

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	T24769A	2022	Acura	MDX	11	Trade on New	Yes	\$ 45,731	\$ 45,731	100%	\$1,185	\$0
2	I1686	2020	Acura	MDX	1	Auction/Wholesale	Yes	\$ 34,998	\$ 34,998	100%	\$250	\$0
3	L1759	2023	Acura	Integra	1	LBO Customer	No	\$ 30,409	\$ 30,409	100%	\$0	\$0
4	I1677	2020	Ford	Explorer	49	Auction/Wholesale	No	\$ 863	\$ 267	95%	\$863	\$267
5	I1687	2016	Chevrolet	Colorado	13	Auction/Wholesale	No	\$ 18,849	\$ 18,849	102%	\$250	\$752
6	I1683	2015	Acura	TLX	23	Auction/Wholesale	No	\$ 24,499	\$ 24,499	124%	\$3,451	\$2,397
7	F1829	2024	Acura	RDX	25	Loaner	Yes	\$ 52,244	\$ 52,244	100%	\$4,269	\$913
8	T24634A	2022	Acura	RDX	25	Trade on New	Yes	\$ 34,990	\$ 34,990	101%	\$3,305	\$0
9	I1688	2022	Acura	RDX	7	Auction/Wholesale	Yes	\$ 35,839	\$ 35,839	96%	(\$1,651)	\$1,251
10	I1682	2020	Acura	RDX	41	Auction/Wholesale	Yes	\$ 27,928	\$ 27,928	98%	(\$978)	\$182
11	T24752A	2017	Chevrolet	Impala	30	Trade on New	No	\$ 16,499	\$ 16,499	98%	\$4,424	\$0
12	L1760	2021	Acura	RDX	1	LBO Customer	No	\$ 28,550	\$ 28,550	100%	\$0	\$0
13	D1541	2024	Acura	MDX	17	Street/Curb Buy	Yes	\$ 50,837	\$ 50,837	98%	\$2,392	\$914
14	I1697	2018	Honda	CR-V	3	Auction/Wholesale	No	\$ 21,462	\$ 21,462	89%	\$250	\$831
15	T24737A	2023	Ram	2500	29	Trade on New	No	\$ 55,882	\$ 55,882	98%	\$4,789	\$491
16	T24740A	2014	Chevrolet	Malibu	65	Trade on New	No	\$ 9,987	\$ 9,987	91%	(\$2,007)	\$0
17	D1542	2012	Acura	MDX	16	Street/Curb Buy	No	\$ 13,594	\$ 13,594	103%	\$3,342	\$637
18	T25004A	2022	Acura	MDX	7	Trade on New	Yes	\$ 39,998	\$ 39,998	102%	\$1,926	\$1,726
19	I1689	2019	Acura	RDX	28	Auction/Wholesale	No	\$ 22,499	\$ 22,499	103%	\$4,421	\$2,421
20	TD1541A	2022	GMC	Terrain	15	Trade on Used	No	\$ 23,944	\$ 23,944	101%	\$1,677	\$0
21	T24675A	2021	Acura	TLX	21	Trade on New	NO	\$ 27,475	\$ 27,475	101%	\$2,110	\$1,851
22	L1761	2024	Acura	MDX	1	LBO Customer	No	\$ 38,509	\$ 38,509	100%	\$0	\$2,000
23	D1544	2022	Acura	RDX	7	Street/Curb Buy	Yes	\$ 40,605	\$ 40,605	102%	\$3,275	\$3,551
24	I1698	2021	Acura	RDX	17	Auction/Wholesale	Yes	\$ 32,533	\$ 32,533	99%	(\$2,097)	\$300
25	T25007A	2022	Acura	MDX	11	Trade on New	Yes	\$ 41,257	\$ 41,257	99%	\$696	\$1,537
26	T24620A	2024	Honda	Pilot	14	Trade on New	No	\$ 47,952	\$ 47,952	97%	\$2,953	\$0
27	T24796A	2021	Acura	RDX	11	Trade on New	Yes	\$ 34,489	\$ 34,489	103%	\$2,636	\$200
28	I1684	2022	Acura	MDX	80	Auction/Wholesale	Yes	\$ 44,884	\$ 44,884	96%	(\$2,030)	\$0
29	D1543	2020	Acura	MDX	29	Street/Curb Buy	No	\$ 32,260	\$ 32,260	104%	\$2,454	\$0
30	TD1543A	2024	Acura	MDX	17	Trade on Used	Yes	\$ 51,659	\$ 51,659	100%	\$3,282	\$1,551

