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Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Market Price at 100%	Transaction to Market (%)	Transaction al Discount (\$)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	\$ 15,789	87%	\$ 1,200	\$1,500	\$500
1	FL2539	2014	Tesla	FTL Columbia	78	Other	No	No	\$ 15,500	\$ 13,000	95%	\$ 16,316	80%	\$ 2,500	\$5,388	\$0
2	GC6183	2015	Tesla	FTL Cascadia	78	Trade on Used	No	No	\$ 15,500	\$ 13,000	95%	\$ 16,316	80%	\$ 2,500	\$5,388	\$0
3	GF0848	2015	Tesla	FTL Cascadia	78	Trade on Used	No	No	\$ 15,500	\$ 13,500	95%	\$ 16,316	83%	\$ 2,000	\$545	\$0
4	GF0854	2015	Tesla	FTL Cascadia	78	Trade on Used	No	No	\$ 15,500	\$ 13,500	95%	\$ 16,316	83%	\$ 2,000	\$545	\$0
5	H88249	2016	Tesla	FTL Columbia	78	Other	No	No	\$ 15,500	\$ 13,000	95%	\$ 16,316	80%	\$ 2,500	\$5,388	\$0
6	H88251	2016	Tesla	FTL Columbia	78	Other	No	No	\$ 15,500	\$ 13,000	95%	\$ 16,316	80%	\$ 2,500	\$5,388	\$0
7	940594	2000	Tesla	WS 4900	206	Other	No	No	\$ 4,500	\$ 4,500	95%	\$ 4,737	95%	\$ -	(\$2,098)	\$0
8	QW6534	2015	Tesla	FTL Cascadia	30	Other	No	No	\$ 4,000	\$ 3,400	95%	\$ 4,211	81%	\$ 600	\$ 73.23	\$0
9	KA9211	2019	Tesla	FTL Coronado	0	Other	No	No	\$ 50,000	\$ 50,000	95%	\$ 52,632	95%	\$ -	\$ -	\$ 1,474.84
10	GB3575	2015	Tesla	FTL Cascadia	207	Other	No	No	\$ 10,000	\$ 8,800	95%	\$ 10,526	84%	\$ 1,200	\$ 2,253.56	\$0
11	KPS844	2019	Tesla	FTL Cascadia	175	Auction/Wholesale	No	No	\$ 69,950	\$ 73,040	95%	\$ 73,632	99%	\$ (3,090)	\$ 13,796.98	\$0
12	GZ1067	2016	Tesla	FTL Cascadia	598	Auction/Wholesale	No	No	\$ 29,450	\$ 29,450	95%	\$ 31,000	95%	\$ -	\$ 472.04	\$0
13	BB0454	2011	Tesla	FTL M2	96	Trade on New	No	No	\$ 77,250	\$ 77,156	95%	\$ 81,316	95%	\$ 94	\$ 3,972.76	\$0
14	LI6823	2020	Tesla	FTL Cascadia	92	Auction/Wholesale	No	No	\$ 59,950	\$ 59,950	95%	\$ 63,105	95%	\$ -	\$ 17,169.59	\$0
15	JK2238	2018	Tesla	FTL Cascadia	203	Auction/Wholesale	No	No	\$ 29,950	\$ 29,950	95%	\$ 31,526	95%	\$ -	\$ 215.65	\$0
16	208763	2006	Tesla	IHC 5900I	473	Trade on New	No	No	\$ 29,900	\$ 29,900	95%	\$ 31,474	95%	\$ -	\$ 2,014.58	\$0
17	A17338	1993	Tesla	Ford LTA9000	25	Trade on New	No	No	\$ 13,750	\$ 13,750	95%	\$ 14,474	95%	\$ -	\$ 10,508.75	\$0
18	344975	2011	Tesla	IHC 7400	17	Trade on New	No	No	\$ 30,950	\$ 28,950	95%	\$ 32,579	89%	\$ 2,000	\$ 19,639.82	\$0
19	FE9731	2013	Tesla	FTL Coronado	765	Trade on New	No	No	\$ 99,950	\$ 94,501	95%	\$ 105,211	90%	\$ 5,449	\$ 2,744.38	\$0
20	MG6733	2020	Tesla	FTL Cascadia	282	Auction/Wholesale	No	No	\$ 80,950	\$ 80,930	95%	\$ 85,211	95%	\$ 20	\$ 2,683.85	\$1,282
21	LU0982	2023	Tesla	FTL Cascadia	7	Auction/Wholesale	No	No	\$ 95,000	\$ 95,000	95%	\$ 100,000	95%	\$ -	\$ 7,104.76	\$0
22	LG8950	2020	Tesla	FTL Cascadia	57	Auction/Wholesale	No	No	\$ 94,950	\$ 94,950	95%	\$ 99,947	95%	\$ -	\$ 12,480.99	\$0
23	JJ2512	2018	Tesla	FTL Cascadia	200	Auction/Wholesale	No	No	\$ 58,150	\$ 58,150	95%	\$ 61,211	95%	\$ -	\$ 7,061.65	\$0
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Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	23
Avg. Days to Sale	169.6
Avg. Advertised Price (Time of Sale)	\$ 40,507
Avg. Transaction Price	\$ 39,625
Avg. Market Price at 100%	\$ 42,638
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	93%
Avg. Transactional Discount	\$ 881
Avg. Front-End Gross	\$ 5,336
Avg. Finance Gross	\$ 120
PUVR	\$ 5,456
Total Gross (Units & PUVR)	\$ 125,493
GROI	29%
% with Trade	0%
Avg. Over/Under Allowance	\$0



