









Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Same Brand as New	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	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	1236334a	2015	Chevrolet	Equinox	10	Trade on Used	No	No	\$ 12,500	\$ 11,721	98%	\$3,222	\$1,146
2	1116004a	2020	Chevrolet	Trax	33	Trade on New	Yes	No	\$ 16,513	\$ 16,513	102%	\$113	\$2,050
3	1081054a	2022	Chevrolet	Trailblazer	101	Trade on New	No	No	\$ 24,489	\$ 23,900	95%	\$3,646	\$256
4	1357404A	2021	Chevrolet	Equinox	49	Trade on New	Yes	No	\$ 20,816	\$ 20,816	96%	\$1,276	\$2,498
5	1295031B	2017	Chevrolet	Malibu	114	Trade on Used	No	No	\$ 7,900	\$ 7,900	84%	\$1,366	\$175
6	1122218b	2014	Chevrolet	Silverado	83	Trade on Used	No	No	\$ 13,900	\$ 13,900	72%	\$2,575	\$0
7	126739	2012	Chevrolet	Impala	78	Street/Curb Buy	No	No	\$ 7,900	\$ 7,900	100%	\$2,867	\$150
8	1330848a	2021	Chevrolet	Traverse	29	Trade on New	Yes	No	\$ 34,326	\$ 34,326	97%	\$204	\$1,200
9	181010	2021	Nissan	Altima	98	Street/Curb Buy	No	No	\$ 16,066	\$ 15,000	94%	\$1,354	\$75
10	1172276a	2018	Chevrolet	Silverado	8	Trade on New	No	No	\$ 28,200	\$ 27,359	96%	\$2,811	\$0
11	1029365a	2014	Jeep	Patriot	33	Trade on New	No	No	\$ 5,197	\$ 5,197	83%	\$2,500	\$1,000
12	126775	2023	Buick	Encore	33	Street/Curb Buy	Yes	No	\$ 25,418	\$ 25,418	93%	\$2,509	\$1,867
13	1177208A	2017	Chevrolet	EQUINOX	8	Trade on New	No	No	\$ 12,100	\$ 13,100	105%	\$2,549	\$0
14	1139945A	2021	Chevrolet	SILVERADO	46	Trade on New	Yes	No	\$ 31,900	\$ 31,900	99%	\$574	\$308
15	126787	2021	Chevrolet	Equinox	11	LBO Customer	Yes	No	\$ 23,413	\$ 23,413	97%	\$2,364	\$0
16	1191824A	2017	Nissan	Altima	31	Trade on New	No	No	\$ 14,900	\$ 14,900	103%	\$4,175	\$221
17	1139945A	2021	Chevrolet	SILVERADO	46	Trade on New	Yes	No	\$ 31,900	\$ 31,900	99%	\$769	\$308
18	1172662A	2015	Chevrolet	Impala	3	Trade on New	No	No	\$ 12,400	\$ 9,600	97%	\$2,510	\$104
19	1133564A	2021	Chevrolet	SILVERADO	97	Trade on New	Yes	No	\$ 34,560	\$ 34,160	94%	\$1,050	\$386
20	126768	2021	Chevrolet	Trailblazer	48	LBO Customer	Yes	No	\$ 18,800	\$ 18,800	98%	\$3,173	\$0
21	1151823A	2021	Buick	ENCLAVE	13	Trade on New	Yes	No	\$ 37,400	\$ 37,400	102%	\$3,527	\$1,427
22	11146193B	2013	Chevrolet	SILVERADO	48	Trade on Used	No	No	\$ 15,900	\$ 15,100	99%	\$1,086	\$0
23	1156049A	2008	Saturn	VUE	49	Trade on New	No	No	\$ 4,800	\$ 4,800	112%	\$2,224	\$0
24	1082010A	2010	Buick	LUCERNE	111	Trade on New	No	No	\$ 8,369	\$ 8,369	N/A	\$420	\$0
25	1235923A	2022	Chevrolet	Equinox	44	Trade on New	Yes	No	\$ 22,312	\$ 22,312	99%	\$2,644	\$0
26	1064133A	2017	Ford	EDGE	29	Trade on New	No	No	\$ 14,900	\$ 14,900	97%	\$3,645	\$0
27	126734	2017	Chevrolet	Malibu	106	LBO Customer	No	No	\$ 12,781	\$ 12,781	88%	(\$415)	\$1,411
28	1234952A	2021	Chevrolet	Trailblazer	28	Trade on New	Yes	No	\$ 19,309	\$ 19,309	101%	\$2,734	\$249
29	1121886A	2020	Chevrolet	SILVERADO	78	Trade on New	Yes	No	\$ 29,593	\$ 29,593	92%	\$316	\$1,300

