







Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Same Brand as New	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	Yes	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	P6349	2021	Chevrolet	TRAILBLAZER	118	ntal Fleet (Enterprise, etc.)		Yes	\$ 25,777	\$ 24,995	95%	(\$6,611)	\$0
2	P6402	2022	Chevrolet	Silverado 1500	52	ntal Fleet (Enterprise, etc.)		Yes	\$ 38,995	\$ 33,600	95%	\$3,476	\$2,794
3	P6405	2024	GMC	SIERRA 1500	46	ntal Fleet (Enterprise, etc.)		No	\$ 50,995	\$ 48,400	95%	\$4,980	\$2,839
4	P6444	2022	Toyota	RAV4	29	ntal Fleet (Enterprise, etc.)		No	\$ 28,990	\$ 28,990	95%	\$255	\$7,343
5	284563A	2023	Chevrolet	BOLT	1	Trade on New		Yes	\$ 24,777	\$ 22,997	95%	\$854	\$1,549
6	LP1091	2021	Chevrolet	TRAX	49	LBO OEM/Leasing Co.		Yes	\$ 17,777	\$ 16,418	95%	(\$2,308)	\$1,316
7	310513A	2019	Chevrolet	SILVERADO 1500	20	Trade on New		Yes	\$ 33,995	\$ 31,052	97%	\$570	\$0
8	P6440	2022	Toyota	RAV4	32	ntal Fleet (Enterprise, etc.)		No	\$ 27,777	\$ 26,251	92%	(\$1,798)	\$0
9	P6350	2020	Chevrolet	COLORADO	143	ntal Fleet (Enterprise, etc.)		Yes	\$ 34,777	\$ 33,802	90%	(\$2,814)	\$3,955
10	P6447	2023	Chevrolet	SUBURBAB	32	ntal Fleet (Enterprise, etc.)	Yes	Yes	\$ 51,777	\$ 50,942	93%	(\$1,422)	\$0
11	P6407	2021	Chevrolet	TAHOE	46	Trade on Used	Yes	Yes	\$ 46,777	\$ 43,051	95%	(\$2,257)	\$3,216
12	350993A	2019	Nissan	ROGUE	3	Trade on New	No	No	\$ 24,777	\$ 21,815	95%	\$259	\$1,990
13	201847A	2023	Ford	BRONCO	11	Trade on New	Yes	No	\$ (1,533)	\$ -	95%	\$47,777	\$46,682
14	P6448A	2019	Buick	EBCKAVE	25	Trade on Used	No	No	\$ 24,878	\$ 24,000	95%	(\$1,322)	\$143
15	191238A	2020	Chevrolet	BLAZER	53	Trade on New	Yes	Yes	\$ 32,777	\$ 31,308	95%	(\$935)	\$2,323
16	344492A	2014	Toyota	4RUNNER	14	Trade on New	No	No	\$ 22,777	\$ 21,000	97%	\$22,884	\$23,566
17	403596A	2017	GMC	SIERRA 1500	9	Trade on New	Yes	No	\$ 33,995	\$ 30,997	95%	\$1,045	\$1,282
18	361367A	2014	Chevrolet	Silverado 1500	37	Trade on New	No	Yes	\$ 19,777	\$ 19,777	98%	\$1,873	\$683
19	P6428	2023	Chevrolet	CAMARO	42	Auction/Wholesale	Yes	Yes	\$ 34,777	\$ 28,779	95%	(\$935)	\$3,543
20	240904A	2022	Buick	ENCORE	3	Trade on New	Yes	No	\$ 27,995	\$ 25,310	95%	(\$1,923)	\$705
21	341308B	2014	Chrysler	300	14	Trade on Used	No	No	\$ 14,777	\$ 14,500	95%	(\$1,431)	\$1,773
22	P6435	2021	Chevrolet	Silverado 1500	45	Street/Curb Buy	No	Yes	\$ 46,995	\$ 42,645	95%	\$1,154	\$4,068
23	P6413	2023	Chevrolet	Silverado 1500	59	ntal Fleet (Enterprise, etc.)	Yes	Yes	\$ 49,995	\$ 44,272	98%	(\$2,030)	\$4,163
24	183219A	2020	Chevrolet	Silverado 1500	62	ntal Fleet (Enterprise, etc.)	Yes	Yes	\$ 46,995	\$ 43,000	95%	(\$954)	\$1,558
25	437423A	2016	Lexus	GX 460	23	Trade on New	No	No	\$ 30,995	\$ 28,275	95%	(\$1,195)	\$743
26	202642A	2017	Dodge	CARAVAN	16	Trade on New	No	No	\$ 12,995	\$ 9,418	95%	\$1,230	\$545
27	199131B	2017	Toyota	TACOMA	49	Trade on Used	Yes	No	\$ 30,995	\$ 28,072	95%	(\$222)	
28	P6438	2022	Mini	COUNTRYMAN	55	ntal Fleet (Enterprise, etc.)		No	\$ 24,777	\$ 21,091	93%	(\$1,544)	\$1,019
29	118116A	2019	Nissan	ROGUE	13	Trade on New	No	No	\$ 19,995	\$ 14,000	95%	(\$1,438)	\$1,132
30	291727A	2019	Honda	CX5	30	Trade on New	Yes	No	\$ 18,777	\$ 16,582	95%	(\$1,563)	\$1,294
31	P6381A	2019	GMC	YUKON	101	Trade on Used	No	No	\$ 35,995	\$ 31,937	95%	(\$4,549)	\$2,349
32	346070A	2017	Chevrolet	TAHOE	48	Trade on New	Yes	Yes	\$ (2,375)	\$ -	95%	(\$2,375)	

