

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	201307A	2018	Nissan	Sentra	42	Trade on New	Yes	\$ 12,990	\$ 13,597	99%	\$2,393	\$1,709
2	P7137	2017	Nissan	Rogue	70	Auction/Wholesale	Yes	\$ 18,990	\$ 23,990	115%	\$5,848	\$4,522
3	201312A	2019	Toyota	Corolla	57	Trade on New	No	\$ 14,590	\$ 15,120	91%	\$3,051	\$1,235
4	210397A	2014	Nissan	Maxima	19	Trade on New	No	\$ 12,990	\$ 13,989	95%	\$3,440	\$614
5	200375A	2018	Nissan	Rogue	97	Trade on New	Yes	\$ 15,990	\$ 17,739	92%	\$2,267	\$1,745
6	210284TA	2018	Nissan	Rogue	14	Trade on New	Yes	\$ 19,990	\$ 21,376	108%	\$3,733	\$150
7	201332TA	2015	Nissan	Rogue	10	Trade on New	No	\$ 13,990	\$ 15,457	107%	\$4,279	\$1,358
8	201395A	2019	Nissan	Rogue	18	Trade on New	Yes	\$ 19,990	\$ 21,739	110%	\$4,964	\$1,560
9	PR7171	2019	Nissan	Rogue	19	Auction/Wholesale	Yes	\$ 18,990	\$ 19,761	96%	\$3,374	\$0
10	200475A	2019	Jeep	Cherokee	114	Trade on New	No	\$ 18,990	\$ 21,458	93%	\$2,998	\$1,245
11	PR7183	2019	Nissan	Rogue	8	Loaner	Yes	\$ 19,990	\$ 21,072	99%	\$3,153	\$0
12	210174A	2016	Nissan	Frontier	10	Trade on New	Yes	\$ 24,990	\$ 25,767	100%	\$3,808	\$0
13	201051A	2019	Nissan	Kicks	11	Trade on New	Yes	\$ 16,990	\$ 19,104	108%	\$5,512	\$0
14	201293A	2017	Nissan	Rogue	74	Trade on New	Yes	\$ 19,990	\$ 21,980	102%	\$5,792	\$2,440
15	210429A	2013	Cadillac	ATS	16	Trade on New	No	\$ 14,490	\$ 18,280	107%	\$6,219	\$910
16	210149TB	2015	Nissan	Pathfinder	46	Trade on Used	No	\$ 16,990	\$ 17,510	102%	\$3,647	\$715
17	210321TA	2016	Nissan	Sentra	11	Trade on New	No	\$ 11,990	\$ 11,790	105%	\$1,814	\$0
18	210358A	2018	Nissan	Rogue	34	Trade on New	Yes	\$ 17,590	\$ 19,339	96%	\$4,115	\$150
19	201228A	2016	GMC	Terrain	32	Trade on New	No	\$ 17,990	\$ 15,477	99%	\$517	\$486
20	201273A	2018	Nissan	Versa	97	Trade on New	Yes	\$ 10,990	\$ 10,990	101%	\$766	\$551
21	201469TA	2019	Dodge	Ram	10	Trade on New	No	\$ 33,990	\$ 34,801	100%	\$4,663	\$2,044
22	PR7167	2020	Nissan	Altima	33	Loaner	Yes	\$ 19,900	\$ 21,278	103%	\$6,451	\$588
23	210083A	2019	Nissan	Rogue	10	Trade on New	Yes	\$ 20,990	\$ 24,990	103%	\$6,747	\$3,583
24	PR7162	2019	Nissan	Rogue	22	Auction/Wholesale	Yes	\$ 20,990	\$ 22,980	110%	\$2,630	\$329
25	P7164	2016	Subaru	Impreza	38	Auction/Wholesale	No	\$ 14,490	\$ 14,635	100%	\$2,742	\$0
26	210020A	2019	Nissan	Altima	39	Trade on New	Yes	\$ 19,900	\$ 20,490	95%	\$2,259	\$861
27	201331A	2015	Ford	Escape	26	Trade on New	No	\$ 13,990	\$ 13,525	97%	\$2,779	\$0
28	P7131	2019	Nissan	Versa	89	Auction/Wholesale	Yes	\$ 12,990	\$ 12,900	95%	\$3,773	\$1,108
29	P7105	2019	Chevrolet	Impala	136	Auction/Wholesale	No	\$ 18,990	\$ 18,952	95%	\$561	\$1,970
30	210293A	2018	Nissan	Rogue	3	Trade on New	Yes	\$ 24,990	\$ 24,920	108%	\$3,218	\$1,316

