

#	Year	Make	Model	Days in Stock	Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front End-Gross	Finance Gross
ex.	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$1,000
1	2014	Toyota	HIGHLANDER	26	Street/Curb Buy		\$ 29,487	\$ 28,846	100%	\$1,923	\$1,892
2	2013		PARTNER	22	Street/Curb Buy		\$ 4,679	\$ 4,359	100%	\$474	\$443
3	2014		FABIA	23	Street/Curb Buy		\$ 5,833	\$ 5,641	100%	\$603	\$572
4	2018	Toyota	CAMRY	88	Street/Curb Buy		\$ 34,615	\$ 32,179	100%	\$641	\$610
5	2007	Hyundai	Elantra 1.6 GLS MT	1	Street/Curb Buy		\$ 3,462	\$ 3,462	100%	\$385	\$354
6	2016	Hyundai	CRETA	64	Street/Curb Buy		\$ 12,038	\$ 11,410	100%	\$641	\$610
7	2014		FABIA	16	Street/Curb Buy		\$ 5,705	\$ 5,705	100%	\$410	\$379
8	2017	Toyota	RAV4	59	Street/Curb Buy		\$ 25,000	\$ 23,590	100%	\$513	\$482
9	2016	Toyota	RAV4	20	Trade on New		\$ 23,077	\$ 22,179	100%	\$1,410	\$1,379
10	2014	Toyota	CAMRY	0	Trade on New		\$ 11,154	\$ 11,154	100%	\$385	\$354
11	2008	Toyota	AVENSIS	5	Trade on New		\$ 6,359	\$ 6,359	100%	\$513	\$482
12	2011		308	4	Trade on New		\$ 4,231	\$ 3,846	100%	\$769	\$738
13	2008	Mitsubishi	OUTLANDER 2.0	8	Trade on New		\$ 8,179	\$ 8,051	100%	\$513	\$482
14	2010	Toyota	RAV4	0	Trade on New		\$ 1,795	\$ 11,154	100%	\$385	\$354
15	2014	Kia	RIO	8	Trade on New		\$ 7,103	\$ 7,103	100%	\$641	\$610
16	2015	Toyota	Land Cruiser 150	4	Trade on New		\$ 35,641	\$ 35,000	100%	\$1,923	\$1,892
17	2016	Toyota	RAV4	39	Trade on New		\$ 22,359	\$ 21,462	100%	\$1,154	\$1,123
18	2012	Toyota	COROLLA	10	Trade on New		\$ 10,385	\$ 10,385	100%	\$1,154	\$1,123
19	2008	Ford	MONDEO	13	Trade on New		\$ 4,231	\$ 4,167	100%	\$321	\$290
20	2017	Hyundai	SONATA	19	Trade on New		\$ 17,949	\$ 17,949	100%	\$1,410	\$1,379
21	2011	Toyota	RAV4	20	Trade on New		\$ 13,449	\$ 13,321	100%	\$1,090	\$1,059
22	2017	Toyota	RAV4	7	Trade on New		\$ 18,333	\$ 18,333	100%	\$2,179	\$2,148
23	2011	Chevrolet	CRUZE	7	Trade on New		\$ 4,949	\$ 4,821	100%	\$513	\$482
24	2012	Chevrolet	KLAN (J200/Chevol	0	Trade on New		\$ 1,795	\$ 1,795	100%	\$256	\$225
25	2015	Volkswagen	CARAVELLA	0	Trade on New		\$ 13,462	\$ 13,462	100%	\$385	\$354
26	2017	Kia	RIO	39	Trade on New		\$ 11,346	\$ 10,833	100%	\$449	\$418
27	2011	Toyota	RAV4	56	Trade on New		\$ 13,410	\$ 12,769	100%	\$769	\$738
28	2012	BMW	116i	5	Trade on New		\$ 8,846	\$ 8,333	100%	\$641	\$610
29	2011	Mazda	6	3	Trade on New		\$ 7,256	\$ 7,000	100%	\$385	\$354
30	2017	Toyota	CAMRY	33	Trade on New		\$ 21,077	\$ 20,821	100%	\$1,282	\$1,251
31	2013	Toyota	RAV4	0	Trade on New		\$ 15,769	\$ 15,769	100%	\$385	\$354
32	2012	Nissan	QASHQAI +2	4	Trade on New		\$ 12,051	\$ 11,795	100%	\$1,026	\$995
33	2010	Toyota	COROLLA	1	Trade on New		\$ 5,897	\$ 5,897	100%	\$513	\$482
34	2013	Toyota	Land Cruiser 200	43	Trade on New		\$ 33,590	\$ 33,590	100%	\$1,282	\$1,251
35	2018	Toyota	CAMRY	0	Trade on New		\$ 11,282	\$ 11,282	100%	\$1,026	\$995
36	2011	Toyota	Land Cruiser 150	70	Trade on New		\$ 26,795	\$ 25,641	100%	\$1,026	\$995
37	2014	Toyota	RAV4	6	Trade on New		\$ 17,615	\$ 17,615	100%	\$1,154	\$1,123
38	2013	Toyota	RAV4	50	Trade on New		\$ 18,000	\$ 17,103	100%	\$641	\$610
39	2001	Toyota	RAV4	0	Trade on New		\$ 5,769	\$ 5,769	100%	\$385	\$354
40	2015	Toyota	RAV4	13	Trade on New		\$ 17,949	\$ 17,949	100%	\$1,795	\$1,764
41	2013	Toyota	COROLLA	34	Trade on New		\$ 10,397	\$ 10,269	100%	\$962	\$931

