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New Car Franchise(s)

Toyota



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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	B114371	2021	Chevrolet	Silverado	5	Trade on New	No	\$ 56,987	\$ 49,987	137%	\$3,814	\$0
2	114201	2019	Toyota	Rav4 Hybird	14	Trade on New	Yes	\$ 33,987	\$ 33,987	117%	\$7,228	\$4,472
3	114821	2017	Toyota	Rav4	6	Trade on New	No	\$ 24,987	\$ 24,987	118%	\$5,964	\$413
4	607270	2020	Toyota	Tacoma	60		Yes	\$ 32,789	\$ 32,789	84%	\$3,363	\$5,408
5	B114831	2013	Toyota	Rav4	6	Trade on New	No	\$ 17,987	\$ 17,987	108%	\$5,531	\$256
6	607381	2022	Toyota	Rav4	31	Trade on Used	Yes	\$ 39,987	\$ 37,987	107%	\$3,990	\$0
7	66921	2021	Toyota	Prius	58	Trade on Used	Yes	\$ 25,498	\$ 25,498	97%	(\$1,598)	\$2,023
8	607580	2022	Subaru	Outback	11		No	\$ 28,987	\$ 28,987	113%	\$2,514	\$5,023
9	607490	2021	Ford	Expedition	29		No	\$ 40,564	\$ 40,564	98%	\$4,290	\$2,837
10	B607570	2010	Ford	F350	15		No	\$ 21,999	\$ 19,500		\$7,120	\$2,986
11	114101	2022	Toyota	Corolla Cross	53	Trade on New	Yes	\$ 29,564	\$ 29,564	99%	\$976	\$0
12	113701	2024	Jeep	Grand Cherokee	44	Trade on New	No	\$ 36,987	\$ 36,987	84%	\$1,438	\$1,831
13	114001	2022	Toyota	Tacoma	28	Trade on New	Yes	\$ 32,987	\$ 32,987	80%	\$2,023	\$1,150
14	607530	2017	Toyota	Tundra	28		No	\$ 29,564	\$ 29,564		\$2,427	\$4,128
15	113941	2021	Hyundai	Elantra	41	Trade on New		\$ 14,564	\$ 14,564	88%	\$2,666	\$3,504
16	112991	2021	Toyota	Tacoma	60	Trade on New		\$ 32,987	\$ 39,987	87%	\$2,249	\$966
17	607480	2020	Toyota	Highldner	41		No	\$ 30,564	\$ 30,564	93%	\$928	\$2,909
18	T607510	2023	Toyota	Tacoma	41	Other	Yes	\$ 40,564	\$ 40,564	96%	\$1,288	\$3,614
19	114451	2021	Toyota	Rav4	41	Trade on New		\$ 38,564	\$ 28,564	102%	\$3,817	\$5,625
20	607520	2024	Toyota	Rav4	36		Yes	\$ 46,564	\$ 49,564	93%	\$2,798	\$9,281
21	T607710	2024	Toyota	Sienna	10	Other	Yes	\$ 57,987	\$ 50,125	114%	\$6,932	\$0
22	112722	2022	Ford	Ranger	46	Trade on Used	No	\$ 32,564	\$ 32,564	97%	\$81	\$4,623
23	B607390	2022	Chrysler	Voyager	61		No	\$ 20,564	\$ 20,564	91%	\$204	\$0
24	B114002	2007	Toyota	Tacoma	9	Trade on Used	No	\$ 17,987	\$ 17,987	150%	\$6,417	\$270
25	BT607591	2014	Jeep	Wrangler	22	Trade on Used	No	\$ 23,987	\$ 23,482	126%	\$6,908	\$2,403
26	B607211	2013	Ford	Focus	79	Trade on Used	No	\$ 9,999	\$ 9,499	132%	\$5,013	\$0
27	B607531	2012	Toyota	4Runner	12	Trade on Used	No	\$ 19,987	\$ 19,987	85%	\$5,961	\$0

