

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	23UTNA12147	2023	Toyota	HIGHLANDER HYB	7	Trade on New	Yes	\$64,990	\$64,990	97%	\$8,822.06	\$10,252.15
2	23UCBA49685	2022	Toyota	RAV4 LE	26	Street/Curb Buy	Yes	\$30,888	\$30,888	87%	(\$449.49)	\$3,000.00
3	23UAZA03221	2019	Honda	PILOT TOURING	51	Auction/Wholesale	No	\$34,680	\$34,680	96%	\$639.01	\$1,900.00
4	23UTNA20321	2020	Tesla	MODEL 3 LONG R	38	Trade on Used	No	\$42,690	\$42,690	97%	\$3,780.04	\$2,083.29
5	23UTNA20066	2021	Toyota	RAV4 HYBRID LIM	12	Trade on New	Yes	\$46,900	\$46,900	102%	\$4,141.91	\$571.42
6	23UTNA79453	2021	Toyota	RAV4 XLE	19	Trade on Used	Yes	\$34,999	\$34,999	96%	\$1,672.53	\$4,466.38
7	23UCRA56368	2019	Nissan	KICKS SR	34	Auction/Wholesale	No	\$19,745	\$19,745	91%	(\$1,788.73)	\$0.00
8	23UCBA25247	2021	Ford	EXPLORER XLT	48	Street/Curb Buy	No	\$33,858	\$33,858	92%	(\$1,243.32)	\$4,047.11
9	23UTNA24093	2019	Ram	1500 CREW	19	Trade on New	No	\$25,991	\$25,991	89%	\$1,433.47	\$2,569.53
10	23UTNA33113	2014	Toyota	RAV4 XLE	15	Trade on New	Yes	\$18,990	\$18,990	102%	\$2,304.89	\$0.00
11	23UTNA33987	2021	Ford	MUSTANG MACH	79	Trade on New	No	\$36,200	\$36,200	96%	(\$1,184.18)	\$0.00
12	23UTNA09190	2012	Toyota	TACOMA TRD SPC	19	Trade on New	Yes	\$25,990	\$25,990	104%	\$2,883.08	\$0.00
13	23UTNA83225	2018	Nissan	ROGUE SV	66	Trade on New	No	\$19,990	\$19,990	87%	\$4,353.27	\$0.00
14	23UTNA00096	2015	Subaru	BRZ SPORT-TECH	85	Trade on New	No	\$16,790	\$16,790	95%	(\$1,264.09)	\$571.42
15	23UAZA76124	2019	Ford	MUSTANG COUPE	46	Auction/Wholesale	No	\$25,350	\$25,350	83%	\$2,418.21	\$1,601.57
16	23UIAB08084	2023	Toyota	BZ4X LE	96	Street/Curb Buy	Yes	\$39,990	\$39,990	76%	(\$6,581.50)	\$3,966.36
17	23UBNA03113	2023	Toyota	COROLLA HYBRID	6	Street/Curb Buy	Yes	\$40,999	\$40,999		\$4,125.81	\$9,348.30
18	23UAZA02372	2022	Mazda	CX-30 GT	3	Auction/Wholesale	No	\$31,990	\$31,990	98%	\$3,890.30	\$4,623.97
19	23UTNA12506	2020	Mazda	CX-30 GS	79	Trade on Used	No	\$24,320	\$24,320	92%	\$1,508.90	\$0.00
20	23UTNB47792	2017	Nissan	FRONTIER	14	Trade on Used	No	\$26,490	\$26,490	89%	\$1,557.74	\$410.00

