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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	No	\$ 15,000	\$ 13,800	95%	\$ 1,500	\$ 500
	864199	2015	Toyota	RAV4		Trade on New	No	Yes	\$ 11,257	\$ 1,472.97		\$ 1,472.97	
	840846AD	2021	Nissan	Rogue		Trade on New	No	No	\$ 28,260	\$ 6,715.03		\$ 6,715.03	\$ 468.00
	852029AD	2019	Nissan	Kicks		Trade on New	No	No	\$ 14,311	\$ 8,123.70		\$ 8,123.70	\$ 456.00
	070570F	2021	Hyundai	Elantra		Trade on New	No	No	\$ 18,059	\$ 7,915.94		\$ 7,915.94	\$ -
	855218AR	2022	Kia	Seltos		Trade on New	No	No	\$ 26,450	\$ 7,545.00		\$ 7,545.00	\$ 468.00
	081416F	2022	Toyota	Corolla		Trade on New	No	Yes	\$ 25,569	\$ 8,426.00		\$ 8,426.00	\$ 468.00
	847313AD	2022	Honda	Odyssey		Trade on New	No	No	\$ 33,850	\$ 9,130.00		\$ 9,130.00	\$ -
	080755F	2019	Nissan	Kicks		Trade on New	No	No	\$ 17,395	\$ 7,080.48		\$ 7,080.48	\$ 456.00
	851001AD	2018	Toyota	C-HR		Trade on New	No	Yes	\$ 17,218	\$ 7,756.97		\$ 7,756.97	\$ 3,029.00
	022344F	2022	Hyundai	Palisade		Trade on New	No	No	\$ 37,308	\$ 8,476.89		\$ 8,476.89	\$ 468.00
	075946F	2020	Nissan	Sentra		Trade on New	No	No	\$ 21,317	\$ 8,677.93		\$ 8,677.93	\$ 456.00
	821983NK	2020	Kia	Soul		Trade on New	No	No	\$ 21,603	\$ 7,712.00		\$ 7,712.00	\$ -
	856515AD	2022	Toyota	Corolla		Trade on New	No	Yes	\$ 23,462	\$ 9,513.00		\$ 9,513.00	\$ 468.00
	CL2399	2023	Toyota	Camry		Trade on New	No	Yes	\$ 40,771	\$ 2,714.00		\$ 2,714.00	\$ 468.00
	CL2403	2024	Toyota	Corolla		Trade on New	No	Yes	\$ 34,336	\$ 3,644.00		\$ 3,644.00	\$ 468.00
	091296E	2019	Honda	Civic		Trade on New	No	No	\$ 16,991	\$ 10,984.46		\$ 10,984.46	\$ 456.00
	831275AD	2023	Toyota	Highlander		Trade on New	No	Yes	\$ 48,092	\$ 8,883.00		\$ 8,883.00	\$ 468.00
	856364AD	2022	Toyota	RAV4		Trade on New	No	Yes	\$ 29,060	\$ 7,915.00		\$ 7,915.00	\$ 468.00
	834123AD	2023	Toyota	Highlander		Trade on New	No	Yes	\$ 52,388	\$ 5,595.35		\$ 5,595.35	\$ -
	404797AM	2023	Mitsubishi	Outlander Sport		Trade on New	No	No	\$ 24,851	\$ 5,624.35		\$ 5,624.35	\$ 2,895.00
	CL2404	2024	Toyota	Corolla		Trade on New	No	Yes	\$ 34,336	\$ 5,644.00		\$ 5,644.00	\$ 468.00
	854867AD	2024	Toyota	Corolla		Trade on New	No	Yes	\$ 29,350	\$ 5,631.00		\$ 5,631.00	\$ 468.00
	081405F	2020	Toyota	Yaris		Trade on New	No	Yes	\$ 17,468	\$ 8,391.83		\$ 8,391.83	\$ 456.00
	082350F	2019	Nissan	Kicks		Trade on New	No	No	\$ 14,927	\$ 7,047.87		\$ 7,047.87	\$ 456.00
	404750AM	2021	Mitsubishi	Outlander Sport		Trade on New	No	No	\$ 20,524	\$ 8,451.41		\$ 8,451.41	\$ 468.00
	836011AD	2021	Ford	Transit Connect		Trade on New	No	No	\$ 26,509	\$ 9,466.32		\$ 9,466.32	\$ 468.00
	853065AD	2022	Toyota	Corolla		Trade on New	No	Yes	\$ 19,350	\$ 7,530.00		\$ 7,530.00	\$ 468.00
	813495AD	2021	Toyota	RAV4		Trade on New	No	Yes	\$ 33,372	\$ 2,168.48		\$ 2,168.48	\$ 3,103.00
	091141F	2021	Nissan	Sentra		Trade on New	No	No	\$ 21,358	\$ 5,846.65		\$ 5,846.65	\$ 468.00
	853701AD	2023	Toyota	RAV4		Trade on New	No	Yes	\$ 35,045	\$ 9,930.00		\$ 9,930.00	\$ 468.00
	570040DR	2020	Kia	Forte		Trade on New	No	No	\$ 17,050	\$ 8,530.00		\$ 8,530.00	\$ 456.00
	081426F	2021	Nissan	Kicks		Trade on New	No	No	\$ 23,116	\$ 6,343.93		\$ 6,343.93	\$ 468.00
	CL2410	2023	Toyota	CAMRY		Trade on New	No	Yes	\$ 40,581	\$ 4,394.00		\$ 4,394.00	\$ 468.00
	857913AD	2021	Kia	Seltos		Trade on New	No	No	\$ 22,850	\$ 5,350.00		\$ 5,350.00	\$ 468.00
	852461AR	2020	Toyota	C-HR		Trade on New	No	Yes	\$ 20,950	\$ 10,125.00		\$ 10,125.00	\$ 456.00
	081453E	2019	Nissan	Sentra		Trade on New	No	No	\$ 16,044	\$ 8,901.24		\$ 8,901.24	\$ 456.00
	826281AD	2022	Toyota	Corolla		Trade on New	No	Yes	\$ 24,465	\$ 7,665.48		\$ 7,665.48	\$ 2,769.00

