

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	P2579	2020	Chevrolet	Equinox LT	45	Auction/Wholesale	No	\$ 16,500	\$ 16,500	88%	(\$1,385)	\$1,446
2	P2669	2020	Land Rover	Discovery	60	Auction/Wholesale	No	\$ 40,000	\$ 40,000	90%	(\$223)	\$2,603
3	P2548	2019	Buick	Encore PRE	49	Auction/Wholesale	No	\$ 17,000	\$ 17,500	90%	\$1,060	\$871
4	P2484A	2013	Chevrolet	Equinox	21	Trade on Used	No	\$ 8,000	\$ 7,500	93%	\$1,275	\$0
5	P2617	2020	Chevrolet	Tahoe K150	39	Auction/Wholesale	No	\$ 45,000	\$ 45,000	97%	\$6,551	\$2,608
6	P2479	2018	Ford	Escape SEL	87	Auction/Wholesale	No	\$ 15,000	\$ 15,650	84%	(\$37)	\$2,174
7	P2713	2021	Chevrolet	Malibu LS	29	Auction/Wholesale	No	\$ 16,000	\$ 16,200	84%	(\$770)	\$0
8	P2589	2017	Jeep	Renegade L	42	Auction/Wholesale	No	\$ 15,500	\$ 15,500	91%	\$480	\$143
9	P2755A	2018	RAM	2500	3	Trade on Used	No	\$ 44,500	\$ 39,797	100%	\$3,289	\$2,298
10	P2501A	2018	GMC	Terrain	30	Trade on Used	No	\$ 24,500	\$ 25,500	94%	\$3,593	\$3,858
11	P2526B	2010	Chevrolet	Silverado 1500 Ex	19	Trade on Used	No	\$ 8,500	\$ 8,000	89%	\$2,457	\$424
12	P2614	2019	Volkswagen	Tiguan S	40	Auction/Wholesale	No	\$ 19,500	\$ 19,400	90%	(\$460)	\$668
13	P2576A	2010	Chevrolet	Tahoe	4	Trade on Used	No	\$ 13,500	\$ 12,217	98%	\$1,492	\$687
14	P2488A	2020	Jeep	Wrangler Unlimit	21	Trade on Used	No	\$ 38,000	\$ 36,900	98%	\$1,875	\$4,246
15	P2617A	2017	Toyota	Camry	1	Trade on Used	No	\$ 15,500	\$ 15,600	92%	\$2,146	\$1,911
16	P2559	2019	Buick	Encore PRE	50	Auction/Wholesale	No	\$ 16,500	\$ 16,500	92%	\$1,006	\$697
17	P2670	2020	Toyota	Camry Se/s	35	Auction/Wholesale	No	\$ 21,500	\$ 21,000	95%	\$1,858	\$2,768
18	P2177C	2011	Jeep	Wrangler Unlimit	21	Trade on Used	No	\$ 20,500	\$ 19,900	100%	\$652	\$0
19	P2737	2017	Toyota	Tacoma	58	Auction/Wholesale	No	\$ 29,500	\$ 29,500	89%	\$3,686	\$0
20	P2763	2020	Ford	Explorer X	14	Auction/Wholesale	No	\$ 31,000	\$ 30,500	91%	\$479	\$2,223
21	P2753B	2010	Chevrolet	Camaro	14	Trade on Used	No	\$ 11,000	\$ 11,000	98%	\$2,498	\$0
22	P2687	2017	GMC	Yukon XL K	34	Auction/Wholesale	No	\$ 27,500	\$ 29,500	89%	(\$412)	\$1,575
23	P2747	2016	Dodge	Challenger	22	Auction/Wholesale	No	\$ 27,000	\$ 31,000	94%	\$4,468	\$1,459
24	P2803	2010	Chevrolet	Silverado 1500	1	Other	No	\$ 15,900	\$ 15,900	95%	(\$25)	\$813
25	P2695	2019	Jeep	Renegade S	34	Auction/Wholesale	No	\$ 18,000	\$ 18,000	92%	\$392	\$1,375
26	P2726	2017	Chevrolet	Silverado	28	Auction/Wholesale	No	\$ 30,000	\$ 29,800	96%	\$2,580	\$4,350
27	P2676	2018	Dodge	Charger GT	35	Auction/Wholesale	No	\$ 24,000	\$ 24,000	94%	\$2,026	\$1,052

