

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	P2604	2018	Jeep	Grand Cherokee	30	Loaner/Rental Fleet	Yes	\$ 30,175	\$ 30,175	110%	\$3,855	\$895
2	19T50360B	2013	Hyundai	Elantra	23	Trade on Used	No	\$ 7,700	\$ 6,982	95%	\$1,085	\$100
3	P2528	2018	Ford	Escape	97	Auction/Wholesale	Yes	\$ 18,250	\$ 18,250	103%	\$2,017	\$1,501
4	19T50491A	2016	Toyota	RAV4	66	Trade on New	No	\$ 17,725	\$ 17,724	89%	\$1,233	\$191
5	19D40045A	2016	Dodge	Charger	49	Trade on New	No	\$ 19,999	\$ 19,999	83%	\$5,939	\$2,751
6	19T30034A	2016	Dodge	Journey	1	Trade on New	No	\$ 15,050	\$ 15,975	96%	\$3,171	\$1,198
7	19C20035E	2017	Dodge	Challenger	28	Trade on Used	Yes	\$ 24,000	\$ 23,850	106%	\$3,070	\$767
8	18T50654B	2014	Ram	2500	38	Trade on Used	No	\$ 25,000	\$ 21,500	97%	\$4,726	\$0
9	19T50254B	2016	Ram	3500	18	Trade on Used	Yes	\$ 48,500	\$ 44,361	106%	\$4,007	\$2,433
10	P2581A	2014	Fiat	500L	11	Trade on Used	No	\$ 8,625	\$ 7,000	100%	\$1,329	\$1,187
11	19J60042A	2017	Jeep	Wrangler	60	Trade on New	Yes	\$ 32,450	\$ 29,999	99%	\$1,983	\$747
12	18T50000D	2015	Ram	2500	17	Trade on Used	Yes	\$ 42,475	\$ 44,475	114%	\$3,068	\$753
13	19J50063B	2008	Jeep	Wrangler	27	Trade on Used	No	\$ 18,125	\$ 18,125	100%	\$3,355	\$608
14	19T50256A	2018	Chevrolet	Silverado	38	Trade on New	Yes	\$ 39,500	\$ 42,500	105%	\$11,863	\$2,997
15	19T50535A	2017	Ford	F-250	20	Trade on New	No	\$ 45,650	\$ 43,070	105%	\$5,393	\$3,242
16	P2561	2018	Nissan	Sentra	69	Auction/Wholesale	Yes	\$ 14,750	\$ 13,500	98%	\$512	\$170
17	19T60006A	2013	Dodge	Charger	21	Trade on New	No	\$ 14,125	\$ 13,006	89%	\$912	\$1,015
18	P2547	2017	Fiat	500X	90	Auction/Wholesale	Yes	\$ 18,997	\$ 18,997	105%	\$980	\$213
19	19J90017B	2017	Jeep	Renegade	68	Trade on New	Yes	\$ 18,500	\$ 20,000	111%	\$311	\$2,195
20	19C20036A	2014	Chrysler	300	17	Trade on New	No	\$ 13,875	\$ 13,194	83%	\$1,661	\$1,053
21	P2605	2018	Jeep	Compass	2	Loaner/Rental Fleet	Yes	\$ 19,525	\$ 17,903	99%	\$1,344	\$1,052
22	19D40049M	2018	Jeep	Wrangler	9	Trade on New	Yes	\$ 33,700	\$ 33,072	103%	\$5,651	\$0
23	18T50000G	2003	Ram	2500	3	Trade on Used	No	\$ 18,500	\$ 16,020	117%	\$3,263	\$847
24	P2634	2018	Subaru	Sti	1	Auction/Wholesale	Yes	\$ 37,450	\$ 33,370	100%	\$415	\$2,715
25	19T50422B	2013	Chrysler	300	15	Trade on Used	No	\$ 21,775	\$ 20,998	102%	\$4,457	\$0
26	19J90017C	2018	Dodge	Charger	2	Trade on Used	Yes	\$ 28,825	\$ 27,900	113%	\$4,442	\$2,977
27	19J20017A	2016	Mazda	CX-5	78	Trade on New	Yes	\$ 19,380	\$ 19,169	103%	\$2,284	\$1,239
28	P2595A	2018	Jeep	Cherokee	29	Trade on Used	Yes	\$ 19,400	\$ 19,325	100%	\$4,353	\$1,092
29	P2580	2019	Jeep	Cherokee	70	Loaner/Rental Fleet	Yes	\$ 20,990	\$ 20,990	87%	\$369	\$320
30	20J40005M	2012	Jeep	Wrangler	47	Trade on Used	No	\$ 24,450	\$ 21,500	100%	\$3,122	\$1,176
31	19J90041A	2012	Honda	Civic	7	Trade on New	No	\$ 11,500	\$ 10,500	105%	\$1,877	\$1,476
32	P2601	2019	Jeep	Cherokee	42	Loaner/Rental Fleet	Yes	\$ 21,850	\$ 22,075	87%	\$344	\$779
33	19J60046A	2017	Jeep	Grand Cherokee	36	Trade on New	Yes	\$ 37,875	\$ 35,500	105%	\$3,122	\$1,176
34	19D40041B	2016	Dodge	Durango	21	Trade on New	Yes	\$ 33,475	\$ 34,000	113%	\$1,747	\$4,518
35	19T50587A	2011	Chevrolet	Silverado	8	Trade on New	No	\$ 18,550	\$ 17,550	112%	\$3,646	\$1,098
36	19J80260A	2018	Nissan	Frontier	58	Trade on New	Yes	\$ 27,885	\$ 24,168	100%	\$1,039	\$148