21	23UTNA22042	2017	Honda	CR-V EX	35	Trade on Used	No	\$25,610	\$25,610	93%	\$3,700.93	\$5,120.87
22	23UTNA79611	2022	Hyundai	VENUE FWD	16	Trade on New	No	\$22,600	\$22,600	96%	\$880.27	\$2,071.42
23	23UTNA04274	2023		VF VF8 PLUS	13	Trade on New	No	\$38,600	\$38,600		\$7,900.30	\$2,593.18
24	23UTNA60245	2021	Toyota	TACOME TRD OFF	28	Trade on New	Yes	\$46,900	\$46,900	103%	\$3,876.65	\$5,691.32
25	23UTNA80757	2022	Toyota	RAV4 XLE	5	Trade on New	Yes	\$34,880	\$34,880	96%	\$2,943.05	\$4,299.19
26	23UTNA37696	2014	Mazda	CX-9 GT	13	Trade on New	No	\$14,990	\$14,990	122%	\$117.01	\$0.00
27	23UTNA21512	2020	Toyota	PRIUS AWD	26	Trade on New	Yes	\$28,600	\$28,600	105%	\$3,697.93	\$6,575.42
28	23UAZA04013	2018	Honda	HR-V EX-L	74	Auction/Wholesale	No	\$22,680	\$22,680	94%	(\$1,288.43)	\$0.00
29	23UTNA51898	2021	Toyota	4RUNNER	8	Trade on New	No	\$43,995	\$43,995	104%	\$5,992.48	\$0.00
30	23UTNA22867	2018	Toyota	TACOMA TRD SPC	34	Trade on Used	Yes	\$39,260	\$39,260	101%	\$2,604.40	\$0.00
31	23UBNB03315	2019	Toyota	AVALON LIMITED	6	Trade on New	Yes	\$32,990	\$32,990	97%	\$3,895.66	\$6,825.82
32	23UTRA85517	2021	Toyota	PRIUS PRIME	29	Trade on New	Yes	\$31,900	\$31,900	94%	(\$3,943.32)	\$2,673.42
33	23UBPA38547	2022	Jeep	WRANGLER UNLIM	25	Street/Curb Buy	No	\$51,410	\$51,410	91%	\$3,424.07	\$3,499.00
34	23UTNA15041	2020	Toyota	COROLLA LE	11	Trade on New	Yes	\$21,000	\$21,000	89%	\$7,509.46	\$6,873.04
35	23UTNA21761	2014	Honda	CR-V TOURING	22	Trade on New	No	\$24,990	\$24,990	111%	\$4,933.67	\$410.00
36	23UIAB44976	2021	Toyota	COROLLA LE	15	Trade on Used	Yes	\$25,980	\$25,980	100%	\$3,939.17	\$3,996.02
37	23UCRA55914	2022	Nissan	ALTIMA	16	Trade on Used	No	\$30,699	\$30,699	97%	\$1,065.89	\$5,773.47
38	23UTNA89927	2017	Ford	FUSION S HEV	26	Trade on New	No	\$17,650	\$17,650	94%	\$1,581.15	\$2,477.58
39	23UTNA48484	2022	Toyota	RAV4 HYBRID XLE	9	Trade on New	Yes	\$44,500	\$44,500	100%	\$4,388.42	\$7,666.80
40	23UTNA57569	2023	Toyota	RAV4 XLE	33	Trade on New	Yes	\$39,799	\$39,799	98%	\$2,262.87	\$4,874.76
41	23UTRA22648	2023	Toyota	RAV4 PRIME	21	Trade on Used	Yes	\$59,800	\$59,800	100%	\$847.92	\$571.42
42	23UTNB12128	2021	Toyota	VENZA HYBRID	13	Trade on Used	Yes	\$35,989	\$35,989	89%	(\$315.60)	\$3,755.93
43	23UIAB16094	2019	Mazda	CX-3 GT	88	Trade on Used	No	\$21,490	\$21,490	84%	(\$4,242.50)	\$8,195.04
44	23UTNA65180	2021	Toyota	VENZA HYBRID	11	Trade on New	Yes	\$30,805	\$30,805	88%	\$3,485.05	\$6,743.13
45	23UTNA02964	2012	Nissan	JUKE	23	Trade on New	No	\$11,888	\$11,888	90%	\$2,150.30	\$355.00

46	23UBNB49754	2023	Toyota	COROLLA CROSS	15	Trade on New	Yes	\$ 33,990	\$ 33,990	96%	\$2,717.70	\$3,003.98
47	23UCRA61257	2022	Toyota	CAMRY SE	65	Trade on Used	Yes	\$ 27,630	\$ 27,630	92%	\$1,248.28	\$0.00
48	23UTNA06828	2017	Lexus	NX 200T	75	Trade on New	No	\$ 29,900	\$ 29,900	91%	(\$2,459.14)	\$2,476.19
49	23UTNA03559	2017	Honda	PILOT TOURING	61	Trade on New	No	\$ 26,990	\$ 26,990	97%	(\$401.93)	\$2,476.19
50	23UTRA27076	2020	Toyota	PRIUS PRIME	37	Trade on Used	Yes	\$ 28,500	\$ 28,500	97%	(\$2,974.59)	\$981.42
51	23UTNA04242	2006	Toyota	RAV4 LIMITEED	7	Trade on New	Yes	\$ 7,500	\$ 7,500	89%	\$2,483.65	\$0.00
52	23UBNA40107	2016	Toyota	COROLLA LE	12	Street/Curb Buy	Yes	\$ 17,900	\$ 17,900	97%	\$69.99	\$0.00
53	23UCRA66576	2022	Toyota	HIGHLANDER XLE	72	Trade on Used	Yes	\$ 42,350	\$ 42,350	96%	(\$921.39)	\$2,722.10