31	T24755A	2022	Acura	MDX	10	Trade on New	Yes	\$	42,682	\$	42,682	102%	\$1,485	\$0
32	D1545	2021	Acura	RDX	13	Street/Curb Buy	Yes	\$	34,972	\$	34,972	100%	\$1,479	\$637
33	I1701	2019	Chevrolet	Equinox	1	Auction/Wholesale	No	\$	12,666	\$	12,666	90%	\$250	\$310
34	I1692	2017	Ford	Explorer	70	Auction/Wholesale	No	\$	34,800	\$	34,800	94%	(\$10)	\$6,145
35	D1546	2021	Acura	RDX	20	Street/Curb Buy	Yes	\$	34,223	\$	34,223	104%	\$3,572	\$300
36	T24653A	2020	Hyundai	Elantra	24	Trade on New	No	\$	14,788	\$	14,788	101%	\$930	\$0
37	I1700	2021	Acura	TLX	22	Auction/Wholesale	Yes	\$	37,450	\$	37,450	102%	(\$4,000)	\$937
38	I1699	2020	Lexus	ES350	20	Auction/Wholesale	No	\$	32,899	\$	32,899	98%	\$2,492	\$1,237
39	T24517A	2016	Mazda	Mazda3	12	Trade on New	No	\$	13,984	\$	13,984	97%	\$444	\$806
40	T24777A	2021	Acura	RDX	24	Trade on New	Yes	\$	37,962	\$	37,962	105%	\$3,143	\$937
41	TD1545A	2021	Jeep	Wrangler	20	Trade on Used	No	\$	32,413	\$	32,413	103%	\$5,370	\$1,641
42	I1703	2022	Acura	RDX	1	Auction/Wholesale	No	\$	39,948	\$	39,948	99%	\$250	\$2,220
43	I1704	2021	Honda	Passport	1	Auction/Wholesale	No	\$	27,729	\$	27,729	99%	\$250	\$0
44	T25008A	2024	Toyota	Sienna	33	Trade on New	No	\$	56,976	\$	56,976	102%	\$3,954	\$614
45	T25006A	2020	Acura	MDX	29	Trade on New	Yes	\$	32,920	\$	32,920	104%	\$1,323	\$1,451
46	L1763	2021	Acura	RDX	3	LBO Customer	No	\$	26,005	\$	26,005	100%	\$0	\$1,430
47	T24802A	2020	Jeep	Grand Cherokee	45	Trade on New	No	\$	24,490	\$	24,490	98%	\$1,158	\$0
48	F1830	2024	Acura	RDX	25	Loaner	Yes	\$	49,387	\$	49,387	101%	\$7,246	\$6,309
49	T25019A	2020	Acura	MDX	29	Trade on New	Yes	\$	23,900	\$	23,900	96%	(\$758)	\$637
50	L1762	2022	Acura	MDX	49	Loaner	Yes	\$	42,900	\$	42,900	102%	\$809	\$637
51	T24771A	2022	Acura	RDX	28	Trade on New	Yes	\$	36,490	\$	36,490	99%	\$3,629	\$1,237
52	F1831	2024	Acura	MDX	5	Trade on New	Yes	\$	51,330	\$	51,330	102%	\$6,689	\$1,251
53	L1764	2020	Acura	MDX	8	LBO Customer	No	\$	27,960	\$	27,960	100%	\$0	\$254

Scoreboard Totals

% Retailed of Non-Franchise Make	31%
Total # Retail Units	77
Avg. Days to Sale	23.4
Avg. Advertised Price (Time of Sale)	\$ 34,165
Avg. Transaction Price	\$ 34,158
Avg. Market Price at 100%	\$ 34,214
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 8
Avg. Front-End Gross	\$ 1,735
Avg. Finance Gross	\$ 895
PUVR	\$ 2,630
Total Gross (Units & PUVR)	\$ 202,489
GROI	118%
% with Trade	30%
Avg. Over/Under Allowance	\$0



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Jenna	Adam
% Retailed of Non-New Franchise	31%	32%	50%
Total # Retail Units	77	56	2
Avg. Days to Sale	23.4	23.9	16.0
Avg. Advertised Price (Time of Sale)	\$ 34,165	\$ 32,872	\$ 30,686
Avg. Transaction Price	\$ 34,158	\$ 32,862	\$ 30,686
Avg. Market Price at 100%	\$ 34,214	\$ 32,877	\$ 30,632
Avg. Price to Market % (Time of Sale)	100%	100%	100%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ 8	\$ 11	\$ -
Avg. Front-End Gross	\$ 1,735	\$ 1,626	\$ 4,180
Avg. Finance Gross	\$ 895	\$ 847	\$ 150
PUVR	\$ 2,630	\$ 2,473	\$ 4,330
Total Gross (Units & PUVR)	\$ 202,489	\$ 138,496	\$ 8,660
GROI	118%	113%	317%
% with Trade	30%	30%	100%
Avg. Over/Under Allowance	0	0	0