31	PR7153	2020	Nissan	Armada	78	Loaner	Yes	\$	37,990	\$	39,189	103%	\$7,362	\$4,881
32	P7110	2018	Nissan	Leaf	130	Auction/Wholesale	Yes	\$	16,990	\$	16,748	91%	(\$714)	\$0
33	201306A	2018	Chevrolet	Malibu	62	Trade on New	No	\$	14,990	\$	15,990	93%	\$3,315	\$1,963
34	210144A	2019	Nissan	Altima	17	Trade on New	Yes	\$	21,990	\$	22,989	115%	\$3,026	\$0
35	PR7174	2020	Nissan	Altima	31	Loaner	Yes	\$	19,990	\$	20,936	103%	\$4,008	\$160
36	P7165	2020	Dodge	Ram	43	Auction/Wholesale	No	\$	34,990	\$	35,989	102%	\$4,917	\$1,750
37	200721A	2018	Nissan	Sentra	30	Trade on New	Yes	\$	14,990	\$	15,440	105%	\$3,045	\$1,496
38	PR7177	2020	Nissan	Kicks	25	Loaner	Yes	\$	18,990	\$	19,664	103%	\$6,007	\$1,931
39	200423A	2019	Honda	Passport	64	Trade on New	No	\$	28,990	\$	29,489	96%	\$1,879	\$108
40	201090A	2019	Nissan	Maxima	68	Trade on New	Yes	\$	23,590	\$	23,609	102%	\$1,750	\$0
41	P7141	2016	Buick	Verano	85	Auction/Wholesale	No	\$	14,990	\$	15,989	103%	\$4,332	\$2,097
42	201377A	2019	Nissan	Rogue	76	Trade on New	Yes	\$	19,590	\$	20,589	94%	\$2,051	\$2,895
43	201405A	2019	Nissan	Versa	60	Trade on New	Yes	\$	13,990	\$	15,989	100%	\$4,182	\$4,250
44	P7146	2020	Nissan	Versa	87	Auction/Wholesale	Yes	\$	15,990	\$	17,989	99%	\$4,797	\$2,120
45	P7131A	2012	Nissan	Versa	9	Auction/Wholesale	No	\$	6,990	\$	7,334	92%	\$2,545	\$0
46	P7188	2020	Dodge	Ram	10	Auction/Wholesale	No	\$	39,990	\$	40,989	108%	\$3,556	\$3,671
47	210277B	2018	Buick	Encore	71	Trade on Used	No	\$	15,590	\$	16,890	89%	\$3,657	\$1,443
48	210155A	2019	Nissan	Rogue	17	Trade on New	Yes	\$	20,990	\$	22,739	102%	\$3,407	\$1,189
49	210451A	2015	Nissan	Murano	21	Trade on New	No	\$	19,990	\$	20,989	101%	\$4,912	\$3,672
50	P7132	2019	Nissan	Rogue	94	Auction/Wholesale	Yes	\$	19,990	\$	23,739	101%	\$5,412	\$2,681
51	PR7158	2020	Nissan	Altima	80	Loaner	Yes	\$	19,990	\$	22,990	94%	\$6,003	\$3,856
52	210079A	2018	Nissan	Rogue	12	Trade on New	Yes	\$	20,990	\$	22,369	101%	\$6,158	\$2,242
53	210037A	2018	Nissan	Versa	67	Trade on New	Yes	\$	11,490	\$	12,489	95%	\$3,651	\$1,321