	852541AD	2020	Hyundai	Santa Fe		Trade on New	No	No	\$ 19,125	\$ 8,850.00		\$ 8,850.00	\$ 468.00
	CL2408	2024	Toyota	Corolla		Trade on New	No	Yes	\$ 34,336	\$ 6,456.84		\$ 6,456.84	\$ 468.00
	404834NK	2009	Suzuki	Grand Vitara		Trade on New	No	No	\$ 5,501	\$ 3,479.00		\$ 3,479.00	\$ -
	856798AD	2022	Toyota	Highlander		Trade on New	No	Yes	\$ 32,803	\$ 6,971.67		\$ 6,971.67	\$ 468.00
	851106AD	2021	Toyota	Tacoma		Trade on New	No	Yes	\$ 34,850	\$ 9,383.00		\$ 9,383.00	\$ 468.00
	853696AD	2020	Toyota	Tacoma		Trade on New	No	Yes	\$ 30,360	\$ 12,120.21		\$ 12,120.21	\$ 456.00
	859080AD	2020	Toyota	Corolla		Trade on New	No	Yes	\$ 20,850	\$ 8,720.00		\$ 8,720.00	\$ 456.00
	850785AD	2022	Toyota	Corolla		Trade on New	No	Yes	\$ 23,782	\$ 8,618.00		\$ 8,618.00	\$ 468.00
	858464AD	2020	Toyota	C-HR		Trade on New	No	Yes	\$ 21,350	\$ 8,625.00		\$ 8,625.00	\$ 3,113.00
	CL2411	2024	Toyota	Corolla		Trade on New	No	Yes	\$ 31,878	\$ 5,097.00		\$ 5,097.00	\$ 2,895.00
	851124AB	2021	Toyota	Corolla		Trade on New	No	Yes	\$ 26,037	\$ 5,842.66		\$ 5,842.66	\$ 468.00
	859453AB	2022	Toyota	Corolla		Trade on New	No	Yes	\$ 29,847	\$ 5,423.00		\$ 5,423.00	\$ 468.00
	859990AD	2021	Toyota	Corolla		Trade on New	No	Yes	\$ 20,850	\$ 6,180.00		\$ 6,180.00	\$ 468.00
	859261AR	2023	Toyota	Tacoma		Trade on New	No	Yes	\$ 39,540	\$ 6,937.00		\$ 6,937.00	\$ 468.00
	081639F	2020	Chrysler	Pacifica		Trade on New	No	No	\$ 19,478	\$ 13,252.36		\$ 13,252.36	\$ -
	857647AR	2023	Hyundai	ELANTRA		Trade on New	No	No	\$ 24,050	\$ 8,500.00		\$ 8,500.00	\$ 468.00

