









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	33266A	2012	Toyota	SIENNA	8	Trade on Used	No	\$ 8,900	\$ 8,900	67%	\$2,000	\$0
2	32815A	2013	Toyota	SEINNA	119	Trade on Used	No	\$ 15,900	\$ 15,900	117%	\$2,739	\$0
3	U9636	2010	Toyota	COROLLA	43	Trade on Used	No	\$ 9,990	\$ 9,990	120%	\$3,107	\$0
4	U9647A	2011	Toyota	SUBARU	8	Trade on Used	No	\$ 11,900	\$ 11,900	114%	\$4,182	\$0
5	32896A	2012	Toyota	TACOMA	38	Trade on New	No	\$ 18,900	\$ 18,900	94%	\$2,124	\$0
6	33226A	2014	Toyota	RAV4	14	Trade on New	No	\$ 16,900	\$ 16,900	99%	\$3,959	\$0
7	33023A	2022	Toyota	RAV4	115	Trade on New	No	\$ 43,500	\$ 43,500	100%	\$2,662	\$722
8	32787A	2022	Toyota	2022 PRIUS	137	Trade on New	Yes	\$ 35,000	\$ 35,000	103%	\$2,302	\$0
9	33228A	2020	Toyota	CAMRY	15	Trade on New	Yes	\$ 33,500	\$ 33,500	97%	\$3,280	\$912
10	33184A	2018	Toyota	COROLLA	27	Trade on New	No	\$ 21,900	\$ 21,900	105%	\$3,065	\$216
11	32594A	2021	Toyota	SEINNA	64	Trade on New	Yes	\$ 50,900	\$ 50,900	94%	\$3,685	\$5,328
12	33207A	2019	Toyota	COROLLA	13	Trade on New	Yes	\$ 20,900	\$ 20,900	100%	\$6,992	\$1,344
13	33185A	2015	Toyota	COROLLA	37	Trade on New	No	\$ 15,500	\$ 15,500	101%	\$4,755	\$2,278
14	33165A	2017	Hyundai	SANTE FE	56	Trade on New	No	\$ 17,900	\$ 17,900	107%	\$4,595	\$2,848
15	32925A	2020	Toyota	4RUNNER	32	Trade on New	Yes	\$ 49,900	\$ 49,900	116%	\$5,575	\$409
16	32599A	2021	Toyota	HIGHLANDER	147	Trade on New	Yes	\$ 50,500	\$ 50,500	98%	(\$40)	\$5,346
17	33050B	2016	Dodge	GRAND CARAVAN	60	Trade on Used	No	\$ 17,490	\$ 17,490	88%	\$2,194	\$0
18	33243A	2019	Toyota	COROLLA	13	Trade on New	Yes	\$ 23,900	\$ 23,900	105%	\$3,020	\$2,515
19	32856A	2018	Toyota	HIGHLANDER HYB	87	Trade on New	No	\$ 38,900	\$ 38,900	101%	\$3,829	\$1,064
20	33237A	2021	Toyota	SIENNA	21	Street/Curb Buy	Yes	\$ 57,900	\$ 57,900	95%	\$7,539	\$6,795
21	33179A	2023	Toyota	HIGHLANDER	30	Trade on New	Yes	\$ 49,900	\$ 49,900	102%	\$6,805	\$2,449
22	U9613	2019	Toyota	RAV4	133	Street/Curb Buy	Yes	\$ 34,490	\$ 34,060	101%	\$1,453	\$0
23	U9592	2022	Toyota	COROLLA	137	LBO Customer	Yes	\$ 28,000	\$ 28,000	101%	\$30	\$1,500
24	33039A	2018	Toyota	TUNDRA	42	Trade on New	Yes	\$ 42,900	\$ 42,900	97%	\$6,475	\$1,000
25	U9627	2023	Toyota	TUNDRA	13	Auction/Wholesale	Yes	\$ 66,900	\$ 66,698	91%	\$990	\$850
26	33136A	2023	Toyota	CAMRY	43	Trade on New	Yes	\$ 36,900	\$ 36,900	99%	\$4,000	\$0
27	U9651	2019	Toyota	COROLLA	11	Street/Curb Buy	Yes	\$ 19,500	\$ 19,500	96%	\$6,780	\$2,258
28	33193A	2023	Toyota	RAV4 HYB	18	Trade on New	Yes	\$ 46,500	\$ 46,500	99%	\$4,690	\$1,279
29	U9654	2018	Toyota	HIGHLANDER	14	Street/Curb Buy	No	\$ 36,900	\$ 36,900	101%	\$2,733	\$4,382
30	33249A	2021	Toyota	RAV4 HYBRID	29	Trade on New	Yes	\$ 36,900	\$ 36,900	97%	\$4,720	\$5,048



