

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	H24311BU	21	Honda	HRV	8	Street/Curb Buy	Yes	\$ 21,995	\$ 21,500		\$5,552	\$0
2	H241014A	14	Honda	CIVIC	15	Trade on Used	No	\$ 15,500	\$ 15,500		\$3,746	\$0
3	H25084A	21	Honda	PILOT	14	Trade on New	Yes	\$ 30,495	\$ 30,250		\$2,924	\$600
4	H24817A	20	Honda	CRV	54	Trade on New	No	\$ 25,995	\$ 25,995		\$2,895	\$1,000
5	H24747A	19	Toyota	YARIS	73	Trade on New	No	\$ 14,495	\$ 13,895		\$3,875	\$1,620
6	H24921A	21	Honda	HRV	46	Trade on New	Yes	\$ 23,995	\$ 23,995		\$4,190	\$0
7	H241013A	21	Honda	CRV	14	Trade on New	Yes	\$ 28,495	\$ 28,095		\$5,395	\$100
8	H24995A	21	Honda	HRV	32	Trade on New	Yes	\$ 20,495	\$ 20,495		\$3,277	\$100
9	H25105A	13	Honda	CRV	13	Trade on New	Yes	\$ 27,495	\$ 26,995		\$4,396	\$100
10	H25112A	21	Honda	CRV	2	Trade on New	Yes	\$ 29,995	\$ 29,000		\$3,788	\$100
11	H24052BU	8	Pontiac	SOLSTICE	67	Trade on Used	No	\$ 14,995	\$ 9,595		\$3,172	\$0
12	H24803A	21	Honda	HRV	56	Trade on New	Yes	\$ 21,495	\$ 21,495		\$1,863	\$100
13	H24761A	21	Honda	CRV	41	Trade on New	No	\$ 26,995	\$ 26,795		\$3,653	\$3,968
14	H24822A	17	Honda	CRV	42	Trade on Used	No	\$ 24,495	\$ 24,395		\$4,683	\$250
15	H24822B	13	Honda	CRV	9	Trade on Used	No	\$ 12,995	\$ 12,806		\$4,806	\$0
16	H24881A	21	Honda	PILOT	34	Trade on New	Yes	\$ 33,495	\$ 33,495		\$4,984	\$4,008
17	H25064A	20	Honda	CRV	17	Trade on New	Yes	\$ 25,995	\$ 25,494		\$4,349	\$4,570
18	H24860A	22	Honda	HRV	35	Trade on New	Yes	\$ 24,495	\$ 24,195		\$5,087	\$100
19	H24947A	22	Honda	CRV	7	Trade on New	Yes	\$ 27,995	\$ 27,995		\$4,382	\$100
20	H25028A	21	Honda	CRV	3	Trade on New	Yes	\$ 27,995	\$ 27,995		\$4,732	\$100
21	H24906A	21	Honda	HRV	42	Trade on New	Yes	\$ 22,995	\$ 22,995		\$4,295	\$1,860
22	H241003A	16	Honda	HRV	18	Trade on Used	No	\$ 18,995	\$ 18,995		\$4,781	\$788
23	H24104BU	21	Honda	HRV	25	Trade on Used	Yes	\$ 21,995	\$ 21,995		\$5,817	\$100
24	H24990A	20	Honda	CIVIC	35	Trade on Used	No	\$ 20,495	\$ 20,108		\$2,501	\$714
25	H24893A	21	Honda	CRV	63	Trade on New	Yes	\$ 27,995	\$ 27,995		\$4,725	\$1,000
26	H24844A	17	Honda	ACCORD	92	Trade on Used	No	\$ 21,495	\$ 21,395		\$3,628	\$900
27	H25049A	14	Honda	CRV	22	Trade on Used	No	\$ 23,995	\$ 23,995		\$4,711	\$2,002

