

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Wayne Staib	Wayne Staib	Wayne Staib
	Bob Baker	Bob Baker
	Steven Migash	Steven Migash

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	YP2896	2017	Volvo	XC60	2	Auction/Wholesale	No	\$ 20,900	\$ 20,800	116%	\$4,186	(\$174)
2	YP2882	2024	Volvo	S60	38	Auction/Wholesale	Yes	\$ 36,825	\$ 35,474	98%	\$3,000	\$0
3	YP2897	2018	Volvo	XC60	2	Auction/Wholesale	No	\$ 23,995	\$ 23,420	112%	\$2,109	\$500
4	YP2898	2022	Volvo	XC60	2	Auction/Wholesale	Yes	\$ 41,995	\$ 40,636	106%	(\$50)	\$0
5	YP2899	2022	Volvo	XC90	6	Auction/Wholesale	Yes	\$ 39,875	\$ 38,379	102%	\$3,298	\$800
6	YP2891	2023	Volvo	XC60	26	Auction/Wholesale	Yes	\$ 43,475	\$ 41,789	110%	\$1,940	\$0
7	YP2900	2022	Volvo	XC60	7	Auction/Wholesale	Yes	\$ 34,398	\$ 34,398	97%	\$0	\$0
8	YP2878	2023	Volvo	V90	20	Auction/Wholesale	Yes	\$ 54,975	\$ 53,975	108%	\$3,521	\$0
9	YP2745A	2021	Volvo	XC60	292	Auction/Wholesale	Yes	\$ 41,500	\$ 39,400	99%	(\$2,916)	\$0
10	Y25040A	2019	Volvo	S60	13	Trade on New	No	\$ 24,850	\$ 23,698	100%	\$2,338	(\$174)
11	YP2788	2022	Volvo	XC40	215	Auction/Wholesale	Yes	\$ 37,800	\$ 35,975	107%	(\$1,129)	\$376
12	YP2871	2021	Volvo	XC60	42	Auction/Wholesale	Yes	\$ 37,425	\$ 35,925	108%	\$3,400	\$0
13	Y24127	2024	Volvo	XC40	19	Loaner	No	\$ 44,083	\$ 42,225	100%	\$2,141	\$500
14	YP2788B	2007	BMW	328i	7	Trade on Used	No	\$ 6,860	\$ 6,860	105%	\$1,121	\$0
15	YP2890	2024	Volvo	XC40	1	Auction/Wholesale	Yes	\$ 46,095	\$ 44,595	110%	\$428	\$0
16	Y24126A	2019	Volvo	S60	84	Trade on New	No	\$ 28,850	\$ 28,279	118%	\$165	\$0
17	YP2745B	2019	Volkswagen	ATLAS	7	Trade on Used	No	\$ 22,995	\$ 21,944	98%	\$1,385	\$0
18	Y25013A	2022	Volvo	XC40	27	Trade on New	Yes	\$ 33,725	\$ 32,413	113%	\$2,525	\$1,000
19	YP2877	2023	Volvo	XC90	40	Auction/Wholesale	Yes	\$ 59,875	\$ 59,875	110%	\$5,285	\$0
20	Y25045A	2017	Volvo	XC90	34	Trade on New	No	\$ 23,825	\$ 23,000	103%	\$1,947	(\$174)
21	Y24070	2024	Volvo	XC90	63	Loaner	No	\$ 59,315	\$ 57,815	105%	\$736	\$0
22	YP2895	2021	Volvo	XC60	1	Auction/Wholesale	Yes	\$ 29,231	\$ 29,231	100%	\$0	\$500
23	YP2814	2023	Volvo	XC60	192	Auction/Wholesale	Yes	\$ 36,995	\$ 35,289	101%	(\$50)	\$0
24	YP2902	2023	Volvo	XC60	6	Auction/Wholesale	Yes	\$ 44,900	\$ 43,749	101%	\$3,805	\$543
25	Y24073	2024	Volvo	XC90	23	Loaner	No	\$ 57,620	\$ 56,349	100%	\$1,145	\$0
26	Y24064	2024	Volvo	S60	180	Loaner	No	\$ 45,250	\$ 41,000	109%	\$674	\$503
27	YP2883	2023	Volvo	XC90	51	Auction/Wholesale	Yes	\$ 48,975	\$ 46,483	108%	\$199	\$0

28	YP2905	2021	Volvo	S60	18	Auction/Wholesale	Yes	\$	27,375	\$	26,875	98%	\$1,090	\$1,000
29	YP2803	2020	Volvo	S90	223	Auction/Wholesale	No	\$	33,996	\$	32,995	109%	(\$4,828)	\$1,521
30	YP2876	2024	Volvo	S60	72	Auction/Wholesale	Yes	\$	48,395	\$	45,433	100%	\$670	\$0
31	YP2892	2023	Volvo	XC60	37	Auction/Wholesale	Yes	\$	53,625	\$	52,889	105%	\$3,559	\$0
32	YP2845	2024	Volvo	XC90	157	Auction/Wholesale	Yes	\$	67,650	\$	64,500	98%	\$2,043	\$1,000
33	Y24164A	2019	Volvo	S60	66	Trade on New	No	\$	23,995	\$	23,600	122%	\$991	(\$174)

