









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	R1908A	23	Infiniti	QX80	40	Trade on Used	No	\$ 56,588	\$ 56,441	100%	\$2,005	\$0
2	R1963	21	Infiniti	QX50	32	Auction/Wholesale	No	\$ 28,998	\$ 28,998	106%	\$1,076	\$1,047
3	R1973	21	Genesis	GV80	29	Auction/Wholesale	No	\$ 28,998	\$ 28,998	104%	\$324	\$6,879
4	R1996	23	Infiniti	QX60	11	Auction/Wholesale	No	\$ 52,325	\$ 52,588	105%	\$2,898	\$2,878
5	R1888	74	Land Rover	RANGE ROVER	74	Auction/Wholesale	No	\$ 52,998	\$ 52,998	93%	\$642	\$6,311
6	R1837	21	Audi	Q5	121	Auction/Wholesale	No	\$ 29,388	\$ 29,388	89%	(\$2,890)	\$1,665
7	LR9470	23	Infiniti	QX60	96	Loaner	Yes	\$ 45,998	\$ 45,998	100%	(\$2,548)	\$0
8	RX8129B	17	Acura	MDX	49	Trade on Used	No	\$ 20,500	\$ 20,500	102%	\$628	\$2,690
9	R1834	23	Mercedes-Benz	C300	124	Auction/Wholesale	No	\$ 36,898	\$ 36,898	94%	(\$2,767)	\$3,692
10	R1891	21	Infiniti	QX50	78	Auction/Wholesale	No	\$ 31,998	\$ 31,998	96%	(\$1,023)	\$1,114
11	R1924	23	Infiniti	QX80	54	Auction/Wholesale	Yes	\$ 54,588	\$ 54,588	99%	\$3,262	\$2,893
12	LR9507	23	Infiniti	QX55	1	Loaner	Yes	\$ 39,588	\$ 39,588	100%	\$3,540	\$2,812
13	RX8159A	23	Infiniti	QX80	22	Trade on New	No	\$ 59,998	\$ 59,998	102%	\$3,263	\$0
14	LR9456B	22	Ford	F-150	66	Trade on Used	No	\$ 54,898	\$ 54,898	96%	\$1,047	\$2,714
15	RX8159Z	21	Mercedes-Benz	E-450 CV	22	Trade on Used	No	\$ 52,998	\$ 52,998	91%	\$3,385	\$5,781
16	LR9484	23	Infiniti	QX80	87	Loaner	No	\$ 53,588	\$ 53,588	103%	(\$6,720)	\$1,417
17	R1965	23	GMC	YUKON	39	Auction/Wholesale	No	\$ 65,588	\$ 65,588	102%	\$891	\$4,848
18	R1899	21	Mazda	CX-9	75	Auction/Wholesale	No	\$ 32,688	\$ 32,688	98%	(\$365)	\$1,317
19	LR9514	23	Infiniti	QX80	5	Loaner	Yes	\$ 57,898	\$ 57,898	104%	(\$5,272)	\$3,680
20	R1954	21	Cadillac	XT6	44	Auction/Wholesale	No	\$ 37,898	\$ 37,898	100%	\$604	\$5,022
21	RX5223B	21	Infiniti	Q50	8	Trade on Used	Yes	\$ 28,998	\$ 28,998	102%	\$2,674	\$1,516
22	RX8144A	21	Infiniti	QX80	17	Trade on New	No	\$ 42,989	\$ 42,989	102%	\$10,258	\$5,012
23	R1879	21	Infiniti	QX50	90	Auction/Wholesale	No	\$ 27,498	\$ 27,498	99%	(\$2,745)	\$426
24	LR9505	23	Infiniti	QX50	7	Loaner	Yes	\$ 39,998	\$ 39,998	104%	(\$192)	\$1,814
25	R1968	41	Chrysler	PACIFICA	41	Auction/Wholesale	No	\$ 29,998	\$ 29,998	103%	(\$761)	\$3,421
26	R1980	21	Porsche	CAYENNE	26	Auction/Wholesale	No	\$ 55,998	\$ 55,998	99%	\$4,366	\$2,787
27	RX5223Z	19	Lexus	ES350	17	Trade on Used	No	\$ 33,588	\$ 33,076	104%	\$3,433	\$1,606
28	RX55107A	22	Porsche	MACAN	72	Trade on New	No	\$ 52,998	\$ 52,998	93%	\$6,941	\$6,211

