

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	P5576	2023	SUBARU	ASCENT	26	Loaner	Yes	\$ 39,683	\$ 39,683	98%	(\$1,310)	\$2,973
2	H240244A	2021	SUBARU	CROSSTREK	26	Trade on New	YES	\$ 23,800	\$ 23,800	97%	\$1,892	
3	H240301A	2020	SUBARU	OUTBACK	11	Trade on New	Yes	\$ 24,855	\$ 24,855	95%	\$2,207	\$200
4	P5561	2023	SUBARU	OUTBACK	35	Loaner	YES	\$ 34,920	\$ 34,920	95%	\$708	\$337
5	P5577	2021	SUBARU	OUTBACK	1	Street/Curb Buy	YES	\$ 30,500	\$ 30,500	98%	\$4,718	\$3,187
6	P5572	2024	SUBARU	CROSSTREK	21	Loaner	YES	\$ 29,000	\$ 28,940	102%	\$371	\$1,588
7	P5552	2023	SUBARU	OUTBACK	61	Loaner	YES	\$ 34,000	\$ 34,000	100%	(\$3,054)	\$4,232
8	H240103A	2013	HYUNDAI	ELANTRA	79	Trade on New	NO	\$ 5,922	\$ 5,922	87%	\$1,928	
9	H240276A	2013	HYUNDAI	ELANTRA	23	Trade on New	NO	\$ 12,900	\$ 11,800	98%	\$2,225	\$1,201
10	H240267A	2018	SUBARU	WRX	30	Trade on New	NO	\$ 23,637	\$ 23,400	100%	\$870	\$1,087
11	P5575	2014	SUBARU	FORESTER	8	Street/Curb Buy	NO	\$ 13,900	\$ 13,000	101%	\$3,201	\$917
12	P5569	2017	HONDA	ACCORD	27	Street/Curb Buy	NO	\$ 16,995	\$ 16,300	91%	\$1,723	
13	H30819A	2019	BMW	X1	21	Trade on New	NO	\$ 25,499	\$ 24,499	95%	\$3,056	
14	H240265B	2013	NISSAN	MURANO	17	Trade on Used	NO	\$ 7,950	\$ 7,950	91%	\$3,214	
15	H30822A	2018	TOYOTA	TUNDRA	19	Trade on New	NO	\$ 35,790	\$ 35,790	100%	\$3,093	\$360
16	H30777A	2017	SUBARU	OUTBACK	64	Trade on New	NO	\$ 17,900	\$ 17,900	99%	\$1,257	
17	H30796A	2017	HYUNDAI	ELANTRA	34	Trade on New	NO	\$ 13,490	\$ 13,200	82%	\$1,317	
18	H30745A	2015	JEEP	CHEROKEE	34	Trade on New	NO	\$ 14,975	\$ 13,575	106%	\$445	
19	H240337A	2010	TOYOTA	COROLLA	9	Trade on New	NO	\$ 11,499	\$ 10,749	98%	\$2,791	
20	H240254A	2017	SUBARU	IMPREZA	49	Trade on New	NO	\$ 17,880	\$ 17,130	96%	\$1,720	\$493
21	P5582	2010	HONDA	CRV	11	Trade on New	NO	\$ 9,930	\$ 9,071	94%	\$3,860	
22	H30823A	2012	NISSAN	ALTIMA	12	Trade on New	NO	\$ 6,370	\$ 6,370	88%	\$3,253	
23	H30813A	2015	GMC	SIERRA	32	Trade on New	NO	\$ 25,850	\$ 25,850	92%	\$3,639	
24	H240323A	2013	JEEP	CHEROKEE	21	Trade on New	No	\$ 9,651	\$ 9,651	94%	\$4,900	
25	H240332A	2010	HONDA	CRV	11	Trade on New	NO	\$ 9,390	\$ 9,000	100%	\$2,166	
26	H30806A	2019	SUBARU	FORESTER	38	Trade on New	No	\$ 20,862	\$ 20,862	94%	\$3,325	\$3,856
27	H30856A	2017	SUBARU	OUTBACK	23	Trade on New	NO	\$ 18,925	\$ 18,925	92%	\$2,245	\$1,601

28	H240365A	2015	SUBARU	FORESTER	14	Trade on New	NO	\$	16,525	\$	14,789	98%	\$1,728	\$512
29	H240172A	2013	TOYOTA	CAMRY	60	Trade on New	NO	\$	13,900	\$	12,653	102%	\$692	
30	H240359A	2020	HONDA	FIT	22	Trade on New	NO	\$	18,950	\$	18,899	94%	\$2,307	
31	H240309A	2014	FORD	FUSION	36	Trade on New	No	\$	6,470	\$	5,312	90%	\$2,308	
32	H30870A	2012	SUBARU	FORESTER	20	Trade on New	NO	\$	9,989	\$	9,579	96%	\$1,618	
33	H240336A	2017	Chevrolet	SPARK	23	Trade on New	No	\$	10,990	\$	10,990	83%	\$3,564	\$1,205
34	H30752B	2016	NISSAN	ROGUE	82	Trade on New	No	\$	10,500	\$	9,944	89%	\$1,605	
35	P5586A	2012	TOYOTA	COROLLA	19	Trade on Used	NO	\$	9,969	\$	9,451	89%	\$3,052	
36	H240376A	2016	SUBARU	FORESTER	15	Trade on New	NO	\$	16,854	\$	16,854	93%	\$1,732	
37	H240259A	2021	HONDA	CIVIC	24	Trade on New	NO	\$	27,490	\$	27,490	95%	\$1,708	\$2,379
38	P5561A	2014	MAZDA	MAZDA 6	34	Trade on Used	NO	\$	15,150	\$	15,150	86%	\$1,839	\$701
39	P5588	2018	SUBARU	LEGACY	24	Trade on New	NO	\$	18,690	\$	18,144	100%	\$1,000	\$750
40	P5539	2023	SUBARU	ASCENT	100	Loaner	YES	\$	42,999	\$	39,811	99%	(\$2,396)	\$759