Scoreboard Totals

% Retailed of Non-Franchise Make	4%
Total # Retail Units	51
Avg. Days to Sale	58.6
Avg. Advertised Price (Time of Sale)	\$ 39,542
Avg. Transaction Price	\$ 38,106
Avg. Market Price at 100%	\$ 37,751
Avg. Price to Market % (Time of Sale)	105%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ 1,436
Avg. Front-End Gross	\$ 1,377
Avg. Finance Gross	\$ 185
PUVR	\$ 1,562
Total Gross (Units & PUVR)	\$ 79,666
GROI	25%
% with Trade	49%
Avg. Over/Under Allowance	\$7



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Wayne Staib	
% Retailed of Non-New Franchise	4%	4%	#DIV/0!
Total # Retail Units	51	51	0
Avg. Days to Sale	58.6	58.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,542	\$ 39,542	#DIV/0!
Avg. Transaction Price	\$ 38,106	\$ 38,106	#DIV/0!
Avg. Market Price at 100%	\$ 37,751	\$ 37,984	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	104%	#DIV/0!
Avg. Transaction to Market	101%	100%	#DIV/0!
Avg. Transactional Discount	\$ 1,436	\$ 1,436	#DIV/0!
Avg. Front-End Gross	\$ 1,377	\$ 1,377	#DIV/0!
Avg. Finance Gross	\$ 185	\$ 185	#DIV/0!
PUVR	\$ 1,562	\$ 1,562	#DIV/0!
Total Gross (Units & PUVR)	\$ 79,666	\$ 79,666	#DIV/0!
GROI	25%	25%	#DIV/0!
% with Trade	49%	49%	#DIV/0!
Avg. Over/Under Allowance	7	7	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Steven Migash	Bob Baker
% Retailed of Non-New Franchise	4%	0%	9%
Total # Retail Units	51	28	23
Avg. Days to Sale	58.6	59.6	57.4
Avg. Advertised Price (Time of Sale)	\$ 39,542	\$ 42,979	\$ 35,359
Avg. Transaction Price	\$ 38,106	\$ 41,301	\$ 34,216
Avg. Market Price at 100%	\$ 37,751	\$ 40,922	\$ 34,407
Avg. Price to Market % (Time of Sale)	105%	105%	103%
Avg. Transaction to Market	101%	101%	99%
Avg. Transactional Discount	\$ 1,436	\$ 1,677	\$ 1,143
Avg. Front-End Gross	\$ 1,377	\$ 1,507	\$ 1,220
Avg. Finance Gross	\$ 185	\$ 219	\$ 143
PUVR	\$ 1,562	\$ 1,725	\$ 1,363
Total Gross (Units & PUVR)	\$ 79,666	\$ 48,310	\$ 31,356
GROI	25%	25%	25%
% with Trade	49%	39%	61%
Avg. Over/Under Allowance	7	-73	104



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Bob Baker	Steven Migash
% Retailed of Non-New Franchise	4%	9%	0%
Total # Retail Units	51	22	29
Avg. Days to Sale	58.6	46.8	67.7
Avg. Advertised Price (Time of Sale)	\$ 39,542	\$ 35,080	\$ 42,928
Avg. Transaction Price	\$ 38,106	\$ 33,980	\$ 41,236
Avg. Market Price at 100%	\$ 37,751	\$ 34,065	\$ 40,956
Avg. Price to Market % (Time of Sale)	105%	103%	105%
Avg. Transaction to Market	101%	100%	101%
Avg. Transactional Discount	\$ 1,436	\$ 1,100	\$ 1,692
Avg. Front-End Gross	\$ 1,377	\$ 1,408	\$ 1,354
Avg. Finance Gross	\$ 185	\$ 150	\$ 211
PUVR	\$ 1,562	\$ 1,558	\$ 1,565
Total Gross (Units & PUVR)	\$ 79,666	\$ 34,272	\$ 45,394
GROI	25%	35%	20%
% with Trade	49%	59%	41%
Avg. Over/Under Allowance	7	59	-32