29	R1958	21	Mazda	CX-30	50	Auction/Wholesale	No	\$	22,989	\$	22,989	103%	\$445	\$610
30	R1933	21	BMW	5SERIES	60	Auction/Wholesale	No	\$	24,998	\$	24,998	104%	(\$1,447)	\$3,820
31	R2005	24	Infiniti	QX80	10	Auction/Wholesale	Yes	\$	67,599	\$	67,599	104%	\$7,588	\$5,262
32	RX8153A	21	Lexus	RX350	54	Auction/Wholesale	No	\$	36,998	\$	36,998	100%	\$2,280	\$3,021
33	LR9497	23	Infiniti	QX55	35	Loaner	Yes	\$	44,998	\$	44,998	104%	(\$1,589)	\$3,226
34	R1898	19	BMW	440	84	Auction/Wholesale	No	\$	25,638	\$	25,638	94%	(\$628)	\$1,539
35	R1938A	16	Infiniti	QX80	26	Trade on Used	No	\$	17,998	\$	17,998	105%	\$4,994	\$0
36	RX8152B	17	Infiniti	QX60	25	Trade on Used	No	\$	15,688	\$	15,998	107%	\$2,942	\$0
37	R1947	22	BMW	X3	57	Auction/Wholesale	No	\$	34,599	\$	34,599	101%	\$43	\$0
38	LR9511	23	Infiniti	QX60	14	Loaner	Yes	\$	51,998	\$	51,998	109%	\$907	\$1,814
39	R1993	21	Mazda	6	33	Auction/Wholesale	No	\$	22,898	\$	22,898	105%	(\$129)	\$0
40	RX6617A	18	Infiniti	QX80	46	Trade on Used	No	\$	21,898	\$	21,898	97%	\$2,119	\$0
41	LR9486	23	Infiniti	QX55	84	Loaner	Yes	\$	42,898	\$	42,898	104%	(\$409)	\$0
42	R2008	24	Infiniti	QX80	15	Auction/Wholesale	No	\$	66,998	\$	66,052	102%	\$3,067	\$9,885
43	R1870	24	Infiniti	QX60	107	Auction/Wholesale	No	\$	44,588	\$	44,588	94%	(\$2,097)	\$2,135
44	R2013	23	Infiniti	QX60	4	Auction/Wholesale	Yes	\$	45,998	\$	45,998	105%	\$1,082	\$ 5,729.00
45	RX6611A	16	Infiniti	QX650	3	Auction/Wholesale	No	\$	15,998	\$	15,998	106%	\$3,714	\$0
46	RX8161A	23	Jaguar	F-PACE	13	Trade on Used	No	\$	44,998	\$	44,998	104%	\$5,342	\$0
47	R1892	21	BMW	228	94	Auction/Wholesale	No	\$	24,388	\$	24,388	92%	(\$985)	\$2,000
48	R1952	19	Lexus	UX	61	Auction/Wholesale	No	\$	25,998	\$	25,998	99%	(\$517)	\$714
49	R1981	21	Ford	EXPEDITION	43	Auction/Wholesale	No	\$	46,698	\$	46,698	101%	\$1,478	\$2,321
50	R1995	21	Infiniti	QX50	33	Auction/Wholesale	Yes	\$	32,998	\$	32,998	103%	\$3,290	\$3,599
51	R1896	22	Ford	F-150	95	Auction/Wholesale	No	\$	51,500	\$	51,500	100%	(\$2,660)	\$6,599
52	RX6609A	19	Lexus	RX350	70	Trade on New	No	\$	29,588	\$	29,588	103%	\$3,141	\$2,138
53	R1981A	17	Lexus	GX460	4	Trade on Used	No	\$	28,998	\$	28,998	99%	\$4,197	\$0

