









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	A1824	2014	Ford	Escape	18	Auction/Wholesale	No	\$ 12,495	\$ 12,415	81%	\$4,168	\$500
2	A1780	2018	Toyota	Camry	77	Auction/Wholesale	No	\$ 28,995	\$ 28,995	95%	\$740	\$1,622
3	A1796	2017	Mazda	Mazda 3	47	Auction/Wholesale	No	\$ 15,995	\$ 15,000	94%	\$872	\$0
4	A1664	2021	Honda	CRV	219	Auction/Wholesale	No	\$ 40,495	\$ 33,485	100%	(\$5,950)	\$1,975
5	A1702	2021	Genesis	G80	195	Auction/Wholesale	No	\$ 55,295	\$ 55,295	102%	(\$6,229)	\$1,316
6	A1794	2017	Honda	Civic	39	Street/Curb Buy	No	\$ 23,995	\$ 23,995	103%	\$2,568	\$573
7	A1830	2009	Toyota	Corolla	1	Street/Curb Buy	No	\$ 2,800	\$ 2,800	95%	\$1,285	\$0
8	A1755	2020	Lexus	RX350	73	Auction/Wholesale	No	\$ 44,995	\$ 44,995	91%	\$650	\$991
9	A1674	2019	Honda	Civic	200	Auction/Wholesale	No	\$ 28,495	\$ 28,495	105%	(\$4,455)	\$1,512
10	A1776	2014	Nissan	Altima	61	Street/Curb Buy	No	\$ 11,995	\$ 11,995	95%	\$1,355	\$643
11	A1814	2014	Toyota	RAV4	21	Auction/Wholesale	No	\$ 22,985	\$ 22,985	95%	\$4,047	\$1,000
12	A1781	2018	Toyota	RAV4	51	Auction/Wholesale	No	\$ 28,995	\$ 28,995	103%	(\$404)	\$1,675
13	A1817	2021	Acura	TLX	8	Auction/Wholesale	No	\$ 41,995	\$ 41,995	101%	\$1,641	\$0
14	A1785	2022	Buick	Enclave	42	Auction/Wholesale	No	\$ 43,995	\$ 42,694	101%	\$4,334	\$4,288
15	A1812	2019	Lexus	Nx300	17	Auction/Wholesale	No	\$ 34,995	\$ 33,742	100%	\$2,072	\$736
16	A1787	2016	Nissan	sentra	37	Auction/Wholesale	No	\$ 11,995	\$ 10,500	102%	\$3,750	\$251
17	A1801A	2013	Toyota	Avalon	7	Trade on Used	No	\$ 20,995	\$ 17,995	95%	\$1,127	\$367
18	A1762	2018	Toyota	4Runner	66	Auction/Wholesale	No	\$ 38,995	\$ 38,995	91%	\$1,095	\$0
19	A1765	2019	Acura	RLX	15	Auction/Wholesale	No	\$ 41,995	\$ 39,700	95%	\$740	\$2,643
20	A1748	2022	Volkswagen	Taos	91	Auction/Wholesale	No	\$ 35,995	\$ 35,500	103%	(\$931)	\$0
21	A1802	2019	Toyota	Corolla	15	Auction/Wholesale	No	\$ 22,485	\$ 22,485	93%	\$4,636	\$2,354
22	A1801	2020	Lexus	Rx350	14	Auction/Wholesale	No	\$ 35,495	\$ 35,495	77%	\$2,144	\$1,096
23	A1693A	2018	Lexus	ES350	78	Trade on Used	No	\$ 35,495	\$ 35,495	95%	\$2,187	\$0
24	A1751	2017	Toyota	Highlander	69	Auction/Wholesale	No	\$ 42,495	\$ 42,495	101%	(\$1,243)	\$4,368
25	A1813	2007	Honda	Civic	1	Street/Curb Buy	No	\$ 1,500	\$ 1,500	87%	\$423	\$0
26	A1653	2019	Nissan	Murano	183	Auction/Wholesale	No	\$ 30,995	\$ 30,995	107%	(\$1,375)	\$838
27	A1632	2018	Toyota	Highlander	195	Auction/Wholesale	No	\$ 36,395	\$ 36,395	95%	(\$3,655)	\$700
28	A1779	2019	Honda	Insight	0	Street/Curb Buy	No	\$ 29,995	\$ 29,995	100%	\$2,320	\$1,331
29	A1757	2018	Toyota	RAV4	55	Auction/Wholesale	No	\$ 31,495	\$ 31,495	109%	\$1,388	\$2,818

