

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	855155A	2022	Toyota	Corolla s	84	Trade on New	No	\$ 27,995	\$ 26,995	96%	\$5,195	\$2,122
2	846757B	2021	Toyota	RAV4	25	Trade on Used	No	\$ 24,595	\$ 23,999	97%	\$1,805	\$250
3	853793A	2019	Hyundai	Tucson	1	Trade on New	No	\$ 17,500	\$ 17,500	1%	\$4,589	\$450
4	852668A	2020	Subaru	WRX	7	Trade on New	No	\$ 39,995	\$ 37,995	94%	\$7,014	\$0
5	851576A	2021	Mitsubishi	Otlander s	39	Trade on New	No	\$ 20,995	\$ 18,894	89%	\$1,717	\$0
6	845990A	2021	Toyota	RAV4	82	Trade on New	No	\$ 25,995	\$ 25,650	98%	\$2,474	\$700
7	853954A	2021	Toyota	RAV4	16	Trade on New	No	\$ 29,995	\$ 29,500	98%	\$1,281	\$0
8	854022A	2020	Toyota	Corolla	20	Trade on New	No	\$ 16,995	\$ 16,995	1%	\$3,495	\$1,849
9	847959A	2021	Mitsubishi	Otlander s	47	Trade on New	No	\$ 19,995	\$ 18,995	94%	\$1,376	\$1,910
10	842055A	2021	Mazda	Mazda 2	21	Trade on New	No	\$ 19,995	\$ 18,950	94%	\$3,530	\$450
11	854406A	2022	Toyota	Corolla	5	Trade on New	No	\$ 18,995	\$ 18,075	1%	\$575	\$2,042
12	845152A	2021	Kia	Seltos	109	Trade on New	No	\$ 20,995	\$ 20,595	98%	\$1,540	\$450
13	853441A	2023	Hyundai	Kona	22	Trade on New	No	\$ 27,995	\$ 27,995	1%	\$4,488	\$2,593
14	853584A	2022	Toyota	Corolla HB	5	Trade on New	No	\$ 22,495	\$ 22,495	1%	\$2,271	\$0
15	853742A	2023	Toyota	Corolla HB	13	Trade on New	No	\$ 24,995	\$ 23,995	95%	\$1,375	\$1,831
16	853218A	2017	Toyota	Corolla	6	Trade on New	No	\$ 17,495	\$ 16,995	97%	\$5,220	\$450
17	853441B	2024	Toyota	Corolla	3	Trade on Used	No	\$ 24,995	\$ 24,995	1%	\$2,495	\$1,894
18	853780A	2021	Toyota	CHR	8	Trade on New	No	\$ 23,995	\$ 23,995	1%	\$2,101	\$2,218
19	856810A	2021	Toyota	Tacoma	10	Trade on New	No	\$ 33,995	\$ 31,995	94%	\$2,207	\$1,585
20	843787A	2021	Nissan	Versa	18	Trade on New	No	\$ 13,995	\$ 11,995	85%	\$4,035	\$0
21	806033B	2020	Toyota	Yaris	496	Trade on Used	No	\$ 18,000	\$ 18,000	1%	\$395	\$950
22	848608A	2012	Toyota	Yaris	17	Trade on New	No	\$ 6,000	\$ 6,000	1%	\$1,000	\$0
23	856717A	2022	Toyota	Tacoma	9	Trade on New	No	\$ 39,995	\$ 38,995	97%	\$3,806	\$1,951
24	856717B	2021	Toyota	Corolla	1	Trade on Used	No	\$ 22,995	\$ 22,995	1%	\$4,395	\$1,959
25	831836A	2021	Toyota	Corolla	250	Trade on New	No	\$ 19,995	\$ 19,995	1%	(\$30)	\$1,902
26	824137A	2019	Hyundai	Elantra	208	Trade on New	No	\$ 19,995	\$ 19,995	1%	\$3,032	\$450
27	856590A	2022	Toyota	Tacoma	14	Trade on New	No	\$ 39,995	\$ 38,995	97%	\$3,275	\$2,048