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	23	0	0
Avg. Days to Sale	169.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,507	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,625	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 42,638	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 881	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 5,336	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 120	#DIV/0!	#DIV/0!
PUVR	\$ 5,456	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 125,493	#DIV/0!	#DIV/0!
GROI	29%	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



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Scoreboard

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Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	23	0	0
Avg. Days to Sale	169.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,507	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,625	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 42,638	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 881	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 5,336	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 120	#DIV/0!	#DIV/0!
PUVR	\$ 5,456	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 125,493	#DIV/0!	#DIV/0!
GROI	29%	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



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Scoreboard

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Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	23	0	0
Avg. Days to Sale	169.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,507	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,625	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 42,638	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 881	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 5,336	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 120	#DIV/0!	#DIV/0!
PUVR	\$ 5,456	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 125,493	#DIV/0!	#DIV/0!
GROI	29%	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	23	0	23
Avg. Days to Sale	169.6	#DIV/0!	169.6
Avg. Advertised Price (Time of Sale)	\$ 40,507	#DIV/0!	\$ 39,625
Avg. Transaction Price	\$ 39,625	#DIV/0!	\$ 39,625
Avg. Market Price at 100%	\$ 42,638	#DIV/0!	\$ 42,638
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	93%
Avg. Transaction to Market	93%	#DIV/0!	93%
Avg. Transactional Discount	\$ 881	#DIV/0!	\$ 881
Avg. Front-End Gross	\$ 5,336	#DIV/0!	\$ 5,336
Avg. Finance Gross	\$ 120	#DIV/0!	\$ 120
PUVR	\$ 5,456	#DIV/0!	\$ 5,456
Total Gross (Units & PUVR)	\$ 125,493	#DIV/0!	\$ 125,493
GROI	29%	#DIV/0!	29%
% with Trade	0%	#DIV/0!	0%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	23	0	23