37	19T50531A	2016	Ram	1500	53	Trade on New	Yes	\$	28,885	\$	25,500	110%	\$4,308	\$2,955
38	19J20019A	2012	Toyota	Corolla	1	Trade on New	No	\$	9,385	\$	8,133	97%	\$2,239	\$0
39	18T50662D	2017	Ram	2500	32	Trade on Used	Yes	\$	52,500	\$	49,999	99%	\$9,220	\$1,475
40	P2636	2018	Chevrolet	Impala	1	Auction/Wholesale	Yes	\$	22,125	\$	20,400	119%	\$2,516	\$529
41	19T30024A	2018	Toyota	CH-R	49	Trade on New	Yes	\$	19,640	\$	19,640	97%	\$2,109	\$1,433
42	P2564A	2018	Dodge	Journey	58	Trade on Used	Yes	\$	18,990	\$	18,900	103%	(\$679)	\$3,352
43	P2548	2018	Nissan	Altima	80	Auction/Wholesale	Yes	\$	15,990	\$	15,990	99%	\$1,108	\$1,944
44	18T50704B	2018	Ram	2500	14	Loaner/Rental Fleet	Yes	\$	46,675	\$	43,375	106%	\$4,890	\$853
45	19C20020A	2016	Chrysler	200	3	Street/Curb Buy	Yes	\$	16,000	\$	14,849	123%	\$3,428	\$111
46	19T50424B	2017	Mazda	3	74	Trade on Used	No	\$	16,150	\$	15,000	92%	\$905	\$413
47	19F10001A	2007	Porsche	Boxster	34	Trade on New	No	\$	16,000	\$	15,500	100%	\$3,490	\$150
48	19T50612A	2017	Ram	1500	6	Trade on New	Yes	\$	36,850	\$	36,974	113%	\$6,481	\$2,949
49	19J20017B	20156	Ford	Escape	6	Trade on Used	No	\$	12,750	\$	10,200	88%	\$94	\$386
50	P2566	2019	Dodge	Charger	76	Street/Curb Buy	Yes	\$	30,650	\$	30,650	109%	\$4,388	\$1,262
51	19T50430B	2015	Chevrolet	Malibu	67	Trade on Used	No	\$	13,925	\$	12,827	102%	\$246	\$1,179
52	19T50461A	2016	Cadillac	SRX	94	Trade on New	No	\$	27,285	\$	25,000	107%	\$1,066	\$2,629
53	19T50261A	2018	Jeep	Wrangler	8	Trade on New	Yes	\$	41,250	\$	41,250	101%	\$5,916	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	39%
Total # Retail Units	166
Avg. Days to Sale	32.5
Avg. Advertised Price (Time of Sale)	\$ 24,814
Avg. Transaction Price	\$ 23,744
Avg. Market Price at 100%	\$ 23,987
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 1,078
Avg. Front-End Gross	\$ 2,864
Avg. Finance Gross	\$ 1,188
PUVR	\$ 4,065
Total Gross (Units & PUVR)	\$ 674,869
GROI	190%
% with Trade	42%
Avg. Over/Under Allowance	(\$382)