## Scoreboard Totals

% Retailed of Non-Franchise Make	54%
Total # Retail Units	112
Avg. Days to Sale	48.6
Avg. Advertised Price (Time of Sale)	\$ 37,253
Avg. Transaction Price	\$ 37,251
Avg. Market Price at 100%	\$ 37,263
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 2
Avg. Front-End Gross	\$ 769
Avg. Finance Gross	\$ 4,223
PUVR	\$ 4,991
Total Gross (Units & PUVR)	\$ 559,032
GROI	99%
% with Trade	39%
Avg. Over/Under Allowance	\$203



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	54%	#DIV/0!	#DIV/0!
Total # Retail Units	112	0	0
Avg. Days to Sale	48.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,253	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,251	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 37,263	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 769	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 4,223	#DIV/0!	#DIV/0!
PUVR	\$ 4,991	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 559,032	#DIV/0!	#DIV/0!
GROI	99%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	203	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		Quinton Burns
% Retailed of Non-New Franchise	54%	#DIV/0!	44%
Total # Retail Units	112	0	16
Avg. Days to Sale	48.6	#DIV/0!	40.0
Avg. Advertised Price (Time of Sale)	\$ 37,253	#DIV/0!	\$ 40,565
Avg. Transaction Price	\$ 37,251	#DIV/0!	\$ 40,515
Avg. Market Price at 100%	\$ 37,263	#DIV/0!	\$ 40,020
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	101%
Avg. Transaction to Market	100%	#DIV/0!	101%
Avg. Transactional Discount	\$ 2	#DIV/0!	\$ 50
Avg. Front-End Gross	\$ 769	#DIV/0!	\$ 388
Avg. Finance Gross	\$ 4,223	#DIV/0!	\$ 2,325
PUVR	\$ 4,991	#DIV/0!	\$ 2,713
Total Gross (Units & PUVR)	\$ 559,032	#DIV/0!	\$ 43,411
GROI	99%	#DIV/0!	60%
% with Trade	39%	#DIV/0!	25%
Avg. Over/Under Allowance	203	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	54%	#DIV/0!	#DIV/0!
Total # Retail Units	112	0	0
Avg. Days to Sale	48.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,253	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,251	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 37,263	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 769	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 4,223	#DIV/0!	#DIV/0!
PUVR	\$ 4,991	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 559,032	#DIV/0!	#DIV/0!
GROI	99%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	203	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	112	23	89
Avg. Days to Sale	48.6	35.1	52.1
Avg. Advertised Price (Time of Sale)	\$ 37,253	\$ 46,222	\$ 34,940
Avg. Transaction Price	\$ 37,251	\$ 46,191	\$ 34,940
Avg. Market Price at 100%	\$ 37,263	\$ 45,141	\$ 35,246
Avg. Price to Market % (Time of Sale)	100%	102%	99%
Avg. Transaction to Market	100%	102%	99%
Avg. Transactional Discount	\$ 2	\$ 30	\$ (5)
Avg. Front-End Gross	\$ 769	\$ 216	\$ 911
Avg. Finance Gross	\$ 4,223	\$ 2,301	\$ 4,719
PUVR	\$ 4,991	\$ 2,517	\$ 5,631
Total Gross (Units & PUVR)	\$ 559,032	\$ 57,893	\$ 501,139
GROI	99%	56%	111%
% with Trade	39%	39%	39%
Avg. Over/Under Allowance	203	0	271



