

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	KEC95281	2019	Ford	F-250	19	Trade on New	No	\$ 64,863	\$ 65,860	99%	\$11,182	\$5,571
2	KBC43763	2019	Ford	Edge	27	Rental Fleet (Enterprise, etc)	No	\$ 22,250	\$ 23,247	97%	\$2,890	\$983
3	JEL08605	2018	Lincoln	Navigator	9	Auction/Wholesale	No	\$ 53,930	\$ 54,497	102%	\$6,641	\$3,661
4	GEF31868	2016	Ford	Expedition	31	Trade on New	No	\$ 26,305	\$ 27,302	100%	\$1,991	\$1,827
5	KZ190022	2019	GMC	Arcadia	38	Trade on New	No	\$ 31,888	\$ 32,885	101%	\$6,535	\$5,853
0	JR203287	2018	Ford	Fusion	33	Auction/Wholesale	No	\$ 17,259	\$ 18,256	99%	\$2,991	\$791
1	J5570294	2018	Toyota	4Runner	2	Trade on New	No	\$ 34,503	\$ 35,500	97%	\$1,000	\$873
2	KLA36689	2019	Ford	Ranger	43	Trade on New	No	\$ 35,758	\$ 36,755	94%	\$1,266	\$3,193
3	HGA20353	2017	Ford	Explorer	19	Trade on New	No	\$ 21,312	\$ 22,309	101%	\$4,755	\$8
4	7H759145	2007	Dodge	Charger	6	Trade on Used	No	\$ 3,000	\$ 3,000	?	\$1,975	\$0
5	EC164990	2014	Toyota	Corolla	57	Trade on Used	No	\$ 8,200	\$ 9,197	95%	\$2,198	\$1,358
6	KC233204	2019	Nissan	Altima	37	Trade on New	No	\$ 18,817	\$ 19,114	98%	\$307	\$2,755
7	KEA09667	2019	Ford	Expedition	12	Trade on New	No	\$ 39,005	\$ 40,002	100%	\$2,432	\$2,949
8	AFB81056	2010	Ford	F-150	14	Trade on New	No	\$ 13,425	\$ 13,425	93%	\$382	\$5
9	GEB67851	2016	Ford	F-250	8	Trade on New	No	\$ 38,525	\$ 35,761	98%	\$3,438	\$1,029
10	HR148619	2017	Chevrolet	Tahoe	4	Trade on New	No	\$ 38,603	\$ 33,514	102%	\$69	\$3,883
11	JF151956	2018	Chevrolet	Malibu	27	Trade on Used	No	\$ 15,988	\$ 16,985	100%	\$740	\$533
12	FR191298	2015	Ford	Fusion	39	Trade on Used	No	\$ 10,253	\$ 11,250	101%	\$3,424	\$0
13	KEE31325	2019	Ford	F-250	21	Trade on New	No	\$ 42,078	\$ 43,075	105%	\$10,468	\$0
14	LF159649	2020	Chevrolet	Silverado	6	Trade on New	No	\$ 67,444	\$ 68,441	103%	\$11,385	\$2,000
15	GKF47840	2016	Ford	F-150	26	Trade on New	No	\$ 37,325	\$ 38,322	101%	\$3,514	\$0
16	HF239466	2017	Chevrolet	Malibu	47	Trade on New	No	\$ 14,775	\$ 15,772	98%	(\$1,715)	\$1,237
17	FED35991	2015	Ford	F-350	12	Trade on Used	No	\$ 42,003	\$ 43,000	102%	\$5,975	\$0
18	HA248974	2017	Honda	Accord	21	Trade on Used	No	\$ 18,223	\$ 19,220	99%	\$4,554	\$3,451
19	K1110899	2019	Chevrolet	Silverado	20	Trade on New	No	\$ 29,319	\$ 30,316	100%	\$4,808	\$239
20	HA020732	2017	Honda	Accord	18	Trade on New	No	\$ 16,428	\$ 17,425	99%	\$1,650	\$599
21	HC448976	2017	Nissan	Maxima	16	Trade on Used	No	\$ 21,448	\$ 22,445	100%	\$4,888	\$3,307
22	JGA63655	2018	Ford	Explorer	30	Trade on New	No	\$ 22,501	\$ 23,498	98%	\$4,204	\$0
29	JGA76640	2018	Ford	Explorer	4	Auction/Wholesale	No	\$ 24,793	\$ 25,790	100%	\$3,265	\$737

