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New Car Franchise(s)

Lexus

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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	P10413A	18	Lexus	RX350	103	Trade on New	No	\$ 37,439	\$ 36,415		\$2,813	\$1,129
2	Y4867	22	Lexus	NX350H	19	LBO Customer	Yes	\$ 54,439	\$ 54,439		\$4,080	\$944
3	P10596A	22	Lexus	ES300H	4	Trade on New	Yes	\$ 45,436	\$ 43,936		\$3,393	\$624
4	P10453A	18	Audi	A5	72	Trade on New	No	\$ 33,439	\$ 29,800		\$881	\$0
5	P10530A	16	Lexus	RX350	54	Trade on New	No	\$ 34,439	\$ 34,439		\$7,048	\$112
6	P10513A	19	Lexus	UX250H	43	Trade on New	Yes	\$ 34,000	\$ 34,000		\$5,160	\$0
7	Y4833	21	Lexus	NX300	7	LBO Customer	Yes	\$ 42,439	\$ 42,439		\$2,949	\$1,999
8	X1496	24	Porsche	CAYENNE	12	Trade on New	No	\$ 121,439	\$ 120,241		\$4,238	\$0
9	X1488	95	Lexus	SC400	105	Street/Curb Buy	No	\$ 11,439	\$ 11,439		\$4,313	\$0
10	P10494A	16	Toyota	TACOMA	90	Trade on New	No	\$ 31,439	\$ 30,996		\$3,437	\$0
11	Y4887	20	Lexus	NX300	13	LBO Customer	No	\$ 33,998	\$ 33,998		\$72	\$0
12	Y4810A	22	Honda	CRV	86	Trade on Used	No	\$ 38,439	\$ 36,556		\$291	\$0
13	Y4849	22	Toyota	HIGHLANDER	65	LBO Customer	No	\$ 54,439	\$ 54,439		\$3,013	\$2,216
14	Y4815	21	Lexus	RX350L	120	LBO Customer	Yes	\$ 51,439	\$ 49,441		\$1,269	\$47
15	P10557A	17	Toyota	RAV4	63	Trade on New	No	\$ 25,439	\$ 25,439		\$1,521	\$0
16	X1502	23	Lexus	RX350H	50	Trade on New	Yes	\$ 67,439	\$ 65,904		\$750	\$1,044
17	P10513B	12	Lexus	CT200H	70	Trade on Used	No	\$ 12,439	\$ 11,939		\$2,653	\$0
18	X1495	22	Lexus	LX600	84	Street/Curb Buy	Yes	\$ 129,439	\$ 129,439		\$8,290	\$4,837
19	P10548A	17	Hyundai	ELANTRA	79	Trade on New	No	\$ 14,439	\$ 13,725		\$2,711	\$0
20	T1929A	19	Lexus	RX350	6	Trade on New	No	\$ 38,489	\$ 36,989		\$4,582	\$1,454
21	P10581A	20	Lexus	NX300	44	Trade on New	No	\$ 37,439	\$ 36,939		\$854	\$0
22	P10518A	19	Toyota	PRIUS	100	Trade on New	No	\$ 25,439	\$ 25,439		\$116	\$300
23	Y4849A	16	Lexus	NX200T	24	Trade on Used	No	\$ 22,439	\$ 21,839		\$3,372	\$0
24	Y4855	21	Lexus	RX350	89	LBO Customer	No	\$ 47,439	\$ 47,439		\$2,889	\$0
25	P10556A	23	Lexus	GX460	83	Trade on New	Yes	\$ 79,439	\$ 79,299		\$4,701	\$0
26	P10525A	22	Toyota	HIGHLANDER	90	Trade on New	No	\$ 45,439	\$ 43,691		\$1,704	\$0
27	X1506	17	Lexus	LX570	38	Street/Curb Buy	No	\$ 69,439	\$ 69,439		\$5,227	\$0

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Scoreboard Totals

% Retailed of Non-Franchise Make	31%
Total # Retail Units	36
Avg. Days to Sale	81.7
Avg. Advertised Price (Time of Sale)	\$ 45,431
Avg. Transaction Price	\$ 44,789
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ 642
Avg. Front-End Gross	\$ 2,824
Avg. Finance Gross	\$ 687
PUVR	\$ 3,511
Total Gross (Units & PUVR)	\$ 126,388
GROI	35%
% with Trade	36%
Avg. Over/Under Allowance	\$3,511



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	31%	#DIV/0!	#DIV/0!
Total # Retail Units	36	0	0
Avg. Days to Sale	81.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 45,431	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 44,789	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 642	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,824	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 687	#DIV/0!	#DIV/0!
PUVR	\$ 3,511	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 126,388	#DIV/0!	#DIV/0!
GROI	35%	#DIV/0!	#DIV/0!
% with Trade	36%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	3,511	#DIV/0!	#DIV/0!



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Scoreboard

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Sales Consultant	Totals		
% Retailed of Non-New Franchise	31%	#DIV/0!	#DIV/0!
Total # Retail Units	36	0	0
Avg. Days to Sale	81.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 45,431	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 44,789	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 642	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,824	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 687	#DIV/0!	#DIV/0!
PUVR	\$ 3,511	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 126,388	#DIV/0!	#DIV/0!
GROI	35%	#DIV/0!	#DIV/0!
% with Trade	36%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	3,511	#DIV/0!	#DIV/0!



