

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Mark Allen	Chuck Lipke	Adam Burnell
Chris Allen		Brian Baker
		Brad Bernard
		Kris Carver
		Scott Crosett
		Jon Munnik
		Troy Bouyea
		Robert Durocher

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	U12584C	2021	Hyundai	ELANTRA	11	Trade on New	Yes	\$ 18,500	\$ 18,500	100%	\$817	\$575
2	U12598	2021	Hyundai	VELOSTER	1	Trade on Used	Yes	\$ 19,808	\$ 19,808	100%	\$0	\$150
3	U12463	2019	Honda	CRV	73	Trade on New	No	\$ 19,997	\$ 19,000	95%	(\$963)	\$1,850
4	U12505	2020	Hyundai	KONA	20	Trade on New	Yes	\$ 21,500	\$ 21,000	97%	\$2,886	\$3,337
5	U12559	2018	Hyundai	ACCENT	17	Trade on New	Yes	\$ 9,700	\$ 9,700	100%	\$2,307	\$574
6	U2487	2021	Chevrolet	SPARK	11	Trade on Used	No	\$ 13,500	\$ 12,997	96%	\$41	\$2,634
7	U11435	2023	Hyundai	SANTA FE	2	Loaner	Yes	\$ 47,970	\$ 46,190	96%	\$1,676	\$1,549
8	U12574C	2020	Hyundai	ELANTRA	71	Trade on Used	Yes	\$ 18,000	\$ 17,324	96%	\$1,726	\$3,068
9	U125894	2022	Hyundai	ELANTRA	16	Trade on New	Yes	\$ 16,500	\$ 15,896	96%	\$200	\$4,225
10	U12568	2018	Hyundai	SONATA	5	Trade on Used	Yes	\$ 18,947	\$ 18,497	100%	\$3,957	\$2,178
11	U12576	2019	Jeep	CHEROKEE	5	Trade on Used	No	\$ 24,499	\$ 24,499	100%	\$2,613	\$4,788
12	U12567C	2021	Hyundai	SANTA FE	19	Trade on New	Yes	\$ 29,577	\$ 29,577	100%	\$3,782	\$3,830
13	U12466C	2021	Hyundai	TUCSON	78	LBO Customer	Yes	\$ 20,900	\$ 20,450	98%	\$489	\$2,636
14	U12574C	2020	Hyundai	ELANTRA	7	Trade on New	Yes	\$ 17,500	\$ 17,324	99%	\$1,726	\$3,068
15	U12524	2018	Hyundai	SANTA FE	34	Trade on Used	Yes	\$ 19,700	\$ 17,900	100%	\$5,946	\$2,954
16	U12566	2016	Hyundai	ELANTRA	23	Trade on Used	Yes	\$ 8,500	\$ 7,389	87%	\$3,085	\$0
17	U12573C	2022	Hyundai	SANTA FE	75	Trade on New	Yes	\$ 26,500	\$ 25,000	94%	\$236	\$2,003
18	U12570	2020	Nissan	ROUGE	8	Trade on Used	No	\$ 17,800	\$ 17,800	100%	\$2,313	\$0
19	U12542	2018	Hyundai	ELANTRA	20	Street/Curb Buy	Yes	\$ 15,000	\$ 14,142	94%	\$4,001	\$935
20	U12558	2017	Hyundai	SANTA FE	14	Trade on New	Yes	\$ 8,650	\$ 8,650	100%	(\$85)	\$481
21	U12554	2008	Chevrolet	IMPALA	23	Trade on Used	No	\$ 7,498	\$ 7,498	100%	\$1,094	\$574
22	U12492	2018	Hyundai	ACCENT	44	Trade on Used	Yes	\$ 14,000	\$ 13,156	94%	\$3,005	\$557
23	U12465C	2019	Hyundai	SANTA FE	57	Trade on New	Yes	\$ 20,500	\$ 19,937	97%	\$892	\$650
24	U12572	2020	Hyundai	SONATA	1	Trade on New	Yes	\$ 18,500	\$ 18,500	100%	\$2,450	\$1,850
25	U12588C	2020	Hyundai	PALISADE	61	Trade on New	Yes	\$ 34,000	\$ 32,137	94%	(\$1,434)	\$1,500
26	U12584C	2020	Hyundai	ELANTRA	11	Street/Curb Buy	Yes	\$ 18,500	\$ 18,500	100%	\$818	\$575
27	U12412C	2021	Hyundai	TUCSON	91	Trade on New	Yes	\$ 20,750	\$ 19,500	94%	(\$1,826)	\$1,641
28	U12487C	2022	Hyundai	TUCSON	34	Trade on New	Yes	\$ 25,000	\$ 24,608	98%	\$3,670	\$1,800
29	U12503	2021	Hyundai	TUCSON	27	Trade on Used	Yes	\$ 26,447	\$ 26,447	100%	\$3,442	\$1,658
30	U12550C	2021	Hyundai	TUCSON	4	Trade on Used	Yes	\$ 20,200	\$ 20,200	100%	\$4,291	\$1,033