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Ben	Jim		
20%	50%	#DIV/0!	#DIV/0!
15	4	0	0
20.9	30.0	#DIV/0!	#DIV/0!
\$ 40,485	\$ 30,310	#DIV/0!	#DIV/0!
\$ 40,485	\$ 30,310	#DIV/0!	#DIV/0!
\$ 40,892	\$ 30,446	#DIV/0!	#DIV/0!
99%	100%	#DIV/0!	#DIV/0!
99%	100%	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 1,744	\$ 2,004	#DIV/0!	#DIV/0!
\$ 724	\$ 2,573	#DIV/0!	#DIV/0!
\$ 2,468	\$ 4,577	#DIV/0!	#DIV/0!
\$ 37,027	\$ 18,306	#DIV/0!	#DIV/0!
105%	181%	#DIV/0!	#DIV/0!
13%	50%	#DIV/0!	#DIV/0!
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Scoreboard

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Sales Consultant	Totals	Blake	Parker
% Retailed of Non-New Franchise	31%	37%	23%
Total # Retail Units	77	38	30
Avg. Days to Sale	23.4	23.3	23.0
Avg. Advertised Price (Time of Sale)	\$ 34,165	\$ 33,952	\$ 36,192
Avg. Transaction Price	\$ 34,158	\$ 33,952	\$ 36,192
Avg. Market Price at 100%	\$ 34,214	\$ 34,228	\$ 36,242
Avg. Price to Market % (Time of Sale)	100%	99%	100%
Avg. Transaction to Market	100%	99%	100%
Avg. Transactional Discount	\$ 8	\$ -	\$ 0
Avg. Front-End Gross	\$ 1,735	\$ 1,137	\$ 2,361
Avg. Finance Gross	\$ 895	\$ 680	\$ 1,046
PUVR	\$ 2,630	\$ 1,817	\$ 3,407
Total Gross (Units & PUVR)	\$ 202,489	\$ 69,051	\$ 102,209
GROI	118%	83%	148%
% with Trade	30%	29%	33%
Avg. Over/Under Allowance	0	0	0



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Tony	Alejandra	Graehem	Aaron
0%	0%	100%	20%
1	1	1	5
29.0	25.0	45.0	23.0
\$ 23,900	\$ 49,387	\$ 24,490	\$ 26,611
\$ 23,900	\$ 49,387	\$ 24,490	\$ 26,492
\$ 24,896	\$ 48,898	\$ 24,990	\$ 25,417
96%	101%	98%	105%
96%	101%	98%	104%
\$ -	\$ -	\$ -	\$ 119
\$ (758)	\$ 7,246	\$ 1,158	\$ 2,049
\$ 637	\$ 6,309	\$ -	\$ 943
\$ (121)	\$ 13,555	\$ 1,158	\$ 2,992
\$ (121)	\$ 13,555	\$ 1,158	\$ 14,960
-6%	395%	38%	177%
0%	100%	0%	20%
0	0	0	0

Scoreboard

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Finance Manager	Totals	Jenna	Adam
% Retailed of Non-New Franchise	31%	32%	50%
Total # Retail Units	77	62	2
Avg. Days to Sale	23.4	24.4	16.0
Avg. Advertised Price (Time of Sale)	\$ 34,165	\$ 32,835	\$ 30,686
Avg. Transaction Price	\$ 34,158	\$ 32,825	\$ 30,686
Avg. Market Price at 100%	\$ 34,214	\$ 32,857	\$ 30,632
Avg. Price to Market % (Time of Sale)	100%	100%	100%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ 8	\$ 10	\$ -
Avg. Front-End Gross	\$ 1,735	\$ 1,601	\$ 4,180
Avg. Finance Gross	\$ 895	\$ 934	\$ 150
PUVR	\$ 2,630	\$ 2,535	\$ 4,330
Total Gross (Units & PUVR)	\$ 202,489	\$ 157,191	\$ 8,660
GROI	118%	114%	317%
% with Trade	30%	31%	100%
Avg. Over/Under Allowance	0	0	0



