

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	35	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$750	\$1,100
1	MH033818A	2018	HYUNDAI	ELANTRA	36	Trade on New	YES	\$ 14,673	\$ 14,000	101%	\$747	
2	MU042098B	2018	FORD	FOCUS	31	Trade on Used	No	\$ 16,388	\$ 14,499	105%	\$1,005	
3	MU292320A	2018	NISSAN	PATHFINDER	21	Trade on New	No	\$ 19,977	\$ 19,977	102%	\$782	\$2,281
4	MU086095A	2018	Genesis	G90	38	Trade on New	Yes	\$ 39,442	\$ 39,442	101%	\$1,572	\$1,028
5	LU105321A	2020	FORD	ESCAPE	7	Trade on New	No	\$ 14,835	\$ 14,835	91%	\$1,890	\$2,553
6	MU111174A	2015	Toyota	COROLLA	12	Trade on New	No	\$ 11,997	\$ 11,997	103%	\$1,593	
7	MU293835A	2019	HYUNDAI	SANTA FE	18	Trade on New	Yes	\$ 27,979	\$ 27,979	101%	\$4,709	\$2,916
8	MU285569A	2016	Jeep	PATRIOT	39	Trade on New	No	\$ 17,988	\$ 17,988	99%	\$1,663	
9	LH278189A	2020	Ram	BIG HORN	65	Trade on New	No	\$ 36,586	\$ 36,795	88%	\$711	\$4,069
10	MU255135A	2019	Honda	INSIGHT	45	Trade on New	No	\$ 21,877	\$ 18,800	90%	\$66	\$857
11	MU052475A	2020	Cadillac	XT6	25	Trade on New	No	\$ 51,689	\$ 50,500	94%	\$4,530	\$1,641
12	MU254978B	2017	Nissan	MURANO	50	Trade on Used	No	\$ 25,979	\$ 24,088	92%	(\$701)	\$2,570
13	MU301035A	2016	Dodge	DURANGO	33	Trade on New	No	\$ 27,690	\$ 27,440	94%	\$2,905	
14	MU272036A	2019	Jeep	CHEROKEE	50	Trade on New	No	\$ 19,995	\$ 19,995	88%	\$1,315	\$1,455
15	LH046453A	2018	Ford	F-150	60	Trade on New	No	\$ 38,945	\$ 38,945	90%	\$1,556	\$3,308
16	LU275685A	2017	Hyundai	TUCSON	68	Trade on New	Yes	\$ 18,788	\$ 16,972	104%	\$2,181	\$3,057
17	MU718066A	2020	Kia	RIO	37	Trade on New	No	\$ 15,877	\$ 15,877	93%	\$1,406	
18	MU407771A	2017	Hyundai	TUCSON	20	Trade on New	Yes	\$ 17,863	\$ 17,500	98%	\$1,856	
19	MU318368A	2017	Kia	FORTE	15	Trade on New	No	\$ 13,980	\$ 13,980	96%	\$1,657	\$2,008
20	MU688391A	2018	Chevrolet	TRAX	28	Trade on New	No	\$ 13,745	\$ 14,135	85%	\$1,328	
21	MU320380A	2017	Hyundai	ELANTRA	29	Trade on New	No	\$ 12,997	\$ 12,747	94%	\$1,200	\$1,530
22	NH004648A	2017	Hyundai	TUCSON	31	Trade on New	Yes	\$ 21,878	\$ 21,878	105%	\$1,994	\$2,356
23	MH016416A	2018	Ford	FIESTA	17	Trade on New	No	\$ 13,988	\$ 13,988	99%	\$648	
24	MU051848A	2020	Jeep	WRANGLER	7	Trade on New	No	\$ 46,987	\$ 46,987	103%	\$3,613	\$773
25	MU010859A	2020	Volkswagen	JETTA	42	Trade on New	No	\$ 24,865	\$ 24,000	97%	\$1,918	\$536
26	MU046203A	2018	Genesis	G80	45	Trade on New	Yes	\$ 29,835	\$ 31,035	95%	\$1,207	\$4,710
27	P7727	2021	Genesis	G80	7	Other	Yes	\$ 59,500	\$ 59,500	103%	\$6,134	\$187
28	MU261550A	2016	Subaru	FORESTER	62	Trade on New	No	\$ 17,989	\$ 17,989	91%	\$2,718	
29	MU300414A	2019	Hyundai	TUCSON	21	Trade on New	Yes	\$ 23,793	\$ 23,043	102%	\$2,794	\$2,936

