

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Days	MPK	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	116t24b	16	hyundai	tucson	12	trade on used	no	\$ 13,285	\$ 13,285	100%	\$3,969	\$261
2	p14958	21	ford	edge	77	ntal Fleet (Enterprise, et	no	\$ 24,998	\$ 24,998	100%	(\$1,079)	\$2,385
3	101t24a	20	ford	raptor	5	trade on new	no	\$ 57,726	\$ 55,990	100%	\$2,063	\$2,648
4	p14871a	13	jeep	grand cherokee	86	trade on used	no	\$ 9,879	\$ 9,879	92%	\$1,710	\$649
5	17dt24a	13	hyundai	elantra	23	trade on new	no	\$ 10,794	\$ 9,500	102%	\$3,104	\$1,500
6	p17972a	16	ford	transit	45	trade on used	no	\$ 26,506	\$ 26,506	88%	\$2,404	\$1,830
7	182dt23	23	nissan	rogue	155	Other	yes	\$ 31,791	\$ 31,791	108%	(\$780)	\$1,635
8	p15010	21	ford	bronco sport	39	Street/Curb Buy	no	\$ 29,300	\$ 29,300	96%	(\$400)	\$558
9	288t23c	17	ram	1500	65	trade on used	no	\$ 18,987	\$ 18,987	90%	\$888	\$701
10	179dt23	23	nissan	rogue	156	Other	yes	\$ 31,887	\$ 31,887	112%	(\$547)	\$2,770
11	p14939	22	nissan	pathfinder	109	ntal Fleet (Enterprise, et	no	\$ 27,725	\$ 27,725	97%	(\$531)	\$2,244
12	p14873	22	ford	transit	166	ntal Fleet (Enterprise, et	no	\$ 35,618	\$ 35,000	98%	(\$777)	\$925
13	p14865	21	jeep	grand cherokee	178	ntal Fleet (Enterprise, et	no	\$ 27,319	\$ 27,319	97%	(\$1,548)	\$1,153
14	p14874	22	ford	transit	166	ntal Fleet (Enterprise, et	no	\$ 35,809	\$ 35,618	100%	(\$1,615)	\$1,781
15	p15019	23	ford	bronco	35	Street/Curb Buy	no	\$ 63,837	\$ 62,500	122%	\$1,438	\$376
16	p14426	21	ford	expedition	388	ntal Fleet (Enterprise, et	no	\$ 33,093	\$ 33,093	100%	(\$2,621)	\$551
17	101t24b	15	ford	expedition	8	trade on used	no	\$ 21,073	\$ 21,073	102%	\$3,287	\$1,501
18	p15017	16	ford	f-150	29	Street/Curb Buy	no	\$ 25,825	\$ 24,250	102%	\$1,884	\$588
19	179dt23a	19	nissan	rogue	5	Trade on New	no	\$ 20,918	\$ 19,982	100%	\$3,122	\$130
20	p14802	21	ford	transit	228	ntal Fleet (Enterprise, et	no	\$ 40,827	\$ 40,827	102%	(\$1,472)	\$724