33	044149A	2017	Chevrolet	SONIC	12	Trade on New	Yes	Yes	\$ 9,995	\$ 8,463	95%	(\$1,987)	\$568
34	P6382	2022	Mini	COUNTRYMAN	113	ntal Fleet (Enterprise, e	No	No	\$ 25,777	\$ 19,129	93%	(\$2,049)	
35	404017A	2019	Ford	F-150	4	Trade on New	Yes	No	\$ 20,995	\$ 19,252	95%	\$2,106	
36	345525A	2021	Nissan	ROGUE	36	Trade on New	Yes	No	\$ 23,777	\$ 20,994	95%	\$227	\$1,923
37	117364A	2017	Ford	EXPLORER	4	Trade on New	No	No	\$ 25,777	\$ 24,168	95%	(\$802)	\$350
38	P6461	2016	Chevrolet	CORVETTE	16	Street/Curb Buy	Yes	Yes	\$ 55,995	\$ 51,565	95%	\$2,959	\$3,402
39	P6385	2023	Toyota	TACOMA	123	ntal Fleet (Enterprise, e	Yes	No	\$ 36,995	\$ 30,451	95%	(\$48)	\$200
40	388608A	2021	Chevrolet	TAHOE	12	Trade on New	Yes	Yes	\$ 53,777	\$ 48,995	95%	(\$251)	\$4,638
41	403596B	2012	Chevrolet	Silverado 1500	30	Trade on Used	No	Yes	\$ 11,777	\$ 9,995	95%	\$2,150	\$2,150
42	353546A	2018	Toyota	CAMRY	36	Trade on New	No	No	\$ 21,995	\$ 17,901	95%	(\$881)	
43	345129A	2019	BMW	7 SERIES	48	Trade on New	No	No	\$ 30,777	\$ 24,736	95%	(\$2,054)	
44								Blank					
45								Blank					
46								Blank					
47								Blank					
48								Blank					
49								Blank					
50								Blank					
51								Blank					
52								Blank					
53								Blank					

