

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	166119	2011	Toyota	Land Cruiser	85	Other	No	\$ 35,995	\$ 33,995	110%	\$3,387	\$347
2	176419	2019	Toyota	Rav4	32	Trade on New	No	\$ 30,995	\$ 30,495	93%	\$5,495	\$1,122
3	173119	2013	Toyota	Prius	37	Trade on New	No	\$ 12,995	\$ 11,720	122%	\$3,778	\$0
4	183319	2017	Ram	2500	11	Auction/Wholesale	No	\$ 41,995	\$ 41,995	103%	\$4,762	\$5,191
5	180319	2017	Toyota	Camry	19	Trade on New	No	\$ 17,995	\$ 17,495	99%	\$2,137	\$1,854
6	182019	2011	Toyota	Tacoma	11	Trade on New	No	\$ 16,995	\$ 15,995	100%	\$4,765	\$3,500
7	174619	2015	Hyundai	Sonata	45	Trade on New	No	\$ 17,995	\$ 16,600	104%	\$2,930	\$0
8	160719	2014	Chevrolet	Silverado	66	Trade on New	No	\$ 29,995	\$ 28,750	116%	\$5,280	\$640
9	146019	2016	Toyota	Prius	132	Trade on New	No	\$ 21,995	\$ 21,995	111%	\$4,051	\$2,679
10	186419	2017	Toyota	Corolla	13	Trade on New	No	\$ 14,995	\$ 13,995	107%	\$2,818	\$0
11	181519	2014	Ram	2500	16	Other	No	\$ 43,995	\$ 43,995	107%	\$6,773	\$2,000
12	179819	2018	Toyota	Camry	28	Trade on New	No	\$ 18,995	\$ 17,500	90%	\$2,364	\$308
13	148619	2016	Toyota	Rav4	86	Trade on New	No	\$ 26,995	\$ 24,995	119%	\$4,147	\$1,713
14	185619	2012	Hyundai	Tuscan	6	Trade on New	No	\$ 10,995	\$ 10,495	114%	\$3,863	\$1,497
15	184019	2016	Toyota	4Runner	10	Other	No	\$ 37,995	\$ 37,995	108%	\$4,377	\$2,139
16	185719	2010	Toyota	Prius	8	Trade on New	No	\$ 9,995	\$ 9,200	105%	\$4,770	\$0
17	173019	2018	Dodge	Charger	48	Trade on New	No	\$ 26,995	\$ 21,500	106%	\$2,434	\$1,898
18	159019	2017	Jeep	Cherokee	80	Trade on New	No	\$ 25,995	\$ 25,000	110%	\$4,938	\$3,049
19	183619	2012	Toyota	4Runner	24	Trade on New	No	\$ 24,995	\$ 24,995	114%	\$4,968	\$3,269
20	184119	2011	Toyota	Tacoma	11	Other	No	\$ 27,995	\$ 27,995	107%	\$4,303	\$2,618
21	183219	2017	Nissan	Armada	20	Trade on New	No	\$ 28,995	\$ 28,995	104%	\$7,608	\$2,356
22	179419	2015	Toyota	Rav4	26	Trade on New	No	\$ 18,995	\$ 18,625	108%	\$4,349	\$2,169
23	181919	2017	Toyota	Tacoma	15	LBO OEM/Leasing Co.	No	\$ 33,995	\$ 32,415	102%	\$3,793	\$1,551
24	183419	2015	Toyota	Prius	21	Street/Curb Buy	No	\$ 17,995	\$ 17,995	99%	\$3,925	\$410
25	185519	2010	Chevrolet	Silverado	25	Trade on New	No	\$ 20,995	\$ 20,495	111%	\$5,895	\$306
26	163019	2014	Toyota	Prius	69	Trade on New	No	\$ 16,995	\$ 15,800	116%	\$3,674	\$2,921
27	150019	2018	Toyota	Rav4	88	Trade on New	No	\$ 25,995	\$ 23,995	98%	\$755	\$2,475
28	164319	2015	Toyota	Prius	63	Trade on New	No	\$ 14,995	\$ 14,995	112%	\$5,818	\$1,230
29	190419	2015	Toyota	Camry	2	Trade on New	No	\$ 20,995	\$ 17,995	118%	\$3,829	\$327
30	187419	2015	Ram	1500	5	Trade on Used	No	\$ 24,995	\$ 22,995	101%	\$4,218	\$239