30	A1778	2020	Toyota	RAV4	0	Street/Curb Buy	No	\$	37,995	\$	37,995	104%	\$3,517	\$2,831
31	A1658	2021	Ford	F150	171	Auction/Wholesale	No	\$	96,890	\$	9,600	101%	(\$3,491)	\$295
32	A1782	2013	Lexus	CT200	16	Street/Curb Buy	No	\$	10,995	\$	10,995	93%	\$4,149	\$1,000
33	A1783	2014	Honda	CRV	12	Street/Curb Buy	No	\$	14,495	\$	14,495	95%	\$3,698	\$0
34	A1686	2020	Cadillac	Esclade	148	Auction/Wholesale	No	\$	77,995	\$	77,995	107%	\$1,112	\$3,781
35	A1784	2023	Mazda	MX5	6	Auction/Wholesale	No	\$	38,500	\$	38,500	102%	\$1,641	\$0
36	A1750	2016	Infiniti	QX50	51	Street/Curb Buy	No	\$	22,995	\$	22,000	102%	\$4,860	\$1,851
37	A1720A	2019	Nissan	Qashqai	49	Auction/Wholesale	No	\$	18,995	\$	18,995	93%	\$2,184	\$1,377
38	A1767	2018	Lexus	Nx300	15	Auction/Wholesale	No	\$	33,995	\$	33,995	95%	\$5,104	\$1,931
39	A1742	2022	Toyota	Highlander	70	Auction/Wholesale	No	\$	60,995	\$	60,000	100%	\$2,784	\$3,459
40	A1703A	2005	Toyota	Camry	6	Trade on Used	No	\$	750	\$	750	87%	\$423	\$0
41	A1775	2014	Lexus	Is250	45	Auction/Wholesale	No	\$	20,995	\$	12,550	105%	\$566	\$365
42	A1631A	2019	Toyota	Prius	122	Trade on Used	No	\$	23,495	\$	23,000	101%	\$350	\$0
43	A1703	2020	Toyota	Camry	117	Auction/Wholesale	No	\$	34,495	\$	34,495	107%	(\$783)	\$1,531
44	A1766	2014	Toyota	Venza	1	Street/Curb Buy	No	\$	19,700	\$	19,700	102%	\$913	\$0
45	A1760	2014	Mazda	Mazda 3	5	Auction/Wholesale	No	\$	9,995	\$	9,495	81%	\$3,479	\$0
46	A1623	2018	Honda	Civic	144	Auction/Wholesale	No	\$	24,995	\$	24,995	108%	(\$1,944)	\$0
47	A1717	2017	Lexus	NX200	86	Auction/Wholesale	No	\$	29,495	\$	29,000	95%	\$115	\$1,131
48	A1619	2019	Toyota	Corolla	148	Auction/Wholesale	No	\$	21,995	\$	21,995	102%	(\$2,364)	\$2,498
49	A1627	2020	Toyota	RAV4	142	Auction/Wholesale	No	\$	38,695	\$	38,695	99%	(\$3,262)	\$0
50	A1649	2020	Nissan	Pathfinder	134	Auction/Wholesale	No	\$	31,995	\$	31,995	102%	(\$809)	\$1,141
51	A1745	2018	Ford	Fusion	34	Auction/Wholesale	No	\$	23,995	\$	23,995	101%	\$3,758	\$0
52	A1747	2018	Volkswagen	Golf	25	Street/Curb Buy	No	\$	21,295	\$	20,795	95%	\$1,148	\$1,489
53	A1718	2018	Nissan	Frontier	81	Auction/Wholesale	No	\$	31,495	\$	31,495	102%	(\$461)	\$1,350

## Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	200
Avg. Days to Sale	51.4
Avg. Advertised Price (Time of Sale)	\$ 28,778
Avg. Transaction Price	\$ 28,051
Avg. Market Price at 100%	\$ 29,521
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	95%
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 668
Avg. Finance Gross	\$ 1,197
PUVR	#REF!
Total Gross (Units & PUVR)	#REF!
GROI	#REF!
% with Trade	24%
Avg. Over/Under Allowance	\$1,853



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	51.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,778	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 28,051	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,521	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 668	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,197	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	24%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,853	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	51.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,778	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 28,051	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,521	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 668	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,197	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	24%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,853	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	51.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,778	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 28,051	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,521	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 668	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,197	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	24%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,853	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	200
Avg. Days to Sale	51.4	#DIV/0!	51.4
Avg. Advertised Price (Time of Sale)	\$ 28,778	#DIV/0!	\$ 28,051
Avg. Transaction Price	\$ 28,051	#DIV/0!	\$ 28,051
Avg. Market Price at 100%	\$ 29,521	#DIV/0!	\$ 29,085
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	96%
Avg. Transaction to Market	95%	#DIV/0!	96%
Avg. Transactional Discount	#REF!	#DIV/0!	#REF!
Avg. Front-End Gross	\$ 668	#DIV/0!	\$ 668
Avg. Finance Gross	\$ 1,197	#DIV/0!	\$ 1,197
PUVR	#REF!	#DIV/0!	#REF!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#REF!
GROI	#REF!	#DIV/0!	#REF!
% with Trade	24%	#DIV/0!	24%
Avg. Over/Under Allowance	1,853	#DIV/0!	1,853