28	P2616	2018	Honda	Civic Spor	43	Auction/Wholesale	No	\$	18,500	\$	17,500	98%	\$1,030	\$245
29	P2597	2019	Toyota	Tacoma DOU	45	Auction/Wholesale	No	\$	34,000	\$	34,000	95%	\$3,959	\$1,494
30	P2618A	2013	GMC	Terrain	13	Trade on Used	No	\$	9,000	\$	9,000	90%	\$995	\$599
31	P2739	2019	Toyota	Tacoma DOU	25	Auction/Wholesale	No	\$	30,000	\$	30,000	94%	\$116	\$0
32	P2746	2019	Dodge	Durango GT	23	Auction/Wholesale	No	\$	24,500	\$	24,500	92%	(\$405)	\$741
33	P2625	2016	Subaru	Crosstrek	42	Auction/Wholesale	No	\$	16,500	\$	16,500	97%	\$2,255	\$1,205
34	P2595	2018	Chevrolet	Trax 1LT	45	Auction/Wholesale	No	\$	14,000	\$	14,000	94%	\$1,530	\$1,406
35	21159A	2016	Chevrolet	Traverse	7	Trade on New	No	\$	15,500	\$	15,500	98%	\$2,937	\$458
36	P2666	2020	Chrysler	Pacifica T	37	Auction/Wholesale	No	\$	24,000	\$	24,000	90%	\$860	\$68
37	P2781	2019	Jeep	Wrangler U	7	Street/Curb Buy	No	\$	35,500	\$	35,500	103%	\$2,736	\$3,428
38	P2787	2020	GMC	Terrain DE	1	Auction/Wholesale	No	\$	35,500	\$	35,250	100%	\$3,525	\$0
39	P2542	2020	Nissan	Altima SL	56	Auction/Wholesale	No	\$	18,500	\$	19,200	92%	\$1,225	\$2,220
40	P2784	2018	Jeep	Grand Cher	3	LBO OEM/Leasing Co.	No	\$	28,500	\$	28,500	97%	\$2,775	\$420
41	P2582	2017	Infiniti	Qx60	47	Auction/Wholesale	No	\$	23,500	\$	23,500	96%	\$1,895	\$490
42	P2455B	2014	Ford	F-150	9	Trade on Used	No	\$	20,500	\$	20,500	97%	\$3,476	\$0
43	P2683	2018	GMC	Acadia	37	Auction/Wholesale	No	\$	25,000	\$	25,560	92%	\$606	\$2,405
44	21091B	2017	Nissan	Versa	21	Trade on Used	No	\$	7,500	\$	6,500	84%	\$626	\$923
45	P2600	2020	GMC	Terrain SL	45	Auction/Wholesale	No	\$	22,000	\$	21,800	94%	\$2,020	\$520
46	P2689	2017	Chrysler	Pacifica T	36	Auction/Wholesale	No	\$	18,000	\$	17,500	95%	\$1,955	\$498
47	P2519	2019	GMC	Acadia SLT	73	Auction/Wholesale	No	\$	24,500	\$	24,500	92%	\$975	\$1,859
48	P2601	2020	GMC	Terrain SL	45	Auction/Wholesale	No	\$	21,500	\$	20,944	93%	\$1,269	\$0
49	P2630	2019	KIA	Soul +	43	Auction/Wholesale	No	\$	13,000	\$	13,000	90%	(\$605)	\$561
50	P2487B	2014	Toyota	Camry	43	Trade on Used	No	\$	11,500	\$	9,803	98%	(\$72)	\$0
51	P2633	2019	Nissan	Pathfinder	43	Auction/Wholesale	No	\$	22,500	\$	22,500	90%	(\$1,075)	\$1,330
52	P2806	2019	Dodge	Charger	20	Auction/Wholesale	No	\$	28,000	\$	28,000	97%	\$5,188	\$4,924
53	P2769	2020	Cadillac	XT4 Premiu	15	Auction/Wholesale	No	\$	29,000	\$	29,000	94%	\$878	\$2,239