42	2014	Nissan	QASHQAI	1	Trade on New		\$ 13,462	\$ 12,949	100%	\$641	\$610
43	2011	Toyota	HIGHLANDER	23	Trade on New		\$ 18,128	\$ 17,359	100%	\$897	\$866
44	2008	Toyota	AVENSIS	20	Trade on New		\$ 7,692	\$ 7,564	100%	\$641	\$610
45	2013	Toyota	CAMRY	20	Trade on New		\$ 15,513	\$ 15,513	100%	\$1,667	\$1,636
46	2018	Toyota	COROLLA	7	Trade on New		\$ 17,821	\$ 17,436	100%	\$1,282	\$1,251
47	2010	Toyota	RAV4	16	Trade on New		\$ 12,564	\$ 12,564	100%	\$1,026	\$995
48	2013	Honda	CR-V	16	Trade on New		\$ 18,077	\$ 17,821	100%	\$1,667	\$1,636
49	2011	Toyota	COROLLA	0	Trade on New		\$ 9,000	\$ 9,000	100%	\$385	\$354
50	2010	Audi	A8	0	Trade on New		\$ 12,231	\$ 12,231	100%	\$385	\$354
51	2013	Toyota	COROLLA	1	Street/Curb Buy		\$ 9,538	\$ 9,282	100%	\$513	\$482
52	2016	Toyota	Land Cruiser 200	80	Street/Curb Buy		\$ 62,821	\$ 57,949	100%	\$256	\$225
53	2015	Toyota	Land Cruiser 200	33	Street/Curb Buy		\$ 50,385	\$ 48,077	100%	\$1,923	\$1,892

Scoreboard Totals

% Retailed of Non-New Franchise	27%
Total # Retail Units	86
Avg. Days to Sale	18.8
Avg. Advertised Price (Time of Sale)	\$ 15,608
Avg. Transaction Price	\$ 15,648
Avg. Market Price at 100%	\$ 15,608
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ (40)
Avg. Front-End Gross	\$ 877
Avg. Finance Gross	\$ 846
PUVR	\$ 1,723
Total Gross (Units & PUVR)	\$ 148,193
GROI	211%



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	86	0
Avg. Days to Sale	18.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 15,608	#DIV/0!
Avg. Transaction Price	\$ 15,648	#DIV/0!
Avg. Market Price at 100%	\$ 15,608	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!
Avg. Transactional Discount	\$ (40)	#DIV/0!
Avg. Front-End Gross	\$ 877	#DIV/0!
Avg. Finance Gross	\$ 846	#DIV/0!
PUVR	\$ 1,723	#DIV/0!
Total Gross (Units & PUVR)	\$ 148,193	#DIV/0!
GROI	211%	#DIV/0!



Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	86	0
Avg. Days to Sale	18.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 15,608	#DIV/0!
Avg. Transaction Price	\$ 15,648	#DIV/0!
Avg. Market Price at 100%	\$ 15,608	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!
Avg. Transactional Discount	\$ (40)	#DIV/0!
Avg. Front-End Gross	\$ 877	#DIV/0!
Avg. Finance Gross	\$ 846	#DIV/0!
PUVR	\$ 1,723	#DIV/0!
Total Gross (Units & PUVR)	\$ 148,193	#DIV/0!
GROI	211%	#DIV/0!



