PUVR)	\$ 241,909
GROI	102%
% with Trade	32%
Avg. Over/Under Allowance	\$381



Scoreboard

(Click on the blue header to

Desk Manager	Totals	
% Retailed of Non-New Franchise	35%	#DIV/0!
Total # Retail Units	96	0
Avg. Days to Sale	37.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,843	#DIV/0!
Avg. Transaction Price	\$ 23,525	#DIV/0!
Avg. Market Price at 100%	\$ 24,915	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 318	#DIV/0!
Avg. Front-End Gross	\$ 762	#DIV/0!
Avg. Finance Gross	\$ 1,758	#DIV/0!
PUVR	\$ 2,520	#DIV/0!
Total Gross (Units & PUVR)	\$ 241,909	#DIV/0!
GROI	102%	#DIV/0!
% with Trade	32%	#DIV/0!
Avg. Over/Under Allowance	381	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	35%	#DIV/0!	#DIV/0!
Total # Retail Units	96	0	0
Avg. Days to Sale	37.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,843	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 23,525	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,915	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 318	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 762	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,758	#DIV/0!	#DIV/0!
PUVR	\$ 2,520	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 241,909	#DIV/0!	#DIV/0!
GROI	102%	#DIV/0!	#DIV/0!
% with Trade	32%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	381	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	35%	#DIV/0!	#DIV/0!
Total # Retail Units	96	0	0
Avg. Days to Sale	37.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,843	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 23,525	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,915	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 318	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 762	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,758	#DIV/0!	#DIV/0!
PUVR	\$ 2,520	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 241,909	#DIV/0!	#DIV/0!
GROI	102%	#DIV/0!	#DIV/0!
% with Trade	32%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	381	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	96	23	73
Avg. Days to Sale	37.8	31.9	39.7
Avg. Advertised Price (Time of Sale)	\$ 23,843	\$ 28,377	\$ 22,011
Avg. Transaction Price	\$ 23,525	\$ 28,329	\$ 22,011
Avg. Market Price at 100%	\$ 24,915	\$ 29,019	\$ 23,709
Avg. Price to Market % (Time of Sale)	96%	98%	93%
Avg. Transaction to Market	94%	98%	93%
Avg. Transactional Discount	\$ 318	\$ 47	\$ 404
Avg. Front-End Gross	\$ 762	\$ 711	\$ 778
Avg. Finance Gross	\$ 1,758	\$ 1,827	\$ 1,736
PUVR	\$ 2,520	\$ 2,537	\$ 2,514
Total Gross (Units & PUVR)	\$ 241,909	\$ 58,359	\$ 183,550
GROI	102%	101%	104%
% with Trade	32%	35%	32%
Avg. Over/Under Allowance	381	350	391



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	96	62	34
Avg. Days to Sale	37.8	34.9	43.1
Avg. Advertised Price (Time of Sale)	\$ 23,843	\$ 26,179	\$ 18,894
Avg. Transaction Price	\$ 23,525	\$ 26,064	\$ 18,894
Avg. Market Price at 100%	\$ 24,915	\$ 27,294	\$ 20,762
Avg. Price to Market % (Time of Sale)	96%	96%	91%
Avg. Transaction to Market	94%	95%	91%
Avg. Transactional Discount	\$ 318	\$ 115	\$ 689
Avg. Front-End Gross	\$ 762	\$ 902	\$ 507
Avg. Finance Gross	\$ 1,758	\$ 2,186	\$ 978
PUVR	\$ 2,520	\$ 3,087	\$ 1,485
Total Gross (Units & PUVR)	\$ 241,909	\$ 191,417	\$ 50,492
GROI	102%	122%	66%
% with Trade	32%	34%	29%
Avg. Over/Under Allowance	381	398	344



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	96	61	22
% of Retail Units	100%	64%	23%
% Retailed of Non-New Franchise	35%	31%	59%
Avg. Days to Sale	37.8	37.6	40.1
Avg. Transaction Price	\$ 23,525	\$ 24,699	\$ 19,061
Avg. Transaction to Market %	94%	94%	95%
Avg. Transactional Discount	\$ 318	\$ 428	\$ 61
Avg. Front End Gross	\$ 762	\$ 840	\$ 959
Avg. Finance Gross	\$ 1,758	\$ 1,919	\$ 1,368
PUVR	\$ 2,520	\$ 2,759	\$ 2,327
Total Gross (Units & PUVR)	\$ 241,909	\$ 168,315	\$ 51,192
GROI	102%	107%	109%
% with Trade	32%	30%	45%
Avg. Over/Under Allowance	381	491	120



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
7	4	0	0
7%	4%	0%	0%
14%	25%	#DIV/0!	#DIV/0!
23.3	63.8	#DIV/0!	#DIV/0!
\$ 19,868	\$ 33,955	#DIV/0!	#DIV/0!
96%	93%	#DIV/0!	#DIV/0!
\$ 159	\$ 149	#DIV/0!	#DIV/0!
\$ 2,042	\$ (3,797)	#DIV/0!	#DIV/0!
\$ 1,545	\$ 2,699	#DIV/0!	#DIV/0!
\$ 3,587	\$ (1,099)	#DIV/0!	#DIV/0!
\$ 25,109	\$ (4,394)	#DIV/0!	#DIV/0!
279%	-18%	#DIV/0!	#DIV/0!
29%	25%	#DIV/0!	#DIV/0!
250	1,500	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	2	0
0%	2%	0%
#DIV/0!	0%	#DIV/0!
#DIV/0!	18.0	#DIV/0!
#DIV/0!	\$ 28,750	#DIV/0!
#DIV/0!	99%	#DIV/0!
#DIV/0!	\$ 700	#DIV/0!
#DIV/0!	\$ 844	#DIV/0!
#DIV/0!	\$ -	#DIV/0!
#DIV/0!	\$ 844	#DIV/0!
#DIV/0!	\$ 1,687	#DIV/0!
#DIV/0!	59%	#DIV/0!
#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	96	38	28
% of Retail Units	100%	40%	29%
% Retailed of Non-New Franchise	35%	26%	39%
Avg. Days to Sale	37.8	18.9	37.1
Avg. Transaction Price	\$ 23,525	\$ 23,254	\$ 23,855
Avg. Transaction to Market %	94%	98%	94%
Avg. Transactional Discount	\$ 318	\$ 205	\$ 774
Avg. Front End Gross	\$ 762	\$ 1,844	\$ 1,042
Avg. Finance Gross	\$ 1,758	\$ 1,448	\$ 2,001
PUVR	\$ 2,520	\$ 3,292	\$ 3,042
Total Gross (Units & PUVR)	\$ 241,909	\$ 125,088	\$ 85,179
GROI	102%	270%	124%
% with Trade	32%	24%	32%
Avg. Over/Under Allowance	381	556	307



46-60 days	61-90 days	90+ days
16	13	1
17%	14%	1%
44%	38%	100%
51.6	72.5	105.0
\$ 20,868	\$ 26,263	\$ 31,500
93%	88%	86%
\$ 69	\$ -	\$ -
\$ 236	\$ (1,990)	\$ (3,978)
\$ 1,911	\$ 1,748	\$ 4,422
\$ 2,147	\$ (242)	\$ 444
\$ 34,350	\$ (3,152)	\$ 444
72%	-5%	5%
44%	38%	100%
343	100	1,000