Scoreboard Totals

% Retailed of Non-Franchise Make	58%
Total # Retail Units	200
Avg. Days to Sale	30.3
Avg. Advertised Price (Time of Sale)	\$ 21,964
Avg. Transaction Price	\$ 21,658
Avg. Market Price at 100%	\$ 22,882
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 306
Avg. Front-End Gross	\$ 1,929
Avg. Finance Gross	\$ 1,100
PUVR	\$ 3,029
Total Gross (Units & PUVR)	\$ 605,802
GROI	166%
% with Trade	39%
Avg. Over/Under Allowance	\$583



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	58%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	30.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,964	#DIV/0!
Avg. Transaction Price	\$ 21,658	#DIV/0!
Avg. Market Price at 100%	\$ 22,882	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!
Avg. Transactional Discount	\$ 306	#DIV/0!
Avg. Front-End Gross	\$ 1,929	#DIV/0!
Avg. Finance Gross	\$ 1,100	#DIV/0!
PUVR	\$ 3,029	#DIV/0!
Total Gross (Units & PUVR)	\$ 605,802	#DIV/0!
GROI	166%	#DIV/0!
% with Trade	39%	#DIV/0!
Avg. Over/Under Allowance	583	#DIV/0!



Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	58%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	30.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,964	#DIV/0!
Avg. Transaction Price	\$ 21,658	#DIV/0!
Avg. Market Price at 100%	\$ 22,882	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!
Avg. Transactional Discount	\$ 306	#DIV/0!
Avg. Front-End Gross	\$ 1,929	#DIV/0!
Avg. Finance Gross	\$ 1,100	#DIV/0!
PUVR	\$ 3,029	#DIV/0!
Total Gross (Units & PUVR)	\$ 605,802	#DIV/0!
GROI	166%	#DIV/0!
% with Trade	39%	#DIV/0!
Avg. Over/Under Allowance	583	#DIV/0!



Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	58%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	30.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,964	#DIV/0!
Avg. Transaction Price	\$ 21,658	#DIV/0!
Avg. Market Price at 100%	\$ 22,882	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!
Avg. Transactional Discount	\$ 306	#DIV/0!
Avg. Front-End Gross	\$ 1,929	#DIV/0!
Avg. Finance Gross	\$ 1,100	#DIV/0!
PUVR	\$ 3,029	#DIV/0!
Total Gross (Units & PUVR)	\$ 605,802	#DIV/0!
GROI	166%	#DIV/0!
% with Trade	39%	#DIV/0!
Avg. Over/Under Allowance	583	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	0
Avg. Days to Sale	30.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,964	#DIV/0!
Avg. Transaction Price	\$ 21,658	#DIV/0!
Avg. Market Price at 100%	\$ 22,882	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!
Avg. Transactional Discount	\$ 306	#DIV/0!
Avg. Front-End Gross	\$ 1,929	#DIV/0!
Avg. Finance Gross	\$ 1,100	#DIV/0!
PUVR	\$ 3,029	#DIV/0!
Total Gross (Units & PUVR)	\$ 605,802	#DIV/0!
GROI	166%	#DIV/0!
% with Trade	39%	#DIV/0!
Avg. Over/Under Allowance	583	#DIV/0!



No	
	200
	30.3
\$	21,658
\$	21,658
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	306
\$	1,929
\$	1,100
\$	3,029
\$	605,802
	166%
	258%
	583

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	85
Avg. Days to Sale	30.3	24.9
Avg. Advertised Price (Time of Sale)	\$ 21,964	\$ 22,752
Avg. Transaction Price	\$ 21,658	\$ 22,360
Avg. Market Price at 100%	\$ 22,882	\$ 23,536
Avg. Price to Market % (Time of Sale)	96%	97%
Avg. Transaction to Market	95%	95%
Avg. Transactional Discount	\$ 306	\$ 392
Avg. Front-End Gross	\$ 1,929	\$ 2,142
Avg. Finance Gross	\$ 1,100	\$ 1,268
PUVR	\$ 3,029	\$ 3,410
Total Gross (Units & PUVR)	\$ 605,802	\$ 289,875
GROI	166%	220%
% with Trade	39%	0%
Avg. Over/Under Allowance	583	661