Scoreboard Totals

% Retailed of Non-Franchise Make	25%
Total # Retail Units	59
Avg. Days to Sale	46.8
Avg. Advertised Price (Time of Sale)	\$ 19,097
Avg. Transaction Price	\$ 20,261
Avg. Market Price at 100%	\$ 19,065
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	106%
Avg. Transactional Discount	\$ (1,163)
Avg. Front-End Gross	\$ 3,677
Avg. Finance Gross	\$ 1,356
PUVR	\$ 5,033
Total Gross (Units & PUVR)	\$ 296,972
GROI	191%
% with Trade	31%
Avg. Over/Under Allowance	\$947



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Aziz Aztot	
% Retailed of Non-New Franchise	25%	18%	#DIV/0!
Total # Retail Units	59	33	0
Avg. Days to Sale	46.8	47.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 19,097	\$ 19,751	#DIV/0!
Avg. Transaction Price	\$ 20,261	\$ 20,859	#DIV/0!
Avg. Market Price at 100%	\$ 19,065	\$ 19,490	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	101%	#DIV/0!
Avg. Transaction to Market	106%	107%	#DIV/0!
Avg. Transactional Discount	\$ (1,163)	\$ (1,108)	#DIV/0!
Avg. Front-End Gross	\$ 3,677	\$ 3,704	#DIV/0!
Avg. Finance Gross	\$ 1,356	\$ 1,375	#DIV/0!
PUVR	\$ 5,033	\$ 5,079	#DIV/0!
Total Gross (Units & PUVR)	\$ 296,972	\$ 167,599	#DIV/0!
GROI	191%	184%	#DIV/0!
% with Trade	31%	30%	#DIV/0!
Avg. Over/Under Allowance	947	1,063	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	25%	#DIV/0!	#DIV/0!
Total # Retail Units	59	0	0
Avg. Days to Sale	46.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 19,097	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 20,261	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 19,065	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	106%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,163)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,677	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,356	#DIV/0!	#DIV/0!
PUVR	\$ 5,033	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 296,972	#DIV/0!	#DIV/0!
GROI	191%	#DIV/0!	#DIV/0!
% with Trade	31%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	947	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	25%	#DIV/0!	#DIV/0!
Total # Retail Units	59	0	0
Avg. Days to Sale	46.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 19,097	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 20,261	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 19,065	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	106%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,163)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,677	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,356	#DIV/0!	#DIV/0!
PUVR	\$ 5,033	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 296,972	#DIV/0!	#DIV/0!
GROI	191%	#DIV/0!	#DIV/0!
% with Trade	31%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	947	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	59	37	22
Avg. Days to Sale	46.8	47.9	45.1
Avg. Advertised Price (Time of Sale)	\$ 19,097	\$ 19,264	\$ 19,529
Avg. Transaction Price	\$ 20,261	\$ 20,696	\$ 19,529
Avg. Market Price at 100%	\$ 19,065	\$ 19,046	\$ 19,021
Avg. Price to Market % (Time of Sale)	100%	101%	103%
Avg. Transaction to Market	106%	109%	103%
Avg. Transactional Discount	\$ (1,163)	\$ (1,432)	\$ (712)
Avg. Front-End Gross	\$ 3,677	\$ 3,982	\$ 3,164
Avg. Finance Gross	\$ 1,356	\$ 1,423	\$ 1,245
PUVR	\$ 5,033	\$ 5,405	\$ 4,409
Total Gross (Units & PUVR)	\$ 296,972	\$ 199,979	\$ 96,993
GROI	191%	196%	180%
% with Trade	31%	25%	13%
Avg. Over/Under Allowance	947	1,059	700