## Scoreboard Totals

% Retailed of Non-Franchise Make	6%
Total # Retail Units	36
Avg. Days to Sale	46.1
Avg. Advertised Price (Time of Sale)	\$ 31,741
Avg. Transaction Price	\$ 31,709
Avg. Market Price at 100%	\$ 31,688
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 31
Avg. Front-End Gross	\$ 3,668
Avg. Finance Gross	\$ 1,660
PUVR	\$ 4,881
Total Gross (Units & PUVR)	\$ 175,698
GROI	120%
% with Trade	17%
Avg. Over/Under Allowance	\$800



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Dave	Mike
% Retailed of Non-New Franchise	6%	0%	0%
Total # Retail Units	36	9	6
Avg. Days to Sale	46.1	45.2	31.3
Avg. Advertised Price (Time of Sale)	\$ 31,741	\$ 33,410	\$ 37,233
Avg. Transaction Price	\$ 31,709	\$ 33,284	\$ 37,233
Avg. Market Price at 100%	\$ 31,688	\$ 36,831	\$ 40,834
Avg. Price to Market % (Time of Sale)	100%	91%	91%
Avg. Transaction to Market	100%	90%	91%
Avg. Transactional Discount	\$ 31	\$ 126	\$ -
Avg. Front-End Gross	\$ 3,668	\$ 3,211	\$ 5,394
Avg. Finance Gross	\$ 1,660	\$ 1,576	\$ 1,656
PUVR	\$ 4,881	\$ 4,223	\$ 7,123
Total Gross (Units & PUVR)	\$ 175,698	\$ 38,011	\$ 42,738
GROI	120%	101%	220%
% with Trade	17%	22%	33%
Avg. Over/Under Allowance	800	#DIV/0!	800



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Chris D			
10%	#DIV/0!	#DIV/0!	#DIV/0!
21	0	0	0
50.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,456	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,456	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,729	#DIV/0!	#DIV/0!	#DIV/0!
106%	#DIV/0!	#DIV/0!	#DIV/0!
106%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,370	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,698	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,546	#DIV/0!	#DIV/0!	#DIV/0!
\$ 95,468	#DIV/0!	#DIV/0!	#DIV/0!
110%	#DIV/0!	#DIV/0!	#DIV/0!
10%	#DIV/0!	#DIV/0!	#DIV/0!
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## Scoreboard

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Sales Consultant	Totals	Tony	Sharon
% Retailed of Non-New Franchise	6%	17%	0%
Total # Retail Units	36	6	3
Avg. Days to Sale	46.1	36.2	97.0
Avg. Advertised Price (Time of Sale)	\$ 31,741	\$ 33,165	\$ 36,830
Avg. Transaction Price	\$ 31,709	\$ 33,165	\$ 36,520
Avg. Market Price at 100%	\$ 31,688	\$ 31,834	\$ 42,840
Avg. Price to Market % (Time of Sale)	100%	104%	86%
Avg. Transaction to Market	100%	104%	85%
Avg. Transactional Discount	\$ 31	\$ -	\$ 310
Avg. Front-End Gross	\$ 3,668	\$ 3,887	\$ 1,230
Avg. Finance Gross	\$ 1,660	\$ 2,769	\$ 2,087
PUVR	\$ 4,881	\$ 6,183	\$ 3,380
Total Gross (Units & PUVR)	\$ 175,698	\$ 37,098	\$ 10,139
GROI	120%	186%	34%
% with Trade	17%	0%	33%
Avg. Over/Under Allowance	800	#DIV/0!	#DIV/0!