31	U12477C	2022	Hyundai	TUCSON	34	Trade on New	Yes	\$	25,000	\$	24,608	98%	\$3,670	\$1,800
32	U12503	2021	Hyundai	TUCSON	27	Trade on New	Yes	\$	26,477	\$	24,677	100%	\$3,442	\$1,658
33	U12550C	2021	Hyundai	TUCSON	4	Trade on Used	Yes	\$	20,500	\$	20,200	98%	\$4,291	\$1,033
34	U12493C	2019	Hyundai	KONA	77	Trade on New	Yes	\$	19,000	\$	17,211	91%	\$2,926	\$3,309
35	U12560	2011	Hyundai	TUCSON	5	Trade on Used	Yes	\$	9,717	\$	9,717	100%	\$65	\$574
36	U12536	2014	Ford	ESCAPE	7	Street/Curb Buy	No	\$	12,222	\$	12,222	100%	\$5,943	\$574
37	U12530	2018	Jeep	COMPASS	21	Trade on Used	No	\$	18,300	\$	18,300	100%	\$839	\$924
38	U12508	2020	Subaru	FORESTER	19	Trade on New	No	\$	24,000	\$	23,049	96%	\$4,627	\$1,592
39	U12544C	2021	Hyundai	PALISADE	9	Trade on New	Yes	\$	34,250	\$	34,250	100%	\$4,334	\$4,840
40	U12509	2017	Hyundai	TUCSON	20	Trade on Used	Yes	\$	14,999	\$	14,999	100%	\$1,986	\$382
41	U12545	2020	Hyundai	SONATA	2	Loaner	Yes	\$	20,587	\$	20,587	100%	\$361	\$3,347
42	U12502	2019	Nissan	PATHFINDER	20	Trade on New	No	\$	20,576	\$	20,576	100%	\$4,136	\$2,361
43	U12464	2008	Toyota	COROLLA	40	Street/Curb Buy	No	\$	8,947	\$	8,947	100%	\$2,600	\$574
44	U12507	2013	Cadillac	CTS	16	Trade on Used	No	\$	12,000	\$	12,000	100%	\$5,706	\$596
45	U12531	2018	Hyundai	SANTA FE	9	Street/Curb Buy	Yes	\$	16,491	\$	16,491	100%	\$4,896	\$0
46	U12519	2018	Hyundai	TUCSON	9	Trade on Used	Yes	\$	19,000	\$	18,500	97%	\$2,388	\$2,464
47	U12421	2012	Toyota	TACOMA	70	Trade on Used	No	\$	16,497	\$	14,999	91%	\$1,248	\$150
48	U12518	2019	Kia	SPORTAGE	11	Trade on New	No	\$	17,999	\$	17,999	100%	\$4,634	\$2,074
49	U12533	2021	Hyundai	KONA	15	Trade on New	No	\$	18,000	\$	17,077	95%	\$1,005	\$1,350
50	U12526	2021	Jeep	WRANGLER	21	Trade on New	No	\$	32,999	\$	32,999	100%	\$1,817	\$242
51	u12505	2019	Honda	crv	73	Trade on Used	No	\$	20,500	\$	19,000	93%	(\$963)	\$0
52	u12415	2011	Toyota	rav	63	Street/Curb Buy	No	\$	9,500	\$	8,673	91%	\$254	\$574
53	u12576c	2021	Hyundai	santa fe	11	Trade on Used	Yes	\$	29,577	\$	29,577	100%	\$3,782	\$3,830

Scoreboard Totals

% Retailed of Non-Franchise Make	29%
Total # Retail Units	91
Avg. Days to Sale	32.4
Avg. Advertised Price (Time of Sale)	\$ -
Avg. Transaction Price	\$ 19,562
Avg. Market Price at 100%	\$ -
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 1,631
Avg. Finance Gross	\$ 1,776
PUVR	#REF!
Total Gross (Units & PUVR)	#REF!
GROI	#REF!
% with Trade	4%
Avg. Over/Under Allowance	(\$83)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	29%	#DIV/0!	#DIV/0!
Total # Retail Units	91	0	0
Avg. Days to Sale	32.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ -	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 19,562	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ -	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,631	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,776	#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	4%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-83	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	29%	#DIV/0!	#DIV/0!
Total # Retail Units	91	0	0
Avg. Days to Sale	32.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ -	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 19,562	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ -	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,631	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,776	#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	4%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-83	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	29%	#DIV/0!	#DIV/0!
Total # Retail Units	91	0	0
Avg. Days to Sale	32.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ -	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 19,562	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ -	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,631	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,776	#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	4%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-83	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	91	59	32
Avg. Days to Sale	32.4	29.9	36.9
Avg. Advertised Price (Time of Sale)	\$ -	\$ 21,540	\$ 16,911
Avg. Transaction Price	\$ 19,562	\$ 21,000	\$ 16,911
Avg. Market Price at 100%	\$ -	\$ 22,064	\$ 18,080
Avg. Price to Market % (Time of Sale)	97%	98%	94%
Avg. Transaction to Market	#DIV/0!	95%	94%
Avg. Transactional Discount	#REF!	\$ 539	\$ 551
Avg. Front-End Gross	\$ 1,631	\$ 1,569	\$ 1,745
Avg. Finance Gross	\$ 1,776	\$ 1,925	\$ 1,502
PUVR	#REF!	\$ 3,494	\$ 3,247
Total Gross (Units & PUVR)	#REF!	\$ 206,143	\$ 103,897
GROI	#REF!	200%	187%
% with Trade	4%	5%	3%
Avg. Over/Under Allowance	-83	0	-250