## Scoreboard Totals

% Retailed of Non-Franchise Make	56%
Total # Retail Units	43
Avg. Days to Sale	39.9
Avg. Advertised Price (Time of Sale)	\$ 29,097
Avg. Transaction Price	\$ 26,347
Avg. Market Price at 100%	\$ 30,659
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	86%
Avg. Transactional Discount	\$ 2,980
Avg. Front-End Gross	\$ 1,072
Avg. Finance Gross	\$ 3,670
PUVR	\$ 2,191
Total Gross (Units & PUVR)	\$ 94,202
GROI	75%
% with Trade	21%
Avg. Over/Under Allowance	(\$44)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	56%	#DIV/0!	#DIV/0!
Total # Retail Units	43	0	0
Avg. Days to Sale	39.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,097	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,347	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,659	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	86%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2,980	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,072	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,670	#DIV/0!	#DIV/0!
PUVR	\$ 2,191	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 94,202	#DIV/0!	#DIV/0!
GROI	75%	#DIV/0!	#DIV/0!
% with Trade	21%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-44	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	56%	#DIV/0!	#DIV/0!
Total # Retail Units	43	0	0
Avg. Days to Sale	39.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,097	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,347	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,659	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	86%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2,980	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,072	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,670	#DIV/0!	#DIV/0!
PUVR	\$ 2,191	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 94,202	#DIV/0!	#DIV/0!
GROI	75%	#DIV/0!	#DIV/0!
% with Trade	21%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-44	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	56%	#DIV/0!	#DIV/0!
Total # Retail Units	43	0	0
Avg. Days to Sale	39.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,097	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,347	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,659	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	86%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2,980	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,072	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,670	#DIV/0!	#DIV/0!
PUVR	\$ 2,191	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 94,202	#DIV/0!	#DIV/0!
GROI	75%	#DIV/0!	#DIV/0!
% with Trade	21%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-44	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	43	18	15
Avg. Days to Sale	39.9	35.9	34.8
Avg. Advertised Price (Time of Sale)	\$ 29,097	\$ 31,805	\$ 21,553
Avg. Transaction Price	\$ 26,347	\$ 29,002	\$ 21,553
Avg. Market Price at 100%	\$ 30,659	\$ 33,454	\$ 25,933
Avg. Price to Market % (Time of Sale)	95%	95%	83%
Avg. Transaction to Market	86%	87%	83%
Avg. Transactional Discount	\$ 2,980	\$ 3,398	\$ 3,118
Avg. Front-End Gross	\$ 1,072	\$ 2,067	\$ 922
Avg. Finance Gross	\$ 3,670	\$ 5,033	\$ 3,291
PUVR	\$ 2,191	\$ 1,289	\$ 3,555
Total Gross (Units & PUVR)	\$ 94,202	\$ 23,203	\$ 53,321
GROI	75%	45%	171%
% with Trade	21%	33%	7%
Avg. Over/Under Allowance	-44	-417	1,600



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	43	19	24
Avg. Days to Sale	39.9	46.2	34.9
Avg. Advertised Price (Time of Sale)	\$ 29,097	\$ 33,428	\$ 22,803
Avg. Transaction Price	\$ 26,347	\$ 30,824	\$ 22,803
Avg. Market Price at 100%	\$ 30,659	\$ 35,199	\$ 27,087
Avg. Price to Market % (Time of Sale)	95%	95%	84%
Avg. Transaction to Market	86%	88%	84%
Avg. Transactional Discount	\$ 2,980	\$ 2,881	\$ 3,057
Avg. Front-End Gross	\$ 1,072	\$ (623)	\$ 2,414
Avg. Finance Gross	\$ 3,670	\$ 2,218	\$ 5,046
PUVR	\$ 2,191	\$ 1,692	\$ 2,581
Total Gross (Units & PUVR)	\$ 94,202	\$ 32,150	\$ 61,944
GROI	75%	43%	117%
% with Trade	21%	16%	25%
Avg. Over/Under Allowance	-44	-1,500	683



