









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)	Transactional Discount (\$)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	1,200	\$1,500	\$500
1	CC23479A	2016	Chevrolet	Spark EV	90	Trade on New	No	\$ 7,991	\$ 7,991	60%	-	(\$1,159)	\$1,358
2	CC24049A	2020	Kia	Soul	72	Trade on New	No	\$ 14,954	\$ 14,500	82%	454	(\$663)	\$484
3	FCC23778A	2018	Toyota	Tundra	119	Trade on New	No	\$ 36,984	\$ 36,983	87%	1	(\$4,907)	\$539
4	FCC23724A	2021	Toyota	4Runner	122	Trade on New	No	\$ 40,794	\$ 39,982	91%	812	(\$6,168)	\$169
5	CC24117A	2021	GMC	Canyon	25	Trade on New	Yes	\$ 38,645	\$ 38,000	101%	645	\$286	\$1,684
6	CC23511A	2019	Jeep	Cherokee	41	Trade on New	No	\$ 22,480	\$ 22,042	97%	438	\$2,173	\$0
7	GG24050A	2022	Toyota	4Runner	7	Trade on New	No	\$ 38,938	\$ 37,900	99%	1,038	\$4,634	\$3,137
8	PM2731	2021	Toyota	GR Supra	121	Street/Curb Buy	No	\$ 51,888	\$ 51,500	91%	388	(\$5,450)	\$6,158
9	CC23483A	2010	Chevrolet	Corvette	80	Trade on New	No	\$ 73,891	\$ 73,891	89%	-	(\$3,012)	\$0
10	CC23398B	2023	GMC	Sierra 1500	65	Trade on Used	Yes	\$ 56,984	\$ 56,860	96%	124	(\$548)	\$484
11	CC23409A	2021	Ram	1500	143	Trade on New	No	\$ 41,984	\$ 41,984	90%	-	(\$5,728)	\$5,111
12	C22043C	2020	Jeep	Gladiator	69	Trade on Used	No	\$ 35,984	\$ 36,101	92%	-	\$564	\$0
13	CC23510A	2018	Ford	F-150	8	Trade on New	No	\$ 33,906	\$ 32,344	102%	1,562	\$5,927	\$4,187
14	GG24025A	2023	GMC	SIERRA 3500	17	Trade on New	Yes	\$ 85,791	\$ 85,000	99%	791	\$1,387	\$484
15	GG23394A	2018	Volkswagen	Atlas	44	Trade on New	No	\$ 21,744	\$ 19,950	96%	3,794	(\$1,948)	\$3,188
16	GG23316A	2021	Subaru	Ascent	102	Trade on New	No	\$ 31,984	\$ 31,984	89%	-	(\$4,341)	\$7,505
17	FCC23853A	2020	Jeep	Gladiator	36	Trade on New	No	\$ 33,988	\$ 31,303	95%	2,685	\$783	\$484
18	GG23398A	2019	GMC	Sierra	44	Trade on New	Yes	\$ 39,984	\$ 39,984	94%	-	\$2,738	\$4,763
19	GG24096A	2021	GMC	Sierra 1500	17	Trade on New	Yes	\$ 55,907	\$ 56,907	101%	(1,000)	\$6,475	\$4,953
20	CC23478A	2020	Chevrolet	Spark	78	Trade on New	Yes	\$ 11,984	\$ 12,875	80%	(891)	\$924	\$484
21	PM2757	2019	Chevrolet	Colorado	13	Street/Curb Buy	No	\$ 29,989	\$ 28,765	99%	1,224	\$2,401	\$979
22	C22043C	2020	Jeep	Gladiator	76	Trade on Used	No	\$ 35,984	\$ 36,101	92%	(117)	(\$2,625)	\$0
23	PM2755	2023	Chevrolet	Tahoe	21	Street/Curb Buy	Yes	\$ 80,854	\$ 79,665	103%	1,189	\$2,526	\$484
24	GG24083D	2019	Chevrolet	Tahoe	20	Trade on Used	No	\$36,606	\$ 35,876	99%	24,078	\$2,746	\$1,170
25	GG24098A	2023	Chevrolet	Silverado	25	Trade on New	Yes	\$ 59,954	\$59,954	98%	-	\$3,003	\$2,502
