









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	U0344	2021	Honda	Accord	1	Street/Curb Buy	No	\$ 18,596	\$ 18,596	100%	\$1,222	\$2,462
2	23869A	2021	Toyota	Highlander	11	Trade on New	No	\$ 35,297	\$ 34,797	108%	\$3,108	\$3,850
3	23951A	2022	Ford	Explorer	7	Trade on New	No	\$ 35,800	\$ 33,901	104%	\$878	\$0
4	23926A	2018	Honda	CR-V	19	Trade on New	No	\$ 23,940	\$ 23,940	100%	\$2,778	\$1,669
5	23869B	2008	Jeep	Wrangler	2	Trade on Used	No	\$ 15,585	\$ 14,415	94%	\$1,681	\$1,361
6	U0335	2021	Honda	Accord	25	Auction/Wholesale	No	\$ 29,998	\$ 28,998	114%	\$1,251	\$0
7	U0309	2019	Honda	Civic	68	Auction/Wholesale	No	\$ 20,585	\$ 19,998	110%	(\$250)	\$1,793
8	23883A	2024	Honda	Civic	3	Trade on New	No	\$ 26,300	\$ 24,918	99%	\$2,023	\$594
9	70589A	2018	Ford	Fusion	3	Trade on New	No	\$ 14,998	\$ 14,998	108%	\$2,562	\$816
10	U0339	2012	Honda	Ridgeline	13	Street/Curb Buy	No	\$ 19,598	\$ 18,000	112%	\$1,281	\$1,109
11	U0345	2021	Mazda	CX-5	5	Auction/Wholesale	No	\$ 26,985	\$ 25,527	114%	\$1,063	\$1,270
12	70507A	2021	Lexus	ES 350	207	Trade on New	No	\$ 33,989	\$ 33,888	97%	(\$1,766)	\$0
13	70592A	2013	Kia	Sorento	2	Trade on New	No	\$ 9,899	\$ 8,500	105%	\$2,952	\$880
14	23900A	2012	Honda	Ridgeline	43	Trade on New	No	\$ 13,399	\$ 12,500	101%	\$1,220	\$1,715
15	23910A	2018	Volvo	S60 Inscripto	5	Trade on New	No	\$ 13,085	\$ 12,953	111%	\$2,835	\$95
16	70593A	2017	Audi	A4	1	Trade on New	No	\$ 25,998	\$ 24,998	120%	\$3,885	\$1,907
17	U0321	2022	Jeep	Gladiator	62	Auction/Wholesale	No	\$ 37,998	\$ 36,399	104%	\$3,152	\$0
18	23867B	2015	Ford	F150	41	Trade on Used	No	\$ 20,998	\$ 19,998	105%	\$1,870	\$2,474
19	23809A	2016	Subaru	Crosstrek	36	Trade on New	No	\$ 13,998	\$ 12,960	108%	\$1,022	\$0
20	U0324	2019	Honda	Accord	65	Auction/Wholesale	No	\$ 24,998	\$ 23,998	110%	\$899	\$3,388
21	U0349	2021	Honda	HR-V	16	Auction/Wholesale	No	\$ 23,998	\$ 22,998	110%	\$4,052	\$1,451
22	23992A	2023	Honda	Ridgeline	2	Trade on New	No	\$ 39,876	\$ 39,200	106%	\$2,345	\$1,954
23	23958A	2024	Honda	HR-V	10	Trade on New	No	\$ 27,998	\$ 25,954	101%	\$827	\$0
24	70599A	2018	Honda	Pilot	2	Trade on New	No	\$ 30,585	\$ 28,400	117%	\$848	\$1,139
25	23851A	2018	Hyundai	Kona	51	Trade on New	No	\$ 19,998	\$ 18,725	115%	\$299	\$2,512
26	U0317	2017	BMW	4 Series	74	Street/Curb Buy	No	\$ 20,998	\$ 18,998	107%	\$459	\$1,774
27	70600A	2019	Ford	F-150	10	Trade on New	No	\$ 21,585	\$ 20,401	100%	\$2,056	\$0