Scoreboard Totals

% Retailed of Non-Franchise Make	43%
Total # Retail Units	127
Avg. Days to Sale	32.0
Avg. Advertised Price (Time of Sale)	\$ 31,601
Avg. Transaction Price	\$ 31,601
Avg. Market Price at 100%	\$ 33,320
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ -
Avg. Front-End Gross	\$ 1,502
Avg. Finance Gross	\$ 2,649
PUVR	\$ 4,400
Total Gross (Units & PUVR)	\$ 558,751
GROI	157%
% with Trade	24%
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	43%	#DIV/0!	#DIV/0!
Total # Retail Units	127	0	0
Avg. Days to Sale	32.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,601	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,601	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,320	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,502	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,649	#DIV/0!	#DIV/0!
PUVR	\$ 4,400	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 558,751	#DIV/0!	#DIV/0!
GROI	157%	#DIV/0!	#DIV/0!
% with Trade	24%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	43%	#DIV/0!	#DIV/0!
Total # Retail Units	127	0	0
Avg. Days to Sale	32.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,601	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,601	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,320	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,502	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,649	#DIV/0!	#DIV/0!
PUVR	\$ 4,400	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 558,751	#DIV/0!	#DIV/0!
GROI	157%	#DIV/0!	#DIV/0!
% with Trade	24%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	43%	#DIV/0!	#DIV/0!
Total # Retail Units	127	0	0
Avg. Days to Sale	32.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,601	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,601	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,320	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,502	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,649	#DIV/0!	#DIV/0!
PUVR	\$ 4,400	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 558,751	#DIV/0!	#DIV/0!
GROI	157%	#DIV/0!	#DIV/0!
% with Trade	24%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	127	73	55
Avg. Days to Sale	32.0	20.5	47.3
Avg. Advertised Price (Time of Sale)	\$ 31,601	\$ 35,223	\$ 27,644
Avg. Transaction Price	\$ 31,601	\$ 35,223	\$ 27,644
Avg. Market Price at 100%	\$ 33,320	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 1,502	\$ 1,814	\$ 1,088
Avg. Finance Gross	\$ 2,649	\$ 2,911	\$ 2,301
PUVR	\$ 4,400	\$ 5,248	\$ 3,473
Total Gross (Units & PUVR)	\$ 558,751	\$ 383,111	\$ 190,992
GROI	157%	262%	96%
% with Trade	24%	18%	33%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	127	73	54
Avg. Days to Sale	32.0	19.9	48.7
Avg. Advertised Price (Time of Sale)	\$ 31,601	\$ 35,399	\$ 27,241
Avg. Transaction Price	\$ 31,601	\$ 35,399	\$ 27,241
Avg. Market Price at 100%	\$ 33,320	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 1,502	\$ 1,874	\$ 882
Avg. Finance Gross	\$ 2,649	\$ 2,884	\$ 2,331
PUVR	\$ 4,400	\$ 5,289	\$ 3,295
Total Gross (Units & PUVR)	\$ 558,751	\$ 386,086	\$ 177,915
GROI	157%	270%	89%
% with Trade	24%	18%	31%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	127	58	27
% of Retail Units	100%	46%	21%
% Retailed of Non-New Franchise	43%	41%	48%
Avg. Days to Sale	32.0	25.5	38.1
Avg. Transaction Price	\$ 31,601	\$ 29,953	\$ 34,037
Avg. Transaction to Market %	95%	#DIV/0!	93%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 1,502	\$ 2,903	\$ 885
Avg. Finance Gross	\$ 2,649	\$ 2,507	\$ 3,095
PUVR	\$ 4,400	\$ 5,525	\$ 3,980
Total Gross (Units & PUVR)	\$ 558,751	\$ 320,447	\$ 107,453
GROI	157%	260%	111%
% with Trade	24%	22%	33%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
15	14	0	14
12%	11%	0%	11%
33%	86%	#DIV/0!	0%
43.2	67.1	#DIV/0!	0.0
\$ 35,920	\$ 28,987	#DIV/0!	#DIV/0!
#DIV/0!	91%	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 471	\$ (442)	#DIV/0!	\$ (59)
\$ 3,167	\$ 1,885	#DIV/0!	\$ 2,581
\$ 3,639	\$ 1,443	#DIV/0!	#DIV/0!
\$ 54,580	\$ 20,202	#DIV/0!	#DIV/0!
84%	27%	#DIV/0!	#DIV/0!
33%	29%	#DIV/0!	0%
0	0	#DIV/0!	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	127	65	16
% of Retail Units	100%	51%	13%
% Retailed of Non-New Franchise	43%	29%	50%
Avg. Days to Sale	32.0	15.3	36.8
Avg. Transaction Price	\$ 31,601	\$ 31,570	\$ 32,872
Avg. Transaction to Market %	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 1,502	\$ 2,975	\$ 2,212
Avg. Finance Gross	\$ 2,649	\$ 2,850	\$ 2,277
PUVR	\$ 4,400	\$ 5,825	\$ 4,488
Total Gross (Units & PUVR)	\$ 558,751	\$ 378,651	\$ 71,814
GROI	157%	434%	134%
% with Trade	24%	29%	31%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
5	23	5
4%	18%	4%
100%	83%	60%
48.2	76.7	101.0
\$ 30,016	\$ 32,011	\$ 27,896
93%	#DIV/0!	85%
\$ -	\$ -	\$ -
\$ 582	\$ (869)	\$ (3,706)
\$ 2,315	\$ 2,436	\$ 2,720
\$ 2,896	\$ 1,567	\$ (986)
\$ 14,481	\$ 36,034	\$ (4,931)
72%	23%	-13%
40%	22%	0%
0	0	0