30	1115256A	2020	Chevrolet	Equinox	84	Trade on New	Yes	No	\$ 14,972	\$ 14,972	96%	\$314	\$0
31	1264518B	2017	Chevrolet	SILVERADO	167	Trade on Used	No	No	\$ 17,923	\$ 16,923	95%	\$303	\$0
32	1188915A	2018	Chevrolet	Equinox	43	Trade on New	Yes	No	\$ 17,489	\$ 17,489	96%	\$3,009	\$1,823
33	1168464A	2022	Chevrolet	Malibu	7	Trade on New	Yes	No	\$ 20,884	\$ 20,884	98%	\$2,753	\$499
34	1127217A	2021	Volkswagen	ATLAS	43	Trade on New	No	No	\$ 34,300	\$ 33,945	97%	\$2,510	\$2,406
35	1253847A	2010	Chevrolet	Impala	2	Trade on New	No	No	\$ 5,700	\$ 5,700	81%	\$3,236	\$0
36	1313715B	2014	Chevrolet	Equinox	45	Trade on Used	No	No	\$ 13,850	\$ 11,435	103%	\$3,010	\$1,352
37	1241630B	2017	Jeep	CHEROKEE	112	Trade on Used	No	No	\$ 14,989	\$ 14,989	87%	\$124	\$0
38	126793	2017	Chevrolet	CRUZE	7	Loaner	No	No	\$ 12,700	\$ 13,800	95%	\$5,049	\$1,325
39	1186116A	2020	Chevrolet	SILVERADO	5	Trade on New	No	No	\$ 33,486	\$ 33,486	98%	\$3,058	\$1,999
40	1213551A	2009	Saturn	AURA	11	Trade on New	No	No	\$ 5,700	\$ 4,500	89%	\$2,910	\$0
41	1165935A	2021	Chevrolet	COLORADO	69	Trade on New	Yes	No	\$ 27,926	\$ 27,926	98%	\$1,222	\$986
42	126778A	2015	Chevrolet	Equinox	51	Trade on New	No	No	\$ 9,500	\$ 9,500	99%	\$2,726	\$1,030
43	1241382A	2018	Chrysler	PACIFICA	14	Trade on New	No	No	\$ 19,000	\$ 19,000	100%	\$4,315	\$0
44	1313715A	2020	Chevrolet	TRAVERSE	76	Trade on New	Yes		\$ 28,924	\$ 28,924	102%	\$3,747	\$0
45	126758	2019	Chevrolet	SILVERADO	30	LBO Customer	Yes		\$ 30,650	\$ 30,650	100%	\$2,273	\$687
46	1539069B	2014	Honda	ODYSSEY	10	Trade on Used	No		\$ 13,600	\$ 13,600	94%	\$4,510	\$110
47	1076944A	2020	Chevrolet	TRAX	78	Trade on New	Yes		\$ 17,884	\$ 17,884	100%	\$1,851	\$1,350
48	126778	2021	Chevrolet	Equinox	6	LBO Customer	Yes		\$ 22,396	\$ 22,396	102%	\$2,369	\$0
49	1170006A	2021	Chevrolet	SILVERADO	40	Trade on New	Yes		\$ 36,972	\$ 36,972	99%	\$1,986	\$0
50	1050233A	2022	Chevrolet	BLAZER	72	Trade on New	Yes		\$ 24,992	\$ 24,992	95%	\$2,834	\$1,577
51	1129457A	2021	Chevrolet	COLORADO	88	Trade on New	Yes		\$ 27,981	\$ 27,481	97%	\$3,750	\$1,115
52	1212099XA	2005	Chevrolet	TAHOE	21	Trade on New	No		\$ 5,500	\$ 5,000	73%	\$3,137	\$0
53	1126645A	2021	Chevrolet	SILVERADO	57	Trade on New	Yes		\$ 36,429	\$ 36,429	99%	\$3,388	\$2,226