28	U0330	2016	Ram	1500	30	Auction/Wholesale	No	\$	24,998	\$	24,498	105%	\$62	\$517
29	U0314	2019	Honda	CR-V	82	Auction/Wholesale	No	\$	27,835	\$	25,300	117%	\$508	\$829
30	U0321A	2021	GMC	Sierra 2500	15	Trade on Used	No	\$	38,998	\$	37,200	95%	\$2,798	\$0
31	U0350	2016	Honda	Civic	16	Auction/Wholesale	No	\$	16,589	\$	14,900	100%	\$3,259	\$0
32	U0320	2019	Honda	HR-V	78	Auction/Wholesale	No	\$	22,185	\$	20,527	115%	\$1,076	\$969
33	U0326	2016	Honda	CR-V	73	Auction/Wholesale	No	\$	19,998	\$	19,498	110%	(\$85)	\$0
34	U0332	2016	Chevrolet	Camaro	63	Auction/Wholesale	No	\$	21,998	\$	20,563	110%	\$74	\$2,551
35	23987A	2014	Honda	CR-V	4	Trade on New	No	\$	14,998	\$	12,986	105%	\$1,322	\$390
36	70586A	2021	GMC	Sierra 1500	39	Trade on New	No	\$	43,998	\$	43,500	106%	\$1,402	\$1,776
37	23953A	2022	Honda	CR-V	14	Trade on New	No	\$	32,549	\$	29,979	105%	\$2,556	\$3,404
38	U0337	2023	Honda	Accord	53	Auction/Wholesale	No	\$	28,835	\$	26,995	108%	\$538	\$0
39	U0320A	2005	Honda	Accord	7	Trade on Used	No	\$	7,585	\$	6,000	98%	\$1,994	\$0
40	U0353	2020	Lexus	IS	20	Auction/Wholesale	No	\$	30,485	\$	29,998	109%	\$732	\$3,933
41	U0322	2021	Honda	CR-V	83	Auction/Wholesale	No	\$	28,585	\$	27,887	107%	(\$367)	\$1,513
42	70591A	2020	Honda	Pilot	36	Trade on New	No	\$	31,998	\$	30,336	105%	\$837	\$1,625
43	24008A	2022	Kia	K5	15	Trade on New	No	\$	25,998	\$	24,998	105%	\$1,838	\$2,566
44	70590A	2014	Honda	CR-V	9	Trade on New	No	\$	12,998	\$	10,779	110%	\$2,567	\$0
45	23959B	2016	BMW	320	1	Trade on Used	No	\$	16,998	\$	16,998	100%	\$4,503	\$91
46	23939A	2015	Honda	CR-V	43	Trade on New	No	\$	16,998	\$	14,860	107%	\$3,125	\$0
47	U0359	2014	Honda	Pilot	9	Street/Curb Buy	No	\$	13,981	\$	11,774	97%	\$773	\$1,550
48	24001A	2022	Honda	CR-V	18	Trade on New	No	\$	31,085	\$	29,884	103%	\$1,865	\$0
49	U0362	2021	Honda	Pilot	5	Auction/Wholesale	No	\$	31,998	\$	31,998	102%	\$1,959	\$1,443
50	U0356	2019	Honda	CR-V	11	Auction/Wholesale	No	\$	25,993	\$	24,993	118%	\$3,544	\$2,539
51	70597A	2011	Honda	CR-V	23	Trade on New	No	\$	13,998	\$	12,858	115%	\$2,638	\$157
52	U0292	2021	Infiniti	Q50	157	Auction/Wholesale	No	\$	25,998	\$	24,000	101%	(\$483)	\$1,271
53	23935A	2020	Honda	Odyssey	10	Trade on New	No	\$	30,998	\$	29,881	103%	\$3,846	\$3,513