21	22t24a	14	ford	fusion	28	Trade on New	no	\$ 8,995	\$ 8,995	100%	\$11,941	\$939
22	p15021	76	Chevrolet	corvette	23	Street/Curb Buy	no	\$ 19,995	\$ 16,500	102%	\$935	\$0
23	p14975b	12	ford	f-150	31	trade on used	no	\$ 25,978	\$ 24,500	90%	\$2,138	\$1,081
24	p15023	21	nissan	armada	102	ntal Fleet (Enterprise, et	no	\$ 29,824	\$ 29,824	102%	\$213	\$2,901
25	p14994	23	Chevrolet	2500	74	ntal Fleet (Enterprise, et	no	\$ 58,984	\$ 58,984	99%	(\$356)	\$2,847
26	29t24b	17	hyundai	tucson	51	trade on used	no	\$ 16,071	\$ 16,071	100%	\$1,097	\$401
27	p14854	20	ford	edge	201	ntal Fleet (Enterprise, et	no	\$ 19,978	\$ 19,978	91%	(\$1,145)	\$1,485
28	p14962	22	ford	e	89	ntal Fleet (Enterprise, et	no	\$ 25,599	\$ 24,895	95%	(\$128)	\$3,757
29	177t23a	12	jeep	wrangler	314	trade on used	no	\$ 16,308	\$ 16,116	97%	\$0	\$0
30	p14967	21	nissan	altima	92	ntal Fleet (Enterprise, et	no	\$ 17,551	\$ 17,451	89%	\$202	\$1,250
31	p14907a	13	toyota	avalon	25	trade on used	no	\$ 14,471	\$ 13,752	98%	\$1,313	\$169
32	180dt23	23	nissan	rogue	165	Other	yes	\$ 29,385	\$ 30,000	107%	\$308	\$1,639
33	191dt23	23	nissan	rogue	115	Other	yes	\$ 29,750	\$ 29,750	109%	(\$971)	\$1,765
34	203t23b	20	ford	explorer	59	trade on used	no	\$ 26,358	\$ 24,980	100%	\$967	\$500
35	p14998	21	infiniti	qx80	67	ntal Fleet (Enterprise, et	no	\$ 28,743	\$ 29,358	97%	\$1,664	\$700
36	182dt23a	15	nissan	rogue	11	Trade on New	no	\$ 18,090	\$ 17,824	104%	\$3,616	\$130
37	p15009a	13	subaru	legacy	49	trade on used	no	\$ 8,381	\$ 8,381	95%	\$2,456	\$130
38	191dt23a	23	nissan	sentra	2	Trade on New	no	\$ 19,985	\$ 18,955	92%	\$1,357	\$812
39	426t23a	15	ford	f-150	21	Trade on New	no	\$ 26,264	\$ 26,264	99%	\$3,663	\$1,370
40	p15007	18	ford	explorer	59	Street/Curb Buy	no	\$ 22,232	\$ 22,232	103%	\$278	\$1,066
41	p15028	23	nissan	murano	24	ntal Fleet (Enterprise, et	no	\$ 27,329	\$ 25,995	99%	\$206	\$641
42	117t24a	18	ram	2500	12	Trade on New	no	\$ 37,676	\$ 37,176	102%	\$1,866	\$1,597
43	p15027	17	ford	f-150	25	Street/Curb Buy	no	\$ 19,953	\$ 19,953	94%	\$1,587	\$1,162
44	112dt23a	16	ford	fusion	362	Trade on New	no	\$ 10,397	\$ 10,342	90%	\$389	\$849
45	p14926	21	jeep	grand cherokee	130	ntal Fleet (Enterprise, et	no	\$ 47,969	\$ 48,934	93%	\$2,385	\$1,130
46	p14838	21	nissan	versa	215	ntal Fleet (Enterprise, et	no	\$ 15,764	\$ 15,500	95%	\$1,781	\$2,626
47	3t24a	21	toyota	highlander	146	Trade on New	no	\$ 39,397	\$ 38,750	96%	\$1,777	\$1,340
48	334t23a	23	nissan	titan	155	Trade on New	no	\$ 46,396	\$ 45,000	91%	\$2,167	\$766
49	p14744a	18	toyota	4runner	266	trade on used	no	\$ 27,169	\$ 27,169	90%	(\$2,269)	\$2,172
50	p14689	20	ram	2500	317	ntal Fleet (Enterprise, et	no	\$ 41,890	\$ 41,890	90%	(\$3,124)	\$2,164
51	178t23a	19	ford	f-150	171	trade on used	no	\$ 31,976	\$ 32,004	92%	\$483	\$0
52	p14925	21	Chevrolet	spark	140	ntal Fleet (Enterprise, et	no	\$ 12,998	\$ 12,931	85%	(\$1,296)	\$947
53	p15009b	13	ford	f-150	9	trade on used	no	\$ 14,550	\$ 14,550	92%	\$3,484	\$1,062

Scoreboard Totals

% Retailed of Non-Franchise Make	30%
Total # Retail Units	200
Avg. Days to Sale	74.2
Avg. Advertised Price (Time of Sale)	\$ 26,927
Avg. Transaction Price	\$ 26,272
Avg. Market Price at 100%	\$ 27,855
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 655
Avg. Front-End Gross	\$ 1,650
Avg. Finance Gross	\$ 1,253
PUVR	\$ 2,894
Total Gross (Units & PUVR)	\$ 578,894
GROI	53%
% with Trade	31%
Avg. Over/Under Allowance	(\$0)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	30%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	74.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,927	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,272	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,855	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 655	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,650	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,253	#DIV/0!	#DIV/0!
PUVR	\$ 2,894	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 578,894	#DIV/0!	#DIV/0!
GROI	53%	#DIV/0!	#DIV/0!
% with Trade	31%	#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		
% Retailed of Non-New Franchise	30%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	74.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,927	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,272	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,855	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 655	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,650	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,253	#DIV/0!	#DIV/0!
PUVR	\$ 2,894	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 578,894	#DIV/0!	#DIV/0!
GROI	53%	#DIV/0!	#DIV/0!
% with Trade	31%	#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		
% Retailed of Non-New Franchise	30%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	74.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,927	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,272	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,855	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 655	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,650	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,253	#DIV/0!	#DIV/0!
PUVR	\$ 2,894	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 578,894	#DIV/0!	#DIV/0!
GROI	53%	#DIV/0!	#DIV/0!
% with Trade	31%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	4	196
Avg. Days to Sale	74.2	147.8	72.7
Avg. Advertised Price (Time of Sale)	\$ 26,927	\$ 30,703	\$ 26,178
Avg. Transaction Price	\$ 26,272	\$ 30,857	\$ 26,178
Avg. Market Price at 100%	\$ 27,855	\$ 28,166	\$ 27,692
Avg. Price to Market % (Time of Sale)	97%	109%	95%
Avg. Transaction to Market	94%	110%	95%
Avg. Transactional Discount	\$ 655	\$ (154)	\$ 672
Avg. Front-End Gross	\$ 1,650	\$ (498)	\$ 1,694
Avg. Finance Gross	\$ 1,253	\$ 1,952	\$ 1,239
PUVR	\$ 2,894	\$ 1,455	\$ 2,924
Total Gross (Units & PUVR)	\$ 578,894	\$ 5,819	\$ 573,075
GROI	53%	11%	55%
% with Trade	31%	100%	30%
Avg. Over/Under Allowance	0	-50	1