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	
% Retailed of Non-New Franchise	39%	#DIV/0!
Total # Retail Units	166	0
Avg. Days to Sale	32.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,814	#DIV/0!
Avg. Transaction Price	\$ 23,744	#DIV/0!
Avg. Market Price at 100%	\$ 23,987	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!
Avg. Transactional Discount	\$ 1,078	#DIV/0!
Avg. Front-End Gross	\$ 2,864	#DIV/0!
Avg. Finance Gross	\$ 1,188	#DIV/0!
PUVR	\$ 4,065	#DIV/0!
Total Gross (Units & PUVR)	\$ 674,869	#DIV/0!
GROI	190%	#DIV/0!
% with Trade	42%	#DIV/0!
Avg. Over/Under Allowance	-382	#DIV/0!



Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	39%	#DIV/0!
Total # Retail Units	166	0
Avg. Days to Sale	32.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,814	#DIV/0!
Avg. Transaction Price	\$ 23,744	#DIV/0!
Avg. Market Price at 100%	\$ 23,987	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!
Avg. Transactional Discount	\$ 1,078	#DIV/0!
Avg. Front-End Gross	\$ 2,864	#DIV/0!
Avg. Finance Gross	\$ 1,188	#DIV/0!
PUVR	\$ 4,065	#DIV/0!
Total Gross (Units & PUVR)	\$ 674,869	#DIV/0!
GROI	190%	#DIV/0!
% with Trade	42%	#DIV/0!
Avg. Over/Under Allowance	-382	#DIV/0!



Scoreboard*(Click on the blue head*

Finance Manager	Totals	
% Retailed of Non-New Franchise	39%	#DIV/0!
Total # Retail Units	166	0
Avg. Days to Sale	32.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,814	#DIV/0!
Avg. Transaction Price	\$ 23,744	#DIV/0!
Avg. Market Price at 100%	\$ 23,987	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!
Avg. Transactional Discount	\$ 1,078	#DIV/0!
Avg. Front-End Gross	\$ 2,864	#DIV/0!
Avg. Finance Gross	\$ 1,188	#DIV/0!
PUVR	\$ 4,065	#DIV/0!
Total Gross (Units & PUVR)	\$ 674,869	#DIV/0!
GROI	190%	#DIV/0!
% with Trade	42%	#DIV/0!
Avg. Over/Under Allowance	-382	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	166	102
Avg. Days to Sale	32.5	36.2
Avg. Advertised Price (Time of Sale)	\$ 24,814	\$ 27,546
Avg. Transaction Price	\$ 23,744	\$ 26,540
Avg. Market Price at 100%	\$ 23,987	\$ 26,404
Avg. Price to Market % (Time of Sale)	103%	104%
Avg. Transaction to Market	99%	101%
Avg. Transactional Discount	\$ 1,078	\$ 1,016
Avg. Front-End Gross	\$ 2,864	\$ 2,985
Avg. Finance Gross	\$ 1,188	\$ 1,241
PUVR	\$ 4,065	\$ 4,220
Total Gross (Units & PUVR)	\$ 674,869	\$ 430,447
GROI	190%	158%
% with Trade	42%	133%
Avg. Over/Under Allowance	-382	-433

No	
	64
	26.5
\$	19,289
\$	19,289
\$	20,315
	95%
	95%
\$	1,178
\$	2,673
\$	1,103
\$	3,818
\$	244,329
	269%
	83%
	-301