## Scoreboard Totals

% Retailed of Non-Franchise Make	78%
Total # Retail Units	55
Avg. Days to Sale	49.6
Avg. Advertised Price (Time of Sale)	\$ 19,882
Avg. Transaction Price	\$ 19,680
Avg. Market Price at 100%	\$ 20,767
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 236
Avg. Front-End Gross	\$ 2,297
Avg. Finance Gross	\$ 659
PUVR	\$ 2,788
Total Gross (Units & PUVR)	\$ 153,332
GROI	103%
% with Trade	7%
Avg. Over/Under Allowance	\$333



# Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	78%	#DIV/0!	#DIV/0!
Total # Retail Units	55	0	0
Avg. Days to Sale	49.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 19,882	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 19,680	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 20,767	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 236	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,297	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 659	#DIV/0!	#DIV/0!
PUVR	\$ 2,788	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 153,332	#DIV/0!	#DIV/0!
GROI	103%	#DIV/0!	#DIV/0!
% with Trade	7%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	333	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	78%	#DIV/0!	#DIV/0!
Total # Retail Units	55	0	0
Avg. Days to Sale	49.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 19,882	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 19,680	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 20,767	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 236	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,297	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 659	#DIV/0!	#DIV/0!
PUVR	\$ 2,788	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 153,332	#DIV/0!	#DIV/0!
GROI	103%	#DIV/0!	#DIV/0!
% with Trade	7%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	333	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	78%	#DIV/0!	#DIV/0!
Total # Retail Units	55	0	0
Avg. Days to Sale	49.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 19,882	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 19,680	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 20,767	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 236	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,297	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 659	#DIV/0!	#DIV/0!
PUVR	\$ 2,788	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 153,332	#DIV/0!	#DIV/0!
GROI	103%	#DIV/0!	#DIV/0!
% with Trade	7%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	333	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	55	26	29
Avg. Days to Sale	49.6	49.3	49.9
Avg. Advertised Price (Time of Sale)	\$ 19,882	\$ 26,556	\$ 13,546
Avg. Transaction Price	\$ 19,680	\$ 26,522	\$ 13,546
Avg. Market Price at 100%	\$ 20,767	\$ 25,837	#VALUE!
Avg. Price to Market % (Time of Sale)	96%	103%	#VALUE!
Avg. Transaction to Market	95%	103%	#VALUE!
Avg. Transactional Discount	\$ 236	\$ 24	\$ 375
Avg. Front-End Gross	\$ 2,297	\$ 2,043	\$ 2,525
Avg. Finance Gross	\$ 659	\$ 902	\$ 440
PUVR	\$ 2,788	\$ 2,556	\$ 2,939
Total Gross (Units & PUVR)	\$ 153,332	\$ 66,456	\$ 85,244
GROI	103%	70%	157%
% with Trade	7%	0%	14%
Avg. Over/Under Allowance	333	#DIV/0!	333



