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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	p10281a	21	GMC	acadia	24		No	\$ 20,974	\$ 20,974	97%	(\$199)	\$1,200
2	r4938a	21	GMC	acadia	21			\$ 31,758	\$ 31,758	97%	\$1,193	\$5,159
3	r4044a	21	GMC	canyon	21			\$ 25,129	\$ 25,129	97%	\$939	\$0
4	r4197a	21	GMC	1500	38			\$ 36,693	\$ 36,693	96%	(\$41)	\$0
5	r2750a	21	GMC	1500	13			\$ 42,485	\$ 42,485	97%	\$2,199	\$736
6	r5190a	21	GMC	1500	42			\$ 40,510	\$ 40,510	96%	\$545	\$375
7	r3324a	21	GMC	1500	9			\$ 41,090	\$ 41,090	97%	(\$209)	\$1,899
8	r4071a	21	GMC	1500	27			\$ 41,497	\$ 41,497	97%	\$1,558	\$350
9	r2416a	21	GMC	2500	19			\$ 50,510	\$ 50,510	97%	(\$14)	\$1,900
10	p10351	21	GMC	terrain	33			\$ 18,504	\$ 18,504	96%	\$0	\$0
11	S0219AA	21	GMC	YUKON	4			\$ 45,836	\$ 45,836	97%	\$695	\$1,281
12	r4521a	21	Kia	k5	19			\$ 18,778	\$ 18,778	97%	(\$1,448)	\$1,323
13	R5217A	21	Nissan	ALTIMA	33			\$ 18,580	\$ 18,580	96%	\$2,518	
14	R2579B	21	Ram	1500	56			\$ 35,635	\$ 35,635	95%	\$0	\$0
15	S0220A	21	Ram	3500	14			\$ 58,918	\$ 58,918	97%	\$2,260	\$1,800
16	R3691A	21		ATLAS	37			\$ 28,201	\$ 28,201	96%	(\$21)	\$1,497
17	R2862A	22	Buick	ENCLAVE	6			\$ 26,463	\$ 26,463	97%	\$2,407	
18	R3113A	22	Buick	ENVISION	19			\$ 27,647	\$ 27,647	97%	\$1,698	\$3,918
19	R0268A	22	Buick	ENVISION	33			\$ 25,635	\$ 25,635	96%	\$2,559	
20	R2811A	22	Cadillac	CT4	41			\$ 51,647	\$ 51,647	96%	\$5,497	\$1,169
21	R45857A	22	Chevrolet	COLORADO	19			\$ 28,340	\$ 28,340	97%	\$685	\$0
22	R5101A	22	Chevrolet	EQUINOX	22			\$ 17,947	\$ 17,947	97%	(\$785)	\$2,522
23	R2897B	22	Chevrolet	1500	44			\$ 42,315	\$ 42,315	95%	\$1	\$2,218
24	R5191A	22	Chevrolet	2500	2			\$ 58,573	\$ 58,573	97%	\$1,495	\$2,244
25	P10328	22	Ford	F250	55			\$ 42,788	\$ 42,788	95%	(\$500)	\$1,842
26	R3979A	22	Ford	F350	12			\$ 53,135	\$ 53,135	97%	\$1,702	\$5,698
27	R5278A	22	GMC	1500	47			\$ 49,912	\$ 49,912	95%	\$3,104	\$3,788

28	R4730A	22	GMC	1500	33			\$	55,486	\$	55,486	96%	\$4,176	\$5,020
29	S0292A	22	GMC	1500	46			\$	52,749	\$	52,749	95%	\$2,915	\$2,519
30	S0233A	22	GMC	1500	13			\$	47,103	\$	47,103	97%	\$3,704	\$1,646
31	R4992A	22	GMC	1500	37			\$	41,009	\$	41,009	96%	\$5,073	\$0
32	S0213A	22	GMC	1500	3			\$	41,340	\$	41,340	97%	\$278	\$5,265
33	S0223A	22	GMC	1500	19			\$	63,995	\$	63,995	97%	\$150	\$2,730
34	S0206A	22	GMC	2500	49			\$	63,604	\$	63,604	95%	\$4,312	\$4,843
35	R3519A	22	GMC	2500	6			\$	63,421	\$	63,421	97%	\$180	\$1,470
36	P10230A	22	GMC	TERRAIN	19			\$	21,899	\$	21,899	97%	(\$13)	\$0
37	R0564A	22	GMC	YUKON	36			\$	58,956	\$	58,956	96%	\$1,653	\$1,087
38	R5185A	22	Jeep	GLADIATOR	4			\$	35,106	\$	35,106	97%	\$1,529	\$1,375
39	R3590A	22	Jeep	CHEROKEE	18			\$	29,215	\$	29,215	97%	\$2,579	\$2,129
40	R4732A	22	Jeep	WAGONEER	30			\$	45,842	\$	45,842	97%	(\$1,767)	\$1,366
41	S0086A	22	Jeep	WRANGLER	17			\$	32,284	\$	32,284	97%	\$4,295	\$1,237
42	R4792B	22	Kia	TELLURIDE	42			\$	35,276	\$	35,276	95%	\$2,728	\$1,495
43	R4333A	22	Lincoln	AVIATOR	13			\$	39,882	\$	39,882	97%	\$2,100	\$4,379
44	S0367AA	22	Ram	1500	29			\$	46,155	\$	46,155	97%	\$2,532	\$2,468
45	S0291A	22	Tesla	MODEL	18			\$	51,827	\$	51,827	97%	\$3,261	\$1,431
46	R4562A	22	Tesla	Model y	13			\$	33,080	\$	33,080	97%	\$1,176	\$1,788
47	r4111a	22	Tesla	3	19			\$	22,499	\$	22,499	97%	\$545	\$0
48	R2233A	22	Tesla	3	27			\$	22,897	\$	22,897	97%	\$648	\$1,854
49	R3434A	22	Tesla	3	37			\$	21,964	\$	21,964	96%	(\$754)	\$0
50	R2121A	22	Tesla	YUKON	14			\$	33,945	\$	33,945	97%	(\$1,472)	\$0
51	S0307A	22	Toyota	TUNDRA	43			\$	54,989	\$	54,989	95%	\$1,485	\$1,852
52	S0193A	22	Toyota	TUNDRA	13			\$	48,969	\$	48,696	97%	\$1,382	\$0
53	S01212A	22	Toyota	TUNDRA	17			\$	47,595	\$	47,595	97%	\$1,896	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	99
Avg. Days to Sale	24.9
Avg. Advertised Price (Time of Sale)	\$ 40,095
Avg. Transaction Price	\$ 40,090
Avg. Market Price at 100%	\$ 41,550
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 5
Avg. Front-End Gross	\$ 1,171
Avg. Finance Gross	\$ 1,518
PUVR	\$ 2,628
Total Gross (Units & PUVR)	\$ 260,143
GROI	95%
% with Trade	27%
Avg. Over/Under Allowance	(\$1,097)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	99	0	0
Avg. Days to Sale	24.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,095	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 40,090	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 41,550	#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	\$ 5	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,171	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,518	#DIV/0!	#DIV/0!
PUVR	\$ 2,628	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 260,143	#DIV/0!	#DIV/0!
GROI	95%	#DIV/0!	#DIV/0!
% with Trade	27%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-1,097	#DIV/0!	#DIV/0!



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Scoreboard

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Sales Consultant	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	99	0	0
Avg. Days to Sale	24.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,095	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 40,090	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 41,550	#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	\$ 5	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,171	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,518	#DIV/0!	#DIV/0!
PUVR	\$ 2,628	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 260,143	#DIV/0!	#DIV/0!
GROI	95%	#DIV/0!	#DIV/0!
% with Trade	27%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-1,097	#DIV/0!	#DIV/0!



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Scoreboard

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Finance Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	99	0	0
Avg. Days to Sale	24.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,095	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 40,090	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 41,550	#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	\$ 5	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,171	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,518	#DIV/0!	#DIV/0!
PUVR	\$ 2,628	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 260,143	#DIV/0!	#DIV/0!
GROI	95%	#DIV/0!	#DIV/0!
% with Trade	27%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-1,097	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	99	0	1
Avg. Days to Sale	24.9	#DIV/0!	24.0
Avg. Advertised Price (Time of Sale)	\$ 40,095	#DIV/0!	\$ 20,974
Avg. Transaction Price	\$ 40,090	#DIV/0!	\$ 20,974
Avg. Market Price at 100%	\$ 41,550	#DIV/0!	\$ 21,623
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	97%
Avg. Transaction to Market	96%	#DIV/0!	97%
Avg. Transactional Discount	\$ 5	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 1,171	#DIV/0!	\$ (199)
Avg. Finance Gross	\$ 1,518	#DIV/0!	\$ 1,200
PUVR	\$ 2,628	#DIV/0!	\$ 1,001
Total Gross (Units & PUVR)	\$ 260,143	#DIV/0!	\$ 1,001
GROI	95%	#DIV/0!	72%
% with Trade	27%	#DIV/0!	100%
Avg. Over/Under Allowance	-1,097	#DIV/0!	-500



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	99	0	99
Avg. Days to Sale	24.9	#DIV/0!	24.8
Avg. Advertised Price (Time of Sale)	\$ 40,095	#DIV/0!	\$ 40,210
Avg. Transaction Price	\$ 40,090	#DIV/0!	\$ 40,210
Avg. Market Price at 100%	\$ 41,550	#DIV/0!	\$ 41,682
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	96%
Avg. Transaction to Market	96%	#DIV/0!	96%
Avg. Transactional Discount	\$ 5	#DIV/0!	\$ 6
Avg. Front-End Gross	\$ 1,171	#DIV/0!	\$ 1,183
Avg. Finance Gross	\$ 1,518	#DIV/0!	\$ 1,518
PUVR	\$ 2,628	#DIV/0!	\$ 2,639
Total Gross (Units & PUVR)	\$ 260,143	#DIV/0!	\$ 261,294
GROI	95%	#DIV/0!	95%
% with Trade	27%	#DIV/0!	27%
Avg. Over/Under Allowance	-1,097	#DIV/0!	-1,097



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	99	0	0
% of Retail Units	100%	0%	0%
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Avg. Days to Sale	24.9	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 40,090	#DIV/0!	#DIV/0!
Avg. Transaction to Market %	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 5	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 1,171	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,518	#DIV/0!	#DIV/0!
PUVR	\$ 2,628	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 260,143	#DIV/0!	#DIV/0!
GROI	95%	#DIV/0!	#DIV/0!
% with Trade	27%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-1,097	#DIV/0!	#DIV/0!



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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	99	64	26
% of Retail Units	100%	65%	26%
% Retailed of Non-New Franchise	100%	100%	96%
Avg. Days to Sale	24.9	15.3	38.7
Avg. Transaction Price	\$ 40,090	\$ 40,188	\$ 38,578
Avg. Transaction to Market %	96%	97%	96%
Avg. Transactional Discount	\$ 5	\$ -	\$ 21
Avg. Front End Gross	\$ 1,171	\$ 1,329	\$ 921
Avg. Finance Gross	\$ 1,518	\$ 1,814	\$ 800
PUVR	\$ 2,628	\$ 3,144	\$ 1,721
Total Gross (Units & PUVR)	\$ 260,143	\$ 201,190	\$ 44,746
GROI	95%	184%	42%
% with Trade	27%	33%	15%
Avg. Over/Under Allowance	-1,097	-1,023	-1,388



46-60 days	61-90 days	90+ days
9	1	0
9%	1%	0%
100%	100%	#DIV/0!
49.2	66.0	#DIV/0!
\$ 45,824	\$ 21,525	#DIV/0!
95%	97%	#DIV/0!
\$ -	\$ -	#DIV/0!
\$ 801	\$ 850	#DIV/0!
\$ 1,444	\$ -	#DIV/0!
\$ 2,244	\$ 850	#DIV/0!
\$ 20,199	\$ 850	#DIV/0!
36%	22%	#DIV/0!
22%	0%	#DIV/0!
-1,300	#DIV/0!	#DIV/0!