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	51	32	19
Avg. Days to Sale	58.6	64.0	49.6
Avg. Advertised Price (Time of Sale)	\$ 39,542	\$ 42,771	\$ 32,666
Avg. Transaction Price	\$ 38,106	\$ 41,336	\$ 32,666
Avg. Market Price at 100%	\$ 37,751	\$ 41,343	\$ 32,326
Avg. Price to Market % (Time of Sale)	105%	103%	101%
Avg. Transaction to Market	101%	100%	101%
Avg. Transactional Discount	\$ 1,436	\$ 1,435	\$ 1,438
Avg. Front-End Gross	\$ 1,377	\$ 1,531	\$ 1,118
Avg. Finance Gross	\$ 185	\$ 189	\$ 178
PUVR	\$ 1,562	\$ 1,720	\$ 1,295
Total Gross (Units & PUVR)	\$ 79,666	\$ 55,052	\$ 24,614
GROI	25%	23%	29%
% with Trade	49%	47%	53%
Avg. Over/Under Allowance	7	41	-49



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	51	49	2
Avg. Days to Sale	58.6	60.8	7.0
Avg. Advertised Price (Time of Sale)	\$ 39,542	\$ 40,547	\$ 14,402
Avg. Transaction Price	\$ 38,106	\$ 39,073	\$ 14,402
Avg. Market Price at 100%	\$ 37,751	\$ 38,922	\$ 14,999
Avg. Price to Market % (Time of Sale)	105%	104%	96%
Avg. Transaction to Market	101%	100%	96%
Avg. Transactional Discount	\$ 1,436	\$ 1,474	\$ 526
Avg. Front-End Gross	\$ 1,377	\$ 1,382	\$ 1,253
Avg. Finance Gross	\$ 185	\$ 192	\$ -
PUVR	\$ 1,562	\$ 1,575	\$ 1,253
Total Gross (Units & PUVR)	\$ 79,666	\$ 77,160	\$ 2,506
GROI	25%	24%	447%
% with Trade	49%	51%	0%
Avg. Over/Under Allowance	7	7	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	51	8	4
% of Retail Units	100%	16%	8%
% Retailed of Non-New Franchise	4%	0%	50%
Avg. Days to Sale	58.6	46.8	18.0
Avg. Transaction Price	\$ 38,106	\$ 30,557	\$ 20,776
Avg. Transaction to Market %	101%	106%	102%
Avg. Transactional Discount	\$ 1,436	\$ 626	\$ 825
Avg. Front End Gross	\$ 1,377	\$ 1,661	\$ 335
Avg. Finance Gross	\$ 185	\$ 60	\$ 82
PUVR	\$ 1,562	\$ 1,721	\$ 417
Total Gross (Units & PUVR)	\$ 79,666	\$ 13,766	\$ 1,666
GROI	25%	43%	40%
% with Trade	49%	63%	0%
Avg. Over/Under Allowance	7	-63	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	33	6	0
0%	65%	12%	0%
#DIV/0!	0%	0%	#DIV/0!
#DIV/0!	64.7	68.5	#DIV/0!
#DIV/0!	\$ 39,613	\$ 51,437	#DIV/0!
#DIV/0!	100%	99%	#DIV/0!
#DIV/0!	\$ 1,579	\$ 2,137	#DIV/0!
#DIV/0!	\$ 1,421	\$ 1,452	#DIV/0!
#DIV/0!	\$ 209	\$ 287	#DIV/0!
#DIV/0!	\$ 1,630	\$ 1,739	#DIV/0!
#DIV/0!	\$ 53,800	\$ 10,434	#DIV/0!
#DIV/0!	23%	18%	#DIV/0!
#DIV/0!	45%	83%	#DIV/0!
#DIV/0!	48	-122	#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	51	24	8
% of Retail Units	100%	47%	16%
% Retailed of Non-New Franchise	4%	8%	0%
Avg. Days to Sale	58.6	11.6	38.1
Avg. Transaction Price	\$ 38,106	\$ 34,337	\$ 37,954
Avg. Transaction to Market %	101%	100%	102%
Avg. Transactional Discount	\$ 1,436	\$ 985	\$ 1,393
Avg. Front End Gross	\$ 1,377	\$ 1,969	\$ 2,702
Avg. Finance Gross	\$ 185	\$ 218	\$ (44)
PUVR	\$ 1,562	\$ 2,187	\$ 2,659
Total Gross (Units & PUVR)	\$ 79,666	\$ 52,481	\$ 21,268
GROI	25%	197%	66%
% with Trade	49%	46%	13%
Avg. Over/Under Allowance	7	0	-63



46-60 days	61-90 days	90+ days
3	5	11
6%	10%	22%
0%	0%	0%
52.7	71.0	172.2
\$ 49,538	\$ 40,844	\$ 42,077
100%	107%	100%
\$ 2,374	\$ 1,315	\$ 2,254
\$ 1,359	\$ 911	\$ (660)
\$ 240	\$ (35)	\$ 364
\$ 1,599	\$ 876	\$ (297)
\$ 4,798	\$ 4,382	\$ (3,263)
22%	11%	-1%
33%	60%	82%
-411	0	191