

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	35	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$750	\$1,100
1	EG434355	2014	Chevrolet	Silverado	15	Trade on New	No	\$ 29,476	\$ 29,476	109%	\$6,483	\$1,377
2	HR306686	2017	GMC	Yukon XL	21	Trade on New	No	\$ 45,475	\$ 43,900	102%	\$2,719	\$4,191
3	E6144053	2014	GMC	Terrain	32	Trade on New	No	\$ 11,776	\$ 10,746	102%	\$2,294	\$0
4	HR206268	2017	GMC	Yukon	9	Trade on New	No	\$ 38,895	\$ 36,785	104%	\$2,937	\$2,786
5	KZ103806	2019	GMC	Sierra	31	Trade on New	Yes	\$ 57,375	\$ 56,800	104%	\$2,646	\$3,480
6	FG260885	2015	Hyundai	Santa Fe	22	Trade on New	No	\$ 16,895	\$ 13,250	98%	\$500	\$405
7	LJ214751	2020	Buick	Enclave	47	Auction/Wholesale	No	\$ 35,775	\$ 34,975	104%	\$1,539	\$0
8	AS160336	2010	Dodge	Ram	10	Trade on New	No	\$ 21,976	\$ 22,900	94%	\$6,032	\$2,548
9	HG740955	2017	BMW	740i	126	Auction/Wholesale	No	\$ 41,471	\$ 41,471	97%	(\$1,131)	\$4,062
10	HR346161	2017	GMC	Yukon	14	Trade on New	Yes	\$ 49,775	\$ 45,900	103%	\$1,803	\$1,887
11	GR540938	2016	Toyota	Camry	2	Trade on Used	No	\$ 16,595	\$ 15,975	112%	\$2,660	\$2,226
12	H6138147	2017	GMC	Terrain	18	Trade on New	No	\$ 15,976	\$ 14,977	103%	\$1,563	\$2,886
13	FR611111	2015	GMC	Yukon	15	Trade on New	No	\$ 33,876	\$ 34,725	104%	\$1,927	\$1,626
14	JEA54893	2018	Ford	Expedition	20	Trade on New	No	\$ 35,975	\$ 33,600	102%	\$1,483	\$3,851
15	9J165543	2009	Buick	Enclave	13	Trade on New	No	\$ 9,476	\$ 8,803	100%	\$3,284	\$0
16	CF200290	2012	Chevrolet	Silverado	13	Trade on New	No	\$ 18,376	\$ 17,857	100%	\$4,204	\$1,802
17	HR379551	2017	GMC	Yukon	10	Trade on New	No	\$ 47,376	\$ 46,400	104%	\$3,044	\$0
18	KR259462	2019	GMC	Yukon XL	7	Trade on New	Yes	\$ 56,776	\$ 54,700	104%	\$2,041	\$0
19	GW284568	2016	Toyota	Rav4	25	Trade on New	No	\$ 23,975	\$ 22,492	101%	\$1,860	\$1,848
20	L0128673	2020	Chevrolet	Camaro	20	Trade on New	Yes	\$ 27,526	\$ 27,526	102%	\$2,332	\$166
21	H0U23792	2017	BMW	X5	38	Trade on Used	No	\$ 38,455	\$ 38,455	108%	\$1,806	\$1,784
22	JH278114	2018	Land Rover	Evoque	103	Auction/Wholesale	No	\$ 30,476	\$ 30,476	86%	\$40	\$5,022
23	JF100719	2018	GMC	2500HD	53	Street/Curb Buy	Yes	\$ 63,955	\$ 64,975	98%	\$4,016	\$1,514
24	EG487230	2014	GMC	Sierra	75	Trade on New	No	\$ 29,754	\$ 29,754	95%	\$1,471	\$1,000
25	GF158175	2016	Chevrolet	Silverado	8	Trade on New	No	\$ 43,975	\$ 41,016	100%	\$3,908	\$0
26	HR401145	2017	GMC	Yukon	22	Trade on New	No	\$ 47,776	\$ 46,969	103%	\$1,787	\$2,624
27	HEE78449	2017	Ford	F-250	16	Trade on New	No	\$ 56,976	\$ 55,750	92%	\$2,784	\$2,945
28	GH673526	2016	Hyundai	Elantra	10	Trade on New	No	\$ 9,975	\$ 9,000	101%	\$1,933	\$0
29	EG225216	2014	Chevrolet	Silverado	29	Trade on New	No	\$ 28,376	\$ 28,376	94%	\$4,284	\$1,642
30	JG359406	2018	Chevrolet	Silverado	86	Trade on New	No	\$ 39,884	\$ 39,884	103%	\$1,200	\$5,658