Scoreboard Totals

% Retailed of Non-Franchise Make	9%
Total # Retail Units	44
Avg. Days to Sale	34.9
Avg. Advertised Price (Time of Sale)	\$ 23,452
Avg. Transaction Price	\$ 23,081
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ 371
Avg. Front-End Gross	\$ 4,071
Avg. Finance Gross	\$ 1,190
PUVR	\$ 5,262
Total Gross (Units & PUVR)	\$ 231,506
GROI	235%
% with Trade	39%
Avg. Over/Under Allowance	(\$1)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	9%	#DIV/0!	#DIV/0!
Total # Retail Units	44	0	0
Avg. Days to Sale	34.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,452	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 23,081	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 371	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,071	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,190	#DIV/0!	#DIV/0!
PUVR	\$ 5,262	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 231,506	#DIV/0!	#DIV/0!
GROI	235%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-1	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	9%	#DIV/0!	#DIV/0!
Total # Retail Units	44	0	0
Avg. Days to Sale	34.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,452	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 23,081	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 371	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,071	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,190	#DIV/0!	#DIV/0!
PUVR	\$ 5,262	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 231,506	#DIV/0!	#DIV/0!
GROI	235%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-1	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	9%	#DIV/0!	#DIV/0!
Total # Retail Units	44	0	0
Avg. Days to Sale	34.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,452	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 23,081	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 371	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,071	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,190	#DIV/0!	#DIV/0!
PUVR	\$ 5,262	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 231,506	#DIV/0!	#DIV/0!
GROI	235%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-1	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	44	27	17
Avg. Days to Sale	34.9	25.3	50.0
Avg. Advertised Price (Time of Sale)	\$ 23,452	\$ 25,757	\$ 19,089
Avg. Transaction Price	\$ 23,081	\$ 25,594	\$ 19,089
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 371	\$ 163	\$ 701
Avg. Front-End Gross	\$ 4,071	\$ 4,367	\$ 3,602
Avg. Finance Gross	\$ 1,190	\$ 1,388	\$ 876
PUVR	\$ 5,262	\$ 5,755	\$ 4,477
Total Gross (Units & PUVR)	\$ 231,506	\$ 155,394	\$ 76,112
GROI	235%	320%	169%
% with Trade	39%	41%	35%
Avg. Over/Under Allowance	-1	-1	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	44	40	4
Avg. Days to Sale	34.9	31.4	69.8
Avg. Advertised Price (Time of Sale)	\$ 23,452	\$ 24,022	\$ 15,371
Avg. Transaction Price	\$ 23,081	\$ 23,852	\$ 15,371
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 371	\$ 171	\$ 2,374
Avg. Front-End Gross	\$ 4,071	\$ 4,128	\$ 3,504
Avg. Finance Gross	\$ 1,190	\$ 1,249	\$ 602
PUVR	\$ 5,262	\$ 5,377	\$ 4,106
Total Gross (Units & PUVR)	\$ 231,506	\$ 215,084	\$ 16,422
GROI	235%	259%	138%
% with Trade	39%	40%	25%
Avg. Over/Under Allowance	-1	-1	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	44	24	17
% of Retail Units	100%	55%	39%
% Retailed of Non-New Franchise	9%	8%	12%
Avg. Days to Sale	34.9	38.1	34.2
Avg. Transaction Price	\$ 23,081	\$ 26,122	\$ 18,862
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 371	\$ 335	\$ 457
Avg. Front End Gross	\$ 4,071	\$ 4,187	\$ 4,083
Avg. Finance Gross	\$ 1,190	\$ 1,422	\$ 885
PUVR	\$ 5,262	\$ 5,609	\$ 4,968
Total Gross (Units & PUVR)	\$ 231,506	\$ 134,626	\$ 84,450
GROI	235%	203%	277%
% with Trade	39%	42%	35%
Avg. Over/Under Allowance	-1	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	0	0	0
7%	0%	0%	0%
0%	#DIV/0!	#DIV/0!	#DIV/0!
12.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,658	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 165	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,080	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,063	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,144	#DIV/0!	#DIV/0!	#DIV/0!
\$ 12,431	#DIV/0!	#DIV/0!	#DIV/0!
520%	#DIV/0!	#DIV/0!	#DIV/0!
33%	#DIV/0!	#DIV/0!	#DIV/0!
-12	#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	44	21	11
% of Retail Units	100%	48%	25%
% Retailed of Non-New Franchise	9%	5%	0%
Avg. Days to Sale	34.9	15.5	37.4
Avg. Transaction Price	\$ 23,081	\$ 23,923	\$ 22,288
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 371	\$ 196	\$ 117
Avg. Front End Gross	\$ 4,071	\$ 4,543	\$ 4,097
Avg. Finance Gross	\$ 1,190	\$ 1,095	\$ 1,525
PUVR	\$ 5,262	\$ 5,638	\$ 5,622
Total Gross (Units & PUVR)	\$ 231,506	\$ 118,406	\$ 61,846
GROI	235%	547%	243%
% with Trade	39%	52%	27%
Avg. Over/Under Allowance	-1	-26	0



46-60 days	61-90 days	90+ days
4	4	3
9%	9%	7%
0%	50%	33%
51.3	66.8	109.0
\$ 24,453	\$ 17,595	\$ 24,615
#DIV/0!	#DIV/0!	#DIV/0!
\$ 168	\$ 1,650	\$ 1,213
\$ 3,528	\$ 3,555	\$ 3,448
\$ 1,271	\$ 655	\$ 562
\$ 4,799	\$ 4,210	\$ 4,010
\$ 19,195	\$ 16,839	\$ 12,030
138%	129%	54%
25%	25%	33%
0	125	0