









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	S3191	2018	Jeep	Grand Cherokee	2	Other	Yes	\$ 29,995	\$ 26,844	103%	\$406	\$250
2	E11780A	2015	Jeep	Wrangler	21	Trade on New	No	\$ 24,412	\$ 24,412	96%	\$4,470	\$1,991
3	S3026	2019	Jeep	Wrangler	86	Auction/Wholesale	Yes	\$ 49,412	\$ 48,460	98%	\$1,856	\$2,611
4	S3083	2020	Audi	Q7	53	Auction/Wholesale	No	\$ 49,912	\$ 49,000	102%	\$2,035	\$3,393
5	E12273A	2018	Jeep	Wrangler	21	Trade on New	Yes	\$ 36,912	\$ 42,000	96%	\$1,336	\$2,471
6	S3194	2018	Chrysler	Pacifica	3	Auction/Wholesale	No	\$ 28,875	\$ 28,875	111%	\$5,798	\$374
7	S3124	2013	Ram	1500	50	Street/Curb Buy	No	\$ 28,912	\$ 28,912	105%	\$3,506	\$3,555
8	E11999A	2016	Jeep	Wrangler	30	Trade on New	No	\$ 30,912	\$ 30,912	103%	\$3,330	\$1,531
9	S3197	2017	Ram	1500	1	Other	Yes	\$ 36,695	\$ 31,875	88%	\$6,637	\$3,098
10	S3179	2018	Ram	1500	24	Auction/Wholesale	Yes	\$ 35,912	\$ 34,437	112%	\$6,888	\$166
11	E11472A	2018	Jeep	Grand Cherokee	50	Trade on New	Yes	\$ 30,912	\$ 29,000	100%	\$791	\$166
12	E11260A	2018	Jeep	Grand Cherokee	31	Trade on New	Yes	\$ 29,912	\$ 24,912	99%	\$3,574	\$1,823
13	S3188	2020	Dodge	CHALLENGER	2	Auction/Wholesale	No	\$ 79,795	\$ 78,795	155%	\$4,886	\$2,684
14	S3122	2018	Jeep	Grand Cherokee	55	Auction/Wholesale	Yes	\$ 26,912	\$ 22,583	103%	\$592	\$2,926
15	S3112	2016	Dodge	CHALLENGER	47	Auction/Wholesale	Yes	\$ 41,912	\$ 41,912	74%	\$5,738	\$2,424
16	E12081Q	2018	Jeep	COMPASS	20	Trade on New	Yes	\$ 20,912	\$ 20,200	106%	\$61	\$702
17	S3144	2018	Jeep	Grand Cherokee	34	Auction/Wholesale	Yes	\$ 29,912	\$ 28,700	98%	\$2,308	\$1,644
18	S3101	2020	Ram	1500	56	Auction/Wholesale	Yes	\$ 58,912	\$ 56,500	95%	\$1,493	\$1,319
19	S3207	2020	Jeep	GLADIATOR	1	Auction/Wholesale	Yes	\$ 45,888	\$ 45,888	101%	\$732	\$967
20	S3203	2019	Ram	1500	1	Auction/Wholesale	Yes	\$ 54,795	\$ 54,795	100%	\$3,410	\$0
21	S3176	2018	Jeep	Grand Cherokee	27	Auction/Wholesale	Yes	\$ 30,912	\$ 30,912	105%	\$4,330	\$2,544
22	E12341A	2018	Ram	1500	34	Trade on New	Yes	\$ 39,912	\$ 38,000	106%	\$3,183	\$556
23	S3204	2013	Subaru	CROSSTREK	1	Auction/Wholesale	No	\$ 17,995	\$ 14,850	105%	\$246	\$767
24	S3167	2018	Jeep	Grand Cherokee	29	Auction/Wholesale	Yes	\$ 30,912	\$ 30,912	101%	\$1,441	\$552
25	S3195	2018	Jeep	Grand Cherokee	1	Auction/Wholesale	Yes	\$ 33,195	\$ 31,000	101%	\$1,228	\$3,073
26	S3161	2018	Jeep	COMPASS	30	Auction/Wholesale	Yes	\$ 16,925	\$ 16,925	86%	(\$972)	\$0
27	S3208	2018	Ram	1500	2	Auction/Wholesale	Yes	\$ 26,612	\$ 26,612	93%	\$1,339	\$2,898

