

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	UL21394H	2011	CHEVROLET	COLORADO	64	Other	No	\$ 13,000	\$ 11,500	105%	\$938	\$0
2	UL21910A	2016	CHEVROLET	SONIC	43	Other	No	\$ 12,500	\$ 13,705	104%	\$2,874	\$581
3	UL5189A	2013	CHEVROLET	MALIBU	23	Trade on New	No	\$ 9,000	\$ 9,672	95%	\$5,453	\$1,250
4	UL5153	2016	GMC	SIERRA 150	44	Trade on Used	No	\$ 38,800	\$ 36,004	97%	(\$747)	\$955
5	UL5112	2017	CHEVROLET	CAMARO	43	Other	No	\$ 25,500	\$ 28,535	97%	\$2,603	\$2,630
6	UL4965D	2019	DODGE TRUC	GRAND CARA	46	Trade on New	No	\$ 26,000	\$ 22,205	101%	\$3,078	\$862
7	UL5207	2018	CHEVROLET	SILVERADO	28	Trade on New	No		\$ 47,888		\$4,199	\$1,248
8	UL21976A	2021	CHEVROLET	TAHOE	46	Other	No	\$ 87,000	\$ 76,455	106%	\$4,314	\$4,995
9	UL5205	2015	CHEVROLET	SUBURBAN	62	Other	No	\$ 31,800	\$ 44,840	100%	\$3,646	\$3,265
10	UL5170	2016	CADILLAC T	ESCALADE E	34	Trade on New	No	\$ 46,000	\$ 21,443	94%	\$1,458	\$2,072
11	UL21843A	2015	CHEVROLET	TRAVERSE	50	Other	No	\$ 18,000	\$ 23,285	104%	\$576	\$2,654
12	UL21993A	2020	CHEVROLET	SILVERADO	37	Trade on New	No	\$ 60,500	\$ 69,943	104%	\$4,419	\$4,625
13	UL21847B	2011	FORD TRUCK	SUPER DUTY	57	Trade on New	No	\$ 16,500	\$ 15,199	95%	\$65	\$0
14	UL5088	2020	JEEP	WRANGLER U	30	Auction/Wholesale	No	\$ 48,000	\$ 47,901	102%	\$1,397	\$3,377
15	UL5097C	2019	JEEP	CHEROKEE	53	Auction/Wholesale	No	\$ 23,800	\$ 22,204	100%	\$1,546	\$879
16	UL5253	2015	HYUNDAI	GENESIS CO	20	Auction/Wholesale	No	\$ 21,000	\$ 33,073	92%	\$1,409	\$3,646
17	UL5192A	2019	CHEVROLET	SILVERADO	28	Auction/Wholesale	No	\$ 50,500	\$ 34,298	103%	\$150	\$5,220
18	UL21863B	2020	CHEVROLET	SILVERADO	28	Other	No	\$ 50,000	\$ 51,979	94%	\$1,013	\$1,101
19	UL21459A	2014	NISSAN	ALTIMA	48	Trade on New	No	\$ 13,000	\$ 13,205	101%	\$997	\$1,629
20	UL5268	2014	CHEVROLET	EQUINOX	49	Other	No	\$ 14,500	\$ 14,972	97%	\$2,326	\$1,400
21	UL5096B	2016	CHEVROLET	MALIBU	37	Auction/Wholesale	No	\$ 15,000	\$ 13,722	88%	\$2,430	\$274
22	UL21958A	2020	JEEP	GLADIATOR	49	Trade on New	No	\$ 45,000	\$ 43,985	104%	\$5,818	\$4,385
23	UL21767C	2013	TOYOTA TRU	4RUNNER	59	Trade on New	No	\$ 24,000	\$ 25,204	101%	\$342	\$959
24	UL5087	2015	CHEVROLET	SONIC	49	Other	No	\$ 9,000	\$ 10,000	98%	(\$618)	\$0
25	UL21663A	2018	FORD	FIESTA	37	Auction/Wholesale	No	\$ 14,500	\$ 15,455	101%	(\$2,244)	\$2,344
26	UL5206A	2018	FORD	FUSION HYB	51	Auction/Wholesale	No	\$ 18,000	\$ 11,005	94%	(\$942)	\$662
27	UL5085	2018	MERCEDES-B	C-CLASS	40	Auction/Wholesale	No	\$ 26,500	\$ 39,674	81%	(\$961)	\$4,440
28	UL5193	2015	FORD TRUCK	F-150	57	Auction/Wholesale	No	\$ 31,000	\$ 27,655	94%	\$813	\$1,348
29	UL5191A	2019	CHEVROLET	CAMARO	28	Other	No	\$ 31,000	\$ 40,798	101%	\$4,807	\$6,311
30	UL5158	2017	CHEVROLET	SILVERADO	42	Auction/Wholesale	No	\$ 35,500	\$ 38,338	97%	\$2,565	\$4,297