30	MU036743A	2020	Hyundai	PALISADE	60	Trade on New	Yes	\$	46,773	\$	46,773	96%	\$5,800	\$3,558
31	MH319012A	2018	Hyundai	SANTA FE	26	Trade on New	Yes	\$	25,933	\$	25,933	103%	\$3,189	
32	MH320654A	2020	Hyundai	KONA	26	Trade on New	Yes	\$	21,935	\$	21,935	102%	\$1,785	\$3,012
33	MH336973A	2019	Hyundai	SONATA	47	Trade on New	Yes	\$	17,986	\$	17,986	96%	\$2,388	\$2,575
34	MU689932A	2018	Hyundai	ELANTRA	39	Trade on New	Yes	\$	15,529	\$	15,529	94%	\$1,617	\$2,895
35	P7725	2021	Genesis	GV 80	11	Other	Yes	\$	53,200	\$	53,200	105%	\$4,392	
36	MU287957A	2019	HYUNDAI	TUCSON	70	Trade on New	Yes	\$	19,935	\$	19,935	86%	(\$424)	\$876
37	MU010215B	2017	Kia	FORTE	71	Trade on Used	Yes	\$	12,488	\$	13,888	86%	\$819	
38	MH038482A	2018	NISSAN	SENTRA	65	Trade on New	No	\$	13,945	\$	13,695	83%	\$1,796	\$596
39	MU291114A	2020	HYUNDAI	KONA	15	Trade on New	Yes	\$	26,370	\$	26,370	94%	(\$53)	\$1,083
40	MU261696A	2012	HYUNDAI	GENESIS	5	Trade on New	No	\$	43,788	\$	43,788	103%	\$4,315	
41	MU123075A	2020	Kia	RIO	16	Trade on New	No	\$	16,932	\$	16,004	94%	\$1,018	
42	MH070852A	2019	Dodge	DURANGO	37	Trade on New	No	\$	37,944	\$	37,944	95%	\$3,223	\$4,610
43	MU705629A	2019	Ram	1500	27	Trade on New	No	\$	35,997	\$	36,877	94%	\$3,262	
44	MU072219a	2019	Dodge	CHARGER	52	Trade on New	No	\$	25,945	\$	25,945	95%	\$1,251	\$1,070
45	MU387756a	2018	HYUNDAI	SONATA	13	Trade on New	Yes	\$	17,433	\$	16,683	102%	\$1,098	
46	MU402018a	2019	HYUNDAI	SONATA	24	Trade on New	Yes	\$	18,585	\$	17,654	104%	\$1,157	\$987
47	MU695029a	2018	Toyota	COROLLA	46	Trade on New	No	\$	15,955	\$	15,955	100%	\$2,085	\$1,109
48	MU361311a	2014	Honda	CIVIC	14	Trade on New	No	\$	11,673	\$	10,955	98%	\$2,795	
49	MU273258a	2017	HYUNDAI	TUCSON	12	Trade on New	Yes	\$	15,993	\$	15,993	97%	\$1,081	
50	MA027857a	2017	HYUNDAI	SONATA	65	Trade on New	Yes	\$	16,874	\$	14,693	96%	\$500	\$2,885
51	LU228069a	2019	NISSAN	VERSA	68	Trade on New	No	\$	11,345	\$	11,345	88%	\$1,137	\$3,127
52	MH075229a	2020	Jeep	COMPASS	24	Trade on New	No	\$	18,995	\$	18,795	93%	(\$468)	\$2,981
53	MH324157a	2018	Toyota	SIENNA	17	Trade on New	No	\$	29,945	\$	29,945	101%	\$4,311	\$3,550

