

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	T24216A	2016	Chevrolet	SILVERADO	14	Trade on New	No	\$ 56,204	\$ 51,930	100%	\$392	\$0
2	G23409A	2019	Chevrolet	SILVERADO	124	Trade on New	No	\$ 29,412	\$ 29,412	92%	(\$180)	\$0
3	P8664	2019	GMC	SIERRA	15	Auction/Wholesale	No	\$ 53,214	\$ 55,214	99%	\$2,281	\$0
4	p8632	2018	Jeep	WRANGLER	52	Auction/Wholesale	No	\$ 28,128	\$ 28,128	93%	(\$1,914)	\$0
5	G23451A	2021	Chevrolet	SILVERADO	22	Trade on New	No	\$ 39,980	\$ 39,980	100%	\$3,345	\$4,834
6	G24167A	2020	Chevrolet	SILVERADO	15	Trade on Used	No	\$ 34,393	\$ 34,393	98%	(\$1,795)	\$0
7	P8669	2014	Subaru	CROSSTREK	2	Street/Curb Buy	No	\$ 15,946	\$ 13,870	80%	\$411	\$350
8	G23512A	2020	Chevrolet	SUBURBAN	91	Trade on Used	No	\$ 38,672	\$ 38,672	94%	(\$1,018)	\$2,277
9	P8644	2016	Hyundai	SONATA	40	Street/Curb Buy	No	\$ 12,845	\$ 12,300	84%	(\$1,175)	\$138
10	P8659	2018	GMC	CANYON	12	Auction/Wholesale	No	\$ 26,544	\$ 26,000	99%	(\$1,042)	\$1,115
11	P8655A	2019	Mitsubishi	MIRAGE	16	Trade on Used	No	\$ 10,000	\$ 10,000	116%	\$4,079	\$953
12	G23438A	2022	Kia	NIRO	81	Trade on New	No	\$ 19,674	\$ 19,674	97%	\$259	\$1,741
13	G24164A	2024	Chevrolet	SILVERADO	11	Trade on New	No	\$ 79,301	\$ 79,301	95%	\$4,604	\$4,836
14	P8633	2022	Dodge	CHARGER	55	Auction/Wholesale	No	\$ 24,980	\$ 24,980	94%	(\$2,380)	\$2,346
15	P8458	2022	Chevrolet	CORVETTE	278	Street/Curb Buy	No	\$ 129,000	\$ 101,228	139%	(\$604)	\$0
16	T23458A	2019	Buick	ENVISION	47	Trade on Used	No	\$ 19,980	\$ 18,055	93%	(\$210)	\$2,186
17	P8664	2019	GMC	SIERRA	12	Street/Curb Buy	No	\$ 53,214	\$ 53,214	96%	\$2,251	\$0
18	P8628	2022	GMC	ACADIA	71	Auction/Wholesale	No	\$ 25,851	\$ 25,851	92%	(\$2,778)	\$3,495
19	T24145A	2015	GMC	SIERRA	43	Trade on New	No	\$ 21,988	\$ 19,942	107%	\$4,700	\$0
20	P8662	2018	Chevrolet	COLORADO	24	Auction/Wholesale	No	\$ 37,750	\$ 32,957	106%	\$1,781	\$3,013
21	T24046A	2017	Chevrolet	CRUZE	3	Trade on New	No	\$ 9,988	\$ 8,100	112%	(\$2,148)	\$1,086
22	G24104B	2022	Ram	2500	5	Trade on Used	No	\$ 45,896	\$ 43,896	99%	\$2,176	\$350

Scoreboard Totals

% Retailed of Non-Franchise Make	45%
Total # Retail Units	42
Avg. Days to Sale	43.0
Avg. Advertised Price (Time of Sale)	\$ 35,778
Avg. Transaction Price	\$ 34,365
Avg. Market Price at 100%	\$ 35,815
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 1,413
Avg. Front-End Gross	\$ 390
Avg. Finance Gross	\$ 1,430
PUVR	\$ 1,820
Total Gross (Units & PUVR)	\$ 76,425
GROI	44%
% with Trade	33%
Avg. Over/Under Allowance	\$150