No	
	115
	34.2
\$	21,139
\$	21,139
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	242
\$	1,771
\$	976
\$	2,747
\$	315,928
	137%
	68%
	516

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	21	68
% of Retail Units	100%	11%	34%
% Retailed of Non-New Franchise	58%	43%	60%
Avg. Days to Sale	30.3	19.4	22.2
Avg. Transaction Price	\$ 21,658	\$ 30,231	\$ 15,025
Avg. Transaction to Market %	95%	97%	#DIV/0!
Avg. Transactional Discount	\$ 306	\$ 603	\$ 810
Avg. Front End Gross	\$ 1,929	\$ 3,541	\$ 1,998
Avg. Finance Gross	\$ 1,100	\$ 1,607	\$ 855
PUVR	\$ 3,029	\$ 5,148	\$ 2,853
Total Gross (Units & PUVR)	\$ 605,802	\$ 108,118	\$ 194,033
GROI	166%	316%	308%
% with Trade	39%	52%	31%
Avg. Over/Under Allowance	583	879	461



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
5	103	1	0
3%	52%	1%	0%
20%	62%	0%	#DIV/0!
5.2	39.6	26.0	#DIV/0!
\$ 29,100	\$ 23,914	\$ 22,000	#DIV/0!
101%	93%	89%	#DIV/0!
\$ -	\$ (64)	\$ -	#DIV/0!
\$ 4,095	\$ 1,487	\$ (824)	#DIV/0!
\$ 2,268	\$ 1,099	\$ 2,373	#DIV/0!
\$ 6,363	\$ 2,585	\$ 1,549	#DIV/0!
\$ 31,816	\$ 266,304	\$ 1,549	#DIV/0!
1514%	98%	97%	#DIV/0!
80%	40%	0%	#DIV/0!
825	539	#DIV/0!	#DIV/0!

BO OEM/Leasing co	Other
1	1
1%	1%
0%	0%
3.0	1.0
\$ 28,500	\$ 15,900
97%	95%
\$ -	\$ -
\$ 2,775	\$ (25)
\$ 420	\$ 813
\$ 3,195	\$ 788
\$ 3,195	\$ 788
1345%	1783%
100%	0%
500	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	102	44
% of Retail Units	100%	51%	22%
% Retailed of Non-New Franchise	58%	47%	55%
Avg. Days to Sale	30.3	14.0	39.0
Avg. Transaction Price	\$ 21,658	\$ 21,031	\$ 23,315
Avg. Transaction to Market %	95%	94%	92%
Avg. Transactional Discount	\$ 306	\$ 502	\$ 185
Avg. Front End Gross	\$ 1,929	\$ 2,379	\$ 1,260
Avg. Finance Gross	\$ 1,100	\$ 1,151	\$ 1,216
PUVR	\$ 3,029	\$ 3,530	\$ 2,476
Total Gross (Units & PUVR)	\$ 605,802	\$ 360,052	\$ 108,928
GROI	166%	432%	98%
% with Trade	39%	39%	41%
Avg. Over/Under Allowance	583	693	498



46-60 days	61-90 days	90+ days
39	12	0
20%	6%	0%
77%	83%	#DIV/0!
52.7	71.6	#DIV/0!
\$ 23,010	\$ 19,442	#DIV/0!
#DIV/0!	89%	#DIV/0!
\$ (118)	\$ 475	#DIV/0!
\$ 1,741	\$ 1,160	#DIV/0!
\$ 1,032	\$ 600	#DIV/0!
\$ 2,773	\$ 1,760	#DIV/0!
\$ 108,160	\$ 21,125	#DIV/0!
82%	46%	#DIV/0!
38%	33%	#DIV/0!
557	247	#DIV/0!