Scoreboard Totals

% Retailed of Non-Franchise Make	55%
Total # Retail Units	65
Avg. Days to Sale	33.7
Avg. Advertised Price (Time of Sale)	\$ 23,111
Avg. Transaction Price	\$ 22,800
Avg. Market Price at 100%	\$ 23,875
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 311
Avg. Front-End Gross	\$ 1,873
Avg. Finance Gross	\$ 2,109
PUVR	\$ 3,333
Total Gross (Units & PUVR)	\$ 216,666
GROI	156%
% with Trade	23%
Avg. Over/Under Allowance	\$785



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	55%	#DIV/0!
Total # Retail Units	65	0
Avg. Days to Sale	33.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,111	#DIV/0!
Avg. Transaction Price	\$ 22,800	#DIV/0!
Avg. Market Price at 100%	\$ 23,875	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!
Avg. Transactional Discount	\$ 311	#DIV/0!
Avg. Front-End Gross	\$ 1,873	#DIV/0!
Avg. Finance Gross	\$ 2,109	#DIV/0!
PUVR	\$ 3,333	#DIV/0!
Total Gross (Units & PUVR)	\$ 216,666	#DIV/0!
GROI	156%	#DIV/0!
% with Trade	23%	#DIV/0!
Avg. Over/Under Allowance	785	#DIV/0!



Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	55%	#DIV/0!
Total # Retail Units	65	0
Avg. Days to Sale	33.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,111	#DIV/0!
Avg. Transaction Price	\$ 22,800	#DIV/0!
Avg. Market Price at 100%	\$ 23,875	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!
Avg. Transactional Discount	\$ 311	#DIV/0!
Avg. Front-End Gross	\$ 1,873	#DIV/0!
Avg. Finance Gross	\$ 2,109	#DIV/0!
PUVR	\$ 3,333	#DIV/0!
Total Gross (Units & PUVR)	\$ 216,666	#DIV/0!
GROI	156%	#DIV/0!
% with Trade	23%	#DIV/0!
Avg. Over/Under Allowance	785	#DIV/0!



Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	55%	#DIV/0!
Total # Retail Units	65	0
Avg. Days to Sale	33.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,111	#DIV/0!
Avg. Transaction Price	\$ 22,800	#DIV/0!
Avg. Market Price at 100%	\$ 23,875	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!
Avg. Transactional Discount	\$ 311	#DIV/0!
Avg. Front-End Gross	\$ 1,873	#DIV/0!
Avg. Finance Gross	\$ 2,109	#DIV/0!
PUVR	\$ 3,333	#DIV/0!
Total Gross (Units & PUVR)	\$ 216,666	#DIV/0!
GROI	156%	#DIV/0!
% with Trade	23%	#DIV/0!
Avg. Over/Under Allowance	785	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	65	24
Avg. Days to Sale	33.7	33.5
Avg. Advertised Price (Time of Sale)	\$ 23,111	\$ 25,102
Avg. Transaction Price	\$ 22,800	\$ 24,824
Avg. Market Price at 100%	\$ 23,875	\$ 25,191
Avg. Price to Market % (Time of Sale)	97%	100%
Avg. Transaction to Market	95%	99%
Avg. Transactional Discount	\$ 311	\$ 278
Avg. Front-End Gross	\$ 1,873	\$ 2,070
Avg. Finance Gross	\$ 2,109	\$ 2,351
PUVR	\$ 3,333	\$ 3,637
Total Gross (Units & PUVR)	\$ 216,666	\$ 87,292
GROI	156%	157%
% with Trade	23%	24%
Avg. Over/Under Allowance	785	721



No	
	40
	34.1
\$	21,708
\$	21,708
\$	23,193
	94%
	94%
\$	338
\$	1,772
\$	1,969
\$	3,150
\$	126,010
	153%
	21%
	874