Scoreboard Totals

% Retailed of Non-Franchise Make	42%
Total # Retail Units	200
Avg. Days to Sale	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,291
Avg. Transaction Price	\$ 7,198
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ 19,093
Avg. Front-End Gross	\$ 7,198
Avg. Finance Gross	\$ 1,024
PUVR	\$ 8,217
Total Gross (Units & PUVR)	\$ 1,643,366
GROI	#DIV/0!
% with Trade	1%
Avg. Over/Under Allowance	#DIV/0!



ACADEMY

Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,291	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 7,198	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 19,093	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 7,198	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,024	#DIV/0!	#DIV/0!
PUVR	\$ 8,217	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,643,366	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	1%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,291	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 7,198	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 19,093	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 7,198	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,024	#DIV/0!	#DIV/0!
PUVR	\$ 8,217	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,643,366	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	1%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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Scoreboard

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Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,291	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 7,198	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 19,093	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 7,198	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,024	#DIV/0!	#DIV/0!
PUVR	\$ 8,217	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,643,366	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	1%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	200
Avg. Days to Sale	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,291	#DIV/0!	\$ 7,198
Avg. Transaction Price	\$ 7,198	#DIV/0!	\$ 7,198
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 19,093	#DIV/0!	\$ 19,093
Avg. Front-End Gross	\$ 7,198	#DIV/0!	\$ 7,198
Avg. Finance Gross	\$ 1,024	#DIV/0!	\$ 1,024
PUVR	\$ 8,217	#DIV/0!	\$ 8,217
Total Gross (Units & PUVR)	\$ 1,643,366	#DIV/0!	\$ 1,643,366
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	1%	#DIV/0!	1%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	116	84
Avg. Days to Sale	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,291	\$ 29,993	\$ 7,975
Avg. Transaction Price	\$ 7,198	\$ 6,636	\$ 7,975
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 19,093	\$ 23,358	\$ 13,203
Avg. Front-End Gross	\$ 7,198	\$ 6,636	\$ 7,975
Avg. Finance Gross	\$ 1,024	\$ 929	\$ 1,153
PUVR	\$ 8,217	\$ 7,557	\$ 9,128
Total Gross (Units & PUVR)	\$ 1,643,366	\$ 876,578	\$ 766,788
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	1%	1%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	200	0
% of Retail Units	100%	100%	0%
% Retailed of Non-New Franchise	42%	42%	#DIV/0!
Avg. Days to Sale	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 7,198	\$ 7,198	#DIV/0!
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 19,093	\$ 19,093	#DIV/0!
Avg. Front End Gross	\$ 7,198	\$ 7,198	#DIV/0!
Avg. Finance Gross	\$ 1,024	\$ 1,024	#DIV/0!
PUVR	\$ 8,217	\$ 8,217	#DIV/0!
Total Gross (Units & PUVR)	\$1,643,366	\$ 1,643,366	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	1%	1%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	0	0
% of Retail Units	100%	0%	0%
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Avg. Days to Sale	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 7,198	#DIV/0!	#DIV/0!
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 19,093	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 7,198	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,024	#DIV/0!	#DIV/0!
PUVR	\$ 8,217	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,643,366	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	1%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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