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Ben			
23%	#DIV/0!	#DIV/0!	#DIV/0!
13	0	0	0
20.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ 41,047	#DIV/0!	#DIV/0!	#DIV/0!
\$ 41,047	#DIV/0!	#DIV/0!	#DIV/0!
\$ 41,473	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,997	#DIV/0!	#DIV/0!	#DIV/0!
\$ 822	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,818	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36,638	#DIV/0!	#DIV/0!	#DIV/0!
123%	#DIV/0!	#DIV/0!	#DIV/0!
15%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	77	35	42
Avg. Days to Sale	23.4	26.6	20.8
Avg. Advertised Price (Time of Sale)	\$ 34,165	\$ 41,779	\$ 27,806
Avg. Transaction Price	\$ 34,158	\$ 41,779	\$ 27,806
Avg. Market Price at 100%	\$ 34,214	\$ 41,881	\$ 27,897
Avg. Price to Market % (Time of Sale)	100%	100%	100%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ 8	\$ -	\$ 14
Avg. Front-End Gross	\$ 1,735	\$ 2,081	\$ 1,447
Avg. Finance Gross	\$ 895	\$ 1,006	\$ 801
PUVR	\$ 2,630	\$ 3,087	\$ 2,248
Total Gross (Units & PUVR)	\$ 202,489	\$ 108,060	\$ 94,429
GROI	118%	100%	140%
% with Trade	30%	46%	17%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	77	49	24
Avg. Days to Sale	23.4	22.9	24.0
Avg. Advertised Price (Time of Sale)	\$ 34,165	\$ 37,284	\$ 27,169
Avg. Transaction Price	\$ 34,158	\$ 37,284	\$ 27,169
Avg. Market Price at 100%	\$ 34,214	\$ 37,213	\$ 27,600
Avg. Price to Market % (Time of Sale)	100%	100%	98%
Avg. Transaction to Market	100%	100%	98%
Avg. Transactional Discount	\$ 8	\$ 0	\$ 25
Avg. Front-End Gross	\$ 1,735	\$ 1,804	\$ 1,431
Avg. Finance Gross	\$ 895	\$ 946	\$ 766
PUVR	\$ 2,630	\$ 2,750	\$ 2,197
Total Gross (Units & PUVR)	\$ 202,489	\$ 134,753	\$ 52,731
GROI	118%	116%	122%
% with Trade	30%	37%	21%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	77	27	5
% of Retail Units	100%	35%	6%
% Retailed of Non-New Franchise	31%	41%	40%
Avg. Days to Sale	23.4	26.2	23.0
Avg. Transaction Price	\$ 34,158	\$ 34,866	\$ 30,791
Avg. Transaction to Market %	100%	100%	102%
Avg. Transactional Discount	\$ 8	\$ -	\$ -
Avg. Front End Gross	\$ 1,735	\$ 2,157	\$ 3,521
Avg. Finance Gross	\$ 895	\$ 632	\$ 822
PUVR	\$ 2,630	\$ 2,789	\$ 4,343
Total Gross (Units & PUVR)	\$ 202,489	\$ 75,301	\$ 21,714
GROI	118%	110%	221%
% with Trade	30%	26%	40%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
6	22	10	7
8%	29%	13%	9%
0%	50%	0%	0%
17.0	20.0	42.5	2.3
\$ 34,415	\$ 27,381	\$ 49,250	\$ 33,345
102%	97%	99%	100%
\$ -	\$ 27	\$ -	\$ 0
\$ 2,752	\$ 281	\$ 3,507	\$ -
\$ 1,007	\$ 970	\$ 1,569	\$ 662
\$ 3,759	\$ 1,251	\$ 5,076	\$ 662
\$ 22,553	\$ 27,523	\$ 50,761	\$ 4,637
231%	82%	87%	313%
50%	23%	60%	0%
0	0	0	0

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	77	58	10
% of Retail Units	100%	75%	13%
% Retailed of Non-New Franchise	31%	29%	30%
Avg. Days to Sale	23.4	13.8	36.9
Avg. Transaction Price	\$ 34,158	\$ 33,834	\$ 35,571
Avg. Transaction to Market %	100%	100%	99%
Avg. Transactional Discount	\$ 8	\$ 0	\$ -
Avg. Front End Gross	\$ 1,735	\$ 1,812	\$ 1,983
Avg. Finance Gross	\$ 895	\$ 935	\$ 507
PUVR	\$ 2,630	\$ 2,747	\$ 2,490
Total Gross (Units & PUVR)	\$ 202,489	\$ 159,307	\$ 24,896
GROI	118%	212%	68%
% with Trade	30%	29%	30%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
5	3	1
6%	4%	1%
40%	67%	0%
50.2	71.7	170.0
\$ 32,996	\$ 29,890	\$ 57,377
85%	94%	97%
\$ 119	\$ -	\$ -
\$ 1,776	\$ (1,349)	\$ 3,840
\$ 414	\$ 2,048	\$ 1,401
\$ 2,189	\$ 699	\$ 5,241
\$ 10,947	\$ 2,098	\$ 5,241
48%	12%	19%
40%	33%	0%
0	0	0