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	65	29
Avg. Days to Sale	33.7	30.4
Avg. Advertised Price (Time of Sale)	\$ 23,111	\$ 24,348
Avg. Transaction Price	\$ 22,800	\$ 24,097
Avg. Market Price at 100%	\$ 23,875	\$ 24,411
Avg. Price to Market % (Time of Sale)	97%	100%
Avg. Transaction to Market	95%	99%
Avg. Transactional Discount	\$ 311	\$ 251
Avg. Front-End Gross	\$ 1,873	\$ 2,071
Avg. Finance Gross	\$ 2,109	\$ 2,305
PUVR	\$ 3,333	\$ 3,741
Total Gross (Units & PUVR)	\$ 216,666	\$ 108,477
GROI	156%	184%
% with Trade	23%	28%
Avg. Over/Under Allowance	785	428

No	
	36
	36.3
\$	21,756
\$	21,756
\$	23,384
	93%
	93%
\$	359
\$	1,714
\$	1,937
\$	3,005
\$	108,189
	137%
	19%
	1,500

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	65	60	3
% of Retail Units	100%	92%	5%
% Retailed of Non-New Franchise	55%	55%	100%
Avg. Days to Sale	33.7	33.6	50.7
Avg. Transaction Price	\$ 22,800	\$ 21,947	\$ 17,492
Avg. Transaction to Market %	95%	95%	91%
Avg. Transactional Discount	\$ 311	\$ 297	\$ 793
Avg. Front End Gross	\$ 1,873	\$ 1,835	\$ 374
Avg. Finance Gross	\$ 2,109	\$ 2,143	\$ 2,570
PUVR	\$ 3,333	\$ 3,371	\$ 1,231
Total Gross (Units & PUVR)	\$ 216,666	\$ 202,260	\$ 3,693
GROI	156%	164%	50%
% with Trade	23%	22%	0%
Avg. Over/Under Allowance	785	829	#DIV/0!



BO OEM/Leasing co	Other
0	2
0%	3%
#DIV/0!	0%
#DIV/0!	9.0
#DIV/0!	\$ 56,350
#DIV/0!	104%
#DIV/0!	\$ -
#DIV/0!	\$ 5,263
#DIV/0!	\$ 187
#DIV/0!	\$ 5,357
#DIV/0!	\$ 10,713
#DIV/0!	380%
#DIV/0!	100%
#DIV/0!	300

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	65	34	14
% of Retail Units	100%	52%	22%
% Retailed of Non-New Franchise	55%	50%	50%
Avg. Days to Sale	33.7	17.7	37.9
Avg. Transaction Price	\$ 22,800	\$ 23,582	\$ 21,953
Avg. Transaction to Market %	95%	98%	94%
Avg. Transactional Discount	\$ 311	\$ 171	\$ 526
Avg. Front End Gross	\$ 1,873	\$ 2,245	\$ 1,335
Avg. Finance Gross	\$ 2,109	\$ 2,028	\$ 2,151
PUVR	\$ 3,333	\$ 4,273	\$ 3,486
Total Gross (Units & PUVR)	\$ 216,666	\$ 145,273	\$ 48,800
GROI	156%	368%	151%
% with Trade	23%	26%	14%
Avg. Over/Under Allowance	785	553	1,025



46-60 days	61-90 days	90+ days
7	10	0
11%	15%	0%
71%	70%	#DIV/0!
52.1	69.1	#DIV/0!
\$ 27,098	\$ 18,322	#DIV/0!
93%	88%	#DIV/0!
\$ 270	\$ 512	#DIV/0!
\$ 1,956	\$ 1,305	#DIV/0!
\$ 2,235	\$ 2,180	#DIV/0!
\$ 4,191	\$ 3,485	#DIV/0!
\$ 29,339	\$ 34,852	#DIV/0!
107%	99%	#DIV/0!
43%	10%	#DIV/0!
1,000	1,500	#DIV/0!