

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	PV5128	2021	Volvo	XC60	58	Auction/Wholesale	Yes	\$ 33,297	\$ 33,295	93%	(\$3,083)	\$15
2	PV5181	2022	Volvo	S60	29	Auction/Wholesale	No	\$ 27,931	\$ 27,931	97%	(\$533)	\$3,559
3	PV5179	2021	Volvo	XC90	36	Auction/Wholesale	No	\$ 38,497	\$ 38,497	95%	(\$129)	\$15
4	PV5182	2021	Volvo	XC90	11	Auction/Wholesale	Yes	\$ 44,000	\$ 43,191	98%	(\$702)	\$15
5	PV5083	2021	Volvo	XC60	66	Auction/Wholesale	Yes	\$ 34,880	\$ 34,765	92%	(\$2,670)	\$1,604
6	PV5111	2021	Volvo	XC90	55	Auction/Wholesale	Yes	\$ 35,689	\$ 35,689	97%	(\$2,632)	\$1,015
7	PV5098	2022	Volvo	XC60	58	Auction/Wholesale	Yes	\$ 31,840	\$ 31,840	96%	(\$949)	\$15
8	PV5106	2021	Volvo	XC90	52	Auction/Wholesale	Yes	\$ 38,860	\$ 38,574	99%	(\$1,977)	\$15
9	PV5041	2021	Volvo	S60	85	Auction/Wholesale	Yes	\$ 25,000	\$ 25,000	96%	(\$292)	\$2,460
10	PV5165	2021	Volvo	XC60	23	Auction/Wholesale	Yes	\$ 32,000	\$ 32,000	96%	\$699	\$1,265
11	PV5092	2021	Volvo	XC90	63	Auction/Wholesale	Yes	\$ 41,333	\$ 41,333	96%	(\$1,825)	\$1,095
12	PV5095	2021	Volvo	XC90	59	Auction/Wholesale	Yes	\$ 40,393	\$ 40,393	100%	\$1,472	\$915
13	PV5157	2021	Volvo	XC90	29	Auction/Wholesale	Yes	\$ 39,303	\$ 39,304	100%	(\$2,139)	\$15
14	PV5000	2021	Volvo	XC40	100	Auction/Wholesale	Yes	\$ 31,141	\$ 30,941	98%	(\$4,983)	\$636
15	PV5145	2021	Volvo	XC90	36	Auction/Wholesale	Yes	\$ 37,296	\$ 37,085	101%	(\$2,642)	\$1,715
16	PV5133	2022	Volvo	XC60	48	Auction/Wholesale	No	\$ 36,000	\$ 36,000	97%	(\$1,864)	\$3,185
17	PV5024	2021	Volvo	XC90	94	Auction/Wholesale	Yes	\$ 39,000	\$ 39,281	96%	(\$2,820)	\$1,203
18	PV5109	2022	Volvo	XC90	46	Auction/Wholesale	Yes	\$ 43,163	\$ 43,163	95%	\$1,950	\$498
19	PV5118	2022	Volvo	XC60	40	Auction/Wholesale	Yes	\$ 30,000	\$ 29,711	100%	\$568	\$1,272
20	PV5086	2021	Volvo	S60	54	Auction/Wholesale	Yes	\$ 26,999	\$ 26,397	100%	(\$4,029)	\$115
21	PV4922A	2021	Volvo	XC60	68	Trade on Used	Yes	\$ 29,400	\$ 28,470	97%	(\$2,199)	\$15
22	PV5009	2021	Volvo	XC60	91	Auction/Wholesale	Yes	\$ 32,517	\$ 32,300	92%	(\$2,185)	\$1,406
23	PV5077	2021	Volvo	XC60	67	Auction/Wholesale	Yes	\$ 33,163	\$ 33,162	98%	(\$3,203)	\$15
24	V24294A	2020	Volvo	XC40	18	Trade on New	Yes	\$ 25,599	\$ 25,598	102%	\$5,303	\$2,980
25	PV5072	2021	Volvo	S60	65	Auction/Wholesale	Yes	\$ 27,638	\$ 27,225	98%	(\$5,518)	\$15
26	PV5126A	2017	Volvo	XC60	13	Trade on Used	No	\$ 14,461	\$ 14,023	89%	\$2,235	\$15
27	PV5166	2021	Volvo	S60	21	Auction/Wholesale	Yes	\$ 25,179	\$ 24,829	98%	(\$1,682)	\$15
28	PV5127	2021	Volvo	XC90	43	Auction/Wholesale	Yes	\$ 40,429	\$ 40,100	97%	(\$1,900)	\$433
29	PV5042	2021	Volvo	XC90	83	Auction/Wholesale	Yes	\$ 38,000	\$ 37,315	95%	(\$3,155)	\$1,437
30	PV5170	2022	Volvo	XC90	26	Auction/Wholesale	No	\$ 37,937	\$ 37,074	97%	\$2,987	\$4,379