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Abigail	Lucky	House	Eddie
0%	33%	0%	0%
4	3	2	8
107.8	38.3	13.5	37.9
\$ 37,350	\$ 34,233	\$ 44,400	\$ 22,586
\$ 37,350	\$ 34,233	\$ 44,299	\$ 22,586
\$ 37,358	\$ 29,873	\$ 73,516	\$ 19,164
100%	115%	60%	118%
100%	115%	60%	118%
\$ -	\$ -	\$ 101	\$ -
\$ 2,867	\$ 4,325	\$ 5,379	\$ 3,820
\$ 806	\$ 1,229	\$ 425	\$ 1,548
\$ 3,673	\$ 6,714	\$ 1,840	\$ 4,265
\$ 14,691	\$ 20,141	\$ 3,680	\$ 34,122
33%	184%	111%	179%
25%	33%	50%	0%
#DIV/0!	800	#DIV/0!	#DIV/0!

Arda	Andrew	John	
0%	0%	0%	#DIV/0!
3	6	1	0
35.3	21.7	38.0	#DIV/0!
\$ 36,233	\$ 30,667	\$ 18,900	#DIV/0!
\$ 36,233	\$ 30,667	\$ 18,900	#DIV/0!
\$ 37,524	\$ 30,974	\$ 20,106	#DIV/0!
97%	99%	94%	#DIV/0!
97%	99%	94%	#DIV/0!
\$ -	\$ -	\$ -	#DIV/0!
\$ 5,132	\$ 3,624	\$ 2,124	#DIV/0!
\$ 3,907	\$ 838	\$ -	#DIV/0!
\$ 8,675	\$ 4,545	\$ 2,124	#DIV/0!
\$ 26,024	\$ 27,272	\$ 2,124	#DIV/0!
244%	246%	106%	#DIV/0!
33%	17%	0%	#DIV/0!
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## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Betty	Chris
% Retailed of Non-New Franchise	6%	10%	0%
Total # Retail Units	36	21	2
Avg. Days to Sale	46.1	46.8	81.5
Avg. Advertised Price (Time of Sale)	\$ 31,741	\$ 33,800	\$ 42,195
Avg. Transaction Price	\$ 31,709	\$ 33,800	\$ 41,980
Avg. Market Price at 100%	\$ 31,688	\$ 33,995	\$ 41,535
Avg. Price to Market % (Time of Sale)	100%	99%	102%
Avg. Transaction to Market	100%	99%	101%
Avg. Transactional Discount	\$ 31	\$ -	\$ 215
Avg. Front-End Gross	\$ 3,668	\$ 3,778	\$ 4,129
Avg. Finance Gross	\$ 1,660	\$ 2,229	\$ 1,225
PUVR	\$ 4,881	\$ 5,945	\$ 5,354
Total Gross (Units & PUVR)	\$ 175,698	\$ 124,845	\$ 10,707
GROI	120%	135%	56%
% with Trade	17%	14%	50%
Avg. Over/Under Allowance	800	800	#DIV/0!



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Keith	NO TO	AI	
0%	0%	0%	#DIV/0!
5	2	6	0
45.0	28.5	38.3	#DIV/0!
\$ 41,440	\$ 29,400	\$ 13,748	#DIV/0!
\$ 41,300	\$ 29,400	\$ 13,748	#DIV/0!
\$ 48,489	\$ 37,273	\$ 13,802	#DIV/0!
85%	79%	100%	#DIV/0!
85%	79%	100%	#DIV/0!
\$ 140	\$ -	\$ -	#DIV/0!
\$ 2,510	\$ 6,884	\$ 3,019	#DIV/0!
\$ 2,101	\$ -	\$ -	#DIV/0!
\$ 3,615	\$ 4,000	\$ 3,019	#DIV/0!
\$ 18,075	\$ 8,000	\$ 18,111	#DIV/0!
70%	172%	206%	#DIV/0!
40%	0%	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	36	23	13
Avg. Days to Sale	46.1	44.9	48.2
Avg. Advertised Price (Time of Sale)	\$ 31,741	\$ 37,743	\$ 21,122
Avg. Transaction Price	\$ 31,709	\$ 37,694	\$ 21,122
Avg. Market Price at 100%	\$ 31,688	\$ 40,932	\$ 19,803
Avg. Price to Market % (Time of Sale)	100%	92%	107%
Avg. Transaction to Market	100%	92%	107%
Avg. Transactional Discount	\$ 31	\$ 49	\$ -
Avg. Front-End Gross	\$ 3,668	\$ 3,917	\$ 3,226
Avg. Finance Gross	\$ 1,660	\$ 2,098	\$ 885
PUVR	\$ 4,881	\$ 5,754	\$ 3,862
Total Gross (Units & PUVR)	\$ 175,698	\$ 132,339	\$ 50,201
GROI	120%	122%	137%
% with Trade	17%	26%	0%
Avg. Over/Under Allowance	800	800	#DIV/0!