28	E12396Q	2019	Ford	F-250	34	Trade on New	No	\$	42,912	\$	39,500	110%	\$5,780	\$1,816
29	S3196	2018	Jeep	COMPASS	3	Auction/Wholesale	Yes	\$	24,395	\$	20,252	122%	\$1,461	\$2,769
30	E11574Q	2018	Jeep	Grand Cherokee	69	Trade on New	Yes	\$	29,912	\$	27,500	101%	(\$443)	\$1,950
31	E11427A	2018	Jeep	Grand Cherokee	67	Trade on New	Yes	\$	29,999	\$	29,999	101%	\$4,513	\$4,226
32	S3113	2020	Jeep	Grand Cherokee	58	Auction/Wholesale	Yes	\$	35,912	\$	35,101	98%	\$2,189	\$0
33	S3126	2019	Jeep	Grand Cherokee	64	Auction/Wholesale	Yes	\$	33,912	\$	33,503	99%	\$2,327	\$2,205
34	S3212	2017	Jeep	Renegade	8	Trade on Used	Yes	\$	17,912	\$	15,696	109%	(\$498)	\$1,742
35	E12136A	2017	Dodge	DURANGO	51	Trade on New	Yes	\$	30,912	\$	30,912	105%	\$3,395	\$7,389
36	E12174A	2018	Jeep	COMPASS	27	Trade on New	Yes	\$	23,912	\$	22,500	117%	\$3,266	\$1,925
37	S3103	2019	Jeep	Grand Cherokee	66	Auction/Wholesale	Yes	\$	42,912	\$	42,912	89%	\$2,484	\$566
38	S3121	2020	Jeep	COMPASS	69	Auction/Wholesale	Yes	\$	24,912	\$	23,660	103%	\$1,171	\$2,135
39	E11525A	2018	Chevrolet	SILVERADO	72	Trade on New	No	\$	34,912	\$	33,912	105%	\$4,666	\$2,774
40	S3087	2020	Jeep	Wrangler	74	Auction/Wholesale	Yes	\$	36,912	\$	35,912	101%	\$3,879	\$0
41	E12107A	2018	Jeep	Grand Cherokee	61	Trade on New	Yes	\$	29,912	\$	29,912	101%	\$4,108	\$3,056
42	S3171	2020	Dodge	CHALLENGER	35	Auction/Wholesale	No	\$	84,912	\$	84,912	110%	\$12,403	\$4,496
43	E12078B	2018	Jeep	COMPASS	30	Trade on Used	Yes	\$	20,912	\$	19,800	103%	\$557	\$166
44	E12181A	2020	Tesla	MODEL Y	5	Trade on New	No	\$	53,912	\$	52,600	95%	\$1,148	\$2,817
45	E12441A	2019	Ram	1500	37	Trade on New	Yes	\$	31,912	\$	31,912	108%	\$5,542	\$3,383
46	E11638A	2018	Honda	CIVIC	108	Trade on New	No	\$	16,912	\$	16,912	102%	\$1,983	\$1,870
47	E12116A	2018	Dodge	DURANGO	22	Trade on New	Yes	\$	33,912	\$	31,800	111%	\$2,674	\$2,340
48	S3170	2020	Fiat	500X	38	Auction/Wholesale	No	\$	23,912	\$	23,912	112%	\$2,420	\$2,055
49	S3181	2018	Jeep	Grand Cherokee	27	Auction/Wholesale	Yes	\$	32,912	\$	32,912	111%	\$2,747	\$2,649
50	E11951A	2018	Dodge	DURANGO	33	Trade on New	Yes	\$	32,912	\$	32,912	107%	\$4,229	\$3,962
51	E11900A	2018	Jeep	Grand Cherokee	50	Trade on New	Yes	\$	29,912	\$	29,029	99%	\$2,471	\$166
52	E12452Q	2018	Jeep	Wrangler	42	Trade on New	Yes	\$	40,912	\$	40,912	101%	\$3,366	\$2,248
53	E11449A	2018	Jeep	Grand Cherokee	50	Trade on New	Yes	\$	29,912	\$	27,800	99%	\$2,788	\$2,603

