

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Tony Grist	Brad Thomas	Korey Lupton
Andy Gray	Brian Charland	Tim Obarr
Brian Charland		Usman Khan
Brad Thomas		David Kreamer
		Jeff Garber

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)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	224H067A	2020	Hyundai	Tucson	28	Trade on New	Yes	\$ 22,297	\$ 22,225	91%	\$1,521	\$0
2	224H118A	2023	Hyundai	Kona	25	Trade on New	Yes	\$ 25,488	\$ 24,488	95%	\$2,615	\$2,354
3	224H004B	2019	Honda	Fit	43	Trade on Used	Yes	\$ 17,736	\$ 17,650	95%	\$2,054	\$671
4	223H532A	2018	Ford	Focus	81	Trade on New	No	\$ 13,389	\$ 13,389	102%	(\$2,174)	\$478
5	224H142A	2015	GMC	Sierra	25	Trade on New	No	\$ 22,874	\$ 17,979	98%	\$499	\$0
6	223H169SL	2023	Hyundai	Kona	85	Loaner	Yes	\$ 24,513	\$ 23,174	100%	(\$5,134)	\$0
7	223H597A	2011	Ford	Mustang	6	Trade on New	No	\$ 3,801	\$ 3,200	0%	\$700	\$0
8	224H140A	2021	Hyundai	Kona	10	Trade on New	Yes	\$ 22,995	\$ 23,995	98%	\$3,565	\$2,634
9	224H122A	2019	Toyota	Highlander	20	Trade on New	No	\$ 30,995	\$ 29,325	98%	\$2,061	\$1,244
10	223H477SL	2023	Hyundai	santa Cruz	18	Loaner	Yes	\$ 29,294	\$ 28,891	98%	(\$4,934)	\$1,654
11	223H299SM	2021	Jeep	Compass	41	Trade on New	No	\$ 23,766	\$ 23,766	110%	\$3,334	\$751
12	223H201SL	2023	Hyundai	Tucson	36	Loaner	Yes	\$ 33,475	\$ 33,475	94%	(\$2,207)	\$951
13	224H129A	2016	Subaru	Outback	59	Trade on New	No	\$ 16,560	\$ 16,000	95%	\$913	\$1,123
14	224H091A	2016	Ford	Fusion	36	Trade on New	No	\$ 14,795	\$ 14,160	97%	\$3,080	\$208
15	223H231SL	2023	Hyundai	Kona	103	Loaner	Yes	\$ 24,983	\$ 24,753	94%	(\$4,591)	\$3,569
16	223H429SL	2023	Hyundai	Palisade	105	Loaner	Yes	\$ 42,248	\$ 42,248	91%	(\$5,440)	\$3,954
17	224H053A	2021	Hyundai	Tucson	67	Trade on New	No	\$ 23,999	\$ 23,999	99%	\$939	\$751
18	224H164A	2022	Hyundai	Santa Fe	9	Trade on New	No	\$ 23,668	\$ 23,668	85%	\$1,982	\$2,793
19	224H107A	2022	Hyundai	sonata	49	Trade on New	No	\$ 27,995	\$ 26,858	103%	\$3,997	\$751
20	223H359SL	2023	Hyundai	Elantra	53	Loaner	Yes	\$ 20,983	\$ 20,000	91%	(\$3,709)	\$1,604
21	224H047B	2015	GMC	Terrain	47	Trade on Used	No	\$ 12,597	\$ 9,984	99%	\$1,892	\$2,070
22	224H101A	2022	Hyundai	Palisade	59	Trade on New	Yes	\$ 34,379	\$ 34,000	100%	\$2,449	\$1,123
23	223H230SM	2020	Ford	Escape	88	Trade on Used	No	\$ 19,699	\$ 19,699	101%	\$1,006	\$1,590
24	224H120A	2019	Hyundai	Kona	52	Trade on New	No	\$ 15,577	\$ 13,995	93%	\$3,823	\$681
25	224H121A	2019	Volkswagen	Jetta	45	Trade on New	No	\$ 17,997	\$ 17,997	99%	\$2,016	\$2,540
26	224H156A	2009	Hyundai	sonata	34	Trade on New	No	\$ 6,795	\$ 6,755	102%	\$2,642	\$0
27	224H167A	2023	Kia	Carneval	17	Trade on New	No	\$ 34,882	\$ 33,682	104%	\$2,090	\$2,081
28	223H598A	2017	Ford	Escape	66	Trade on New	No	\$ 14,989	\$ 14,500	84%	\$846	\$653
29	223H609A	2018	Hyundai	Tucson	39	Trade on New	No	\$ 18,860	\$ 18,360	94%	\$1,196	\$1,643
30	223H286SL	2023	Hyundai	Santa-Fe	127	Loaner	Yes	\$ 29,493	\$ 29,393	98%	(\$2,852)	\$3,211
31	224H130A	2019	Subaru	Forester	44	Trade on New	No	\$ 23,367	\$ 23,367	96%	\$2,945	\$947
32	223h614A	2021	Hyundai	Santa-Fe	20	Trade on New	Yes	\$ 24,884	\$ 23,100	105%	\$2,802	\$1,182
33	224H152A	2015	Honda	CRV	41	Trade on New	No	\$ 17,295	\$ 16,955	99%	\$2,046	\$0
34	224H199A	2019	Buick	Encore	8	Trade on New	No	\$ 19,995	\$ 19,995	100%	\$3,494	\$2,751
35	223h569A	2018	Honda	Accord	45	Trade on New	No	\$ 18,988	\$ 18,988	89%	\$1,745	\$1,358
36	224H046A	2019	Hyundai	Kona	22	Trade on New	No	\$ 17,787	\$ 17,169	96%	\$2,771	\$150
37	224H112A	2019	Honda	Civic	43	Trade on New	No	\$ 20,994	\$ 19,125	98%	(\$1,787)	\$1,941