31	190519	2007	Toyota	Rav4	3	Trade on New	No	\$	11,995	\$	11,857	137%	\$6,045	\$0
32	180119	2017	Toyota	Tundra	34	Trade on New	No	\$	34,995	\$	32,750	105%	\$5,112	\$1,399
33	190219	2015	Nissan	Pathfinder	5	Other	No	\$	22,995	\$	22,795	107%	\$3,652	\$327
34	186119	2005	Ram	2500	13	Other	No	\$	21,995	\$	21,995	106%	\$6,087	\$2,581
35	163519	2016	Honda	CR-V	66	Trade on New	No	\$	26,995	\$	26,250	111%	\$4,755	\$847
36	183819	2016	Toyota	Prius	19	Trade on New	No	\$	21,995	\$	21,995	102%	\$4,026	\$2,515
37	179519	2015	Lexus	GS 350	38	Trade on New	No	\$	28,995	\$	27,750	102%	\$5,229	\$579
38	184719	2018	Toyota	4Runner	7	Trade on New	No	\$	39,995	\$	38,995	105%	\$5,416	\$3,299
39	181319	2017	Toyota	Rav4	27	Trade on Used	No	\$	25,995	\$	24,400	106%	\$3,778	\$396
40	187219	2018	Toyota	Highlander	7	Trade on Used	No	\$	33,995	\$	31,995	101%	\$4,543	\$3,335
41	186619	2017	Toyota	Camry	11	LBO OEM/Leasing Co.	No	\$	17,995	\$	17,946	113%	\$3,707	\$3,469
42	181019	2003	Chevrolet	Corvette	32	Trade on Used	No	\$	18,995	\$	18,495	110%	\$7,607	\$0
43	185819	2014	Toyota	4Runner	34	Trade on New	No	\$	29,995	\$	27,500	110%	\$2,515	\$1,225
44	188319	2017	Nissan	Altima	6	Trade on New	No	\$	16,995	\$	16,495	103%	\$4,154	\$2,923
45	151819	2017	Infiniti	Q5	130	Trade on New	No	\$	28,995	\$	24,995	101%	\$4,448	\$186
46	177119	2016	Toyota	Highlander	49	Trade on New	No	\$	27,995	\$	24,495	114%	\$1,368	\$1,470
47	186019	2015	Honda	CR-V	25	Trade on Used	No	\$	17,995	\$	17,995	116%	\$3,790	\$1,879
48	176819	2014	Toyota	Tundra	54	Trade on New	No	\$	35,995	\$	34,995	106%	\$5,684	\$1,912
49	190919	2018	Jeep	Cherokee	10	Auction/Wholesale	No	\$	21,995	\$	19,836	110%	\$3,205	\$0
50	184219	2015	Toyota	Prius	28	Trade on New	No	\$	17,995	\$	17,530	98%	\$5,251	\$2,109
51	190019	2009	Ram	1500	9	Other	No	\$	23,995	\$	22,995	117%	\$5,073	\$2,047
52	187919	2011	Chevrolet	Equinox	15	Other	No	\$	11,995	\$	11,995	122%	\$3,446	\$2,383
53	185019	2017	Toyota	Tundra	34	Street/Curb Buy	No	\$	37,995	\$	37,995	103%	\$5,560	\$3,855