## Scoreboard Totals

% Retailed of Non-Franchise Make	43%
Total # Retail Units	61
Avg. Days to Sale	29.0
Avg. Advertised Price (Time of Sale)	\$ 23,944
Avg. Transaction Price	\$ 22,715
Avg. Market Price at 100%	\$ 22,672
Avg. Price to Market % (Time of Sale)	106%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 1,228
Avg. Front-End Gross	\$ 1,620
Avg. Finance Gross	\$ 1,197
PUVR	\$ 2,817
Total Gross (Units & PUVR)	\$ 171,833
GROI	154%
% with Trade	16%
Avg. Over/Under Allowance	\$100



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Tye Weldon	
% Retailed of Non-New Franchise	43%	47%	#DIV/0!
Total # Retail Units	61	38	0
Avg. Days to Sale	29.0	31.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,944	\$ 23,775	#DIV/0!
Avg. Transaction Price	\$ 22,715	\$ 22,611	#DIV/0!
Avg. Market Price at 100%	\$ 22,672	\$ 22,281	#DIV/0!
Avg. Price to Market % (Time of Sale)	106%	107%	#DIV/0!
Avg. Transaction to Market	100%	101%	#DIV/0!
Avg. Transactional Discount	\$ 1,228	\$ 1,165	#DIV/0!
Avg. Front-End Gross	\$ 1,620	\$ 1,628	#DIV/0!
Avg. Finance Gross	\$ 1,197	\$ 1,303	#DIV/0!
PUVR	\$ 2,817	\$ 2,930	#DIV/0!
Total Gross (Units & PUVR)	\$ 171,833	\$ 111,357	#DIV/0!
GROI	154%	148%	#DIV/0!
% with Trade	16%	16%	#DIV/0!
Avg. Over/Under Allowance	100	-167	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	43%	#DIV/0!	#DIV/0!
Total # Retail Units	61	0	0
Avg. Days to Sale	29.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,944	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,715	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 22,672	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	106%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,228	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,620	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,197	#DIV/0!	#DIV/0!
PUVR	\$ 2,817	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 171,833	#DIV/0!	#DIV/0!
GROI	154%	#DIV/0!	#DIV/0!
% with Trade	16%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	100	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	43%	#DIV/0!	#DIV/0!
Total # Retail Units	61	0	0
Avg. Days to Sale	29.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,944	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,715	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 22,672	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	106%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,228	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,620	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,197	#DIV/0!	#DIV/0!
PUVR	\$ 2,817	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 171,833	#DIV/0!	#DIV/0!
GROI	154%	#DIV/0!	#DIV/0!
% with Trade	16%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	100	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	61	0	61
Avg. Days to Sale	29.0	#DIV/0!	29.0
Avg. Advertised Price (Time of Sale)	\$ 23,944	#DIV/0!	\$ 22,715
Avg. Transaction Price	\$ 22,715	#DIV/0!	\$ 22,715
Avg. Market Price at 100%	\$ 22,672	#DIV/0!	\$ 22,734
Avg. Price to Market % (Time of Sale)	106%	#DIV/0!	100%
Avg. Transaction to Market	100%	#DIV/0!	100%
Avg. Transactional Discount	\$ 1,228	#DIV/0!	\$ 1,228
Avg. Front-End Gross	\$ 1,620	#DIV/0!	\$ 1,620
Avg. Finance Gross	\$ 1,197	#DIV/0!	\$ 1,197
PUVR	\$ 2,817	#DIV/0!	\$ 2,817
Total Gross (Units & PUVR)	\$ 171,833	#DIV/0!	\$ 171,833
GROI	154%	#DIV/0!	154%
% with Trade	16%	#DIV/0!	16%
Avg. Over/Under Allowance	100	#DIV/0!	100