Scoreboard Totals

% Retailed of Non-Franchise Make	42%
Total # Retail Units	50
Avg. Days to Sale	43.7
Avg. Advertised Price (Time of Sale)	\$ 22,559
Avg. Transaction Price	\$ 22,006
Avg. Market Price at 100%	\$ 23,912
Avg. Price to Market % (Time of Sale)	94%
Avg. Transaction to Market	92%
Avg. Transactional Discount	\$ 553
Avg. Front-End Gross	\$ 1,083
Avg. Finance Gross	\$ 1,347
PUVR	\$ 2,430
Total Gross (Units & PUVR)	\$ 121,496
GROI	91%
% with Trade	38%
Avg. Over/Under Allowance	\$2,088



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Total # Retail Units	50	0	0
Avg. Days to Sale	43.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,559	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,006	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,912	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 553	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,083	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,347	#DIV/0!	#DIV/0!
PUVR	\$ 2,430	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 121,496	#DIV/0!	#DIV/0!
GROI	91%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,088	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Total # Retail Units	50	0	0
Avg. Days to Sale	43.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,559	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,006	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,912	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 553	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,083	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,347	#DIV/0!	#DIV/0!
PUVR	\$ 2,430	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 121,496	#DIV/0!	#DIV/0!
GROI	91%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,088	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Total # Retail Units	50	0	0
Avg. Days to Sale	43.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,559	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,006	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,912	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 553	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,083	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,347	#DIV/0!	#DIV/0!
PUVR	\$ 2,430	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 121,496	#DIV/0!	#DIV/0!
GROI	91%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,088	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	50	20	30
Avg. Days to Sale	43.7	48.6	40.4
Avg. Advertised Price (Time of Sale)	\$ 22,559	\$ 26,144	\$ 19,537
Avg. Transaction Price	\$ 22,006	\$ 25,709	\$ 19,537
Avg. Market Price at 100%	\$ 23,912	\$ 27,096	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	96%	#DIV/0!
Avg. Transaction to Market	92%	95%	#DIV/0!
Avg. Transactional Discount	\$ 553	\$ 435	\$ 632
Avg. Front-End Gross	\$ 1,083	\$ (251)	\$ 1,972
Avg. Finance Gross	\$ 1,347	\$ 1,764	\$ 1,069
PUVR	\$ 2,430	\$ 1,513	\$ 3,041
Total Gross (Units & PUVR)	\$ 121,496	\$ 30,262	\$ 91,234
GROI	91%	44%	139%
% with Trade	38%	40%	37%
Avg. Over/Under Allowance	2,088	2,125	2,063