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Scoreboard

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Finance Manager	Totals		
% Retailed of Non-New Franchise	31%	#DIV/0!	#DIV/0!
Total # Retail Units	36	0	0
Avg. Days to Sale	81.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 45,431	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 44,789	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 642	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,824	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 687	#DIV/0!	#DIV/0!
PUVR	\$ 3,511	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 126,388	#DIV/0!	#DIV/0!
GROI	35%	#DIV/0!	#DIV/0!
% with Trade	36%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	3,511	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	36	14	22
Avg. Days to Sale	81.7	89.0	77.1
Avg. Advertised Price (Time of Sale)	\$ 45,431	\$ 57,693	\$ 36,904
Avg. Transaction Price	\$ 44,789	\$ 57,181	\$ 36,904
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 642	\$ 512	\$ 725
Avg. Front-End Gross	\$ 2,824	\$ 3,396	\$ 2,460
Avg. Finance Gross	\$ 687	\$ 1,130	\$ 405
PUVR	\$ 3,511	\$ 4,526	\$ 2,865
Total Gross (Units & PUVR)	\$ 126,388	\$ 63,361	\$ 63,027
GROI	35%	32%	36%
% with Trade	36%	57%	23%
Avg. Over/Under Allowance	3,511	4,526	2,865



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	36	25	11
Avg. Days to Sale	81.7	85.9	72.2
Avg. Advertised Price (Time of Sale)	\$ 45,431	\$ 47,108	\$ 40,546
Avg. Transaction Price	\$ 44,789	\$ 46,656	\$ 40,546
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 642	\$ 452	\$ 1,075
Avg. Front-End Gross	\$ 2,824	\$ 3,316	\$ 1,705
Avg. Finance Gross	\$ 687	\$ 774	\$ 487
PUVR	\$ 3,511	\$ 4,091	\$ 2,193
Total Gross (Units & PUVR)	\$ 126,388	\$ 102,270	\$ 24,118
GROI	35%	37%	27%
% with Trade	36%	44%	18%
Avg. Over/Under Allowance	3,511	4,091	2,193



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	36	18	3
% of Retail Units	100%	50%	8%
% Retailed of Non-New Franchise	31%	50%	33%
Avg. Days to Sale	81.7	62.4	60.0
Avg. Transaction Price	\$ 44,789	\$ 43,132	\$ 23,445
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 642	\$ 952	\$ 994
Avg. Front End Gross	\$ 2,824	\$ 2,525	\$ 2,105
Avg. Finance Gross	\$ 687	\$ 499	\$ -
PUVR	\$ 3,511	\$ 3,024	\$ 2,105
Total Gross (Units & PUVR)	\$ 126,388	\$ 54,429	\$ 6,316
GROI	35%	40%	54%
% with Trade	36%	33%	0%
Avg. Over/Under Allowance	3,511	3,024	2,105



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	0	2	10
8%	0%	6%	28%
0%	#DIV/0!	0%	10%
75.7	#DIV/0!	406.0	59.9
\$ 70,106	#DIV/0!	\$ 32,220	\$ 49,095
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	\$ -	\$ 300
\$ 5,943	#DIV/0!	\$ 3,205	\$ 2,566
\$ 1,612	#DIV/0!	\$ 1,585	\$ 774
\$ 7,556	#DIV/0!	\$ 4,790	\$ 3,340
\$ 22,667	#DIV/0!	\$ 9,579	\$ 33,397
51%	#DIV/0!	13%	41%
33%	#DIV/0!	0%	60%
7,556	#DIV/0!	4,790	3,340

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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	36	7	5
% of Retail Units	100%	19%	14%
% Retailed of Non-New Franchise	31%	14%	20%
Avg. Days to Sale	81.7	12.1	39.4
Avg. Transaction Price	\$ 44,789	\$ 50,554	\$ 43,771
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 642	\$ 685	\$ 380
Avg. Front End Gross	\$ 2,824	\$ 3,241	\$ 2,928
Avg. Finance Gross	\$ 687	\$ 717	\$ 226
PUVR	\$ 3,511	\$ 3,958	\$ 3,154
Total Gross (Units & PUVR)	\$ 126,388	\$ 27,707	\$ 15,771
GROI	35%	232%	66%
% with Trade	36%	29%	60%
Avg. Over/Under Allowance	3,511	3,958	3,154



46-60 days	61-90 days	90+ days
2	13	9
6%	36%	25%
0%	54%	22%
52.0	78.4	170.8
\$ 50,172	\$ 46,280	\$ 37,521
#DIV/0!	#DIV/0!	#DIV/0!
\$ 768	\$ 774	\$ 536
\$ 3,899	\$ 2,839	\$ 2,182
\$ 578	\$ 666	\$ 973
\$ 4,477	\$ 3,505	\$ 3,155
\$ 8,954	\$ 45,562	\$ 28,394
62%	35%	18%
100%	38%	11%
4,477	3,505	3,155