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	55	0	43
Avg. Days to Sale	49.6	#DIV/0!	49.4
Avg. Advertised Price (Time of Sale)	\$ 19,882	#DIV/0!	\$ 18,531
Avg. Transaction Price	\$ 19,680	#DIV/0!	\$ 18,531
Avg. Market Price at 100%	\$ 20,767	#DIV/0!	#VALUE!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#VALUE!
Avg. Transaction to Market	95%	#DIV/0!	#VALUE!
Avg. Transactional Discount	\$ 236	#DIV/0!	\$ 236
Avg. Front-End Gross	\$ 2,297	#DIV/0!	\$ 2,147
Avg. Finance Gross	\$ 659	#DIV/0!	\$ 641
PUVR	\$ 2,788	#DIV/0!	\$ 2,788
Total Gross (Units & PUVR)	\$ 153,332	#DIV/0!	\$ 119,878
GROI	103%	#DIV/0!	110%
% with Trade	7%	#DIV/0!	9%
Avg. Over/Under Allowance	333	#DIV/0!	333



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	55	38	8
% of Retail Units	100%	69%	15%
% Retailed of Non-New Franchise	78%	76%	88%
Avg. Days to Sale	49.6	45.3	73.6
Avg. Transaction Price	\$ 19,680	\$ 21,228	\$ 13,196
Avg. Transaction to Market %	95%	#VALUE!	86%
Avg. Transactional Discount	\$ 236	\$ 179	\$ 713
Avg. Front End Gross	\$ 2,297	\$ 2,332	\$ 2,025
Avg. Finance Gross	\$ 659	\$ 735	\$ 348
PUVR	\$ 2,788	\$ 2,889	\$ 2,051
Total Gross (Units & PUVR)	\$ 153,332	\$ 109,794	\$ 16,410
GROI	103%	108%	76%
% with Trade	7%	3%	38%
Avg. Over/Under Allowance	333	0	500



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	0	1	5
5%	0%	2%	9%
100%	#DIV/0!	100%	60%
69.7	#DIV/0!	7.0	40.2
\$ 16,106	#DIV/0!	\$ 13,800	\$ 21,608
94%	#DIV/0!	103%	94%
\$ 355	#DIV/0!	\$ (1,100)	\$ -
\$ 2,243	#DIV/0!	\$ 5,049	\$ 1,953
\$ 697	#DIV/0!	\$ 1,325	\$ 420
\$ 2,941	#DIV/0!	\$ 6,374	\$ 2,178
\$ 8,822	#DIV/0!	\$ 6,374	\$ 10,888
94%	#DIV/0!	2375%	90%
0%	#DIV/0!	0%	0%
#DIV/0!	#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	55	15	7
% of Retail Units	100%	27%	13%
% Retailed of Non-New Franchise	78%	100%	100%
Avg. Days to Sale	49.6	14.7	37.4
Avg. Transaction Price	\$ 19,680	\$ 20,104	\$ 16,181
Avg. Transaction to Market %	95%	94%	94%
Avg. Transactional Discount	\$ 236	\$ 258	\$ 345
Avg. Front End Gross	\$ 2,297	\$ 2,976	\$ 2,566
Avg. Finance Gross	\$ 659	\$ 657	\$ 1,188
PUVR	\$ 2,788	\$ 3,633	\$ 3,753
Total Gross (Units & PUVR)	\$ 153,332	\$ 54,500	\$ 26,273
GROI	103%	442%	223%
% with Trade	7%	7%	14%
Avg. Over/Under Allowance	333	0	0



46-60 days	61-90 days	90+ days
7	5	8
13%	9%	15%
100%	100%	100%
48.1	78.4	113.3
\$ 18,974	\$ 18,858	\$ 16,753
100%	92%	#VALUE!
\$ 114	\$ -	\$ 382
\$ 1,690	\$ 1,459	\$ 981
\$ 592	\$ 487	\$ 288
\$ 2,282	\$ 1,946	\$ 1,269
\$ 15,972	\$ 9,730	\$ 10,151
90%	47%	24%
0%	20%	13%
#DIV/0!	1,000	#DIV/0!