41	H30838A	2021	SUBARU	ASCENT	4	Trade on New	YES	\$	29,980	\$	29,980	97%	\$2,687	\$3,025
42	P5586	2023	SUBARU	LEGACY	1	Loaner	YES	\$	27,998	\$	27,000	100%	(\$1,228)	\$1,467
43	P5578	2023	SUBARU	ASCENT	8	Loaner	YES	\$	40,900	\$	40,500	98%	\$1,043	
44	H240228A	2021	SUBARU	OUTBACK	10	Trade on New	YES	\$	26,195	\$	26,688	106%	\$4,650	\$2,472
45	H240285A	2022	SUBARU	OUTBACK	47	Trade on New	YES	\$	33,111	\$	32,991	100%	\$1,351	\$269
46	H240279B	2021	SUBARU	OUTBACK	36	Trade on Used	YES	\$	29,861	\$	29,861	99%	\$878	\$5,724
47	H240331D	2023	SUBARU	OUTBACK	31	Trade on Used	YES	\$	24,350	\$	23,959	93%	\$2,595	\$1,650
48	P5573	2023	SUBARU	OUTBACK	50	Loaner	YES	\$	33,941	\$	32,577	96%	\$497	
49	H240408A	2018	SUBARU	CROSSTREK	8	Trade on New	YES	\$	22,774	\$	22,100	105%	\$2,583	
50	H30842A	2021	SUBARU	FORESTER	12	Trade on New	YES	\$	26,950	\$	52,821	96%	\$3,234	\$1,140
51	P5548	2023	SUBARU	LEGACY	101	Loaner	YES	\$	24,968	\$	24,968	92%	\$1,013	
52	H240305A	2020	SUBARU	CROSSTREK	38	Trade on New	YES	\$	24,890	\$	22,000	106%	\$162	\$1,143
53	H30816A	2020	SUBARU	FORESTER	55	Trade on New	YES	\$	27,175	\$	26,932	98%	\$1,255	\$1,930

Scoreboard Totals

% Retailed of Non-Franchise Make	41%
Total # Retail Units	61
Avg. Days to Sale	33.1
Avg. Advertised Price (Time of Sale)	\$ 22,144
Avg. Transaction Price	\$ 22,124
Avg. Market Price at 100%	\$ 23,154
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 20
Avg. Front-End Gross	\$ 1,563
Avg. Finance Gross	\$ 1,729
PUVR	\$ 2,471
Total Gross (Units & PUVR)	\$ 150,705
GROI	121%
% with Trade	16%
Avg. Over/Under Allowance	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	41%	#DIV/0!	#DIV/0!
Total # Retail Units	61	0	0
Avg. Days to Sale	33.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,144	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,124	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,154	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 20	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,563	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,729	#DIV/0!	#DIV/0!
PUVR	\$ 2,471	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 150,705	#DIV/0!	#DIV/0!
GROI	121%	#DIV/0!	#DIV/0!
% with Trade	16%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	41%	#DIV/0!	#DIV/0!
Total # Retail Units	61	0	0
Avg. Days to Sale	33.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,144	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,124	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,154	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 20	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,563	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,729	#DIV/0!	#DIV/0!
PUVR	\$ 2,471	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 150,705	#DIV/0!	#DIV/0!
GROI	121%	#DIV/0!	#DIV/0!
% with Trade	16%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	41%	#DIV/0!	#DIV/0!
Total # Retail Units	61	0	0
Avg. Days to Sale	33.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,144	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,124	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,154	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 20	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,563	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,729	#DIV/0!	#DIV/0!
PUVR	\$ 2,471	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 150,705	#DIV/0!	#DIV/0!
GROI	121%	#DIV/0!	#DIV/0!