Scoreboard Totals

% Retailed of Non-Franchise Make	53%
Total # Retail Units	32
Avg. Days to Sale	32.9
Avg. Advertised Price (Time of Sale)	\$ 34,286
Avg. Transaction Price	\$ 33,458
Avg. Market Price at 100%	\$ 33,999
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 828
Avg. Front-End Gross	\$ 2,404
Avg. Finance Gross	\$ 1,909
PUVR	\$ 4,313
Total Gross (Units & PUVR)	\$ 138,027
GROI	141%
% with Trade	44%
Avg. Over/Under Allowance	\$147



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	53%	#DIV/0!
Total # Retail Units	32	0
Avg. Days to Sale	32.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,286	#DIV/0!
Avg. Transaction Price	\$ 33,458	#DIV/0!
Avg. Market Price at 100%	\$ 33,999	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ 828	#DIV/0!
Avg. Front-End Gross	\$ 2,404	#DIV/0!
Avg. Finance Gross	\$ 1,909	#DIV/0!
PUVR	\$ 4,313	#DIV/0!
Total Gross (Units & PUVR)	\$ 138,027	#DIV/0!
GROI	141%	#DIV/0!
% with Trade	44%	#DIV/0!
Avg. Over/Under Allowance	147	#DIV/0!



Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	53%	#DIV/0!
Total # Retail Units	32	0
Avg. Days to Sale	32.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,286	#DIV/0!
Avg. Transaction Price	\$ 33,458	#DIV/0!
Avg. Market Price at 100%	\$ 33,999	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ 828	#DIV/0!
Avg. Front-End Gross	\$ 2,404	#DIV/0!
Avg. Finance Gross	\$ 1,909	#DIV/0!
PUVR	\$ 4,313	#DIV/0!
Total Gross (Units & PUVR)	\$ 138,027	#DIV/0!
GROI	141%	#DIV/0!
% with Trade	44%	#DIV/0!
Avg. Over/Under Allowance	147	#DIV/0!



Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	53%	#DIV/0!
Total # Retail Units	32	0
Avg. Days to Sale	32.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,286	#DIV/0!
Avg. Transaction Price	\$ 33,458	#DIV/0!
Avg. Market Price at 100%	\$ 33,999	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ 828	#DIV/0!
Avg. Front-End Gross	\$ 2,404	#DIV/0!
Avg. Finance Gross	\$ 1,909	#DIV/0!
PUVR	\$ 4,313	#DIV/0!
Total Gross (Units & PUVR)	\$ 138,027	#DIV/0!
GROI	141%	#DIV/0!
% with Trade	44%	#DIV/0!
Avg. Over/Under Allowance	147	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	32	5
Avg. Days to Sale	32.9	25.0
Avg. Advertised Price (Time of Sale)	\$ 34,286	\$ 51,081
Avg. Transaction Price	\$ 33,458	\$ 49,980
Avg. Market Price at 100%	\$ 33,999	\$ 50,066
Avg. Price to Market % (Time of Sale)	101%	102%
Avg. Transaction to Market	98%	100%
Avg. Transactional Discount	\$ 828	\$ 1,101
Avg. Front-End Gross	\$ 2,404	\$ 2,568
Avg. Finance Gross	\$ 1,909	\$ 1,409
PUVR	\$ 4,313	\$ 3,977
Total Gross (Units & PUVR)	\$ 138,027	\$ 19,885
GROI	141%	115%
% with Trade	44%	12%
Avg. Over/Under Allowance	147	-70



No	
	27
	34.4
\$	30,398
\$	30,398
\$	31,128
	98%
	98%
\$	778
\$	2,374
\$	2,002
\$	4,376
\$	118,142
	151%
	32%
	187