Scoreboard*(Click on the blue head*

Finance Manager	Totals	
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	86	0
Avg. Days to Sale	18.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 15,608	#DIV/0!
Avg. Transaction Price	\$ 15,648	#DIV/0!
Avg. Market Price at 100%	\$ 15,608	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!
Avg. Transactional Discount	\$ (40)	#DIV/0!
Avg. Front-End Gross	\$ 877	#DIV/0!
Avg. Finance Gross	\$ 846	#DIV/0!
PUVR	\$ 1,723	#DIV/0!
Total Gross (Units & PUVR)	\$ 148,193	#DIV/0!
GROI	211%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	86	0
Avg. Days to Sale	18.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 15,608	#DIV/0!
Avg. Transaction Price	\$ 15,648	#DIV/0!
Avg. Market Price at 100%	\$ 15,608	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!
Avg. Transactional Discount	\$ (40)	#DIV/0!
Avg. Front-End Gross	\$ 877	#DIV/0!
Avg. Finance Gross	\$ 846	#DIV/0!
PUVR	\$ 1,723	#DIV/0!
Total Gross (Units & PUVR)	\$ 148,193	#DIV/0!
GROI	211%	#DIV/0!

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	86	63
Avg. Days to Sale	18.8	19.2
Avg. Advertised Price (Time of Sale)	\$ 15,608	\$ 18,812
Avg. Transaction Price	\$ 15,648	\$ 19,021
Avg. Market Price at 100%	\$ 15,608	\$ 18,812
Avg. Price to Market % (Time of Sale)	100%	100%
Avg. Transaction to Market	100%	101%
Avg. Transactional Discount	\$ (40)	\$ (209)
Avg. Front-End Gross	\$ 877	\$ 986
Avg. Finance Gross	\$ 846	\$ 955
PUVR	\$ 1,723	\$ 1,942
Total Gross (Units & PUVR)	\$ 148,193	\$ 122,319
GROI	211%	191%



No	
	23
	17.3
\$	10,292
\$	10,292
\$	10,627
	97%
	97%
\$	334
\$	692
\$	661
\$	1,353
\$	31,123
	274%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	86	81
% of Retail Units	100%	94%
% Retailed of Off-Brand	27%	26%
Avg. Days to Sale	18.8	16.5
Avg. Transaction Price	\$ 15,648	\$ 14,686
Avg. Transaction to Market %	100%	131%
Avg. Transactional Discount	\$ (40)	\$ (208)
Avg. Front End Gross	\$ 877	\$ 877
Avg. Finance Gross	\$ 846	\$ 846
PUVR	\$ 1,723	\$ 1,722
Total Gross (Units & PUVR)	\$ 148,193	\$ 139,494
GROI	211%	255%



Trade on Used	Street/Curb buy	Auction/wholesale
0	14	0
0%	16%	0%
#DIV/0!	14%	#DIV/0!
#DIV/0!	31.9	#DIV/0!
#DIV/0!	\$ 21,212	#DIV/0!
#DIV/0!	97%	#DIV/0!
#DIV/0!	\$ 933	#DIV/0!
#DIV/0!	\$ 880	#DIV/0!
#DIV/0!	\$ 849	#DIV/0!
#DIV/0!	\$ 1,729	#DIV/0!
#DIV/0!	\$ 24,207	#DIV/0!
#DIV/0!	92%	#DIV/0!

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	86	57
% of Retail Units	100%	66%
% Retailed of Off-Brand	27%	28%
Avg. Days to Sale	18.8	10.7
Avg. Transaction Price	\$ 15,648	\$ 13,671
Avg. Transaction to Market %	100%	127%
Avg. Transactional Discount	\$ (40)	\$ (238)
Avg. Front End Gross	\$ 877	\$ 1,016
Avg. Finance Gross	\$ 846	\$ 985
PUVR	\$ 1,723	\$ 2,002
Total Gross (Units & PUVR)	\$ 148,193	\$ 114,110
GROI	211%	494%



31-45 days	46-60 days	61-90 days	90+ days
6	3	8	2
7%	3%	9%	2%
17%	0%	25%	50%
36.8	55.0	73.6	101.5
\$ 24,175	\$ 17,821	\$ 28,333	\$ 20,904
97%	95%	94%	89%
\$ 684	\$ 983	\$ 1,937	\$ 2,340
\$ 1,175	\$ 641	\$ 833	\$ 673
\$ 1,144	\$ 610	\$ 802	\$ 642
\$ 2,319	\$ 1,251	\$ 1,636	\$ 1,315
\$ 13,917	\$ 3,753	\$ 13,085	\$ 2,630
94%	46%	28%	22%