###	FCC24706A	2021	Chevrolet	Colorado	19	Trade on New	Yes	\$ 42,819	\$ 42,317	100%	502	\$1,836	\$1,675
###	GG24075A	2020	Toyota	Sequoia	68	Trade on New	No	\$ 52,985	\$ 51,485	97%	1,500	\$3,218	\$4,899
###	C24004B	2019	Lexus	UX	39	Trade on Used	No	\$ 27,846	\$ 26,423	94%	1,423	(\$1,044)	\$2,883
###	GG24077A	2017	Ram	2500	48	Trade on New	No	\$ 51,624	\$ 49,005	100%	2,619	\$694	\$2,935
###	FCC24707A	2018	Chevrolet	Tahoe	27	Trade on New	No	\$ 38,962	\$ 36,000	100%	2,962	\$1,769	\$3,552
###	GG23433A	2017	Subaru	Forester	19	Trade on New	No	\$ 20,622	\$ 19,500	98%	1,122	\$ 2,234.00	\$484
###	GG24096B	2021	Jeep	Grand Cherokee Limited	15	Trade on Used	No	\$ 37,963	\$ 36,100	100%	1,863	\$2,698	\$252
###	GG23396B	2016	Dodge	Charger	50	Trade on Used	No	\$ 19,839	\$ 19,839	102%	-	\$3,207	\$2,942
###	GG23308A	2022	Toyota	Tacoma	158	Trade on New	No	\$ 39,649	\$ 39,550	96%	99	(\$7,143)	\$0
###	CC23472A	2018	Ford	Explorer	58	Trade on New	No	\$ 28,984	\$ 24,989	98%	3,995	(\$617)	\$4,603
###	CC23298C	2014	Subaru	Impreza	22	Trade on Used	No	\$ 8,857	\$ 7,604	0%	1,253	\$559	\$169
###	PM2733	2015	Chevrolet	Silverado	82	Street/Curb Buy	No	\$ 57,865	\$ 56,865	108%	1,000	\$5,353	\$0
###	CC23278A	2022	GMC	Sierra 2500	124	Trade on New	No	\$ 49,532	\$ 48,500	93%	1,032	(\$3,733)	\$484
###	CC24032C	2022	Hyundai	Tucson	46	Trade on Used	No	\$ 24,991	\$ 24,991	96%	-	\$188	\$1,259
###	GG24037A	2020	Chevrolet	Silverado	71	Trade on New	No	\$ 59,984	\$ 57,952	102%	2,032	\$9,877	\$3,025
###	GG23352B	2014	Toyota	Corolla	73	Trade on Used	No	\$ 12,774	\$ 9,793	89%	2,981	(\$3,469)	\$2,137
###	GG23396A	2017	Chevrolet	Colorado	23	Trade on New	No	\$ 32,786	\$ 31,987	98%	799	\$5,855	\$6,173
###	CXQ23436A	2020	GMC	Sierra 1500	55	Trade on New	No	\$ 39,892	\$ 37,000	0%	2,892	\$791	\$2,727
###	GG23336B	2020	Toyota	Tundra	8	Trade on Used	No	\$ 46,955	\$ 44,955	99%	2,000	\$3,219	\$1,622
###	C23048B	2020	Nissan	Pathfinder	29	Trade on Used	No	\$ 22,960	\$ 21,960	97%	1,000	(\$696)	\$2,988
###	GG24045A	2008	Dodge	Ram 1500	24	Trade on New	No	\$ 8,753	\$ 7,938	99%	815	\$2,859	\$0
###	GG23250A	2019	Chevrolet	Silverado	74	Trade on New	No	\$ 36,908	\$ 32,671	93%	4,237	(\$4,800)	\$3,065
###	PM2736	2020	Chevrolet	Silverado	77	Street/Curb Buy	No	\$ 39,984	\$38,984	95%	1,000	\$2,072	\$484
###	C24004A	2021	Audi	A5	17	Trade on New	No	\$ 37,987	\$ 37,500	97%	487	\$3,228	\$375
###	PM2717A	2015	Chevrolet	Suburban	34	Trade on Used	No	\$ 25,935	\$ 25,935	103%	-	\$2,960	\$2,084
###	FCC23784A	2012	Honda	Civic	90	Trade on New	No	\$ 11,965	\$ 11,965	-	-	(\$1,876)	\$2,120