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	141	59
Avg. Days to Sale	74.2	72.9	77.3
Avg. Advertised Price (Time of Sale)	\$ 26,927	\$ 29,011	\$ 21,535
Avg. Transaction Price	\$ 26,272	\$ 28,254	\$ 21,535
Avg. Market Price at 100%	\$ 27,855	\$ 29,728	\$ 22,858
Avg. Price to Market % (Time of Sale)	97%	98%	94%
Avg. Transaction to Market	94%	95%	94%
Avg. Transactional Discount	\$ 655	\$ 757	\$ 412
Avg. Front-End Gross	\$ 1,650	\$ 1,635	\$ 1,685
Avg. Finance Gross	\$ 1,253	\$ 1,354	\$ 1,012
PUVR	\$ 2,894	\$ 2,977	\$ 2,697
Total Gross (Units & PUVR)	\$ 578,894	\$ 419,748	\$ 159,147
GROI	53%	52%	58%
% with Trade	31%	31%	31%
Avg. Over/Under Allowance	0	-5	11



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	64	53
% of Retail Units	100%	32%	27%
% Retailed of Non-New Franchise	30%	30%	45%
Avg. Days to Sale	74.2	49.0	54.8
Avg. Transaction Price	\$ 26,272	\$ 31,236	\$ 20,117
Avg. Transaction to Market %	94%	95%	92%
Avg. Transactional Discount	\$ 655	\$ 497	\$ 520
Avg. Front End Gross	\$ 1,650	\$ 3,000	\$ 2,024
Avg. Finance Gross	\$ 1,253	\$ 1,397	\$ 919
PUVR	\$ 2,894	\$ 4,397	\$ 2,905
Total Gross (Units & PUVR)	\$ 578,894	\$ 281,388	\$ 153,948
GROI	53%	103%	95%
% with Trade	31%	30%	25%
Avg. Over/Under Allowance	0	0	-2



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
11	0	0	0
6%	0%	0%	0%
9%	#DIV/0!	#DIV/0!	#DIV/0!
63.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,165	#DIV/0!	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,220	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,237	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,399	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,636	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,997	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!
27%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	68	4
0%	34%	2%
#DIV/0!	22%	0%
#DIV/0!	110.6	147.8
#DIV/0!	\$ 25,497	\$ 30,857
#DIV/0!	95%	110%
#DIV/0!	\$ 219	\$ (154)
#DIV/0!	\$ 286	\$ (498)
#DIV/0!	\$ 1,313	\$ 1,952
#DIV/0!	\$ 1,599	\$ 1,455
#DIV/0!	\$ 108,743	\$ 5,819
#DIV/0!	20%	11%
#DIV/0!	34%	100%
#DIV/0!	4	-50

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	95	15
% of Retail Units	100%	48%	8%
% Retailed of Non-New Franchise	30%	28%	40%
Avg. Days to Sale	74.2	13.1	38.1
Avg. Transaction Price	\$ 26,272	\$ 24,000	\$ 27,001
Avg. Transaction to Market %	94%	96%	91%
Avg. Transactional Discount	\$ 655	\$ 525	\$ 636
Avg. Front End Gross	\$ 1,650	\$ 2,661	\$ 1,863
Avg. Finance Gross	\$ 1,253	\$ 1,171	\$ 849
PUVR	\$ 2,894	\$ 3,832	\$ 2,712
Total Gross (Units & PUVR)	\$ 578,894	\$ 364,002	\$ 40,685
GROI	53%	439%	95%
% with Trade	31%	26%	40%
Avg. Over/Under Allowance	0	-8	43



46-60 days	61-90 days	90+ days
16	21	51
8%	11%	26%
38%	38%	22%
54.3	73.4	208.3
\$ 24,319	\$ 32,237	\$ 27,995
91%	94%	95%
\$ 3,533	\$ 231	\$ 201
\$ 1,901	\$ 1,267	\$ (260)
\$ 996	\$ 1,737	\$ 1,386
\$ 2,896	\$ 3,004	\$ 1,125
\$ 46,341	\$ 63,075	\$ 57,387
79%	46%	7%
25%	33%	39%
0	0	1