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	61	35	26
Avg. Days to Sale	29.0	25.3	34.1
Avg. Advertised Price (Time of Sale)	\$ 23,944	\$ 23,718	\$ 23,155
Avg. Transaction Price	\$ 22,715	\$ 22,389	\$ 23,155
Avg. Market Price at 100%	\$ 22,672	\$ 22,350	\$ 23,252
Avg. Price to Market % (Time of Sale)	106%	106%	100%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ 1,228	\$ 1,329	\$ 1,092
Avg. Front-End Gross	\$ 1,620	\$ 1,651	\$ 1,577
Avg. Finance Gross	\$ 1,197	\$ 1,147	\$ 1,265
PUVR	\$ 2,817	\$ 2,798	\$ 2,842
Total Gross (Units & PUVR)	\$ 171,833	\$ 97,940	\$ 73,893
GROI	154%	178%	130%
% with Trade	16%	14%	19%
Avg. Over/Under Allowance	100	400	-200



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	61	31	6
% of Retail Units	100%	51%	10%
% Retailed of Non-New Franchise	43%	48%	67%
Avg. Days to Sale	29.0	21.6	11.5
Avg. Transaction Price	\$ 22,715	\$ 22,688	\$ 19,635
Avg. Transaction to Market %	100%	99%	91%
Avg. Transactional Discount	\$ 1,228	\$ 1,247	\$ 1,156
Avg. Front End Gross	\$ 1,620	\$ 1,853	\$ 2,407
Avg. Finance Gross	\$ 1,197	\$ 1,099	\$ 823
PUVR	\$ 2,817	\$ 2,952	\$ 3,230
Total Gross (Units & PUVR)	\$ 171,833	\$ 91,511	\$ 19,380
GROI	154%	216%	515%
% with Trade	16%	13%	0%
Avg. Over/Under Allowance	100	-375	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	20	0	0
7%	33%	0%	0%
25%	30%	#DIV/0!	#DIV/0!
24.3	46.7	#DIV/0!	#DIV/0!
\$ 16,842	\$ 24,857	#DIV/0!	#DIV/0!
95%	103%	#DIV/0!	#DIV/0!
\$ 1,451	\$ 1,175	#DIV/0!	#DIV/0!
\$ 934	\$ 1,159	#DIV/0!	#DIV/0!
\$ 1,724	\$ 1,357	#DIV/0!	#DIV/0!
\$ 2,658	\$ 2,516	#DIV/0!	#DIV/0!
\$ 10,630	\$ 50,312	#DIV/0!	#DIV/0!
234%	78%	#DIV/0!	#DIV/0!
0%	30%	#DIV/0!	#DIV/0!
#DIV/0!	417	#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	61	42	6
% of Retail Units	100%	69%	10%
% Retailed of Non-New Franchise	43%	40%	50%
Avg. Days to Sale	29.0	9.9	39.7
Avg. Transaction Price	\$ 22,715	\$ 22,255	\$ 22,359
Avg. Transaction to Market %	100%	98%	99%
Avg. Transactional Discount	\$ 1,228	\$ 1,201	\$ 1,206
Avg. Front End Gross	\$ 1,620	\$ 2,030	\$ 1,579
Avg. Finance Gross	\$ 1,197	\$ 1,163	\$ 1,265
PUVR	\$ 2,817	\$ 3,193	\$ 2,844
Total Gross (Units & PUVR)	\$ 171,833	\$ 134,113	\$ 17,066
GROI	154%	520%	115%
% with Trade	16%	17%	0%
Avg. Over/Under Allowance	100	214	#DIV/0!



46-60 days	61-90 days	90+ days
2	9	2
3%	15%	3%
50%	33%	100%
52.0	72.0	182.0
\$ 22,860	\$ 23,685	\$ 28,944
104%	104%	95%
\$ 1,557	\$ 1,335	\$ 1,050
\$ 419	\$ 607	\$ (1,125)
\$ 1,256	\$ 1,424	\$ 636
\$ 1,675	\$ 2,031	\$ (489)
\$ 3,349	\$ 18,283	\$ (978)
51%	43%	-3%
50%	22%	0%
-1,500	500	#DIV/0!