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Scoreboard Totals

% Retailed of Non-Franchise Make	38%
Total # Retail Units	29
Avg. Days to Sale	34.2
Avg. Advertised Price (Time of Sale)	\$ 30,735
Avg. Transaction Price	\$ 30,032
Avg. Market Price at 100%	\$ 29,511
Avg. Price to Market % (Time of Sale)	104%
Avg. Transaction to Market	102%
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 3,509
Avg. Finance Gross	\$ 2,390
PUVR	#REF!
Total Gross (Units & PUVR)	#REF!
GROI	#REF!
% with Trade	55%
Avg. Over/Under Allowance	(\$624)



ACADEMY

Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Kelly Milburn
% Retailed of Non-New Franchise	38%	#DIV/0!	39%
Total # Retail Units	29	0	23
Avg. Days to Sale	34.2	#DIV/0!	33.0
Avg. Advertised Price (Time of Sale)	\$ 30,735	#DIV/0!	\$ 31,118
Avg. Transaction Price	\$ 30,032	#DIV/0!	\$ 30,596
Avg. Market Price at 100%	\$ 29,511	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	104%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	\$ 546
Avg. Front-End Gross	\$ 3,509	#DIV/0!	\$ 3,607
Avg. Finance Gross	\$ 2,390	#DIV/0!	\$ 2,545
PUVR	#REF!	#DIV/0!	\$ 6,087
Total Gross (Units & PUVR)	#REF!	#DIV/0!	\$ 140,011
GROI	#REF!	#DIV/0!	217%
% with Trade	55%	#DIV/0!	57%
Avg. Over/Under Allowance	-624	#DIV/0!	-435



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Chris Manwill	James Labine	nythony Hernandez	
50%	0%	#DIV/0!	#DIV/0!
4	2	0	0
48.3	20.0	#DIV/0!	#DIV/0!
\$ 31,512	\$ 24,776	#DIV/0!	#DIV/0!
\$ 29,422	\$ 24,776	#DIV/0!	#DIV/0!
\$ 29,575	#DIV/0!	#DIV/0!	#DIV/0!
107%	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,091	\$ -	#DIV/0!	#DIV/0!
\$ 2,607	\$ 4,194	#DIV/0!	#DIV/0!
\$ 1,662	\$ 2,064	#DIV/0!	#DIV/0!
\$ 4,269	\$ 6,258	#DIV/0!	#DIV/0!
\$ 17,074	\$ 12,516	#DIV/0!	#DIV/0!
108%	455%	#DIV/0!	#DIV/0!
75%	0%	#DIV/0!	#DIV/0!
-1,376	#DIV/0!	#DIV/0!	#DIV/0!

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Scoreboard

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Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	38%	#DIV/0!	#DIV/0!
Total # Retail Units	29	0	0
Avg. Days to Sale	34.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,735	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,032	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,511	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	104%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,509	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,390	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	55%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-624	#DIV/0!	#DIV/0!



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Scoreboard

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Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	38%	#DIV/0!	#DIV/0!
Total # Retail Units	29	0	0
Avg. Days to Sale	34.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,735	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,032	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,511	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	104%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,509	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,390	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	55%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-624	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	29	10	16
Avg. Days to Sale	34.2	38.2	29.3
Avg. Advertised Price (Time of Sale)	\$ 30,735	\$ 36,993	\$ 26,548
Avg. Transaction Price	\$ 30,032	\$ 36,305	\$ 26,548
Avg. Market Price at 100%	\$ 29,511	\$ 37,301	#DIV/0!
Avg. Price to Market % (Time of Sale)	104%	99%	#DIV/0!
Avg. Transaction to Market	102%	97%	#DIV/0!
Avg. Transactional Discount	#REF!	\$ 762	\$ 657
Avg. Front-End Gross	\$ 3,509	\$ 3,224	\$ 3,800
Avg. Finance Gross	\$ 2,390	\$ 2,828	\$ 1,934
PUVR	#REF!	\$ 5,883	\$ 5,734
Total Gross (Units & PUVR)	#REF!	\$ 58,830	\$ 91,740
GROI	#REF!	153%	266%
% with Trade	55%	70%	50%
Avg. Over/Under Allowance	-624	0	-232



