

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	27%
Total # Retail Units	200
Avg. Days to Sale	47.4
Avg. Advertised Price (Time of Sale)	\$ 30,855
Avg. Transaction Price	\$ 30,660
Avg. Market Price at 100%	\$ 32,073
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 196
Avg. Front-End Gross	\$ (1,121)
Avg. Finance Gross	\$ 1,055
PUVR	\$ (66)
Total Gross (Units & PUVR)	\$ (13,146)
GROI	-2%
% with Trade	32%
Avg. Over/Under Allowance	\$573



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	27%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	47.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,855	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,660	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,073	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 196	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (1,121)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,055	#DIV/0!	#DIV/0!
PUVR	\$ (66)	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ (13,146)	#DIV/0!	#DIV/0!
GROI	-2%	#DIV/0!	#DIV/0!
% with Trade	32%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	573	#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	27%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	47.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,855	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,660	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,073	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 196	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (1,121)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,055	#DIV/0!	#DIV/0!
PUVR	\$ (66)	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ (13,146)	#DIV/0!	#DIV/0!
GROI	-2%	#DIV/0!	#DIV/0!
% with Trade	32%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	573	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	27%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	47.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,855	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,660	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,073	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 196	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (1,121)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,055	#DIV/0!	#DIV/0!
PUVR	\$ (66)	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ (13,146)	#DIV/0!	#DIV/0!
GROI	-2%	#DIV/0!	#DIV/0!
% with Trade	32%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	573	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	73	127
Avg. Days to Sale	47.4	52.2	44.7
Avg. Advertised Price (Time of Sale)	\$ 30,855	\$ 34,298	\$ 28,621
Avg. Transaction Price	\$ 30,660	\$ 34,206	\$ 28,621
Avg. Market Price at 100%	\$ 32,073	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	96%	#VALUE!	#VALUE!
Avg. Transaction to Market	96%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 196	\$ 92	\$ 255
Avg. Front-End Gross	\$ (1,121)	\$ (1,006)	\$ (1,187)
Avg. Finance Gross	\$ 1,055	\$ 794	\$ 1,205
PUVR	\$ (66)	\$ (213)	\$ 19
Total Gross (Units & PUVR)	\$ (13,146)	\$ (15,522)	\$ 2,376
GROI	-2%	-4%	1%
% with Trade	32%	36%	30%
Avg. Over/Under Allowance	573	1,075	230



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	147	53
Avg. Days to Sale	47.4	51.4	36.5
Avg. Advertised Price (Time of Sale)	\$ 30,855	\$ 33,558	\$ 23,173
Avg. Transaction Price	\$ 30,660	\$ 33,359	\$ 23,173
Avg. Market Price at 100%	\$ 32,073	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	96%	#VALUE!	#VALUE!
Avg. Transaction to Market	96%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 196	\$ 200	\$ 186
Avg. Front-End Gross	\$ (1,121)	\$ (1,423)	\$ (282)
Avg. Finance Gross	\$ 1,055	\$ 1,230	\$ 571
PUVR	\$ (66)	\$ (194)	\$ 289
Total Gross (Units & PUVR)	\$ (13,146)	\$ (28,488)	\$ 15,342
GROI	-2%	-4%	12%
% with Trade	32%	34%	26%
Avg. Over/Under Allowance	573	682	186



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	12	47
% of Retail Units	100%	6%	24%
% Retailed of Non-New Franchise	27%	58%	72%
Avg. Days to Sale	47.4	24.0	37.9
Avg. Transaction Price	\$ 30,660	\$ 28,292	\$ 23,934
Avg. Transaction to Market %	96%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 196	\$ 222	\$ 229
Avg. Front End Gross	\$ (1,121)	\$ 645	\$ (22)
Avg. Finance Gross	\$ 1,055	\$ 598	\$ 736
PUVR	\$ (66)	\$ 1,243	\$ 714
Total Gross (Units & PUVR)	\$ (13,146)	\$ 14,916	\$ 33,569
GROI	-2%	66%	28%
% with Trade	32%	42%	26%
Avg. Over/Under Allowance	573	860	29



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
8	133	0	0
4%	67%	0%	0%
88%	4%	#DIV/0!	#DIV/0!
31.5	53.9	#DIV/0!	#DIV/0!
\$ 24,006	\$ 33,650	#DIV/0!	#DIV/0!
94%	#VALUE!	#DIV/0!	#DIV/0!
\$ 59	\$ 190	#DIV/0!	#DIV/0!
\$ (21)	\$ (1,735)	#DIV/0!	#DIV/0!
\$ 625	\$ 1,235	#DIV/0!	#DIV/0!
\$ 604	\$ (500)	#DIV/0!	#DIV/0!
\$ 4,832	\$ (66,462)	#DIV/0!	#DIV/0!
29%	-10%	#DIV/0!	#DIV/0!
25%	34%	#DIV/0!	#DIV/0!
895	672	#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	200	87	29
% of Retail Units	100%	44%	14%
% Retailed of Non-New Franchise	27%	30%	41%
Avg. Days to Sale	47.4	16.9	37.4
Avg. Transaction Price	\$ 30,660	\$ 30,540	\$ 28,783
Avg. Transaction to Market %	96%	#VALUE!	95%
Avg. Transactional Discount	\$ 196	\$ 254	\$ 58
Avg. Front End Gross	\$ (1,121)	\$ 751	\$ (1,343)
Avg. Finance Gross	\$ 1,055	\$ 1,187	\$ 770
PUVR	\$ (66)	\$ 1,938	\$ (573)
Total Gross (Units & PUVR)	\$ (13,146)	\$ 168,591	\$ (16,614)
GROI	-2%	135%	-19%
% with Trade	32%	36%	34%
Avg. Over/Under Allowance	573	650	291



46-60 days	61-90 days	90+ days
21	34	29
11%	17%	14%
5%	26%	17%
53.4	72.6	115.2
\$ 34,401	\$ 31,216	\$ 29,534
96%	95%	93%
\$ 119	\$ 217	\$ 190
\$ (1,954)	\$ (2,498)	\$ (4,295)
\$ 1,070	\$ 1,012	\$ 983
\$ (883)	\$ (1,486)	\$ (3,311)
\$ (18,553)	\$ (50,538)	\$ (96,032)
-17%	-24%	-35%
33%	26%	24%
921	664	171