## Scoreboard Totals

% Retailed of Non-Franchise Make	13%
Total # Retail Units	55
Avg. Days to Sale	39.0
Avg. Advertised Price (Time of Sale)	\$ 34,334
Avg. Transaction Price	\$ 33,240
Avg. Market Price at 100%	\$ 33,458
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 1,094
Avg. Front-End Gross	\$ 2,784
Avg. Finance Gross	\$ 2,002
PUVR	\$ 4,786
Total Gross (Units & PUVR)	\$ 263,215
GROI	133%
% with Trade	24%
Avg. Over/Under Allowance	\$154



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	13%	#DIV/0!	#DIV/0!
Total # Retail Units	55	0	0
Avg. Days to Sale	39.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,334	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,240	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,458	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,094	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,784	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,002	#DIV/0!	#DIV/0!
PUVR	\$ 4,786	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 263,215	#DIV/0!	#DIV/0!
GROI	133%	#DIV/0!	#DIV/0!
% with Trade	24%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	154	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	13%	#DIV/0!	#DIV/0!
Total # Retail Units	55	0	0
Avg. Days to Sale	39.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,334	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,240	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,458	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,094	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,784	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,002	#DIV/0!	#DIV/0!
PUVR	\$ 4,786	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 263,215	#DIV/0!	#DIV/0!
GROI	133%	#DIV/0!	#DIV/0!
% with Trade	24%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	154	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	13%	#DIV/0!	#DIV/0!
Total # Retail Units	55	0	0
Avg. Days to Sale	39.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,334	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,240	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,458	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,094	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,784	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,002	#DIV/0!	#DIV/0!
PUVR	\$ 4,786	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 263,215	#DIV/0!	#DIV/0!
GROI	133%	#DIV/0!	#DIV/0!
% with Trade	24%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	154	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	55	41	14
Avg. Days to Sale	39.0	39.5	37.6
Avg. Advertised Price (Time of Sale)	\$ 34,334	\$ 32,980	\$ 37,422
Avg. Transaction Price	\$ 33,240	\$ 31,813	\$ 37,422
Avg. Market Price at 100%	\$ 33,458	\$ 33,026	\$ 35,143
Avg. Price to Market % (Time of Sale)	103%	100%	106%
Avg. Transaction to Market	99%	96%	106%
Avg. Transactional Discount	\$ 1,094	\$ 1,168	\$ 878
Avg. Front-End Gross	\$ 2,784	\$ 2,425	\$ 3,834
Avg. Finance Gross	\$ 2,002	\$ 1,940	\$ 2,185
PUVR	\$ 4,786	\$ 4,365	\$ 6,019
Total Gross (Units & PUVR)	\$ 263,215	\$ 178,951	\$ 84,264
GROI	133%	125%	154%
% with Trade	24%	18%	16%
Avg. Over/Under Allowance	154	-114	467



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	55	48	7
Avg. Days to Sale	39.0	38.3	44.4
Avg. Advertised Price (Time of Sale)	\$ 34,334	\$ 34,332	\$ 32,955
Avg. Transaction Price	\$ 33,240	\$ 33,282	\$ 32,955
Avg. Market Price at 100%	\$ 33,458	\$ 33,605	\$ 33,287
Avg. Price to Market % (Time of Sale)	103%	102%	99%
Avg. Transaction to Market	99%	99%	99%
Avg. Transactional Discount	\$ 1,094	\$ 1,050	\$ 1,397
Avg. Front-End Gross	\$ 2,784	\$ 2,809	\$ 2,611
Avg. Finance Gross	\$ 2,002	\$ 1,971	\$ 2,213
PUVR	\$ 4,786	\$ 4,780	\$ 4,824
Total Gross (Units & PUVR)	\$ 263,215	\$ 229,446	\$ 33,769
GROI	133%	135%	119%
% with Trade	24%	15%	86%
Avg. Over/Under Allowance	154	-111	750



