

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Mike Arndt	Janet Balint	Jody Cary
Alan Deal		Nick Carey
		Jim Ferguson
		Chris Frank
		Alec Crawford
		Jade Abrams
		Chad Segner
		Ivan Harris

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	N6037A	2022	GMC	YUKON	72	Trade on New	No	\$ 71,580	\$ 71,580	95%	(\$1,787)	\$1,512
2	A5739A	2018	Hyundai	SONATA	13	Trade on Used	No	\$ 18,980	\$ 18,254	106%	\$2,380	\$1,828
3	A5793	2021	GMC	SIERRA	12	Auction/Wholesale	No	\$ 53,980	\$ 53,500	102%	\$3,416	\$2,690
4	A5789A	2013	Acura	RDX	22	Trade on Used	No	\$ 14,980	\$ 14,980	98%	\$1,577	\$1,417
5	A5785	2021	Ford	ECOSPORT	24	Auction/Wholesale	No	\$ 18,680	\$ 18,680	96%	(\$100)	\$2,295
6	A5795	2021	Jeep	COMPASS	8	Auction/Wholesale	No	\$ 22,580	\$ 22,580	96%	\$129	\$1,300
7	A5720	2021	Toyota	SUPRA	74	Auction/Wholesale	No	\$ 45,780	\$ 45,780	89%	(\$3,341)	\$768
8	A5754	2021	Jeep	GLADIATOR	49	Auction/Wholesale	No	\$ 36,329	\$ 36,000	101%	\$1,351	\$1,910
9	M5772	2020	Subaru	LEGACY	28	Auction/Wholesale	No	\$ 19,980	\$ 19,980	96%	\$183	\$2,873
10	A5807	2022	Toyota	CAMRY	2	Auction/Wholesale	No	\$ 27,980	\$ 27,700	100%	(\$249)	\$3,141
11	N6032A	2017	GMC	SIERRA	17	Trade on New	No	\$ 23,980	\$ 23,980	94%	\$7,201	\$395
12	A5762	2022	Chrysler	PACIFICA	39	Auction/Wholesale	No	\$ 25,980	\$ 25,800	97%	\$669	\$1,860
13	A5796A	2019	GMC	TERRAIN	16	Trade on Used	No	\$ 18,180	\$ 18,180	98%	\$403	\$1,367
14	N6023A	2021	Ram	2500	132	Trade on New	No	\$ 46,980	\$ 46,980	96%	(\$3,791)	\$1,126
15	A5737A	2022	Ram	1500	45	Trade on Used	No	\$ 42,180	\$ 42,180	82%	\$2,188	\$1,368
16	A5747	2023	Toyota	CAMRY	62	Auction/Wholesale	No	\$ 25,280	\$ 25,280	91%	(\$1,485)	\$1,772
17	N9833A	2018	Jeep	WRANGLER	18	Trade on New	No	\$ 33,980	\$ 33,600	105%	\$3,695	\$982
18	A5792A	2020	Ram	1500	25	Trade on Used	No	\$ 28,480	\$ 29,224	98%	\$1,676	\$2,146
19	A5820	2022	Chevrolet	SILVERADO	2	Auction/Wholesale	No	\$ 42,980	\$ 42,776	102%	\$1,154	\$3,019
20	A5800	2014	Mitsubishi	MIRAGE	20	Auction/Wholesale	No	\$ 6,980	\$ 6,980	108%	\$100	\$1,403
21	A5798	2019	Subaru	IMPREZA	24	Auction/Wholesale	No	\$ 19,381	\$ 19,112	97%	\$1,152	\$1,553
22	A5822	2020	Buick	ENVISION	5	Auction/Wholesale	No	\$ 26,980	\$ 26,980	105%	\$2,206	\$1,230
23	A5794	2018	GMC	YUKON	30	Auction/Wholesale	No	\$ 40,280	\$ 40,000	97%	\$553	\$1,984
24	N7462A	2019	Cadillac	ESCALADE	14	Trade on New	No	\$ 47,980	\$ 47,980	88%	\$3,043	\$1,514
25	A5819	2019	Mitsubishi	ECLIPSE CROSS	13	Auction/Wholesale	No	\$ 17,980	\$ 17,980	99%	\$2,731	\$575
26	A5818	2020	Mitsubishi	ECLIPSE CROSS	7	Auction/Wholesale	No	\$ 16,580	\$ 16,580	99%	\$1,206	\$0
27	N9827A	2023	Mazda	CX-5	82	Trade on New	No	\$ 28,820	\$ 28,820	97%	\$896	\$0