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	50	29	21
Avg. Days to Sale	43.7	44.1	43.1
Avg. Advertised Price (Time of Sale)	\$ 22,559	\$ 23,502	\$ 20,521
Avg. Transaction Price	\$ 22,006	\$ 23,081	\$ 20,521
Avg. Market Price at 100%	\$ 23,912	\$ 24,453	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	96%	#DIV/0!
Avg. Transaction to Market	92%	94%	#DIV/0!
Avg. Transactional Discount	\$ 553	\$ 421	\$ 736
Avg. Front-End Gross	\$ 1,083	\$ 725	\$ 1,578
Avg. Finance Gross	\$ 1,347	\$ 1,522	\$ 1,105
PUVR	\$ 2,430	\$ 2,247	\$ 2,683
Total Gross (Units & PUVR)	\$ 121,496	\$ 65,157	\$ 56,339
GROI	91%	79%	109%
% with Trade	38%	34%	43%
Avg. Over/Under Allowance	2,088	1,714	2,605



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	50	37	4
% of Retail Units	100%	74%	8%
% Retailed of Non-New Franchise	42%	46%	100%
Avg. Days to Sale	43.7	37.6	53.5
Avg. Transaction Price	\$ 22,006	\$ 20,685	\$ 18,053
Avg. Transaction to Market %	92%	#DIV/0!	92%
Avg. Transactional Discount	\$ 553	\$ 557	\$ 675
Avg. Front End Gross	\$ 1,083	\$ 1,925	\$ 2,441
Avg. Finance Gross	\$ 1,347	\$ 1,131	\$ 1,784
PUVR	\$ 2,430	\$ 3,055	\$ 4,224
Total Gross (Units & PUVR)	\$ 121,496	\$ 113,047	\$ 16,897
GROI	91%	142%	157%
% with Trade	38%	41%	50%
Avg. Over/Under Allowance	2,088	1,981	3,150



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	0	8	0
2%	0%	16%	0%
0%	#DIV/0!	0%	#DIV/0!
29.0	#DIV/0!	68.9	#DIV/0!
\$ 25,199	#DIV/0!	\$ 29,693	#DIV/0!
97%	#DIV/0!	93%	#DIV/0!
\$ 105	#DIV/0!	\$ 532	#DIV/0!
\$ 1,619	#DIV/0!	\$ (3,556)	#DIV/0!
\$ 2,131	#DIV/0!	\$ 2,031	#DIV/0!
\$ 3,750	#DIV/0!	\$ (1,525)	#DIV/0!
\$ 3,750	#DIV/0!	\$ (12,198)	#DIV/0!
185%	#DIV/0!	-27%	#DIV/0!
0%	#DIV/0!	25%	#DIV/0!
0	#DIV/0!	2,313	#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	50	18	15
% of Retail Units	100%	36%	30%
% Retailed of Non-New Franchise	42%	28%	67%
Avg. Days to Sale	43.7	18.3	39.3
Avg. Transaction Price	\$ 22,006	\$ 21,754	\$ 21,360
Avg. Transaction to Market %	92%	#DIV/0!	96%
Avg. Transactional Discount	\$ 553	\$ 793	\$ 281
Avg. Front End Gross	\$ 1,083	\$ 1,953	\$ 1,855
Avg. Finance Gross	\$ 1,347	\$ 1,248	\$ 1,285
PUVR	\$ 2,430	\$ 3,201	\$ 3,140
Total Gross (Units & PUVR)	\$ 121,496	\$ 57,617	\$ 47,098
GROI	91%	289%	135%
% with Trade	38%	50%	27%
Avg. Over/Under Allowance	2,088	3,464	1,217



46-60 days	61-90 days	90+ days
7	7	3
14%	14%	6%
29%	57%	0%
53.7	79.1	111.7
\$ 20,037	\$ 21,665	\$ 32,131
92%	93%	94%
\$ 939	\$ 326	\$ 110
\$ 1,384	\$ (804)	\$ (4,294)
\$ 1,213	\$ 912	\$ 3,578
\$ 2,597	\$ 108	\$ (716)
\$ 18,176	\$ 754	\$ (2,149)
87%	2%	-7%
29%	43%	33%
1,386	1,943	167