31	PV5154	2021	Volvo	S60	36	Auction/Wholesale	Yes	\$ 26,792	\$ 26,792	100%	(\$3,090)	\$2,165
32	PV5167	2021	Volvo	S60	28	Auction/Wholesale	Yes	\$ 26,163	\$ 25,902	98%	(\$1,521)	\$15
33	PV5073A	2020	Volvo	V90 CC	14	Trade on Used	Yes	\$ 39,000	\$ 38,500	N/A	\$798	\$2,015
34	PV5186	2022	Volvo	XC60	19	Auction/Wholesale	No	\$ 39,640	\$ 38,835	99%	(\$1,998)	\$2,510
35	PV5155	2021	Volvo	XC90	38	Auction/Wholesale	Yes	\$ 37,000	\$ 37,695	97%	(\$595)	\$165
36	PV5025	2021	Volvo	XC60	99	Auction/Wholesale	Yes	\$ 33,292	\$ 33,292	98%	(\$2,368)	\$908
37	PV5125	2021	Volvo	XC40	52	Auction/Wholesale	Yes	\$ 31,889	\$ 31,889	100%	(\$1,710)	\$215
38	PV5177	2021	Volvo	XC90	24	Auction/Wholesale	No	\$ 40,625	\$ 39,956	96%	(\$2,143)	\$15
39	PV5087	2021	Volvo	S60	67	Auction/Wholesale	Yes	\$ 26,862	\$ 26,862	101%	\$2,351	\$1,165
40	PV5192	2021	Volvo	XC90	21	Auction/Wholesale	No	\$ 35,291	\$ 35,000	95%	(\$1,916)	\$3,456
41	PV5169	2019	Volvo	XC60	43	Street/Curb Buy	No	\$ 23,568	\$ 23,568	98%	\$2,116	\$544
42	PV5060	2021	Volvo	S60	99	Auction/Wholesale	No	\$ 24,619	\$ 24,252	92%	(\$3,272)	\$15
43	PV5149	2021	Volvo	XC90	53	Auction/Wholesale	Yes	\$ 39,000	\$ 39,000	97%	(\$2,094)	\$265
44	PV5190	2022	Volvo	XC60	26	Auction/Wholesale	Yes	\$ 38,634	\$ 38,634	91%	\$510	\$2,015
45	PV4988	2021	Volvo	XC40	117	Auction/Wholesale	No	\$ 29,365	\$ 28,038	93%	(\$4,291)	\$449
46	PV5194	2021	Volvo	XC90	19	Auction/Wholesale	No	\$ 43,000	\$ 43,000	98%	(\$1,206)	\$15
47	PV4967	2021	Volvo	XC60	127	Auction/Wholesale	No	\$ 35,400	\$ 35,400	100%	(\$4,616)	\$2,510
48	PV5021	2021	Volvo	S60	107	Auction/Wholesale	No	\$ 25,796	\$ 25,795	97%	(\$2,630)	\$15
49	PV5083A	2013	Volvo	S60	17	Trade on Used	No	\$ 9,999	\$ 9,588	95%	\$727	\$15
50	PV5186A	2019	Volvo	XC60	8	Trade on Used	No	\$ 26,274	\$ 25,538	110%	\$1,799	\$15
51	V24246A	2022	Volvo	S60	87	Trade on Used	Yes	\$ 32,882	\$ 32,484	98%	(\$3,454)	\$15
52	PV5096	2022	Volvo	XC90	77	Auction/Wholesale	No	\$ 47,399	\$ 46,988	97%	(\$5,815)	\$3,395
53	PV5224	2021	Volvo	XC60	7	Auction/Wholesale	No	\$ 33,225	\$ 33,000	100%	(\$645)	\$15

Scoreboard Totals

% Retailed of Non-Franchise Make	30%
Total # Retail Units	175
Avg. Days to Sale	48.4
Avg. Advertised Price (Time of Sale)	\$ 29,869
Avg. Transaction Price	\$ 30,089
Avg. Market Price at 100%	\$ 30,949
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ (13,704)
Avg. Front-End Gross	\$ (1,119)
Avg. Finance Gross	\$ 1,084
PUVR	\$ (34)
Total Gross (Units & PUVR)	\$ (5,997)
GROI	-1%
% with Trade	33%
Avg. Over/Under Allowance	\$574