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	0	200
Avg. Days to Sale	51.4	#DIV/0!	51.4
Avg. Advertised Price (Time of Sale)	\$ 28,778	#DIV/0!	\$ 28,051
Avg. Transaction Price	\$ 28,051	#DIV/0!	\$ 28,051
Avg. Market Price at 100%	\$ 29,521	#DIV/0!	\$ 29,085
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	96%
Avg. Transaction to Market	95%	#DIV/0!	96%
Avg. Transactional Discount	#REF!	#DIV/0!	#REF!
Avg. Front-End Gross	\$ 668	#DIV/0!	\$ 668
Avg. Finance Gross	\$ 1,197	#DIV/0!	\$ 1,197
PUVR	#REF!	#DIV/0!	#REF!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#REF!
GROI	#REF!	#DIV/0!	#REF!
% with Trade	24%	#DIV/0!	24%
Avg. Over/Under Allowance	1,853	#DIV/0!	1,853



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	0	25
% of Retail Units	100%	0%	13%
% Retailed of Non-New Franchise	100%	#DIV/0!	100%
Avg. Days to Sale	51.4	#DIV/0!	34.3
Avg. Transaction Price	\$ 28,051	#DIV/0!	\$ 20,285
Avg. Transaction to Market %	95%	#DIV/0!	88%
Avg. Transactional Discount	#REF!	#DIV/0!	\$ 346
Avg. Front End Gross	\$ 668	#DIV/0!	\$ 1,702
Avg. Finance Gross	\$ 1,197	#DIV/0!	\$ 655
PUVR	#REF!	#DIV/0!	\$ 2,357
Total Gross (Units & PUVR)	#REF!	#DIV/0!	\$ 58,932
GROI	#REF!	#DIV/0!	122%
% with Trade	24%	#DIV/0!	12%
Avg. Over/Under Allowance	1,853	#DIV/0!	2,357



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
12	163	0	0
6%	82%	0%	0%
100%	100%	#DIV/0!	#DIV/0!
21.0	56.3	#DIV/0!	#DIV/0!
\$ 18,104	\$ 29,975	#DIV/0!	#DIV/0!
97%	#REF!	#DIV/0!	#DIV/0!
\$ 125	#REF!	#DIV/0!	#DIV/0!
\$ 2,168	\$ 399	#DIV/0!	#DIV/0!
\$ 810	\$ 1,308	#DIV/0!	#DIV/0!
\$ 2,977	#REF!	#DIV/0!	#DIV/0!
\$ 35,729	#REF!	#DIV/0!	#DIV/0!
282%	#REF!	#DIV/0!	#DIV/0!
0%	27%	#DIV/0!	#DIV/0!
2,977	1,693	#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	200	86	22
% of Retail Units	100%	43%	11%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	51.4	15.4	38.0
Avg. Transaction Price	\$ 28,051	\$ 22,101	\$ 29,263
Avg. Transaction to Market %	95%	#REF!	98%
Avg. Transactional Discount	#REF!	#REF!	\$ 567
Avg. Front End Gross	\$ 668	\$ 1,806	\$ 1,059
Avg. Finance Gross	\$ 1,197	\$ 864	\$ 1,274
PUVR	#REF!	\$ 2,669	\$ 2,334
Total Gross (Units & PUVR)	#REF!	\$ 229,559	\$ 51,344
GROI	#REF!	282%	76%
% with Trade	24%	21%	18%
Avg. Over/Under Allowance	1,853	2,669	2,334



46-60 days	61-90 days	90+ days
21	35	33
11%	18%	17%
100%	100%	100%
52.7	73.9	134.0
\$ 33,349	\$ 30,901	\$ 36,075
104%	97%	97%
\$ (463)	\$ 168	\$ 3,130
\$ 112	\$ 140	\$ (1,868)
\$ 1,474	\$ 1,644	\$ 1,346
\$ 1,585	\$ 1,783	\$ (522)
\$ 33,295	\$ 62,420	\$ (17,236)
32%	28%	-4%
0%	29%	45%
1,585	1,783	-590