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	36	24	2
Avg. Days to Sale	46.1	55.7	58.0
Avg. Advertised Price (Time of Sale)	\$ 31,741	\$ 32,662	\$ 17,695
Avg. Transaction Price	\$ 31,709	\$ 32,635	\$ 17,695
Avg. Market Price at 100%	\$ 31,688	\$ 32,861	\$ 18,302
Avg. Price to Market % (Time of Sale)	100%	99%	97%
Avg. Transaction to Market	100%	99%	97%
Avg. Transactional Discount	\$ 31	\$ 26	\$ -
Avg. Front-End Gross	\$ 3,668	\$ 3,522	\$ 3,395
Avg. Finance Gross	\$ 1,660	\$ 1,364	\$ 1,424
PUVR	\$ 4,881	\$ 4,886	\$ 4,819
Total Gross (Units & PUVR)	\$ 175,698	\$ 117,256	\$ 9,637
GROI	120%	97%	169%
% with Trade	17%	21%	0%
Avg. Over/Under Allowance	800	800	#DIV/0!



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	36	22	5
% of Retail Units	100%	61%	14%
% Retailed of Non-New Franchise	6%	5%	20%
Avg. Days to Sale	46.1	47.6	47.6
Avg. Transaction Price	\$ 31,709	\$ 33,436	\$ 12,836
Avg. Transaction to Market %	100%	101%	101%
Avg. Transactional Discount	\$ 31	\$ 23	\$ -
Avg. Front End Gross	\$ 3,668	\$ 3,780	\$ 2,844
Avg. Finance Gross	\$ 1,660	\$ 1,650	\$ -
PUVR	\$ 4,881	\$ 5,501	\$ 2,844
Total Gross (Units & PUVR)	\$ 175,698	\$ 121,018	\$ 14,222
GROI	120%	124%	168%
% with Trade	17%	14%	0%
Avg. Over/Under Allowance	800	800	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	1	0	3
14%	3%	0%	8%
0%	0%	#DIV/0!	0%
38.6	13.0	#DIV/0!	55.3
\$ 34,052	\$ 66,698	#DIV/0!	\$ 34,933
97%	91%	#DIV/0!	101%
\$ 86	\$ 202	#DIV/0!	\$ -
\$ 5,654	\$ 990	#DIV/0!	\$ 1,800
\$ 2,687	\$ 850	#DIV/0!	\$ 3,063
\$ 7,894	\$ 1,840	#DIV/0!	\$ 1,530
\$ 39,468	\$ 1,840	#DIV/0!	\$ 4,590
216%	76%	#DIV/0!	28%
20%	100%	#DIV/0!	33%
#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	36	12	6
% of Retail Units	100%	33%	17%
% Retailed of Non-New Franchise	6%	0%	0%
Avg. Days to Sale	46.1	15.9	39.2
Avg. Transaction Price	\$ 31,709	\$ 31,533	\$ 29,015
Avg. Transaction to Market %	100%	97%	105%
Avg. Transactional Discount	\$ 31	\$ 17	\$ -
Avg. Front End Gross	\$ 3,668	\$ 4,442	\$ 4,339
Avg. Finance Gross	\$ 1,660	\$ 1,552	\$ 615
PUVR	\$ 4,881	\$ 5,993	\$ 4,954
Total Gross (Units & PUVR)	\$ 175,698	\$ 71,920	\$ 29,723
GROI	120%	430%	157%
% with Trade	17%	8%	33%
Avg. Over/Under Allowance	800	#DIV/0!	800



46-60 days	61-90 days	90+ days
2	2	6
6%	6%	17%
100%	0%	0%
58.0	75.5	131.3
\$ 17,695	\$ 44,900	\$ 34,493
98%	98%	103%
\$ -	\$ -	\$ 72
\$ 3,395	\$ 3,757	\$ 1,524
\$ 1,424	\$ 3,196	\$ 1,261
\$ 4,819	\$ 6,953	\$ 2,786
\$ 9,637	\$ 13,906	\$ 16,714
169%	74%	22%
0%	50%	17%
#DIV/0!	#DIV/0!	#DIV/0!