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	30%	#DIV/0!	#DIV/0!
Total # Retail Units	175	0	0
Avg. Days to Sale	48.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,869	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,089	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,949	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (13,704)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (1,119)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,084	#DIV/0!	#DIV/0!
PUVR	\$ (34)	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ (5,997)	#DIV/0!	#DIV/0!
GROI	-1%	#DIV/0!	#DIV/0!
% with Trade	33%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	574	#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	30%	#DIV/0!	#DIV/0!
Total # Retail Units	175	0	0
Avg. Days to Sale	48.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,869	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,089	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,949	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (13,704)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (1,119)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,084	#DIV/0!	#DIV/0!
PUVR	\$ (34)	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ (5,997)	#DIV/0!	#DIV/0!
GROI	-1%	#DIV/0!	#DIV/0!
% with Trade	33%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	574	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	30%	#DIV/0!	#DIV/0!
Total # Retail Units	175	0	0
Avg. Days to Sale	48.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,869	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,089	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,949	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (13,704)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (1,119)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,084	#DIV/0!	#DIV/0!
PUVR	\$ (34)	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ (5,997)	#DIV/0!	#DIV/0!
GROI	-1%	#DIV/0!	#DIV/0!
% with Trade	33%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	574	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	175	49	99
Avg. Days to Sale	48.4	53.7	43.9
Avg. Advertised Price (Time of Sale)	\$ 29,869	\$ 33,641	\$ 27,175
Avg. Transaction Price	\$ 30,089	\$ 34,352	\$ 27,175
Avg. Market Price at 100%	\$ 30,949	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (13,704)	\$ (6,204)	\$ (12,144)
Avg. Front-End Gross	\$ (1,119)	\$ (1,120)	\$ (1,003)
Avg. Finance Gross	\$ 1,084	\$ 936	\$ 1,285
PUVR	\$ (34)	\$ (183)	\$ 282
Total Gross (Units & PUVR)	\$ (5,997)	\$ (8,990)	\$ 27,911
GROI	-1%	-4%	9%
% with Trade	33%	41%	29%
Avg. Over/Under Allowance	574	888	259



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	175	122	53
Avg. Days to Sale	48.4	53.6	36.5
Avg. Advertised Price (Time of Sale)	\$ 29,869	\$ 32,598	\$ 23,173
Avg. Transaction Price	\$ 30,089	\$ 33,094	\$ 23,173
Avg. Market Price at 100%	\$ 30,949	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (13,704)	\$ (14,925)	\$ (10,895)
Avg. Front-End Gross	\$ (1,119)	\$ (1,482)	\$ (282)
Avg. Finance Gross	\$ 1,084	\$ 1,307	\$ 571
PUVR	\$ (34)	\$ (175)	\$ 289
Total Gross (Units & PUVR)	\$ (5,997)	\$ (21,338)	\$ 15,342
GROI	-1%	-4%	12%
% with Trade	33%	35%	26%
Avg. Over/Under Allowance	574	701	186



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	175	9	46
% of Retail Units	100%	5%	26%
% Retailed of Non-New Franchise	30%	78%	74%
Avg. Days to Sale	48.4	26.1	37.5
Avg. Transaction Price	\$ 30,089	\$ 28,503	\$ 23,431
Avg. Transaction to Market %	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (13,704)	\$ (5,721)	\$ (11,277)
Avg. Front End Gross	\$ (1,119)	\$ 698	\$ 6
Avg. Finance Gross	\$ 1,084	\$ 792	\$ 752
PUVR	\$ (34)	\$ 1,489	\$ 758
Total Gross (Units & PUVR)	\$ (5,997)	\$ 13,405	\$ 34,872
GROI	-1%	72%	31%
% with Trade	33%	44%	24%
Avg. Over/Under Allowance	574	1,075	32



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
8	112	0	0
5%	64%	0%	0%
88%	4%	#DIV/0!	#DIV/0!
31.5	55.9	#DIV/0!	#DIV/0!
\$ 24,006	\$ 33,386	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (10,247)	\$ (15,589)	#DIV/0!	#DIV/0!
\$ (21)	\$ (1,805)	#DIV/0!	#DIV/0!
\$ 625	\$ 1,277	#DIV/0!	#DIV/0!
\$ 604	\$ (528)	#DIV/0!	#DIV/0!
\$ 4,832	\$ (59,105)	#DIV/0!	#DIV/0!
29%	-10%	#DIV/0!	#DIV/0!
25%	36%	#DIV/0!	#DIV/0!
895	657	#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	175	74	25
% of Retail Units	100%	42%	14%
% Retailed of Non-New Franchise	30%	35%	48%
Avg. Days to Sale	48.4	16.6	37.6
Avg. Transaction Price	\$ 30,089	\$ 29,969	\$ 27,685
Avg. Transaction to Market %	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (13,704)	\$ (15,023)	\$ (13,542)
Avg. Front End Gross	\$ (1,119)	\$ 859	\$ (1,394)
Avg. Finance Gross	\$ 1,084	\$ 1,192	\$ 655
PUVR	\$ (34)	\$ 2,052	\$ (740)
Total Gross (Units & PUVR)	\$ (5,997)	\$ 151,839	\$ (18,488)
GROI	-1%	148%	-26%
% with Trade	33%	35%	36%
Avg. Over/Under Allowance	574	623	324



46-60 days	61-90 days	90+ days
19	30	27
11%	17%	15%
5%	30%	19%
53.3	73.7	113.8
\$ 33,815	\$ 31,614	\$ 28,330
#DIV/0!	#DIV/0!	#DIV/0!
\$ (12,440)	\$ (13,078)	\$ (11,824)
\$ (1,925)	\$ (2,477)	\$ (4,208)
\$ 1,347	\$ 1,036	\$ 1,055
\$ (578)	\$ (1,441)	\$ (3,153)
\$ (10,973)	\$ (43,244)	\$ (85,130)
-12%	-22%	-35%
32%	30%	26%
1,075	664	171