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	29	18	11
Avg. Days to Sale	34.2	32.5	37.0
Avg. Advertised Price (Time of Sale)	\$ 30,735	\$ 32,364	\$ 27,115
Avg. Transaction Price	\$ 30,032	\$ 31,816	\$ 27,115
Avg. Market Price at 100%	\$ 29,511	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	104%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	\$ 580	\$ 955
Avg. Front-End Gross	\$ 3,509	\$ 3,641	\$ 3,295
Avg. Finance Gross	\$ 2,390	\$ 2,380	\$ 2,406
PUVR	#REF!	\$ 5,930	\$ 5,701
Total Gross (Units & PUVR)	#REF!	\$ 106,737	\$ 62,707
GROI	#REF!	206%	205%
% with Trade	55%	56%	55%
Avg. Over/Under Allowance	-624	-689	-525



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	29	12	7
% of Retail Units	100%	41%	24%
% Retailed of Non-New Franchise	38%	33%	43%
Avg. Days to Sale	34.2	33.6	36.7
Avg. Transaction Price	\$ 30,032	\$ 30,096	\$ 23,858
Avg. Transaction to Market %	102%	92%	111%
Avg. Transactional Discount	#REF!	\$ 909	\$ 429
Avg. Front End Gross	\$ 3,509	\$ 3,595	\$ 3,825
Avg. Finance Gross	\$ 2,390	\$ 1,984	\$ 1,331
PUVR	#REF!	\$ 5,398	\$ 5,156
Total Gross (Units & PUVR)	#REF!	\$ 64,771	\$ 36,091
GROI	#REF!	192%	212%
% with Trade	55%	42%	57%
Avg. Over/Under Allowance	-624	-1,405	-1,082



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BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	2
0%	0%	7%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	25.5
#DIV/0!	#DIV/0!	\$ 45,345
#DIV/0!	#DIV/0!	97%
#DIV/0!	#DIV/0!	\$ 3,931
#DIV/0!	#DIV/0!	\$ 4,110
#DIV/0!	#DIV/0!	\$ 1,807
#DIV/0!	#DIV/0!	\$ 5,917
#DIV/0!	#DIV/0!	\$ 11,834
#DIV/0!	#DIV/0!	184%
#DIV/0!	#DIV/0!	50%
#DIV/0!	#DIV/0!	-500

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	29	13	7
% of Retail Units	100%	45%	24%
% Retailed of Non-New Franchise	38%	38%	29%
Avg. Days to Sale	34.2	15.0	39.3
Avg. Transaction Price	\$ 30,032	\$ 30,010	\$ 34,113
Avg. Transaction to Market %	102%	#DIV/0!	91%
Avg. Transactional Discount	#REF!	\$ 1,374	\$ 1,286
Avg. Front End Gross	\$ 3,509	\$ 5,164	\$ 2,418
Avg. Finance Gross	\$ 2,390	\$ 1,841	\$ 3,823
PUVR	#REF!	\$ 7,005	\$ 6,241
Total Gross (Units & PUVR)	#REF!	\$ 91,065	\$ 43,689
GROI	#REF!	560%	168%
% with Trade	55%	38%	57%
Avg. Over/Under Allowance	-624	260	158



46-60 days	61-90 days	90+ days
7	2	0
24%	7%	0%
29%	100%	#DIV/0!
54.6	70.0	#DIV/0!
\$ 30,279	\$ 15,032	#DIV/0!
84%	108%	#DIV/0!
\$ (1,167)	\$ 250	#DIV/0!
\$ 1,786	\$ 2,609	#DIV/0!
\$ 2,659	\$ -	#DIV/0!
\$ 4,445	\$ 2,609	#DIV/0!
\$ 31,112	\$ 5,217	#DIV/0!
97%	89%	#DIV/0!
71%	100%	#DIV/0!
-2,325	250	#DIV/0!