Avg. Days to Sale	169.6	#DIV/0!	169.6
Avg. Advertised Price (Time of Sale)	\$ 40,507	#DIV/0!	\$ 39,625
Avg. Transaction Price	\$ 39,625	#DIV/0!	\$ 39,625
Avg. Market Price at 100%	\$ 42,638	#DIV/0!	\$ 42,638
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	93%
Avg. Transaction to Market	93%	#DIV/0!	93%
Avg. Transactional Discount	\$ 881	#DIV/0!	\$ 881
Avg. Front-End Gross	\$ 5,336	#DIV/0!	\$ 5,336
Avg. Finance Gross	\$ 120	#DIV/0!	\$ 120
PUVR	\$ 5,456	#DIV/0!	\$ 5,456
Total Gross (Units & PUVR)	\$ 125,493	#DIV/0!	\$ 125,493
GROI	29%	#DIV/0!	29%
% with Trade	0%	#DIV/0!	0%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	23	5	3
% of Retail Units	100%	22%	13%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	169.6	275.2	78.0
Avg. Transaction Price	\$ 39,625	\$ 48,851	\$ 13,333
Avg. Transaction to Market %	93%	93%	82%
Avg. Transactional Discount	\$ 881	\$ 1,509	\$ 2,167
Avg. Front End Gross	\$ 5,336	\$ 7,776	\$ 2,159
Avg. Finance Gross	\$ 120	\$ -	\$ -
PUVR	\$ 5,456	\$ 7,776	\$ 2,159
Total Gross (Units & PUVR)	\$ 125,493	\$ 38,880	\$ 6,478
GROI	29%	21%	75%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	8	0	0
0%	35%	0%	0%
#DIV/0!	100%	#DIV/0!	#DIV/0!
#DIV/0!	201.8	#DIV/0!	#DIV/0!
#DIV/0!	\$ 65,178	#DIV/0!	#DIV/0!
#DIV/0!	96%	#DIV/0!	#DIV/0!
#DIV/0!	\$ (384)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 7,623	#DIV/0!	#DIV/0!
#DIV/0!	\$ 160	#DIV/0!	#DIV/0!
#DIV/0!	\$ 7,783	#DIV/0!	#DIV/0!
#DIV/0!	\$ 62,268	#DIV/0!	#DIV/0!
#DIV/0!	21%	#DIV/0!	#DIV/0!
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	7
0%	0%	30%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	96.7
#DIV/0!	#DIV/0!	\$ 15,100
#DIV/0!	#DIV/0!	85%
#DIV/0!	#DIV/0!	\$ 1,329
#DIV/0!	#DIV/0!	\$ 2,342
#DIV/0!	#DIV/0!	\$ 211
#DIV/0!	#DIV/0!	\$ 2,552
#DIV/0!	#DIV/0!	\$ 17,867
#DIV/0!	#DIV/0!	63%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	23	4	0
% of Retail Units	100%	17%	0%
% Retailed of Non-New Franchise	100%	100%	#DIV/0!
Avg. Days to Sale	169.6	19.8	#DIV/0!
Avg. Transaction Price	\$ 39,625	\$ 35,275	#DIV/0!
Avg. Transaction to Market %	93%	90%	#DIV/0!
Avg. Transactional Discount	\$ 881	\$ 650	#DIV/0!
Avg. Front End Gross	\$ 5,336	\$ 9,332	#DIV/0!
Avg. Finance Gross	\$ 120	\$ -	#DIV/0!
PUVR	\$ 5,456	\$ 9,332	#DIV/0!
Total Gross (Units & PUVR)	\$ 125,493	\$ 37,327	#DIV/0!
GROI	29%	482%	#DIV/0!
% with Trade	0%	0%	#DIV/0!
Avg. Over/Under Allowance	0	0	#DIV/0!



46-60 days	61-90 days	90+ days
1	6	11
4%	26%	48%
100%	100%	100%
57.0	78.0	299.7
\$ 94,950	\$ 13,167	\$ 49,666
95%	81%	94%
\$ -	\$ 2,333	\$ 334
\$ 12,481	\$ 3,773	\$ 4,572
\$ -	\$ -	\$ 117
\$ 12,481	\$ 3,773	\$ 4,688
\$ 12,481	\$ 22,641	\$ 51,570
83%	132%	11%
0%	0%	0%
#DIV/0!	0	0