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	166	100
Avg. Days to Sale	32.5	32.9
Avg. Advertised Price (Time of Sale)	\$ 24,814	\$ 26,340
Avg. Transaction Price	\$ 23,744	\$ 25,197
Avg. Market Price at 100%	\$ 23,987	\$ 25,427
Avg. Price to Market % (Time of Sale)	103%	104%
Avg. Transaction to Market	99%	99%
Avg. Transactional Discount	\$ 1,078	\$ 1,142
Avg. Front-End Gross	\$ 2,864	\$ 2,949
Avg. Finance Gross	\$ 1,188	\$ 1,216
PUVR	\$ 4,065	\$ 4,164
Total Gross (Units & PUVR)	\$ 674,869	\$ 416,428
GROI	190%	181%
% with Trade	42%	48%
Avg. Over/Under Allowance	-382	-528

No	
	64
	32.1
\$	21,635
\$	21,635
\$	21,937
	99%
	99%
\$	979
\$	2,745
\$	1,166
\$	3,911
\$	250,310
	203%
	34%
	-142

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	166	74
% of Retail Units	100%	45%
% Retailed of Non-New Franchise	39%	34%
Avg. Days to Sale	32.5	31.7
Avg. Transaction Price	\$ 23,744	\$ 25,697
Avg. Transaction to Market %	99%	100%
Avg. Transactional Discount	\$ 1,078	\$ 1,009
Avg. Front End Gross	\$ 2,864	\$ 3,394
Avg. Finance Gross	\$ 1,188	\$ 1,346
PUVR	\$ 4,065	\$ 4,740
Total Gross (Units & PUVR)	\$ 674,869	\$ 350,748
GROI	190%	209%
% with Trade	42%	43%
Avg. Over/Under Allowance	-382	-426



Trade on Used	Street/Curb buy	Auction/wholesale
42	7	22
25%	4%	13%
45%	43%	77%
26.8	19.3	36.1
\$ 20,812	\$ 24,972	\$ 21,595
96%	103%	103%
\$ 1,456	\$ 946	\$ 623
\$ 2,699	\$ 5,128	\$ 1,738
\$ 1,190	\$ 733	\$ 1,171
\$ 3,955	\$ 5,860	\$ 2,909
\$ 166,111	\$ 41,023	\$ 63,990
256%	438%	134%
45%	43%	27%
-619	-125	-159

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
21	0	0
13%	0%	0%
0%	#DIV/0!	#DIV/0!
47.3	#DIV/0!	#DIV/0!
\$ 24,570	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!
\$ 1,106	#DIV/0!	#DIV/0!
\$ 1,756	#DIV/0!	#DIV/0!
\$ 795	#DIV/0!	#DIV/0!
\$ 2,441	#DIV/0!	#DIV/0!
\$ 51,262	#DIV/0!	#DIV/0!
76%	#DIV/0!	#DIV/0!
48%	#DIV/0!	#DIV/0!
-72	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	166	99
% of Retail Units	100%	60%
% Retailed of Non-New Franchise	39%	38%
Avg. Days to Sale	32.5	13.4
Avg. Transaction Price	\$ 23,744	\$ 23,734
Avg. Transaction to Market %	99%	100%
Avg. Transactional Discount	\$ 1,078	\$ 1,118
Avg. Front End Gross	\$ 2,864	\$ 3,262
Avg. Finance Gross	\$ 1,188	\$ 1,145
PUVR	\$ 4,065	\$ 4,407
Total Gross (Units & PUVR)	\$ 674,869	\$ 436,274
GROI	190%	499%
% with Trade	42%	44%
Avg. Over/Under Allowance	-382	-357



31-45 days	46-60 days	61-90 days	90+ days
20	18	22	7
12%	11%	13%	4%
40%	11%	64%	29%
37.8	52.2	75.6	101.1
\$ 28,495	\$ 22,345	\$ 21,185	\$ 21,957
97%	96%	99%	97%
\$ 1,315	\$ 1,027	\$ 705	\$ 1,151
\$ 3,451	\$ 2,487	\$ 1,431	\$ 1,041
\$ 980	\$ 1,654	\$ 1,158	\$ 1,288
\$ 4,431	\$ 4,141	\$ 2,589	\$ 2,329
\$ 88,611	\$ 74,532	\$ 56,952	\$ 16,304
148%	128%	58%	38%
40%	50%	36%	14%
-236	-406	-665	-200