28	852462A	2022	Toyota	Corolla	12	Trade on New	No	\$ 21,995	\$ 21,500	97%	\$972	\$1,951
29	856462A	2014	Toyota	Corolla	6	Trade on New	No	\$ 9,995	\$ 9,995	1%	\$2,536	\$1,523
30	805104B	2019	Lexus	LX570	36	Trade on Used	No	\$ 58,995	\$ 55,995	94%	\$15,224	\$0
31	856985A	2021	Toyota	Corolla	1	Trade on New	No	\$ 18,995	\$ 18,995	1%	\$2,696	\$450
32	853404A	2010	Toyota	Corolla	31	Trade on New	No	\$ 12,995	\$ 10,500	80%	\$1,801	\$0
33	853503A	2023	Nissan	Kicks	18	Trade on New	No	\$ 26,995	\$ 26,995	1%	\$6,355	\$450
34	840275A	2022	Kia	Seltos	4	Trade on New	No	\$ 22,995	\$ 22,995	1%	\$1,865	\$450
35	855292A	2019	Jeep	Compass	19	Trade on New	No	\$ 16,995	\$ 15,495	91%	\$3,301	\$950
36	852951A	2021	Toyota	Highlander	18	Trade on New	No	\$ 35,995	\$ 33,995	94%	\$2,875	\$450
37	853767A	2021	Hyundai	Venue	7	Trade on New	No	\$ 18,595	\$ 17,995	96%	\$1,775	\$1,909
38	856767A	2022	Toyota	Tacoma	0	Trade on New	No	\$ 33,995	\$ 32,795	96%	\$3,695	\$1,632
39	853436A	2022	Toyota	Cross	20	Trade on New	No	\$ 27,595	\$ 25,995	94%	\$5,349	\$2,008
40	855112A	2022	Toyota	Corolla	28	Trade on New	No	\$ 23,995	\$ 23,995	1%	\$4,868	\$1,870
41	855743A	2021	Nissan	Versa	24	Trade on New	No	\$ 14,995	\$ 14,995	1%	\$1,449	\$1,314
42	828891A	2022	Toyota	Corolla	292	Trade on New	No	\$ 23,995	\$ 23,000	95%	\$334	\$0
43	855367A	2020	Toyota	Yaris	0	Trade on New	No	\$ 14,995	\$ 14,995	1%	\$1,495	\$450
44	16491L	2013	Toyota	RAV4	39	Street/Curb Buy	No	\$ 15,995	\$ 15,500	96%	\$1,934	\$0
45	856380A	2020	Hyundai	Santa FE	13	Trade on New	No	\$ 17,995	\$ 17,995	1%	\$2,375	\$450
46	854378A	2021	Toyota	Tacoma	18	Trade on New	No	\$ 24,995	\$ 23,000	92%	\$2,614	\$1,619
47	856920A	2018	Toyota	Tacoma	2	Trade on New	No	\$ 35,995	\$ 34,500	95%	\$1,358	\$0
48	858336A	2021	Kia	Soul	8	Trade on New	No	\$ 14,995	\$ 14,314	95%	\$1,284	\$1,634
49	857407A	2023	Toyota	Tacoma	3	Trade on New	No	\$ 40,995	\$ 37,995	92%	\$3,895	\$0
50	850033A	2022	Toyota	CHR	109	Trade on New	No	\$ 27,995	\$ 25,500	91%	\$1,224	\$0
51	842351A	2021	Toyota	Corolla	5	Trade on New	No	\$ 24,995	\$ 24,995	1%	\$7,210	\$950
52	855733A	2022	Toyota	RAV4	31	Trade on New	No	\$ 29,995	\$ 28,995	96%	\$3,306	\$250
53	855399A	2017	Ford	Fusion	23	Trade on New	No	\$ 15,000	\$ 15,000	1%	\$4,981	\$450

Scoreboard Totals

% Retailed of Non-Franchise Make	6%
Total # Retail Units	63
Avg. Days to Sale	40.6
Avg. Advertised Price (Time of Sale)	\$ 24,127
Avg. Transaction Price	\$ 23,318
Avg. Market Price at 100%	\$ 42,245
Avg. Price to Market % (Time of Sale)	57%
Avg. Transaction to Market	55%
Avg. Transactional Discount	\$ 809
Avg. Front-End Gross	\$ 3,005
Avg. Finance Gross	\$ 938
PUVR	\$ 3,944
Total Gross (Units & PUVR)	\$ 248,444
GROI	150%
% with Trade	0%
Avg. Over/Under Allowance	\$3,944