31	UL5166	2021	GMC	SIERRA 150	45	Auction/Wholesale	No	\$	37,500	\$	33,695	96%	\$763	\$1,211
32	UL5169	2016	GMC	YUKON	63	Auction/Wholesale	No	\$	43,000	\$	38,504	100%	\$918	\$0
33	UL5054B	2016	CHEVROLET	MALIBU LIM	42	Trade on New	No	\$	13,000	\$	19,973	97%	\$2,119	\$3,451
34	UL5109	2017	HYUNDAI	SANTA FE S	21	Auction/Wholesale	No	\$	17,000	\$	23,628	96%	\$3,677	\$1,719
35	UL5094	2017	CHEVROLET	SILVERADO	26	Trade on New	No	\$	39,000	\$	44,553	95%	(\$277)	\$4,216
36	UL5102	2020	JEEP	WRANGLER U	46	Auction/Wholesale	No	\$	44,000	\$	12,205	93%	\$196	\$150
37	UL21790A	2015	FORD TRUCK	EXPLORER	25	Auction/Wholesale	No	\$	15,000	\$	12,704	83%	\$2,268	\$518
38	UL5213	2018	CHEVROLET	TRAVERSE	43	Auction/Wholesale	No	\$	33,500	\$	40,676	89%	\$3,364	\$3,992
39	UL5114	2019	GMC	SIERRA 150	34	Auction/Wholesale	No	\$	45,000	\$	34,696	95%	\$558	\$1,230
40	UL22005A	2017	CHEVROLET	VOLT	51	Trade on New	No	\$	20,500	\$	24,635	100%	\$4,210	\$1,774
41	UL5221A	2016	FORD TRUCK	EXPLORER	34	Trade on Used	No	\$	29,000	\$	29,285	95%	\$4,204	\$4,191
42	UL5231B	2017	FORD TRUCK	EDGE	29	Trade on Used	No	\$	26,000	\$	25,204	98%	\$3,759	\$3,647
43	UL5105	2017	GMC	SIERRA 150	57	Auction/Wholesale	No	\$	38,500	\$	23,014	95%	\$2,153	\$2,198
44	UL5113	2019	RAM	1500	28	Auction/Wholesale	No	\$	46,000	\$	44,499	98%	\$961	\$0
45	UL5261	2016	FORD	MUSTANG	43	Trade on Used	No	\$	35,000	\$	41,865	99%	\$2,347	\$2,242
46	UL21885C	2020	CHEVROLET	TRAX	20	Trade on New	No	\$	18,000	\$	28,480	90%	\$2,831	\$4,446
47	UL5276	2018	CHEVROLET	TRAVERSE	32	Auction/Wholesale	No	\$	32,000	\$	31,412	98%	\$449	\$2,425
48	UL5139	2019	FORD TRUCK	F-150	0	Auction/Wholesale	No	\$	30,000	\$	28,910	92%	\$249	\$0
49	UL22001A	2018	FORD TRUCK	EXPLORER	53	Auction/Wholesale	No	\$	42,000	\$	40,000	104%	\$2,624	\$1,200
50	UL5274	2017	CHEVROLET	VOLT	44	Auction/Wholesale	No	\$	18,500	\$	18,194	100%	(\$704)	\$273
51	UL5081	2017	FORD TRUCK	F-150	37	Auction/Wholesale	No	\$	41,500	\$	43,971	89%	\$676	\$1,691
52	UL5273	2013	FORD	FUSION PLU	32	Auction/Wholesale	No	\$	25,500	\$	13,475	98%	\$999	\$491
53	UL21909A	2013	FORD	FUSION	19	Trade on New	No	\$	9,500	\$	9,571	99%	\$315	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	55%
Total # Retail Units	103
Avg. Days to Sale	38.7
Avg. Advertised Price (Time of Sale)	\$ 28,707
Avg. Transaction Price	\$ 29,088
Avg. Market Price at 100%	\$ 29,574
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ (659)
Avg. Front-End Gross	\$ 1,786
Avg. Finance Gross	\$ 2,142
PUVR	\$ 3,928
Total Gross (Units & PUVR)	\$ 404,535
GROI	126%
% with Trade	52%
Avg. Over/Under Allowance	\$862



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	55%	#DIV/0!
Total # Retail Units	103	0
Avg. Days to Sale	38.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,707	#DIV/0!
Avg. Transaction Price	\$ 29,088	#DIV/0!
Avg. