

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	M5535	2023	Volvo	XC40 BEV	22	Auction/Wholesale	Yes	\$ 35,500	\$ 35,500	105%	\$3,385	\$0
2	24169	2024	Volvo	XC60	44	Loaner	Yes	\$ 50,453	\$ 48,453	103%	\$1,467	\$0
3	M5547	2024	Volvo	XC40	1	Auction/Wholesale	No	\$ 44,300	\$ 41,877	105%	\$3,400	\$0
4	M5527	2023	Volvo	XC60	43	Auction/Wholesale	Yes	\$ 41,950	\$ 40,850	103%	\$2,125	\$0
5	M5523	2022	Volvo	XC40	63	Auction/Wholesale	Yes	\$ 36,500	\$ 36,000	103%	\$1,532	\$0
6	M5548	2023	Volvo	XC60	18	Auction/Wholesale	Yes	\$ 48,500	\$ 48,500	106%	\$2,514	\$0
7	25059A	2019	Volvo	XC40	19	Trade on New	No	\$ 21,850	\$ 20,000	106%	\$1,679	\$0
8	M5554	2024	Volvo	XC60	4	Auction/Wholesale	Yes	\$ 56,985	\$ 56,985	103%	\$947	\$0
9	M5555	2023	Volvo	V60 CC	5	Auction/Wholesale	Yes	\$ 46,925	\$ 46,925	105%	\$4,154	\$0
10	24255A	2022	Volvo	XC60	161	Trade on New	Yes	\$ 42,995	\$ 42,995	96%	\$1,594	\$0
11	M5556	2022	Volvo	XC90	6	Auction/Wholesale	Yes	\$ 39,996	\$ 39,996	106%	\$422	\$0
12	24047	2024	Volvo	XC90	60	Loaner	No	\$ 62,500	\$ 59,500	111%	(\$2,580)	\$0
13	M5558	2021	Volvo	XC60	1	Auction/Wholesale	Yes	\$ 39,175	\$ 39,175	109%	\$7	\$585
14	24063	2024	Volvo	S60	151	Loaner	No	\$ 40,500	\$ 40,000	95%	(\$1,000)	\$0
15	5456	2023	Volvo	XC60	181	Auction/Wholesale	Yes	\$ 37,750	\$ 37,000	100%	\$748	\$0
16	24084	2024	Volvo	xc40	35	Loaner	No	\$ 44,530	\$ 38,831	105%	\$2,000	\$0
17	5473	2023	Volvo	S60	85	Auction/Wholesale	Yes	\$ 36,495	\$ 36,100	101%	\$129	\$0
18	5430	2024	Volvo	XC60	167	Auction/Wholesale	Yes	\$ 47,500	\$ 46,822	98%	\$2,605	\$585
19	24202A	2020	Volvo	XC60	11	Trade on New	Yes	\$ 30,250	\$ 29,000	101%	\$2,623	\$0
20	M5513	2021	Volvo	XC40	10	Auction/Wholesale	Yes	\$ 33,000	\$ 33,000	101%	\$4,157	\$0
21	M5465	2022	Volvo	S60	100	Auction/Wholesale	Yes	\$ 35,995	\$ 35,400	101%	(\$511)	\$0
22	24241	2024	Volvo	XC60	3	Loaner	No	\$ 54,280	\$ 51,780	105%	\$2,718	\$0
23	M5518	2019	Volvo	XC40	1	Auction/Wholesale	No	\$ 24,300	\$ 24,000	98%	\$2,971	\$0
24	M5461	2022	Volvo	S60	115	Auction/Wholesale	Yes	\$ 32,500	\$ 32,300	96%	(\$233)	\$0
25	24154	2024	Volvo	XC90	15	Loaner	No	\$ 63,915	\$ 58,267	111%	\$3,500	\$0
26	M5517	2023	Volvo	S60	3	Auction/Wholesale	Yes	\$ 46,725	\$ 46,625	100%	\$845	\$0
27	M5488	2021	Volvo	XC90	74	Auction/Wholesale	Yes	\$ 44,850	\$ 44,850	108%	\$98	\$1,800

28	5486A	2022	Volvo	XC60	49	Trade on Used	Yes	\$	34,995	\$	34,995	99%	\$3,482	\$0
29	M5491	2024	Volvo	XC40	63	Auction/Wholesale	Yes	\$	38,995	\$	39,395	101%	\$796	\$0
30	M5515	2021	Volvo	XC60	22	Auction/Wholesale	Yes	\$	35,399	\$	35,399	99%	\$1,455	\$200
31	M5522	2021	Volvo	XC60	16	Auction/Wholesale	Yes	\$	34,250	\$	34,250	104%	\$2,563	\$385
32	M5526	2022	Volvo	XC40	17	Auction/Wholesale	Yes	\$	31,795	\$	31,795	103%	\$4,044	\$0
33	5466	2023	Volvo	XC60 T8	140	Auction/Wholesale	Yes	\$	57,810	\$	57,592	100%	(\$1,500)	\$0
34	24020	2024	Volvo	S60	90	Loaner	No	\$	44,800	\$	44,759	105%	(\$1,813)	\$844
35	24083	2024	Volvo	XC60	39	Loaner	No	\$	44,950	\$	44,950	100%	\$4,231	\$335
36	M5533	2021	Volvo	S90	8	Auction/Wholesale	Yes	\$	36,500	\$	36,500	102%	\$77	\$500
37	M5532	2021	Volvo	XC90	2	Auction/Wholesale	Yes	\$	38,975	\$	38,975	99%	\$2,137	\$585
38	M5531	2023	Volvo	XC40 BEV	12	Auction/Wholesale	Yes	\$	32,929	\$	32,929	100%	\$1,001	\$0
39	24260A	2021	Volvo	XC60	91	Trade on New	Yes	\$	35,195	\$	35,195	103%	\$2,934	\$1,000
40	M5502	2010	Volvo	S80	60	Street/Curb Buy	No	\$	19,500	\$	19,000	108%	\$432	\$0
41	24092	2024	Volvo	XC60	45	Loaner	No	\$	50,950	\$	50,950	105%	\$4,185	\$0
42	M5537	2023	Volvo	S60	7	Auction/Wholesale	Yes	\$	34,500	\$	34,500	105%	\$3,262	\$0
43	M5536	2023	Volvo	XC60	14	Auction/Wholesale	Yes	\$	45,990	\$	45,990	103%	\$2,491	\$1,000
44	M5512	2021	Volvo	XC90	56	Auction/Wholesale	Yes	\$	39,250	\$	39,250	103%	\$61	\$500
45	24148	2024	Volvo	XC90	2	Loaner	No	\$	69,538	\$	69,538	102%	(\$2,183)	\$1,329
46	M5540	2023	Volvo	XC40	4	Auction/Wholesale	Yes	\$	39,350	\$	38,890	103%	\$2,503	\$0
47	M5534	2022	Volvo	XC60	16	Auction/Wholesale	Yes	\$	35,850	\$	35,335	102%	\$1,744	\$0
48	5421	2023	Volvo	V60 CC	249	Auction/Wholesale	Yes	\$	38,250	\$	38,000	97%	(\$2,955)	\$0
49	M5545	2023	Volvo	XC90	1	Auction/Wholesale	Yes	\$	55,750	\$	54,100	102%	\$1,167	\$0
50	M5546	2023	Volvo	S60	1	Auction/Wholesale	Yes	\$	33,850	\$	33,465	104%	\$1,760	\$585
51	M5509	2021	Volvo	XC60	72	Auction/Wholesale	Yes	\$	35,750	\$	35,150	101%	\$155	\$0
52	24177A	2023	Volvo	XC60	29	Trade on New	Yes	\$	39,250	\$	38,995	104%	(\$2,229)	\$0
53	M5559	2013	Volvo	S60	10	Auction/Wholesale	No	\$	13,975	\$	12,000	126%	\$600	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	0%
Total # Retail Units	67
Avg. Days to Sale	48.4
Avg. Advertised Price (Time of Sale)	\$ 40,248
Avg. Transaction Price	\$ 39,641
Avg. Market Price at 100%	\$ 39,098
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ 607
Avg. Front-End Gross	\$ 1,361
Avg. Finance Gross	\$ 183
PUVR	\$ 1,544
Total Gross (Units & PUVR)	\$ 103,440
GROI	29%
% with Trade	49%
Avg. Over/Under Allowance	\$82



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Justine Myers	Dan Lehr
% Retailed of Non-New Franchise	0%	0%	0%
Total # Retail Units	67	41	26
Avg. Days to Sale	48.4	43.4	56.3
Avg. Advertised Price (Time of Sale)	\$ 40,248	\$ 43,698	\$ 34,808
Avg. Transaction Price	\$ 39,641	\$ 42,942	\$ 34,436
Avg. Market Price at 100%	\$ 39,098	\$ 42,434	\$ 34,253
Avg. Price to Market % (Time of Sale)	103%	103%	102%
Avg. Transaction to Market	101%	101%	101%
Avg. Transactional Discount	\$ 607	\$ 756	\$ 372
Avg. Front-End Gross	\$ 1,361	\$ 1,365	\$ 1,356
Avg. Finance Gross	\$ 183	\$ 210	\$ 140
PUVR	\$ 1,544	\$ 1,575	\$ 1,496
Total Gross (Units & PUVR)	\$ 103,440	\$ 64,556	\$ 38,884
GROI	29%	30%	28%
% with Trade	49%	44%	58%
Avg. Over/Under Allowance	82	150	0



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	67	0	0
Avg. Days to Sale	48.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,248	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,641	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 39,098	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 607	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,361	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 183	#DIV/0!	#DIV/0!
PUVR	\$ 1,544	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 103,440	#DIV/0!	#DIV/0!
GROI	29%	#DIV/0!	#DIV/0!
% with Trade	49%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	82	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	67	0	0
Avg. Days to Sale	48.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,248	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,641	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 39,098	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 607	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,361	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 183	#DIV/0!	#DIV/0!
PUVR	\$ 1,544	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 103,440	#DIV/0!	#DIV/0!
GROI	29%	#DIV/0!	#DIV/0!
% with Trade	49%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	82	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	67	45	22
Avg. Days to Sale	48.4	52.6	39.9
Avg. Advertised Price (Time of Sale)	\$ 40,248	\$ 40,772	\$ 37,998
Avg. Transaction Price	\$ 39,641	\$ 40,444	\$ 37,998
Avg. Market Price at 100%	\$ 39,098	\$ 40,063	\$ 37,614
Avg. Price to Market % (Time of Sale)	103%	102%	101%
Avg. Transaction to Market	101%	101%	101%
Avg. Transactional Discount	\$ 607	\$ 327	\$ 1,179
Avg. Front-End Gross	\$ 1,361	\$ 1,347	\$ 1,391
Avg. Finance Gross	\$ 183	\$ 194	\$ 159
PUVR	\$ 1,544	\$ 1,541	\$ 1,550
Total Gross (Units & PUVR)	\$ 103,440	\$ 69,331	\$ 34,109
GROI	29%	26%	37%
% with Trade	49%	53%	41%
Avg. Over/Under Allowance	82	8	278



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	67	67	0
Avg. Days to Sale	48.4	48.4	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,248	\$ 40,248	#DIV/0!
Avg. Transaction Price	\$ 39,641	\$ 39,641	#DIV/0!
Avg. Market Price at 100%	\$ 39,098	\$ 39,259	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	103%	#DIV/0!
Avg. Transaction to Market	101%	101%	#DIV/0!
Avg. Transactional Discount	\$ 607	\$ 607	#DIV/0!
Avg. Front-End Gross	\$ 1,361	\$ 1,361	#DIV/0!
Avg. Finance Gross	\$ 183	\$ 183	#DIV/0!
PUVR	\$ 1,544	\$ 1,544	#DIV/0!
Total Gross (Units & PUVR)	\$ 103,440	\$ 103,440	#DIV/0!
GROI	29%	29%	#DIV/0!
% with Trade	49%	49%	#DIV/0!
Avg. Over/Under Allowance	82	82	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	67	9	3
% of Retail Units	100%	13%	4%
% Retailed of Non-New Franchise	0%	0%	0%
Avg. Days to Sale	48.4	53.8	27.7
Avg. Transaction Price	\$ 39,641	\$ 32,053	\$ 26,747
Avg. Transaction to Market %	101%	101%	100%
Avg. Transactional Discount	\$ 607	\$ 484	\$ -
Avg. Front End Gross	\$ 1,361	\$ 1,540	\$ 2,640
Avg. Finance Gross	\$ 183	\$ 111	\$ -
PUVR	\$ 1,544	\$ 1,651	\$ 2,640
Total Gross (Units & PUVR)	\$ 103,440	\$ 14,860	\$ 7,920
GROI	29%	34%	128%
% with Trade	49%	33%	33%
Avg. Over/Under Allowance	82	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	41	13	0
1%	61%	19%	0%
0%	0%	0%	#DIV/0!
60.0	46.9	53.5	#DIV/0!
\$ 19,000	\$ 39,335	\$ 50,422	#DIV/0!
105%	101%	101%	#DIV/0!
\$ 500	\$ 376	\$ 1,568	#DIV/0!
\$ 432	\$ 1,397	\$ 903	#DIV/0!
\$ -	\$ 188	\$ 270	#DIV/0!
\$ 432	\$ 1,585	\$ 1,172	#DIV/0!
\$ 432	\$ 64,986	\$ 15,242	#DIV/0!
14%	31%	16%	#DIV/0!
100%	51%	54%	#DIV/0!
0	10	357	#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	67	36	7
% of Retail Units	100%	54%	10%
% Retailed of Non-New Franchise	0%	0%	0%
Avg. Days to Sale	48.4	9.6	38.4
Avg. Transaction Price	\$ 39,641	\$ 38,599	\$ 41,062
Avg. Transaction to Market %	101%	102%	103%
Avg. Transactional Discount	\$ 607	\$ 585	\$ 1,257
Avg. Front End Gross	\$ 1,361	\$ 1,897	\$ 2,278
Avg. Finance Gross	\$ 183	\$ 171	\$ 48
PUVR	\$ 1,544	\$ 2,068	\$ 2,325
Total Gross (Units & PUVR)	\$ 103,440	\$ 74,448	\$ 16,278
GROI	29%	201%	53%
% with Trade	49%	47%	57%
Avg. Over/Under Allowance	82	41	500



46-60 days	61-90 days	90+ days
4	8	12
6%	12%	18%
0%	0%	0%
56.3	72.4	152.0
\$ 38,186	\$ 39,781	\$ 42,329
103%	101%	98%
\$ 875	\$ 267	\$ 431
\$ 349	\$ 486	\$ 142
\$ 125	\$ 331	\$ 215
\$ 474	\$ 816	\$ 357
\$ 1,895	\$ 6,531	\$ 4,288
8%	10%	2%
50%	38%	58%
0	0	0