









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	3412B	2021	CHEVROLET	COLORADO	6	Trade on Used	NO	\$ 29,000	\$ 29,000	98%	\$1,650	\$0
2	17165A	2018	CHEVROLET	EQUINOX	28	Trade on Used	NO	\$ 18,995	\$ 18,995	100%	\$3,796	\$0
3	PF4844	2022	CHEVROLET	1500	1	Trade on Used	NO	\$ 67,000	\$ 70,500	145%	\$5,460	\$8,546
4	P1019	2023	RAM	TRX-1500	1	Street/Curb Buy	NO	\$ 99,995	\$ 99,995	95%	\$4,695	\$2,430
5	F61188D	2017	CHEVROLET	TRAVERSE	3	Trade on Used	NO	\$ 18,274	\$ 19,500	96%	\$4,184	\$3,328
6	17323a	2018	CHEVROLET	COLORADO	9	Trade on New	NO	\$ 30,056	\$ 29,614	97%	(\$686)	\$1,536
7	P5431	2020	TOYOTA	TACOMA	7	Street/Curb Buy	NO	\$ 32,995	\$ 32,864	101%	\$1,063	\$0
8	17255A	2021	CHEVROLET	SURBURBAN	8	Trade on New	NO	\$ 47,838	\$ 47,838	97%	\$3,538	\$2,177
9	P5434	2021	CADILLAC	XT4	72	Street/Curb Buy	NO	\$ 28,329	\$ 28,329	98%	\$2,029	\$1,500
10	17214B	2017	RAM	1500	59	Trade on Used	NO	\$ 26,763	\$ 26,736	96%	\$5,613	\$642
11	P1027	2016	CHEVROLET	1500	10	Street/Curb Buy	NO	\$ 24,689	\$ 24,689	94%	\$6,559	\$2,907
12	17301A	2019	GMC	1500	34	Trade on New	NO	\$ 49,111	\$ 49,111	100%	\$2,311	\$5,876
13	P5457	2022	CHEVROLET	1500	22	Street/Curb Buy	NO	\$ 59,000	\$ 59,000	101%	\$2,721	\$900
14	P1024	2023	Chevrolet	VETTE	6	Street/Curb Buy	NO	\$ 95,857	\$ 98,995	98%	\$11,995	\$4,532
15	P5402B	2017	GMC	1500	62	Trade on New	NO	\$ 37,500	\$ 35,863	97%	\$1,063	\$0
16	P1025	2022	Chevrolet	VETTE	13	Street/Curb Buy	NO	\$ 87,305	\$ 87,335	98%	\$7,219	\$0
17	P1013	2021	Chevrolet	BLAZER	21	Auction/Wholesale	NO	\$ 29,291	\$ 29,970	105%	\$2,099	\$0
18	P1015	2019	Chevrolet	Equinox	17	Auction/Wholesale	NO	\$ 21,246	\$ 22,479	100%	(\$1,115)	\$1,371
19	P5336C	2017	BMW	X5	27	Trade on Used	NO	\$ 27,181	\$ 27,181	98%	\$681	\$0
20	17202B	2020	BMW	340MI	98	Trade on New	NO	\$ 40,750	\$ 39,449	94%	\$546	\$824
21	P1026	2019	Chevrolet	COLORADO		Auction/Wholesale	NO	\$ 26,995	\$ 26,995		\$4,695	\$1,450
22	17267B	2018	JEEP	CHEROKEE	40	Trade on Used	NO	\$ 21,500	\$ 21,500	103%	\$1,700	\$4,109
23	P1003	2017	Chevrolet	TRAVERSE	18	Auction/Wholesale	NO	\$ 19,452	\$ 19,452	106%	\$3,842	\$882
24	PC1032	2022	Chevrolet	1500	2	Auction/Wholesale	NO	\$ 57,000	\$ 57,000		\$591	\$2,301
25	P1010A	2022	DODGE	CHALLENGER		Trade on Used	NO				\$1,313	\$996
26	17261B	2007	MAZDA	MIATA	74	Trade on Used	NO	\$ 10,690		94%	\$4,095	\$585
27	173351IA	2021	Chevrolet	2500	1	Trade on New	NO	\$ 58,995	\$ 58,998		\$7,100	\$2,408
28	17314A	2021	BUICK	ENCLAVE	7	Trade on New	NO	\$ 31,399	\$ 31,995	96%	\$2,560	\$2,722
29	17304A	2020	Chevrolet	1500	24	Trade on New	NO	\$ 36,000	\$ 36,000	98%	\$3,069	\$957
30	P1006	2019	Chevrolet	SURBURBAN	24	Auction/Wholesale	NO	\$ 40,889	\$ 40,550	104%	\$244	\$0
31	17259AA	2018	TOYOTA	CAMRY	106	Trade on New	NO	\$ 19,750	\$ 17,950	98%	\$397	\$701
32	17266A	2024	Chevrolet	MALIBU	94	Trade on New	NO	\$ 24,995	\$ 24,995	97%	\$1,135	\$3,664