28	A5218A	2019	Honda	HRV	97	Trade on Used	No	\$	17,980	\$	17,980	86%	(\$1,671)	\$697
29	A5810	2021	Volkswagen	TIGUAN	12	Auction/Wholesale	No	\$	25,980	\$	25,980	99%	\$1,270	\$211
30	A5802	2021	GMC	SIERRA	25	Auction/Wholesale	No	\$	48,580	\$	48,500	98%	\$207	\$1,406
31	A5813	2021	GMC	YUKON	13	Auction/Wholesale	No	\$	68,980	\$	68,425	101%	\$3,226	\$0
32	A5796A	2019	Chevrolet	MALIBU	16	Trade on Used	No	\$	18,180	\$	17,500	98%	\$2,845	\$2,818
33	N2931A	2020	Chevrolet	COLORADO	33	Trade on New		\$	29,980	\$	29,980	102%	\$938	\$2,603
34	E5777	2021	Mazda	CX-5	55	ntal Fleet (Enterprise, e	No	\$	22,640	\$	22,640	99%	\$749	\$2,378
35	A5746	2021	Volvo	XC-60	76	Auction/Wholesale	No	\$	33,980	\$	33,980	88%	(\$3,211)	\$266
36	A5731	2021	Ram	1500	83	Auction/Wholesale	No	\$	36,980	\$	35,980	91%	(\$3,863)	\$3,291
37	A5734	2018	Jeep	GRAND CHEROKE	85	Auction/Wholesale	No	\$	22,980	\$	22,980	89%	(\$1,290)	\$3,208
38	A5738	2018	Mazda	3	81	Auction/Wholesale	No	\$	13,980	\$	13,980	84%	(\$2,927)	\$100
39	A5805	2021	Ford	F-150	21	Auction/Wholesale	No	\$	36,780	\$	36,000	98%	\$1,396	\$1,526
40	N6032B	2016	Chevrolet	EQUINOX	21	Trade on Used	No	\$	16,380	\$	16,000	108%	\$2,743	\$328
41	A5728	2022	Buick	ENCLAVE	86	Auction/Wholesale	No	\$	33,880	\$	33,880	92%	(\$935)	\$2,253
42	N6091A	2020	Ram	1500	24	Trade on New	No	\$	39,980	\$	39,805	99%	\$2,364	\$3,915
43	A5820A	2018	Ford	FOCUS	16	Trade on Used	No	\$	14,380	\$	14,380	101%	\$2,855	\$81
44	A5830	2018	Chrysler	PACIFICA	4	Auction/Wholesale	No	\$	24,580	\$	24,580	97%	\$1,473	\$642
45	N2958A	2022	Mazda	CX-5	36	Trade on New	No	\$	26,427	\$	26,427	98%	\$649	\$2,814
46	M5768	2019	Chevrolet	SILVERADO	58	Auction/Wholesale	No	\$	27,180	\$	26,500	95%	(\$884)	\$2,577
47	N6059A	2020	GMC	SIERRA	20	Trade on New	No	\$	47,580	\$	474,025	100%	\$756	\$2,591
48	M5767	2018	GMC	SIERRA	62	Auction/Wholesale	No	\$	24,102	\$	24,102	93%	\$619	\$2,514
49	N6045B	2020	Chevrolet	SILVERADO	56	Trade on Used	No	\$	56,480	\$	56,480	99%	\$1,058	\$3,199
50	A5812	2020	Infiniti	QX 60	27	Auction/Wholesale	No	\$	29,980	\$	29,575	105%	\$822	\$0
51	A5786B	2019	Toyota	TACOMA	38	Trade on Used	No	\$	33,980	\$	33,980	96%	\$1,417	\$1,236
52	N9843A	2023	Mazda	CX-30	25	Trade on New	No	\$	27,280	\$	27,280	96%	\$1,215	\$1,606
53	A5832	2018	Nissan	ROGUE	8	Auction/Wholesale	No	\$	17,980	\$	17,000	102%	\$217	\$1,158