Scoreboard Totals

% Retailed of Non-Franchise Make	26%
Total # Retail Units	109
Avg. Days to Sale	36.5
Avg. Advertised Price (Time of Sale)	\$ 23,013
Avg. Transaction Price	\$ 22,090
Avg. Market Price at 100%	\$ 21,176
Avg. Price to Market % (Time of Sale)	109%
Avg. Transaction to Market	104%
Avg. Transactional Discount	\$ 917
Avg. Front-End Gross	\$ 4,271
Avg. Finance Gross	\$ 1,717
PUVR	\$ 6,003
Total Gross (Units & PUVR)	\$ 654,362
GROI	268%
% with Trade	31%
Avg. Over/Under Allowance	\$74



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	26%	#DIV/0!	#DIV/0!
Total # Retail Units	109	0	0
Avg. Days to Sale	36.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,013	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,090	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 21,176	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	109%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 917	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,271	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,717	#DIV/0!	#DIV/0!
PUVR	\$ 6,003	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 654,362	#DIV/0!	#DIV/0!
GROI	268%	#DIV/0!	#DIV/0!
% with Trade	31%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	74	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	26%	#DIV/0!	#DIV/0!
Total # Retail Units	109	0	0
Avg. Days to Sale	36.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,013	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,090	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 21,176	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	109%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 917	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,271	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,717	#DIV/0!	#DIV/0!
PUVR	\$ 6,003	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 654,362	#DIV/0!	#DIV/0!
GROI	268%	#DIV/0!	#DIV/0!
% with Trade	31%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	74	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	26%	#DIV/0!	#DIV/0!
Total # Retail Units	109	0	0
Avg. Days to Sale	36.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,013	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,090	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 21,176	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	109%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 917	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,271	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,717	#DIV/0!	#DIV/0!
PUVR	\$ 6,003	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 654,362	#DIV/0!	#DIV/0!
GROI	268%	#DIV/0!	#DIV/0!
% with Trade	31%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	74	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	109	0	109
Avg. Days to Sale	36.5	#DIV/0!	36.5
Avg. Advertised Price (Time of Sale)	\$ 23,013	#DIV/0!	\$ 22,090
Avg. Transaction Price	\$ 22,090	#DIV/0!	\$ 22,090
Avg. Market Price at 100%	\$ 21,176	#DIV/0!	\$ 21,262
Avg. Price to Market % (Time of Sale)	109%	#DIV/0!	104%
Avg. Transaction to Market	104%	#DIV/0!	104%
Avg. Transactional Discount	\$ 917	#DIV/0!	\$ 917
Avg. Front-End Gross	\$ 4,271	#DIV/0!	\$ 4,271
Avg. Finance Gross	\$ 1,717	#DIV/0!	\$ 1,717
PUVR	\$ 6,003	#DIV/0!	\$ 6,003
Total Gross (Units & PUVR)	\$ 654,362	#DIV/0!	\$ 654,362
GROI	268%	#DIV/0!	268%
% with Trade	31%	#DIV/0!	93%
Avg. Over/Under Allowance	74	#DIV/0!	74



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	109	79	28
Avg. Days to Sale	36.5	36.7	34.4
Avg. Advertised Price (Time of Sale)	\$ 23,013	\$ 23,438	\$ 20,177
Avg. Transaction Price	\$ 22,090	\$ 22,511	\$ 20,177
Avg. Market Price at 100%	\$ 21,176	\$ 21,860	\$ 19,576
Avg. Price to Market % (Time of Sale)	109%	107%	103%
Avg. Transaction to Market	104%	103%	103%
Avg. Transactional Discount	\$ 917	\$ 927	\$ 890
Avg. Front-End Gross	\$ 4,271	\$ 4,194	\$ 4,474
Avg. Finance Gross	\$ 1,717	\$ 1,896	\$ 1,283
PUVR	\$ 6,003	\$ 6,090	\$ 5,758
Total Gross (Units & PUVR)	\$ 654,362	\$ 481,142	\$ 161,213
GROI	268%	266%	299%
% with Trade	31%	0%	121%
Avg. Over/Under Allowance	74	-11	250