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	59	44	15
Avg. Days to Sale	46.8	43.4	56.8
Avg. Advertised Price (Time of Sale)	\$ 19,097	\$ 18,379	\$ 21,972
Avg. Transaction Price	\$ 20,261	\$ 19,677	\$ 21,972
Avg. Market Price at 100%	\$ 19,065	\$ 18,160	\$ 21,607
Avg. Price to Market % (Time of Sale)	100%	101%	102%
Avg. Transaction to Market	106%	108%	102%
Avg. Transactional Discount	\$ (1,163)	\$ (1,298)	\$ (768)
Avg. Front-End Gross	\$ 3,677	\$ 3,875	\$ 3,096
Avg. Finance Gross	\$ 1,356	\$ 1,372	\$ 1,310
PUVR	\$ 5,033	\$ 5,247	\$ 4,406
Total Gross (Units & PUVR)	\$ 296,972	\$ 230,879	\$ 66,093
GROI	191%	221%	127%
% with Trade	31%	27%	40%
Avg. Over/Under Allowance	947	973	833



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	59	37	3
% of Retail Units	100%	63%	5%
% Retailed of Non-New Franchise	25%	24%	33%
Avg. Days to Sale	46.8	39.7	69.3
Avg. Transaction Price	\$ 20,261	\$ 19,494	\$ 18,997
Avg. Transaction to Market %	106%	106%	103%
Avg. Transactional Discount	\$ (1,163)	\$ (1,090)	\$ (1,140)
Avg. Front End Gross	\$ 3,677	\$ 3,495	\$ 3,626
Avg. Finance Gross	\$ 1,356	\$ 1,167	\$ 1,720
PUVR	\$ 5,033	\$ 4,663	\$ 5,346
Total Gross (Units & PUVR)	\$ 296,972	\$ 172,514	\$ 16,037
GROI	191%	217%	146%
% with Trade	31%	30%	33%
Avg. Over/Under Allowance	947	463	1,000



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	13	6	0
0%	22%	10%	0%
#DIV/0!	38%	0%	#DIV/0!
#DIV/0!	64.0	42.5	#DIV/0!
#DIV/0!	\$ 20,923	\$ 24,188	#DIV/0!
#DIV/0!	108%	107%	#DIV/0!
#DIV/0!	\$ (1,279)	\$ (1,380)	#DIV/0!
#DIV/0!	\$ 3,367	\$ 5,497	#DIV/0!
#DIV/0!	\$ 1,558	\$ 1,903	#DIV/0!
#DIV/0!	\$ 4,925	\$ 7,400	#DIV/0!
#DIV/0!	\$ 64,021	\$ 44,400	#DIV/0!
#DIV/0!	132%	259%	#DIV/0!
#DIV/0!	31%	33%	#DIV/0!
#DIV/0!	1,373	2,250	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	59	25	9
% of Retail Units	100%	42%	15%
% Retailed of Non-New Franchise	25%	16%	33%
Avg. Days to Sale	46.8	15.8	37.3
Avg. Transaction Price	\$ 20,261	\$ 20,842	\$ 20,381
Avg. Transaction to Market %	106%	110%	102%
Avg. Transactional Discount	\$ (1,163)	\$ (1,192)	\$ (622)
Avg. Front End Gross	\$ 3,677	\$ 4,042	\$ 3,463
Avg. Finance Gross	\$ 1,356	\$ 1,098	\$ 634
PUVR	\$ 5,033	\$ 5,140	\$ 4,097
Total Gross (Units & PUVR)	\$ 296,972	\$ 128,493	\$ 36,871
GROI	191%	560%	194%
% with Trade	31%	28%	33%
Avg. Over/Under Allowance	947	875	1,000



46-60 days	61-90 days	90+ days
4	14	7
7%	24%	12%
25%	36%	29%
53.3	75.6	108.4
\$ 15,653	\$ 21,148	\$ 18,888
103%	106%	103%
\$ (1,013)	\$ (1,422)	\$ (1,327)
\$ 3,601	\$ 3,962	\$ 2,123
\$ 1,550	\$ 2,106	\$ 1,599
\$ 5,151	\$ 6,068	\$ 3,722
\$ 20,602	\$ 84,949	\$ 26,057
222%	137%	65%
50%	36%	14%
300	1,260	1,000