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	112	52	60
Avg. Days to Sale	48.6	37.7	58.2
Avg. Advertised Price (Time of Sale)	\$ 37,253	\$ 40,494	\$ 34,471
Avg. Transaction Price	\$ 37,251	\$ 40,458	\$ 34,471
Avg. Market Price at 100%	\$ 37,263	\$ 39,852	\$ 35,047
Avg. Price to Market % (Time of Sale)	100%	102%	98%
Avg. Transaction to Market	100%	102%	98%
Avg. Transactional Discount	\$ 2	\$ 36	\$ (27)
Avg. Front-End Gross	\$ 769	\$ 951	\$ 611
Avg. Finance Gross	\$ 4,223	\$ 2,129	\$ 6,038
PUVR	\$ 4,991	\$ 3,080	\$ 6,648
Total Gross (Units & PUVR)	\$ 559,032	\$ 160,137	\$ 398,895
GROI	99%	73%	119%
% with Trade	39%	44%	35%
Avg. Over/Under Allowance	203	136	284



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	112	12	28
% of Retail Units	100%	11%	25%
% Retailed of Non-New Franchise	54%	50%	61%
Avg. Days to Sale	48.6	39.2	41.1
Avg. Transaction Price	\$ 37,251	\$ 42,727	\$ 27,357
Avg. Transaction to Market %	100%	100%	121%
Avg. Transactional Discount	\$ 2	\$ -	\$ (72)
Avg. Front End Gross	\$ 769	\$ 3,325	\$ 2,007
Avg. Finance Gross	\$ 4,223	\$ 2,461	\$ 8,803
PUVR	\$ 4,991	\$ 5,787	\$ 10,810
Total Gross (Units & PUVR)	\$ 559,032	\$ 69,438	\$ 302,670
GROI	99%	124%	346%
% with Trade	39%	58%	25%
Avg. Over/Under Allowance	203	500	500



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	57	14	0
1%	51%	13%	0%
0%	65%	0%	#DIV/0!
23.0	56.2	43.0	#DIV/0!
\$ 26,998	\$ 39,336	\$ 44,589	#DIV/0!
105%	99%	103%	#DIV/0!
\$ -	\$ 45	\$ (21)	#DIV/0!
\$ (987)	\$ 300	\$ (1,867)	#DIV/0!
\$ 215	\$ 2,977	\$ 1,931	#DIV/0!
\$ (772)	\$ 3,277	\$ 64	#DIV/0!
\$ (772)	\$ 186,806	\$ 890	#DIV/0!
-45%	53%	1%	#DIV/0!
0%	42%	43%	#DIV/0!
#DIV/0!	96	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	112	40	16
% of Retail Units	100%	36%	14%
% Retailed of Non-New Franchise	54%	35%	56%
Avg. Days to Sale	48.6	15.5	38.9
Avg. Transaction Price	\$ 37,251	\$ 37,398	\$ 44,706
Avg. Transaction to Market %	100%	117%	102%
Avg. Transactional Discount	\$ 2	\$ (41)	\$ 40
Avg. Front End Gross	\$ 769	\$ 2,365	\$ 595
Avg. Finance Gross	\$ 4,223	\$ 2,349	\$ 1,999
PUVR	\$ 4,991	\$ 4,714	\$ 2,594
Total Gross (Units & PUVR)	\$ 559,032	\$ 188,560	\$ 41,503
GROI	99%	292%	54%
% with Trade	39%	48%	38%
Avg. Over/Under Allowance	203	111	125



46-60 days	61-90 days	90+ days
18	26	12
16%	23%	11%
50%	73%	75%
53.1	77.8	102.2
\$ 35,282	\$ 34,287	\$ 36,194
100%	97%	94%
\$ 57	\$ 10	\$ -
\$ 1,105	\$ (411)	\$ (2,269)
\$ 2,038	\$ 10,181	\$ 3,802
\$ 3,143	\$ 9,770	\$ 1,533
\$ 56,566	\$ 254,008	\$ 18,395
60%	132%	15%
39%	27%	42%
60	625	0