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	55	24	2
% of Retail Units	100%	44%	4%
% Retailed of Non-New Franchise	13%	17%	0%
Avg. Days to Sale	39.0	48.8	19.0
Avg. Transaction Price	\$ 33,240	\$ 30,453	\$ 17,748
Avg. Transaction to Market %	99%	99%	97%
Avg. Transactional Discount	\$ 1,094	\$ 984	\$ 1,664
Avg. Front End Gross	\$ 2,784	\$ 2,836	\$ 30
Avg. Finance Gross	\$ 2,002	\$ 2,337	\$ 954
PUVR	\$ 4,786	\$ 5,173	\$ 984
Total Gross (Units & PUVR)	\$ 263,215	\$ 124,151	\$ 1,967
GROI	133%	125%	105%
% with Trade	24%	13%	50%
Avg. Over/Under Allowance	154	0	200



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	26	0	0
2%	47%	0%	0%
0%	12%	#DIV/0!	#DIV/0!
50.0	34.1	#DIV/0!	#DIV/0!
\$ 28,912	\$ 37,470	#DIV/0!	#DIV/0!
105%	100%	#DIV/0!	#DIV/0!
\$ -	\$ 971	#DIV/0!	#DIV/0!
\$ 3,506	\$ 2,863	#DIV/0!	#DIV/0!
\$ 3,555	\$ 1,739	#DIV/0!	#DIV/0!
\$ 7,061	\$ 4,602	#DIV/0!	#DIV/0!
\$ 7,061	\$ 119,645	#DIV/0!	#DIV/0!
176%	130%	#DIV/0!	#DIV/0!
100%	31%	#DIV/0!	#DIV/0!
-200	250	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	2
0%	0%	4%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	1.5
#DIV/0!	#DIV/0!	\$ 29,360
#DIV/0!	#DIV/0!	84%
#DIV/0!	#DIV/0!	\$ 3,986
#DIV/0!	#DIV/0!	\$ 3,522
#DIV/0!	#DIV/0!	\$ 1,674
#DIV/0!	#DIV/0!	\$ 5,196
#DIV/0!	#DIV/0!	\$ 10,391
#DIV/0!	#DIV/0!	4247%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	55	24	9
% of Retail Units	100%	44%	16%
% Retailed of Non-New Franchise	13%	8%	22%
Avg. Days to Sale	39.0	14.1	35.3
Avg. Transaction Price	\$ 33,240	\$ 31,909	\$ 38,408
Avg. Transaction to Market %	99%	101%	102%
Avg. Transactional Discount	\$ 1,094	\$ 988	\$ 1,282
Avg. Front End Gross	\$ 2,784	\$ 2,372	\$ 4,756
Avg. Finance Gross	\$ 2,002	\$ 1,603	\$ 2,443
PUVR	\$ 4,786	\$ 3,975	\$ 7,199
Total Gross (Units & PUVR)	\$ 263,215	\$ 95,398	\$ 64,788
GROI	133%	318%	191%
% with Trade	24%	29%	22%
Avg. Over/Under Allowance	154	-114	0



46-60 days	61-90 days	90+ days
10	10	2
18%	18%	4%
10%	10%	50%
52.0	70.2	134.5
\$ 35,075	\$ 32,217	\$ 21,912
94%	95%	96%
\$ 1,337	\$ 853	\$ 1,500
\$ 2,500	\$ 2,557	\$ 1,403
\$ 2,394	\$ 1,999	\$ 2,865
\$ 4,894	\$ 4,556	\$ 4,268
\$ 48,938	\$ 45,555	\$ 8,536
97%	73%	52%
30%	10%	0%
933	0	#DIV/0!