% with Trade	16%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	61	25	36
Avg. Days to Sale	33.1	37.8	29.8
Avg. Advertised Price (Time of Sale)	\$ 22,144	\$ 30,209	\$ 16,100
Avg. Transaction Price	\$ 22,124	\$ 30,798	\$ 16,100
Avg. Market Price at 100%	\$ 23,154	\$ 30,799	\$ 17,471
Avg. Price to Market % (Time of Sale)	96%	98%	92%
Avg. Transaction to Market	96%	100%	92%
Avg. Transactional Discount	\$ 20	\$ (589)	\$ 444
Avg. Front-End Gross	\$ 1,563	\$ 625	\$ 2,215
Avg. Finance Gross	\$ 1,729	\$ 2,085	\$ 1,210
PUVR	\$ 2,471	\$ 2,209	\$ 2,652
Total Gross (Units & PUVR)	\$ 150,705	\$ 55,225	\$ 95,480
GROI	121%	68%	199%
% with Trade	16%	24%	11%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	61	36	25
Avg. Days to Sale	33.1	35.6	29.5
Avg. Advertised Price (Time of Sale)	\$ 22,144	\$ 26,205	\$ 15,853
Avg. Transaction Price	\$ 22,124	\$ 26,478	\$ 15,853
Avg. Market Price at 100%	\$ 23,154	\$ 26,782	\$ 17,390
Avg. Price to Market % (Time of Sale)	96%	98%	91%
Avg. Transaction to Market	96%	99%	91%
Avg. Transactional Discount	\$ 20	\$ (274)	\$ 444
Avg. Front-End Gross	\$ 1,563	\$ 990	\$ 2,388
Avg. Finance Gross	\$ 1,729	\$ 1,833	\$ 1,169
PUVR	\$ 2,471	\$ 2,365	\$ 2,622
Total Gross (Units & PUVR)	\$ 150,705	\$ 85,148	\$ 65,557
GROI	121%	90%	202%
% with Trade	16%	19%	12%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	61	40	6
% of Retail Units	100%	66%	10%
% Retailed of Non-New Franchise	41%	50%	67%
Avg. Days to Sale	33.1	29.6	29.0
Avg. Transaction Price	\$ 22,124	\$ 20,144	\$ 15,375
Avg. Transaction to Market %	96%	96%	86%
Avg. Transactional Discount	\$ 20	\$ (239)	\$ 325
Avg. Front End Gross	\$ 1,563	\$ 2,135	\$ 2,193
Avg. Finance Gross	\$ 1,729	\$ 1,366	\$ 2,692
PUVR	\$ 2,471	\$ 2,784	\$ 3,539
Total Gross (Units & PUVR)	\$ 150,705	\$ 111,363	\$ 21,232
GROI	121%	168%	286%
% with Trade	16%	15%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	0	12	0
5%	0%	20%	0%
33%	#DIV/0!	0%	#DIV/0!
12.0	#DIV/0!	52.2	#DIV/0!
\$ 19,933	#DIV/0!	\$ 32,643	#DIV/0!
93%	#DIV/0!	96%	#DIV/0!
\$ 532	#DIV/0!	\$ 605	#DIV/0!
\$ 3,214	#DIV/0!	\$ (1,071)	#DIV/0!
\$ 2,052	#DIV/0!	\$ 2,152	#DIV/0!
\$ 4,582	#DIV/0!	\$ 364	#DIV/0!
\$ 13,746	#DIV/0!	\$ 4,364	#DIV/0!
690%	#DIV/0!	8%	#DIV/0!
33%	#DIV/0!	25%	#DIV/0!
#DIV/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	61	34	12
% of Retail Units	100%	56%	20%
% Retailed of Non-New Franchise	41%	47%	50%
Avg. Days to Sale	33.1	16.8	35.4
Avg. Transaction Price	\$ 22,124	\$ 22,070	\$ 20,193
Avg. Transaction to Market %	96%	97%	89%
Avg. Transactional Discount	\$ 20	\$ (441)	\$ 602
Avg. Front End Gross	\$ 1,563	\$ 2,282	\$ 1,588
Avg. Finance Gross	\$ 1,729	\$ 1,533	\$ 2,152
PUVR	\$ 2,471	\$ 3,816	\$ 3,739
Total Gross (Units & PUVR)	\$ 150,705	\$ 129,727	\$ 44,873
GROI	121%	371%	188%
% with Trade	16%	12%	17%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
6	7	2
10%	11%	3%
17%	29%	0%
52.2	72.7	100.5
\$ 22,496	\$ 22,440	\$ 32,390
95%	93%	92%
\$ 670	\$ 259	\$ 1,594
\$ 1,142	\$ (966)	\$ (692)
\$ 841	\$ 3,365	\$ 759
\$ 1,983	\$ 2,399	\$ 68
\$ 11,901	\$ 16,791	\$ 135
61%	53%	1%
0%	57%	0%
#DIV/0!	#DIV/0!	#DIV/0!