

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	SAS0958C	2019	Mitsubishi	OUTLANDER	67	Trade on Used	No	\$ 14,500	\$ 14,500	93%	\$739	\$0
2	HTU2069A	2013	Toyota	RAV4	10	Trade on New	No	\$ 15,500	\$ 15,500	98%	\$2,141	\$0
3	HSF2040A	2019	Kia	FORTE	62	Trade on New	No	\$ 15,000	\$ 14,700	92%	\$1,071	\$387
4	HPA0345B	2020	Jeep	CHEROKEE	49	Trade on Used				100%	\$3,835	\$3,414
5	SLG3799A	2017	Chevrolet	TAHOE	38	Trade on New	No	\$ 33,000	\$ 32,000	97%	\$4,036	\$0
6	HSF2037B	2018	Toyota	COROLLA	42	Trade on Used	No	\$ 16,500	\$ 16,200	97%	\$4,929	\$2,344
7	SLG3781A	2020	Toyota	RAV4	63	Trade on New	No	\$ 29,000	\$ 28,527	94%	\$621	\$0
8	HPA0365A	2019	GMC	TERRAIN	12	Trade on New	No	\$ 21,000	\$ 20,000	97%	\$3,340	\$2,301
9	SCT4730A	2018	Mitsubishi	OUTLANDER	17	Trade on New	No	\$ 14,500	\$ 14,000	96%	\$2,075	\$1,374
10	HTU1970A	2023	Hyundai	TUCSON	70	Loaner	Yes	\$ 25,500	\$ 25,500	95%	(\$130)	\$5,268
11	SCT4760A	2021	Subaru	CROSSTREK	6	Trade on New	Yes			99%	\$1,731	\$1,700
12	SLG3677A	2024	Subaru	LEGACY	224	Loaner	Yes			97%	\$683	\$2,700
13	SFO4875A	2020	Subaru	FORESTER	14	Trade on New	No			98%	\$1,114	\$3,256
14	SLO4607A	2024	Subaru	OUTBACK	245	Loaner	Yes			96%	(\$2,034)	\$200
15	SIM3709A	2021	Subaru	FORESTER	21	Trade on New	Yes			101%	\$3,519	\$1,703
16	HSF2018B	2019	Subaru	FORESTER	59	Trade on Used	No			96%	\$539	\$958
17	HTU2069A	2013	Toyota	RAV4	10	Trade on New	No			97%	\$2,141	\$0
18	SCT4749A	2019	Subaru	CROSSTREK	13	Trade on New	Yes			96%	\$1,360	\$3,271
19	SFO4867A	2023	Subaru	FORESTER	25	Trade on New	No			96%	\$1,385	\$900
20	SCT4722A	2016	Subaru	LEGACY	16	Trade on New	No			97%	\$1,594	\$1,456
21	913498	2022	Subaru	LEGACY	8	Trade on Used	No			98%	\$1,022	\$468
22	HSF2040A	2019	Kia	FORTE	62	Trade on New	No			97%	\$1,071	\$387
23	SCT4703A	2022	Honda	HRV	51	Trade on New	No			98%	\$1,347	\$1,930
24	SLG3679A	2024	Subaru	LEGACY	215	Loaner	Yes			97%	\$1,413	\$3,191
25	SCT4695A	2023	Subaru	CROSSTREK	30	Trade on New	Yes			101%	\$4,223	\$4,502
26	SFO4820A	2018	Subaru	FORESTER	26	Trade on New	No			98%	\$1,757	\$2,130
27	SLG3799A	2017	Chevrolet	TAHOE	38	Trade on New	No			101%	\$4,036	\$0