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	91	65	26
Avg. Days to Sale	32.4	30.5	37.1
Avg. Advertised Price (Time of Sale)	\$ -	\$ 20,774	\$ 17,996
Avg. Transaction Price	\$ 19,562	\$ 20,189	\$ 17,996
Avg. Market Price at 100%	\$ -	\$ 21,363	\$ 18,913
Avg. Price to Market % (Time of Sale)	97%	97%	95%
Avg. Transaction to Market	#DIV/0!	95%	95%
Avg. Transactional Discount	#REF!	\$ 585	\$ 439
Avg. Front-End Gross	\$ 1,631	\$ 1,584	\$ 1,749
Avg. Finance Gross	\$ 1,776	\$ 1,906	\$ 1,451
PUVR	#REF!	\$ 3,490	\$ 3,200
Total Gross (Units & PUVR)	#REF!	\$ 226,842	\$ 83,198
GROI	#REF!	204%	173%
% with Trade	4%	5%	4%
Avg. Over/Under Allowance	-83	0	-250



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	91	41	36
% of Retail Units	100%	45%	40%
% Retailed of Non-New Franchise	29%	24%	31%
Avg. Days to Sale	32.4	38.9	27.7
Avg. Transaction Price	\$ 19,562	\$ 22,574	\$ 16,917
Avg. Transaction to Market %	#DIV/0!	95%	94%
Avg. Transactional Discount	#REF!	\$ 624	\$ 497
Avg. Front End Gross	\$ 1,631	\$ 1,064	\$ 2,027
Avg. Finance Gross	\$ 1,776	\$ 2,068	\$ 1,675
PUVR	#REF!	\$ 3,132	\$ 3,701
Total Gross (Units & PUVR)	#REF!	\$ 128,415	\$ 133,240
GROI	#REF!	129%	284%
% with Trade	4%	7%	3%
Avg. Over/Under Allowance	-83	-125	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
11	0	2	1
12%	0%	2%	1%
45%	#DIV/0!	0%	0%
24.9	#DIV/0!	2.0	78.0
\$ 14,401	#DIV/0!	\$ 33,389	\$ 20,450
95%	#DIV/0!	96%	96%
\$ 338	#DIV/0!	\$ 890	\$ 450
\$ 2,663	#DIV/0!	\$ 1,019	\$ 489
\$ 822	#DIV/0!	\$ 2,448	\$ 2,636
\$ 3,484	#DIV/0!	\$ 3,467	\$ 3,125
\$ 38,327	#DIV/0!	\$ 6,933	\$ 3,125
350%	#DIV/0!	1869%	71%
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	91	56	9
% of Retail Units	100%	62%	10%
% Retailed of Non-New Franchise	29%	25%	33%
Avg. Days to Sale	32.4	12.3	39.2
Avg. Transaction Price	\$ 19,562	\$ 19,835	\$ 16,570
Avg. Transaction to Market %	#DIV/0!	97%	91%
Avg. Transactional Discount	#REF!	\$ 246	\$ 835
Avg. Front End Gross	\$ 1,631	\$ 2,466	\$ 3,216
Avg. Finance Gross	\$ 1,776	\$ 1,869	\$ 1,472
PUVR	#REF!	\$ 4,336	\$ 4,689
Total Gross (Units & PUVR)	#REF!	\$ 242,790	\$ 42,197
GROI	#REF!	639%	260%
% with Trade	4%	5%	0%
Avg. Over/Under Allowance	-83	0	#DIV/0!



46-60 days	61-90 days	90+ days
5	17	4
5%	19%	4%
40%	35%	25%
53.8	72.7	99.8
\$ 18,491	\$ 18,925	\$ 26,524
95%	88%	89%
\$ 412	\$ 1,125	\$ 1,738
\$ 1,087	\$ (483)	\$ (3,969)
\$ 1,114	\$ 1,747	\$ 2,107
\$ 2,201	\$ 1,264	\$ (1,861)
\$ 11,004	\$ 21,494	\$ (7,445)
80%	33%	-25%
0%	6%	0%
#DIV/0!	-500	#DIV/0!