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	32	15
Avg. Days to Sale	32.9	29.7
Avg. Advertised Price (Time of Sale)	\$ 34,286	\$ 39,066
Avg. Transaction Price	\$ 33,458	\$ 38,158
Avg. Market Price at 100%	\$ 33,999	\$ 38,270
Avg. Price to Market % (Time of Sale)	101%	102%
Avg. Transaction to Market	98%	100%
Avg. Transactional Discount	\$ 828	\$ 908
Avg. Front-End Gross	\$ 2,404	\$ 2,298
Avg. Finance Gross	\$ 1,909	\$ 1,717
PUVR	\$ 4,313	\$ 4,015
Total Gross (Units & PUVR)	\$ 138,027	\$ 60,219
GROI	141%	128%
% with Trade	44%	20%
Avg. Over/Under Allowance	147	284

No	
	17
	35.8
\$	29,311
\$	29,311
\$	30,396
	96%
	96%
\$	758
\$	2,498
\$	2,079
\$	4,577
\$	77,808
	157%
	65%
	26

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	32	26	2
% of Retail Units	100%	81%	6%
% Retailed of Non-New Franchise	53%	50%	100%
Avg. Days to Sale	32.9	26.3	20.0
Avg. Transaction Price	\$ 33,458	\$ 32,474	\$ 27,215
Avg. Transaction to Market %	98%	97%	108%
Avg. Transactional Discount	\$ 828	\$ 1,004	\$ 310
Avg. Front End Gross	\$ 2,404	\$ 2,616	\$ 2,233
Avg. Finance Gross	\$ 1,909	\$ 1,788	\$ 2,005
PUVR	\$ 4,313	\$ 4,403	\$ 4,238
Total Gross (Units & PUVR)	\$ 138,027	\$ 114,489	\$ 8,476
GROI	141%	186%	280%
% with Trade	44%	38%	50%
Avg. Over/Under Allowance	147	191	125



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
1	3	0	0
3%	9%	0%	0%
0%	67%	#DIV/0!	#DIV/0!
53.0	92.0	#DIV/0!	#DIV/0!
\$ 64,975	\$ 35,641	#DIV/0!	#DIV/0!
100%	95%	#DIV/0!	#DIV/0!
\$ (1,020)	\$ 267	#DIV/0!	#DIV/0!
\$ 4,016	\$ 149	#DIV/0!	#DIV/0!
\$ 1,514	\$ 3,028	#DIV/0!	#DIV/0!
\$ 5,530	\$ 3,177	#DIV/0!	#DIV/0!
\$ 5,530	\$ 9,532	#DIV/0!	#DIV/0!
58%	35%	#DIV/0!	#DIV/0!
100%	67%	#DIV/0!	#DIV/0!
-500	0	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	32	21	3
% of Retail Units	100%	66%	9%
% Retailed of Non-New Franchise	53%	57%	33%
Avg. Days to Sale	32.9	15.2	33.7
Avg. Transaction Price	\$ 33,458	\$ 30,970	\$ 35,334
Avg. Transaction to Market %	98%	97%	101%
Avg. Transactional Discount	\$ 828	\$ 1,196	\$ 535
Avg. Front End Gross	\$ 2,404	\$ 2,837	\$ 2,249
Avg. Finance Gross	\$ 1,909	\$ 1,658	\$ 1,755
PUVR	\$ 4,313	\$ 4,494	\$ 4,003
Total Gross (Units & PUVR)	\$ 138,027	\$ 94,378	\$ 12,010
GROI	141%	344%	121%
% with Trade	44%	38%	33%
Avg. Over/Under Allowance	147	260	83



46-60 days	61-90 days	90+ days
2	4	2
6%	13%	6%
0%	50%	100%
50.0	76.0	114.5
\$ 49,975	\$ 35,592	\$ 35,974
101%	99%	92%
\$ (110)	\$ -	\$ -
\$ 2,778	\$ 1,539	\$ (546)
\$ 757	\$ 2,605	\$ 4,542
\$ 3,535	\$ 4,144	\$ 3,997
\$ 7,069	\$ 16,577	\$ 7,993
51%	55%	35%
100%	50%	50%
-250	-125	0