## Scoreboard Totals

% Retailed of Non-Franchise Make	85%
Total # Retail Units	91
Avg. Days to Sale	57.2
Avg. Advertised Price (Time of Sale)	\$ 36,542
Avg. Transaction Price	\$ 36,279
Avg. Market Price at 100%	\$ 39,782
Avg. Price to Market % (Time of Sale)	92%
Avg. Transaction to Market	91%
Avg. Transactional Discount	\$ 526
Avg. Front-End Gross	\$ 843
Avg. Finance Gross	\$ 2,312
PUVR	#REF!
Total Gross (Units & PUVR)	#REF!
GROI	#REF!
% with Trade	31%
Avg. Over/Under Allowance	\$79



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	85%	#DIV/0!	#DIV/0!
Total # Retail Units	91	0	0
Avg. Days to Sale	57.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,542	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 36,279	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 39,782	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 526	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 843	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,312	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	31%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	79	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	85%	#DIV/0!	#DIV/0!
Total # Retail Units	91	0	0
Avg. Days to Sale	57.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,542	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 36,279	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 39,782	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 526	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 843	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,312	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	31%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	79	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	85%	#DIV/0!	#DIV/0!
Total # Retail Units	91	0	0
Avg. Days to Sale	57.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,542	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 36,279	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 39,782	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 526	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 843	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,312	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	31%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	79	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	91	11	80
Avg. Days to Sale	57.2	38.7	59.8
Avg. Advertised Price (Time of Sale)	\$ 36,542	\$ 49,796	\$ 34,473
Avg. Transaction Price	\$ 36,279	\$ 49,410	\$ 34,473
Avg. Market Price at 100%	\$ 39,782	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 526	\$ 424	\$ 1,834
Avg. Front-End Gross	\$ 843	\$ 1,811	\$ 710
Avg. Finance Gross	\$ 2,312	\$ 1,906	\$ 2,369
PUVR	#REF!	#REF!	#REF!
Total Gross (Units & PUVR)	#REF!	#REF!	#REF!
GROI	#REF!	#REF!	#REF!
% with Trade	31%	45%	29%
Avg. Over/Under Allowance	79	247	56



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	91	14	77
Avg. Days to Sale	57.2	58.9	56.9
Avg. Advertised Price (Time of Sale)	\$ 36,542	\$ 45,257	\$ 34,723
Avg. Transaction Price	\$ 36,279	\$ 44,835	\$ 34,723
Avg. Market Price at 100%	\$ 39,782	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 526	\$ 422	\$ 1,713
Avg. Front-End Gross	\$ 843	\$ 753	\$ 859
Avg. Finance Gross	\$ 2,312	\$ 2,957	\$ 2,201
PUVR	#REF!	\$ 3,499	#REF!
Total Gross (Units & PUVR)	#REF!	\$ 48,982	#REF!
GROI	#REF!	48%	#REF!
% with Trade	31%	43%	29%
Avg. Over/Under Allowance	79	283	42



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	91	59	21
% of Retail Units	100%	65%	23%
% Retailed of Non-New Franchise	85%	80%	95%
Avg. Days to Sale	57.2	56.3	58.7
Avg. Transaction Price	\$ 36,279	\$ 36,277	\$ 27,544
Avg. Transaction to Market %	91%	#REF!	#DIV/0!
Avg. Transactional Discount	\$ 526	\$ 1,123	\$ 2,874
Avg. Front End Gross	\$ 843	\$ 865	\$ (8)
Avg. Finance Gross	\$ 2,312	\$ 2,527	\$ 1,568
PUVR	#REF!	#REF!	\$ 1,560
Total Gross (Units & PUVR)	#REF!	#REF!	\$ 32,756
GROI	#REF!	#REF!	35%
% with Trade	31%	31%	19%
Avg. Over/Under Allowance	79	128	31



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
11	0	0	0
12%	0%	0%	0%
91%	#DIV/0!	#DIV/0!	#DIV/0!
59.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 52,966	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (4,804)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,348	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,621	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,731	#DIV/0!	#DIV/0!	#DIV/0!
\$ 52,046	#DIV/0!	#DIV/0!	#DIV/0!
55%	#DIV/0!	#DIV/0!	#DIV/0!
55%	#DIV/0!	#DIV/0!	#DIV/0!
-91	#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	91	36	12
% of Retail Units	100%	40%	13%
% Retailed of Non-New Franchise	85%	86%	83%
Avg. Days to Sale	57.2	18.5	38.9
Avg. Transaction Price	\$ 36,279	\$ 38,726	\$ 32,133
Avg. Transaction to Market %	91%	#REF!	#REF!
Avg. Transactional Discount	\$ 526	\$ 147	\$ 1,668
Avg. Front End Gross	\$ 843	\$ 3,389	\$ 2,064
Avg. Finance Gross	\$ 2,312	\$ 2,108	\$ 2,423
PUVR	#REF!	\$ 5,497	\$ 4,486
Total Gross (Units & PUVR)	#REF!	\$ 197,895	\$ 53,836
GROI	#REF!	276%	129%
% with Trade	31%	42%	17%
Avg. Over/Under Allowance	79	96	479



46-60 days	61-90 days	90+ days
5	17	21
5%	19%	23%
80%	88%	81%
51.4	76.6	119.6
\$ 31,165	\$ 36,111	\$ 35,807
#DIV/0!	#VALUE!	#DIV/0!
\$ 1,901	\$ 880	\$ 67
\$ 853	\$ (112)	\$ (3,450)
\$ 2,893	\$ 1,650	\$ 2,996
\$ 3,746	\$ 1,538	\$ (454)
\$ 18,729	\$ 26,138	\$ (9,535)
84%	20%	-4%
0%	24%	33%
0	53	-138