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	43	21	6
% of Retail Units	100%	49%	14%
% Retailed of Non-New Franchise	56%	67%	67%
Avg. Days to Sale	39.9	20.6	44.2
Avg. Transaction Price	\$ 26,347	\$ 20,811	\$ 25,259
Avg. Transaction to Market %	86%	76%	87%
Avg. Transactional Discount	\$ 2,980	\$ 2,826	\$ 2,274
Avg. Front End Gross	\$ 1,072	\$ 3,020	\$ (1,272)
Avg. Finance Gross	\$ 3,670	\$ 5,293	\$ 1,926
PUVR	\$ 2,191	\$ 3,227	\$ 333
Total Gross (Units & PUVR)	\$ 94,202	\$ 67,763	\$ 2,000
GROI	75%	271%	11%
% with Trade	21%	24%	17%
Avg. Over/Under Allowance	-44	-100	1,600



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	1	0	0
5%	2%	0%	0%
0%	0%	#DIV/0!	#DIV/0!
30.5	42.0	#DIV/0!	#DIV/0!
\$ 47,105	\$ 28,779	#DIV/0!	#DIV/0!
87%	79%	#DIV/0!	#DIV/0!
\$ 4,390	\$ 5,998	#DIV/0!	#DIV/0!
\$ 2,057	\$ (935)	#DIV/0!	#DIV/0!
\$ 3,735	\$ 3,543	#DIV/0!	#DIV/0!
\$ 5,792	\$ 2,608	#DIV/0!	#DIV/0!
\$ 11,583	\$ 2,608	#DIV/0!	#DIV/0!
145%	78%	#DIV/0!	#DIV/0!
50%	0%	#DIV/0!	#DIV/0!
-3,000	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	12	0
2%	28%	0%
0%	50%	#DIV/0!
49.0	72.0	#DIV/0!
\$ 16,418	\$ 33,744	#DIV/0!
88%	85%	#DIV/0!
\$ 1,359	\$ 3,225	#DIV/0!
\$ (2,308)	\$ (880)	#DIV/0!
\$ 1,316	\$ 2,170	#DIV/0!
\$ (992)	\$ 1,109	#DIV/0!
\$ (992)	\$ 13,312	#DIV/0!
-44%	16%	#DIV/0!
0%	17%	#DIV/0!
#DIV/0!	750	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	43	20	7
% of Retail Units	100%	47%	16%
% Retailed of Non-New Franchise	56%	70%	43%
Avg. Days to Sale	39.9	14.5	37.1
Avg. Transaction Price	\$ 26,347	\$ 22,569	\$ 29,613
Avg. Transaction to Market %	86%	81%	86%
Avg. Transactional Discount	\$ 2,980	\$ 2,456	\$ 2,798
Avg. Front End Gross	\$ 1,072	\$ 3,509	\$ (255)
Avg. Finance Gross	\$ 3,670	\$ 5,256	\$ 1,703
PUVR	\$ 2,191	\$ 8,764	\$ 1,448
Total Gross (Units & PUVR)	\$ 94,202	\$ 175,288	\$ 10,138
GROI	75%	967%	47%
% with Trade	21%	30%	14%
Avg. Over/Under Allowance	-44	-150	-1,000



46-60 days	61-90 days	90+ days
10	1	5
23%	2%	12%
40%	0%	60%
50.5	62.0	119.6
\$ 29,095	\$ 43,000	\$ 28,063
77%	87%	82%
\$ 3,657	\$ 3,995	\$ 3,801
\$ (527)	\$ (954)	\$ (3,214)
\$ 2,524	\$ 1,558	\$ 1,626
\$ 1,997	\$ 604	\$ (1,588)
\$ 19,974	\$ 604	\$ (7,941)
49%	8%	-17%
10%	0%	20%
500	#DIV/0!	1,000