## Scoreboard Totals

% Retailed of Non-Franchise Make	35%
Total # Retail Units	48
Avg. Days to Sale	27.2
Avg. Advertised Price (Time of Sale)	\$ 39,680
Avg. Transaction Price	\$ 40,294
Avg. Market Price at 100%	\$ 39,965
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ 16
Avg. Front-End Gross	\$ 2,790
Avg. Finance Gross	\$ 2,195
PUVR	\$ 5,050
Total Gross (Units & PUVR)	\$ 242,407
GROI	166%
% with Trade	35%
Avg. Over/Under Allowance	(\$62)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	35%	#DIV/0!	#DIV/0!
Total # Retail Units	48	0	0
Avg. Days to Sale	27.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,680	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 40,294	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 39,965	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 16	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,790	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,195	#DIV/0!	#DIV/0!
PUVR	\$ 5,050	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 242,407	#DIV/0!	#DIV/0!
GROI	166%	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-62	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	35%	#DIV/0!	#DIV/0!
Total # Retail Units	48	0	0
Avg. Days to Sale	27.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,680	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 40,294	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 39,965	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 16	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,790	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,195	#DIV/0!	#DIV/0!
PUVR	\$ 5,050	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 242,407	#DIV/0!	#DIV/0!
GROI	166%	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-62	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	35%	#DIV/0!	#DIV/0!
Total # Retail Units	48	0	0
Avg. Days to Sale	27.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,680	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 40,294	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 39,965	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 16	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,790	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,195	#DIV/0!	#DIV/0!
PUVR	\$ 5,050	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 242,407	#DIV/0!	#DIV/0!
GROI	166%	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-62	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	48	0	48
Avg. Days to Sale	27.2	#DIV/0!	27.2
Avg. Advertised Price (Time of Sale)	\$ 39,680	#DIV/0!	\$ 40,294
Avg. Transaction Price	\$ 40,294	#DIV/0!	\$ 40,294
Avg. Market Price at 100%	\$ 39,965	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 16	#DIV/0!	\$ 16
Avg. Front-End Gross	\$ 2,790	#DIV/0!	\$ 2,790
Avg. Finance Gross	\$ 2,195	#DIV/0!	\$ 2,195
PUVR	\$ 5,050	#DIV/0!	\$ 5,050
Total Gross (Units & PUVR)	\$ 242,407	#DIV/0!	\$ 242,407
GROI	166%	#DIV/0!	166%
% with Trade	35%	#DIV/0!	35%
Avg. Over/Under Allowance	-62	#DIV/0!	-62



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	48	31	17
Avg. Days to Sale	27.2	15.7	47.9
Avg. Advertised Price (Time of Sale)	\$ 39,680	\$ 43,360	\$ 33,549
Avg. Transaction Price	\$ 40,294	\$ 43,558	\$ 33,549
Avg. Market Price at 100%	\$ 39,965	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 16	\$ (198)	\$ 458
Avg. Front-End Gross	\$ 2,790	\$ 3,204	\$ 2,035
Avg. Finance Gross	\$ 2,195	\$ 2,533	\$ 1,579
PUVR	\$ 5,050	\$ 5,737	\$ 3,630
Total Gross (Units & PUVR)	\$ 242,407	\$ 177,860	\$ 61,707
GROI	166%	302%	81%
% with Trade	35%	45%	18%
Avg. Over/Under Allowance	-62	-80	-29



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	48	14	13
% of Retail Units	100%	29%	27%
% Retailed of Non-New Franchise	35%	43%	54%
Avg. Days to Sale	27.2	35.6	37.3
Avg. Transaction Price	\$ 40,294	\$ 33,479	\$ 34,127
Avg. Transaction to Market %	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 16	\$ 529	\$ (395)
Avg. Front End Gross	\$ 2,790	\$ 2,336	\$ 2,864
Avg. Finance Gross	\$ 2,195	\$ 2,230	\$ 2,177
PUVR	\$ 5,050	\$ 4,566	\$ 5,323
Total Gross (Units & PUVR)	\$ 242,407	\$ 63,928	\$ 69,197
GROI	166%	138%	151%
% with Trade	35%	36%	31%
Avg. Over/Under Allowance	-62	-7	96



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
9	12	0	0
19%	25%	0%	0%
33%	8%	#DIV/0!	#DIV/0!
17.8	13.9	#DIV/0!	#DIV/0!
\$ 65,432	\$ 35,045	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (341)	\$ 61	#DIV/0!	#DIV/0!
\$ 5,407	\$ 1,276	#DIV/0!	#DIV/0!
\$ 2,424	\$ 2,003	#DIV/0!	#DIV/0!
\$ 7,830	\$ 3,280	#DIV/0!	#DIV/0!
\$ 70,474	\$ 39,354	#DIV/0!	#DIV/0!
242%	242%	#DIV/0!	#DIV/0!
33%	42%	#DIV/0!	#DIV/0!
-347	-83	#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	48	33	3
% of Retail Units	100%	69%	6%
% Retailed of Non-New Franchise	35%	18%	100%
Avg. Days to Sale	27.2	11.4	37.7
Avg. Transaction Price	\$ 40,294	\$ 42,232	\$ 28,490
Avg. Transaction to Market %	101%	#DIV/0!	99%
Avg. Transactional Discount	\$ 16	\$ (122)	\$ -
Avg. Front End Gross	\$ 2,790	\$ 3,068	\$ 1,334
Avg. Finance Gross	\$ 2,195	\$ 2,221	\$ 3,577
PUVR	\$ 5,050	\$ 5,289	\$ 4,910
Total Gross (Units & PUVR)	\$ 242,407	\$ 174,528	\$ 14,731
GROI	166%	395%	165%
% with Trade	35%	39%	33%
Avg. Over/Under Allowance	-62	46	-333



46-60 days	61-90 days	90+ days
2	3	4
4%	6%	8%
50%	100%	75%
56.0	69.3	103.3
\$ 54,358	\$ 32,096	\$ 29,974
95%	64%	93%
\$ 14	\$ 819	\$ 775
\$ 3,846	\$ 2,396	\$ 995
\$ 321	\$ 695	\$ 2,477
\$ 4,167	\$ 3,091	\$ 3,471
\$ 8,334	\$ 9,272	\$ 13,885
49%	50%	40%
0%	33%	25%
0	167	-750