Scoreboard Totals

% Retailed of Non-Franchise Make	85%
Total # Retail Units	84
Avg. Days to Sale	36.0
Avg. Advertised Price (Time of Sale)	\$ 29,157
Avg. Transaction Price	\$ 34,066
Avg. Market Price at 100%	\$ 29,861
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	114%
Avg. Transactional Discount	\$ (4,909)
Avg. Front-End Gross	\$ 1,039
Avg. Finance Gross	\$ 1,621
PUVR	\$ 2,661
Total Gross (Units & PUVR)	\$ 223,490
GROI	78%
% with Trade	55%
Avg. Over/Under Allowance	\$63



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	84	0	0
Avg. Days to Sale	36.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,157	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,066	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,861	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	114%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (4,909)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,039	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,621	#DIV/0!	#DIV/0!
PUVR	\$ 2,661	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 223,490	#DIV/0!	#DIV/0!
GROI	78%	#DIV/0!	#DIV/0!
% with Trade	55%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	63	#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	84	0	0
Avg. Days to Sale	36.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,157	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,066	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,861	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	114%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (4,909)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,039	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,621	#DIV/0!	#DIV/0!
PUVR	\$ 2,661	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 223,490	#DIV/0!	#DIV/0!
GROI	78%	#DIV/0!	#DIV/0!
% with Trade	55%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	63	#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	84	0	0
Avg. Days to Sale	36.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,157	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,066	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,861	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	114%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (4,909)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,039	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,621	#DIV/0!	#DIV/0!
PUVR	\$ 2,661	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 223,490	#DIV/0!	#DIV/0!
GROI	78%	#DIV/0!	#DIV/0!
% with Trade	55%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	63	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	84	0	83
Avg. Days to Sale	36.0	#DIV/0!	36.1
Avg. Advertised Price (Time of Sale)	\$ 29,157	#DIV/0!	\$ 34,115
Avg. Transaction Price	\$ 34,066	#DIV/0!	\$ 34,115
Avg. Market Price at 100%	\$ 29,861	#DIV/0!	\$ 30,008
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	114%
Avg. Transaction to Market	114%	#DIV/0!	114%
Avg. Transactional Discount	\$ (4,909)	#DIV/0!	\$ (4,968)
Avg. Front-End Gross	\$ 1,039	#DIV/0!	\$ 1,040
Avg. Finance Gross	\$ 1,621	#DIV/0!	\$ 1,610
PUVR	\$ 2,661	#DIV/0!	\$ 2,650
Total Gross (Units & PUVR)	\$ 223,490	#DIV/0!	\$ 219,949
GROI	78%	#DIV/0!	78%
% with Trade	55%	#DIV/0!	55%
Avg. Over/Under Allowance	63	#DIV/0!	63



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	84	13	71
Avg. Days to Sale	36.0	29.7	37.2
Avg. Advertised Price (Time of Sale)	\$ 29,157	\$ 40,987	\$ 26,829
Avg. Transaction Price	\$ 34,066	\$ 73,589	\$ 26,829
Avg. Market Price at 100%	\$ 29,861	\$ 41,672	\$ 27,864
Avg. Price to Market % (Time of Sale)	98%	98%	96%
Avg. Transaction to Market	114%	177%	96%
Avg. Transactional Discount	\$ (4,909)	\$ (32,603)	\$ 162
Avg. Front-End Gross	\$ 1,039	\$ 1,640	\$ 929
Avg. Finance Gross	\$ 1,621	\$ 1,640	\$ 1,618
PUVR	\$ 2,661	\$ 3,281	\$ 2,547
Total Gross (Units & PUVR)	\$ 223,490	\$ 42,650	\$ 180,840
GROI	78%	54%	92%
% with Trade	55%	92%	48%
Avg. Over/Under Allowance	63	91	53