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	45%	#DIV/0!	#DIV/0!
Total # Retail Units	42	0	0
Avg. Days to Sale	43.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,778	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,365	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 35,815	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,413	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 390	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,430	#DIV/0!	#DIV/0!
PUVR	\$ 1,820	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 76,425	#DIV/0!	#DIV/0!
GROI	44%	#DIV/0!	#DIV/0!
% with Trade	33%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	150	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	45%	#DIV/0!	#DIV/0!
Total # Retail Units	42	0	0
Avg. Days to Sale	43.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,778	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,365	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 35,815	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,413	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 390	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,430	#DIV/0!	#DIV/0!
PUVR	\$ 1,820	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 76,425	#DIV/0!	#DIV/0!
GROI	44%	#DIV/0!	#DIV/0!
% with Trade	33%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	150	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	45%	#DIV/0!	#DIV/0!
Total # Retail Units	42	0	0
Avg. Days to Sale	43.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,778	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,365	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 35,815	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,413	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 390	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,430	#DIV/0!	#DIV/0!
PUVR	\$ 1,820	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 76,425	#DIV/0!	#DIV/0!
GROI	44%	#DIV/0!	#DIV/0!
% with Trade	33%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	150	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	42	0	42
Avg. Days to Sale	43.0	#DIV/0!	43.0
Avg. Advertised Price (Time of Sale)	\$ 35,778	#DIV/0!	\$ 34,365
Avg. Transaction Price	\$ 34,365	#DIV/0!	\$ 34,365
Avg. Market Price at 100%	\$ 35,815	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,413	#DIV/0!	\$ 1,413
Avg. Front-End Gross	\$ 390	#DIV/0!	\$ 390
Avg. Finance Gross	\$ 1,430	#DIV/0!	\$ 1,430
PUVR	\$ 1,820	#DIV/0!	\$ 1,820
Total Gross (Units & PUVR)	\$ 76,425	#DIV/0!	\$ 76,425
GROI	44%	#DIV/0!	44%
% with Trade	33%	#DIV/0!	33%
Avg. Over/Under Allowance	150	#DIV/0!	150



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	42	23	19
Avg. Days to Sale	43.0	39.9	46.7
Avg. Advertised Price (Time of Sale)	\$ 35,778	\$ 40,677	\$ 29,208
Avg. Transaction Price	\$ 34,365	\$ 38,625	\$ 29,208
Avg. Market Price at 100%	\$ 35,815	#DIV/0!	\$ 30,424
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	96%
Avg. Transaction to Market	96%	#DIV/0!	96%
Avg. Transactional Discount	\$ 1,413	\$ 2,052	\$ 640
Avg. Front-End Gross	\$ 390	\$ 304	\$ 493
Avg. Finance Gross	\$ 1,430	\$ 1,878	\$ 888
PUVR	\$ 1,820	\$ 2,182	\$ 1,381
Total Gross (Units & PUVR)	\$ 76,425	\$ 50,182	\$ 26,243
GROI	44%	51%	36%
% with Trade	33%	30%	37%
Avg. Over/Under Allowance	150	347	-89



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	42	15	11
% of Retail Units	100%	36%	26%
% Retailed of Non-New Franchise	45%	27%	73%
Avg. Days to Sale	43.0	37.3	46.2
Avg. Transaction Price	\$ 34,365	\$ 38,857	\$ 28,886
Avg. Transaction to Market %	96%	#DIV/0!	101%
Avg. Transactional Discount	\$ 1,413	\$ 1,320	\$ 357
Avg. Front End Gross	\$ 390	\$ 1,051	\$ 117
Avg. Finance Gross	\$ 1,430	\$ 2,008	\$ 1,227
PUVR	\$ 1,820	\$ 3,059	\$ 1,344
Total Gross (Units & PUVR)	\$ 76,425	\$ 45,887	\$ 14,782
GROI	44%	76%	36%
% with Trade	33%	33%	45%
Avg. Over/Under Allowance	150	326	-427



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
6	10	0	0
14%	24%	0%	0%
33%	50%	#DIV/0!	#DIV/0!
56.5	39.9	#DIV/0!	#DIV/0!
\$ 41,025	\$ 29,658	#DIV/0!	#DIV/0!
#DIV/0!	96%	#DIV/0!	#DIV/0!
\$ 5,066	\$ 522	#DIV/0!	#DIV/0!
\$ 226	\$ (204)	#DIV/0!	#DIV/0!
\$ 603	\$ 1,282	#DIV/0!	#DIV/0!
\$ 829	\$ 1,079	#DIV/0!	#DIV/0!
\$ 4,971	\$ 10,785	#DIV/0!	#DIV/0!
13%	33%	#DIV/0!	#DIV/0!
0%	40%	#DIV/0!	#DIV/0!
0	610	#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	42	21	7
% of Retail Units	100%	50%	17%
% Retailed of Non-New Franchise	45%	33%	57%
Avg. Days to Sale	43.0	10.7	40.4
Avg. Transaction Price	\$ 34,365	\$ 35,482	\$ 26,608
Avg. Transaction to Market %	96%	#DIV/0!	96%
Avg. Transactional Discount	\$ 1,413	\$ 742	\$ 1,083
Avg. Front End Gross	\$ 390	\$ 1,281	\$ 442
Avg. Finance Gross	\$ 1,430	\$ 1,702	\$ 521
PUVR	\$ 1,820	\$ 2,982	\$ 963
Total Gross (Units & PUVR)	\$ 76,425	\$ 62,632	\$ 6,743
GROI	44%	284%	32%
% with Trade	33%	48%	14%
Avg. Over/Under Allowance	150	-63	0



46-60 days	61-90 days	90+ days
3	6	4
7%	14%	10%
100%	67%	25%
51.3	72.2	178.0
\$ 23,721	\$ 34,964	\$ 49,578
90%	93%	98%
\$ 642	\$ 1,081	\$ 6,943
\$ (1,501)	\$ (641)	\$ (1,285)
\$ 1,511	\$ 1,436	\$ 1,161
\$ 9	\$ 795	\$ (124)
\$ 28	\$ 4,767	\$ (497)
0%	11%	-1%
0%	33%	25%
0	1,601	-500