30	JU291577	2018	Hyundai	Sante Fe	32	Trade on New	No	\$	25,769	\$	26,772	99%	\$3,084	\$0
31	EC535405	2014	Infiniti	QX60	19	Trade on New	No	\$	19,269	\$	20,266	106%	(\$1,579)	\$2,800
32	HG258864	2017	Kia	Sorento	3	Trade on New	No	\$	13,000	\$	13,997	98%	\$1,114	\$652
33	FU006709	2015	Toyota	Camry	11	Trade on Used	No	\$	11,250	\$	12,247	99%	\$1,114	\$652
34	FUB77984	2015	Ford	Escape	7	Auction/Wholesale	No	\$	12,663	\$	13,660	100%	\$3,554	\$0
35	GBL56662	2016	Lincoln	MKX	56	Trade on Used	No	\$	18,003	\$	19,000	101%	\$2,524	\$2,022
36	KM143487	2019	Ford	Fiesta	14	Auction/Wholesale	No	\$	13,563	\$	14,560	102%	\$4,185	\$784
37	L1101950	2020	Chevrolet	Colorado	51	Trade on New	No	\$	20,888	\$	21,885	96%	\$1,289	\$961
38	JR203287	2018	Ford	Fusion	8	Auction/Wholesale	No	\$	13,603	\$	14,600	98%	\$1,480	\$599
39	KBA24112	2019	Ford	Flex	24	Trade on New	No	\$	25,988	\$	26,985	97%	\$2,893	\$2,762
40	F6155627	2015	Chevrolet	Equinox	21	Trade on New	No	\$	11,480	\$	12,477	99%	\$711	\$599
41	KGA75525	2019	Ford	Explorer	3	Trade on New	No	\$	34,488	\$	35,485	100%	\$3,902	\$603
42	BFA45535	2011	Ford	F-150	5	Trade on New	No	\$	10,000	\$	10,000	99%	\$2,345	\$0
43	KEF27306	2019	Ford	F-250	3	Trade on New	No	\$	69,980	\$	69,980	101%	\$12,655	\$7,066
44	FR610469	2015	Lincoln	MKZ	27	Trade on New	No	\$	16,491	\$	16,588	99%	\$1,766	\$599
45	G5118791	2016	Toyota	4Runner	33	Trade on New	No	\$	28,500	\$	29,497	98%	\$4,506	\$1,599
46	LUA62718	2020	Ford	Escape	34	Trade on New	No	\$	28,744	\$	29,741	100%	\$1,856	\$2,407
47	MD146861	2021	Jeep	Cherokee	21	Trade on New	No	\$	23,403	\$	24,400	101%	\$5,050	\$2,614
48	EH104587	2014	Dodge	Charger	11	Trade on Used	No	\$	12,828	\$	13,825	99%	\$3,651	\$599
49	KKD62185	2019	Ford	F-150	32	Auction/Wholesale	No	\$	34,449	\$	35,446	99%	\$6,026	\$4,170
50	JL205702	2018	Ford	Focus	38	Auction/Wholesale	No	\$	10,753	\$	11,750	100%	\$1,172	\$1,861
51	JKF11797	2018	Ford	F-150	5	Auction/Wholesale	No	\$	42,988	\$	43,985	101%	\$6,299	\$3,337
52	HP594091	2017	Toyota	Corolla	12	Trade on Used	No	\$	14,711	\$	15,708	98%	\$1,709	\$1,394
53	FGA82836	2015	Ford	Explorer	24	Trade on New	No	\$	17,767	\$	18,764	102%	\$709	\$1,093

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	83
Avg. Days to Sale	23.6
Avg. Advertised Price (Time of Sale)	\$ 27,213
Avg. Transaction Price	\$ 27,922
Avg. Market Price at 100%	\$ 27,272
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ (710)
Avg. Front-End Gross	\$ 3,652
Avg. Finance Gross	\$ 1,739
PUVR	\$ 5,392
Total Gross (Units & PUVR)	\$ 447,497
GROI	294%
% with Trade	33%
Avg. Over/Under Allowance	(\$955)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	83	0	0
Avg. Days to Sale	23.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,213	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,922	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,272	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (710)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,652	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,739	#DIV/0!	#DIV/0!
PUVR	\$ 5,392	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 447,497	#DIV/0!	#DIV/0!
GROI	294%	#DIV/0!	#DIV/0!
% with Trade	33%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-955	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	83	0	0
Avg. Days to Sale	23.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,213	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,922	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,272	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (710)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,652	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,739	#DIV/0!	#DIV/0!
PUVR	\$ 5,392	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 447,497	#DIV/0!	#DIV/0!
GROI	294%	#DIV/0!	#DIV/0!
% with Trade	33%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-955	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	83	0	0
Avg. Days to Sale	23.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,213	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,922	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,272	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (710)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,652	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,739	#DIV/0!	#DIV/0!
PUVR	\$ 5,392	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 447,497	#DIV/0!	#DIV/0!
GROI	294%	#DIV/0!	#DIV/0!
% with Trade	33%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-955	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	83	0	83
Avg. Days to Sale	23.6	#DIV/0!	23.6
Avg. Advertised Price (Time of Sale)	\$ 27,213	#DIV/0!	\$ 27,922
Avg. Transaction Price	\$ 27,922	#DIV/0!	\$ 27,922
Avg. Market Price at 100%	\$ 27,272	#DIV/0!	#VALUE!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#VALUE!
Avg. Transaction to Market	102%	#DIV/0!	#VALUE!
Avg. Transactional Discount	\$ (710)	#DIV/0!	\$ (710)
Avg. Front-End Gross	\$ 3,652	#DIV/0!	\$ 3,652
Avg. Finance Gross	\$ 1,739	#DIV/0!	\$ 1,739
PUVR	\$ 5,392	#DIV/0!	\$ 5,392
Total Gross (Units & PUVR)	\$ 447,497	#DIV/0!	\$ 447,497
GROI	294%	#DIV/0!	294%
% with Trade	33%	#DIV/0!	114%
Avg. Over/Under Allowance	-955	#DIV/0!	-955