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	84	18	21
% of Retail Units	100%	21%	25%
% Retailed of Non-New Franchise	85%	72%	95%
Avg. Days to Sale	36.0	39.8	32.0
Avg. Transaction Price	\$ 34,066	\$ 57,959	\$ 23,352
Avg. Transaction to Market %	114%	148%	97%
Avg. Transactional Discount	\$ (4,909)	\$ (23,661)	\$ 147
Avg. Front End Gross	\$ 1,039	\$ 1,872	\$ 1,847
Avg. Finance Gross	\$ 1,621	\$ 1,992	\$ 1,469
PUVR	\$ 2,661	\$ 3,864	\$ 3,316
Total Gross (Units & PUVR)	\$ 223,490	\$ 69,553	\$ 69,629
GROI	78%	60%	160%
% with Trade	55%	67%	52%
Avg. Over/Under Allowance	63	42	182



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	44	0	0
0%	52%	0%	0%
#DIV/0!	84%	#DIV/0!	#DIV/0!
#DIV/0!	36.0	#DIV/0!	#DIV/0!
#DIV/0!	\$ 29,664	#DIV/0!	#DIV/0!
#DIV/0!	97%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 238	#DIV/0!	#DIV/0!
#DIV/0!	\$ 320	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,526	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,845	#DIV/0!	#DIV/0!
#DIV/0!	\$ 81,181	#DIV/0!	#DIV/0!
#DIV/0!	62%	#DIV/0!	#DIV/0!
#DIV/0!	52%	#DIV/0!	#DIV/0!
#DIV/0!	12	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	1	0
0%	1%	0%
#DIV/0!	100%	#DIV/0!
#DIV/0!	55.0	#DIV/0!
#DIV/0!	\$ 22,640	#DIV/0!
#DIV/0!	99%	#DIV/0!
#DIV/0!	\$ -	#DIV/0!
#DIV/0!	\$ 749	#DIV/0!
#DIV/0!	\$ 2,378	#DIV/0!
#DIV/0!	\$ 3,127	#DIV/0!
#DIV/0!	\$ 3,127	#DIV/0!
#DIV/0!	90%	#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	84	46	13
% of Retail Units	100%	55%	15%
% Retailed of Non-New Franchise	85%	78%	92%
Avg. Days to Sale	36.0	16.6	37.6
Avg. Transaction Price	\$ 34,066	\$ 37,446	\$ 27,317
Avg. Transaction to Market %	114%	119%	96%
Avg. Transactional Discount	\$ (4,909)	\$ (9,071)	\$ 100
Avg. Front End Gross	\$ 1,039	\$ 1,889	\$ 1,377
Avg. Finance Gross	\$ 1,621	\$ 1,481	\$ 1,803
PUVR	\$ 2,661	\$ 3,369	\$ 3,179
Total Gross (Units & PUVR)	\$ 223,490	\$ 154,987	\$ 41,331
GROI	78%	195%	111%
% with Trade	55%	57%	46%
Avg. Over/Under Allowance	63	80	42



46-60 days	61-90 days	90+ days
7	16	2
8%	19%	2%
100%	88%	100%
51.3	74.1	114.5
\$ 31,880	\$ 30,984	\$ 32,480
98%	91%	91%
\$ 230	\$ 125	\$ -
\$ 767	\$ (1,087)	\$ (2,731)
\$ 2,344	\$ 1,652	\$ 912
\$ 3,112	\$ 564	\$ (1,820)
\$ 21,781	\$ 9,030	\$ (3,639)
69%	9%	-18%
57%	50%	100%
333	63	-500