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	6%	#DIV/0!	#DIV/0!
Total # Retail Units	63	0	0
Avg. Days to Sale	40.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,127	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 23,318	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 42,245	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	57%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	55%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 809	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,005	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 938	#DIV/0!	#DIV/0!
PUVR	\$ 3,944	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 248,444	#DIV/0!	#DIV/0!
GROI	150%	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	3,944	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	6%	#DIV/0!	#DIV/0!
Total # Retail Units	63	0	0
Avg. Days to Sale	40.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,127	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 23,318	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 42,245	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	57%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	55%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 809	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,005	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 938	#DIV/0!	#DIV/0!
PUVR	\$ 3,944	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 248,444	#DIV/0!	#DIV/0!
GROI	150%	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	3,944	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	6%	#DIV/0!	#DIV/0!
Total # Retail Units	63	0	0
Avg. Days to Sale	40.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,127	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 23,318	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 42,245	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	57%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	55%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 809	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,005	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 938	#DIV/0!	#DIV/0!
PUVR	\$ 3,944	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 248,444	#DIV/0!	#DIV/0!
GROI	150%	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	3,944	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	63	0	63
Avg. Days to Sale	40.6	#DIV/0!	40.6
Avg. Advertised Price (Time of Sale)	\$ 24,127	#DIV/0!	\$ 23,318
Avg. Transaction Price	\$ 23,318	#DIV/0!	\$ 23,318
Avg. Market Price at 100%	\$ 42,245	#DIV/0!	\$ 838,791
Avg. Price to Market % (Time of Sale)	57%	#DIV/0!	3%
Avg. Transaction to Market	55%	#DIV/0!	3%
Avg. Transactional Discount	\$ 809	#DIV/0!	\$ 809
Avg. Front-End Gross	\$ 3,005	#DIV/0!	\$ 3,005
Avg. Finance Gross	\$ 938	#DIV/0!	\$ 938
PUVR	\$ 3,944	#DIV/0!	\$ 3,944
Total Gross (Units & PUVR)	\$ 248,444	#DIV/0!	\$ 248,444
GROI	150%	#DIV/0!	150%
% with Trade	0%	#DIV/0!	0%
Avg. Over/Under Allowance	3,944	#DIV/0!	3,944



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	63	59	4
Avg. Days to Sale	40.6	41.5	27.5
Avg. Advertised Price (Time of Sale)	\$ 24,127	\$ 24,441	\$ 18,459
Avg. Transaction Price	\$ 23,318	\$ 23,648	\$ 18,459
Avg. Market Price at 100%	\$ 42,245	\$ 865,732	\$ 441,408
Avg. Price to Market % (Time of Sale)	57%	3%	4%
Avg. Transaction to Market	55%	3%	4%
Avg. Transactional Discount	\$ 809	\$ 794	\$ 1,037
Avg. Front-End Gross	\$ 3,005	\$ 3,021	\$ 2,780
Avg. Finance Gross	\$ 938	\$ 935	\$ 976
PUVR	\$ 3,944	\$ 3,956	\$ 3,756
Total Gross (Units & PUVR)	\$ 248,444	\$ 233,421	\$ 15,023
GROI	150%	145%	266%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	3,944	3,956	3,756



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	63	57	5
% of Retail Units	100%	90%	8%
% Retailed of Non-New Franchise	6%	7%	0%
Avg. Days to Sale	40.6	34.4	112.2
Avg. Transaction Price	\$ 23,318	\$ 22,940	\$ 29,197
Avg. Transaction to Market %	55%	55%	37%
Avg. Transactional Discount	\$ 809	\$ 822	\$ 719
Avg. Front End Gross	\$ 3,005	\$ 2,861	\$ 4,863
Avg. Finance Gross	\$ 938	\$ 948	\$ 1,011
PUVR	\$ 3,944	\$ 3,810	\$ 5,873
Total Gross (Units & PUVR)	\$ 248,444	\$ 217,143	\$ 29,367
GROI	150%	174%	65%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	3,944	3,810	5,873



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	0	0	0
2%	0%	0%	0%
0%	#DIV/0!	#DIV/0!	#DIV/0!
39.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 15,500	#DIV/0!	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 495	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,934	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,934	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,934	#DIV/0!	#DIV/0!	#DIV/0!
115%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
1,934	#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	63	44	5
% of Retail Units	100%	70%	8%
% Retailed of Non-New Franchise	6%	5%	20%
Avg. Days to Sale	40.6	11.7	35.2
Avg. Transaction Price	\$ 23,318	\$ 22,677	\$ 25,977
Avg. Transaction to Market %	55%	49%	84%
Avg. Transactional Discount	\$ 809	\$ 711	\$ 1,818
Avg. Front End Gross	\$ 3,005	\$ 3,122	\$ 4,796
Avg. Finance Gross	\$ 938	\$ 1,018	\$ 50
PUVR	\$ 3,944	\$ 4,140	\$ 4,846
Total Gross (Units & PUVR)	\$ 248,444	\$ 182,153	\$ 24,232
GROI	150%	563%	191%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	3,944	4,140	4,846



46-60 days	61-90 days	90+ days
2	4	6
3%	6%	10%
50%	0%	0%
50.0	76.5	244.0
\$ 33,998	\$ 24,624	\$ 21,181
45%	91%	46%
\$ 500	\$ 1,121	\$ 648
\$ 1,836	\$ 3,163	\$ 1,083
\$ 955	\$ 1,576	\$ 625
\$ 2,791	\$ 4,740	\$ 1,708
\$ 5,582	\$ 18,958	\$ 10,247
59%	91%	12%
0%	0%	0%
2,791	4,740	1,708