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	83	0	83
Avg. Days to Sale	23.6	#DIV/0!	23.6
Avg. Advertised Price (Time of Sale)	\$ 27,213	#DIV/0!	\$ 27,922
Avg. Transaction Price	\$ 27,922	#DIV/0!	\$ 27,922
Avg. Market Price at 100%	\$ 27,272	#DIV/0!	#VALUE!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#VALUE!
Avg. Transaction to Market	102%	#DIV/0!	#VALUE!
Avg. Transactional Discount	\$ (710)	#DIV/0!	\$ (710)
Avg. Front-End Gross	\$ 3,652	#DIV/0!	\$ 3,652
Avg. Finance Gross	\$ 1,739	#DIV/0!	\$ 1,739
PUVR	\$ 5,392	#DIV/0!	\$ 5,392
Total Gross (Units & PUVR)	\$ 447,497	#DIV/0!	\$ 447,497
GROI	294%	#DIV/0!	294%
% with Trade	33%	#DIV/0!	33%
Avg. Over/Under Allowance	-955	#DIV/0!	-955



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	83	50	14
% of Retail Units	100%	60%	17%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	23.6	24.0	21.4
Avg. Transaction Price	\$ 27,922	\$ 30,466	\$ 17,055
Avg. Transaction to Market %	102%	102%	#VALUE!
Avg. Transactional Discount	\$ (710)	\$ (589)	\$ (855)
Avg. Front End Gross	\$ 3,652	\$ 3,979	\$ 3,027
Avg. Finance Gross	\$ 1,739	\$ 1,864	\$ 1,269
PUVR	\$ 5,392	\$ 5,843	\$ 4,296
Total Gross (Units & PUVR)	\$ 447,497	\$ 292,145	\$ 60,146
GROI	294%	287%	425%
% with Trade	33%	40%	14%
Avg. Over/Under Allowance	-955	-838	-3,300



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	18	0	0
0%	22%	0%	0%
#DIV/0!	100%	#DIV/0!	#DIV/0!
#DIV/0!	24.1	#DIV/0!	#DIV/0!
#DIV/0!	\$ 29,569	#DIV/0!	#DIV/0!
#DIV/0!	105%	#DIV/0!	#DIV/0!
#DIV/0!	\$ (918)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,274	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,801	#DIV/0!	#DIV/0!
#DIV/0!	\$ 5,074	#DIV/0!	#DIV/0!
#DIV/0!	\$ 91,333	#DIV/0!	#DIV/0!
#DIV/0!	257%	#DIV/0!	#DIV/0!
#DIV/0!	28%	#DIV/0!	#DIV/0!
#DIV/0!	-505	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	1	0
0%	1%	0%
#DIV/0!	100%	#DIV/0!
#DIV/0!	27.0	#DIV/0!
#DIV/0!	\$ 23,247	#DIV/0!
#DIV/0!	101%	#DIV/0!
#DIV/0!	\$ (997)	#DIV/0!
#DIV/0!	\$ 2,890	#DIV/0!
#DIV/0!	\$ 983	#DIV/0!
#DIV/0!	\$ 3,873	#DIV/0!
#DIV/0!	\$ 3,873	#DIV/0!
#DIV/0!	222%	#DIV/0!
#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	83	56	16
% of Retail Units	100%	67%	19%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	23.6	14.4	35.6
Avg. Transaction Price	\$ 27,922	\$ 28,812	\$ 27,985
Avg. Transaction to Market %	102%	#VALUE!	103%
Avg. Transactional Discount	\$ (710)	\$ (637)	\$ (891)
Avg. Front End Gross	\$ 3,652	\$ 3,922	\$ 4,085
Avg. Finance Gross	\$ 1,739	\$ 1,658	\$ 2,061
PUVR	\$ 5,392	\$ 5,579	\$ 6,146
Total Gross (Units & PUVR)	\$ 447,497	\$ 312,445	\$ 98,337
GROI	294%	485%	222%
% with Trade	33%	32%	44%
Avg. Over/Under Allowance	-955	-1,155	-598



46-60 days	61-90 days	90+ days
11	0	0
13%	0%	0%
100%	#DIV/0!	#DIV/0!
53.2	#DIV/0!	#DIV/0!
\$ 23,302	#DIV/0!	#DIV/0!
105%	#DIV/0!	#DIV/0!
\$ (816)	#DIV/0!	#DIV/0!
\$ 1,650	#DIV/0!	#DIV/0!
\$ 1,688	#DIV/0!	#DIV/0!
\$ 3,338	#DIV/0!	#DIV/0!
\$ 36,715	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!
18%	#DIV/0!	#DIV/0!
-300	#DIV/0!	#DIV/0!