28	HSF2037B	2018	Toyota	COROLLA	42	Trade on Used	No				102%	\$4,929	\$2,344
29	HTU2049A	2021	Hyundai	SONATA	31	Trade on New	No				98%	\$1,732	\$2,612
30	SFO4854A	2017	Subaru	FORESTER	23	Trade on New	Yes				97%	\$1,128	\$3,070
31	SCT4762A	2020	Subaru	CROSSTREK	21	Trade on New	No				99%	\$2,633	\$251
32	SAS1084A	2023	Subaru	LEGACY	22	Trade on New	No				95%	(\$321)	\$2,343
33	SCT4796A	2019	Subaru	CROSSTREK	18	Trade on New	No				98%	\$2,755	\$1,666
34	SIM3660A	2023	Hyundai	SONATA	98	Trade on New	No				96%	(\$753)	\$926
35	913500	2018	Hyundai	SANTA FE	18	Loaner	No				100%	\$3,991	\$2,364
36	SLO4956A	2018	Subaru	LEGACY	23	Trade on New	Yes				96%	(\$1,395)	\$4,744
37	SLO4890A	2023	Subaru	CROSSTREK	7	Trade on New	No				99%	\$3,087	\$3,805
38	SLO4930A	2014	Subaru	OUTBACK	1	Trade on New	No				99%	\$3,061	\$0
39	SCT4743A	2012	Toyota	RAV4	32	Trade on New	No				94%	\$607	\$0
40	SCT4714A	2019	Toyota	RAV4	67	Trade on New	No				96%	\$842	\$1,700
41	SLO4962A	2021	Subaru	OUTBACK	25	Trade on New	No				97%	(\$812)	\$0
42	SAS1108A	2020	Subaru	ASCENT	7	Trade on New	Yes	\$ 26,500	\$ 26,500		98%	\$2,769	
43	SLG3805B	2021	Subaru	LEGACY	40	Trade on Used	Yes	\$ 18,500	\$ 18,000		97%	\$1,728	\$1,444
44	SLO4912A	2021	Subaru	OUTBACK	41	Trade on New	No	\$ 29,000	\$ 29,000		97%	\$574	\$2,900
45	SLO4856A	2021	Jeep	CHEROKEE	42	Trade on New	No	\$ 19,500	\$ 19,300		95%	\$992	\$0
46	SLG3767B	2018	Subaru	LEGACY	26	Trade on Used	Yes	\$ 17,000	\$ 17,000		92%	\$ 851.00	\$1,290
47	913501	2021	Subaru	LEGACY	6	Trade on New	No				97%		
48	SCT4748A	2021	Subaru	CROSSTREK	36	Trade on New	No	\$ 23,000	\$ 22,900		97%	\$2,797	\$149
49	SLO5014A	2019	Subaru	OUTBACK	4	Trade on New	No	\$ 22,500	\$ 22,500		101%	\$4,327	\$297
50	SFO4928A	2023	Hyundai	KONA	12	Trade on New	Yes	\$ 22,000	\$ 21,500		98%	\$1,734	
51	SCT4775A	2019	Toyota	YARIS	12	Trade on New	No	\$ 14,500	\$ 14,500		97%	\$4,419	
52	SCT3782A	2022	Mitsubishi	OUTLANDER	7	Trade on Used	No	25000	\$ 25,000		101%		
53	sim3726a	2019	Subaru	IMPREZA	6	Trade on New	No	\$ 17,125	\$ 17,125		101%	\$5,358	\$1,700

Scoreboard Totals	
% Retailed of Non-Franchise Make	32%
Total # Retail Units	84
Avg. Days to Sale	34.7
Avg. Advertised Price (Time of Sale)	\$ 22,179
Avg. Transaction Price	\$ 21,948
Avg. Market Price at 100%	\$ 22,723
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	97%
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 2,028
Avg. Finance Gross	\$ 1,547
PUVR	\$ 3,284
Total Gross (Units & PUVR)	\$ 275,838
GROI	155%
% with Trade	60%
Avg. Over/Under Allowance	\$36



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	32%	#DIV/0!	#DIV/0!
Total # Retail Units	84	0	0
Avg. Days to Sale	34.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,179	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 21,948	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 22,723	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,028	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,547	#DIV/0!	#DIV/0!
PUVR	\$ 3,284	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 275,838	#DIV/0!	#DIV/0!
GROI	155%	#DIV/0!	#DIV/0!
% with Trade	60%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	36	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	32%	#DIV/0!	#DIV/0!
Total # Retail Units	84	0	0
Avg. Days to Sale	34.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,179	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 21,948	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 22,723	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,028	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,547	#DIV/0!	#DIV/0!
PUVR	\$ 3,284	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 275,838	#DIV/0!	#DIV/0!
GROI	155%	#DIV/0!	#DIV/0!
% with Trade	60%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	36	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	32%	#DIV/0!	#DIV/0!
Total # Retail Units	84	0	0
Avg. Days to Sale	34.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,179	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 21,948	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 22,723	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,028	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,547	#DIV/0!	#DIV/0!
PUVR	\$ 3,284	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 275,838	#DIV/0!	#DIV/0!
GROI	155%	#DIV/0!	#DIV/0!
% with Trade	60%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	36	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	84	27	56
Avg. Days to Sale	34.7	46.5	28.6
Avg. Advertised Price (Time of Sale)	\$ 22,179	\$ 24,206	\$ 20,808
Avg. Transaction Price	\$ 21,948	\$ 24,039	\$ 20,808
Avg. Market Price at 100%	\$ 22,723	\$ 16,608	#REF!
Avg. Price to Market % (Time of Sale)	98%	146%	#REF!
Avg. Transaction to Market	97%	145%	#REF!
Avg. Transactional Discount	#REF!	\$ 167	#REF!
Avg. Front-End Gross	\$ 2,028	\$ 1,481	\$ 2,269
Avg. Finance Gross	\$ 1,547	\$ 2,312	\$ 1,141
PUVR	\$ 3,284	\$ 3,192	\$ 3,334
Total Gross (Units & PUVR)	\$ 275,838	\$ 86,179	\$ 186,702
GROI	155%	103%	202%
% with Trade	60%	67%	55%
Avg. Over/Under Allowance	36	37	36