Scoreboard

Source	Totals	Trade on New	Trade on Used	Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer	BO OEM/Leasing cc	Other
Total # Retail Units	109	65	14	5	3	0	0	5	17
% of Retail Units	100%	60%	13%	5%	3%	0%	0%	5%	16%
% Retailed of Non-New Franchise	26%	25%	43%	0%	33%	#DIV/0!	#DIV/0!	0%	29%
Avg. Days to Sale	36.5	42.0	25.3	30.4	20.0	#DIV/0!	#DIV/0!	15.0	35.6
Avg. Transaction Price	\$ 22,090	\$ 20,935	\$ 19,133	\$ 21,812	\$ 29,096	#DIV/0!	#DIV/0!	\$ 26,630	\$ 26,453
Avg. Transaction to Market %	104%	103%	105%	108%	101%	#DIV/0!	#DIV/0!	102%	109%
Avg. Transactional Discount	\$ 917	\$ 1,131	\$ 719	\$ 383	\$ 1,233	#DIV/0!	#DIV/0!	\$ 965	\$ 326
Avg. Front End Gross	\$ 4,271	\$ 4,223	\$ 4,882	\$ 4,075	\$ 4,231	#DIV/0!	#DIV/0!	\$ 3,995	\$ 4,097
Avg. Finance Gross	\$ 1,717	\$ 1,606	\$ 1,777	\$ 1,519	\$ 1,730	#DIV/0!	#DIV/0!	\$ 2,499	\$ 1,922
PUVR	\$ 6,003	\$ 5,816	\$ 6,659	\$ 5,595	\$ 5,962	#DIV/0!	#DIV/0!	\$ 6,493	\$ 6,162
Total Gross (Units & PUVR)	\$ 654,362	\$ 378,023	\$ 93,224	\$ 27,973	\$ 17,885	#DIV/0!	#DIV/0!	\$ 32,467	\$ 104,761
GROI	268%	238%	495%	304%	369%	#DIV/0!	#DIV/0!	585%	235%
% with Trade	31%	32%	7%	40%	67%	#DIV/0!	#DIV/0!	40%	35%
Avg. Over/Under Allowance	74	83	250	0	0	#DIV/0!	#DIV/0!	250	0



Scoreboard

Age	Totals	0-30 days	31-45 days	46-60 days	61-90 days
Total # Retail Units	109	68	11	6	12
% of Retail Units	100%	62%	10%	6%	11%
% Retailed of Non-New Franchise	26%	25%	36%	33%	17%
Avg. Days to Sale	36.5	14.3	36.4	52.3	75.2
Avg. Transaction Price	\$ 22,090	\$ 21,845	\$ 23,637	\$ 23,193	\$ 23,448
Avg. Transaction to Market %	104%	104%	103%	102%	106%
Avg. Transactional Discount	\$ 917	\$ 709	\$ 1,144	\$ 1,968	\$ 1,234
Avg. Front End Gross	\$ 4,271	\$ 4,343	\$ 4,740	\$ 3,931	\$ 3,943
Avg. Finance Gross	\$ 1,717	\$ 1,901	\$ 1,113	\$ 1,483	\$ 1,747
PUVR	\$ 6,003	\$ 6,245	\$ 5,854	\$ 5,414	\$ 5,690
Total Gross (Units & PUVR)	\$ 654,362	\$ 424,626	\$ 64,391	\$ 32,482	\$ 68,278
GROI	268%	721%	245%	161%	116%
% with Trade	31%	25%	45%	33%	42%
Avg. Over/Under Allowance	74	74	100	-125	0



90+ days	
	12
	11%
	25%
	115.8
\$	20,154
	103%
\$	1,091
\$	3,927
\$	1,317
\$	5,244
\$	62,929
	81%
	42%
	200