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	84	57	27
Avg. Days to Sale	34.7	34.4	35.4
Avg. Advertised Price (Time of Sale)	\$ 22,179	\$ 23,323	\$ 19,894
Avg. Transaction Price	\$ 21,948	\$ 23,168	\$ 19,894
Avg. Market Price at 100%	\$ 22,723	\$ 13,346	#REF!
Avg. Price to Market % (Time of Sale)	98%	175%	#REF!
Avg. Transaction to Market	97%	174%	#REF!
Avg. Transactional Discount	#REF!	\$ 155	#REF!
Avg. Front-End Gross	\$ 2,028	\$ 1,828	\$ 2,460
Avg. Finance Gross	\$ 1,547	\$ 1,870	\$ 900
PUVR	\$ 3,284	\$ 3,453	\$ 2,999
Total Gross (Units & PUVR)	\$ 275,838	\$ 196,815	\$ 80,973
GROI	155%	156%	153%
% with Trade	60%	60%	59%
Avg. Over/Under Allowance	36	26	56



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	84	68	11
% of Retail Units	100%	81%	13%
% Retailed of Non-New Franchise	32%	31%	55%
Avg. Days to Sale	34.7	26.0	33.4
Avg. Transaction Price	\$ 21,948	\$ 22,399	\$ 18,671
Avg. Transaction to Market %	97%	#REF!	#DIV/0!
Avg. Transactional Discount	#REF!	#REF!	\$ (1,243)
Avg. Front End Gross	\$ 2,028	\$ 2,095	\$ 2,205
Avg. Finance Gross	\$ 1,547	\$ 1,438	\$ 1,583
PUVR	\$ 3,284	\$ 3,338	\$ 2,683
Total Gross (Units & PUVR)	\$ 275,838	\$ 227,016	\$ 29,514
GROI	155%	207%	155%
% with Trade	60%	59%	73%
Avg. Over/Under Allowance	36	40	27



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	0	5	0
0%	0%	6%	0%
#DIV/0!	#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	154.4	#DIV/0!
#DIV/0!	#DIV/0!	\$ 25,500	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	\$ -	#DIV/0!
#DIV/0!	#DIV/0!	\$ 785	#DIV/0!
#DIV/0!	#DIV/0!	\$ 2,745	#DIV/0!
#DIV/0!	#DIV/0!	\$ 5,138	#DIV/0!
#DIV/0!	#DIV/0!	\$ 25,688	#DIV/0!
#DIV/0!	#DIV/0!	47%	#DIV/0!
#DIV/0!	#DIV/0!	40%	#DIV/0!
#DIV/0!	#DIV/0!	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	84	56	12
% of Retail Units	100%	67%	14%
% Retailed of Non-New Franchise	32%	21%	50%
Avg. Days to Sale	34.7	16.8	38.6
Avg. Transaction Price	\$ 21,948	\$ 21,499	\$ 21,863
Avg. Transaction to Market %	97%	#REF!	#DIV/0!
Avg. Transactional Discount	#REF!	#REF!	\$ 325
Avg. Front End Gross	\$ 2,028	\$ 2,280	\$ 2,372
Avg. Finance Gross	\$ 1,547	\$ 1,552	\$ 1,279
PUVR	\$ 3,284	\$ 3,832	\$ 3,652
Total Gross (Units & PUVR)	\$ 275,838	\$ 214,569	\$ 43,821
GROI	155%	383%	156%
% with Trade	60%	57%	58%
Avg. Over/Under Allowance	36	45	42



46-60 days	61-90 days	90+ days
3	8	4
4%	10%	5%
67%	75%	0%
53.0	67.0	195.5
#DIV/0!	\$ 22,413	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ 170	#DIV/0!
\$ 1,907	\$ 898	\$ (173)
\$ 2,101	\$ 1,573	\$ 1,754
\$ 4,008	\$ 2,471	\$ 1,582
\$ 12,023	\$ 19,766	\$ 6,326
#DIV/0!	59%	#DIV/0!
100%	63%	50%
0	0	0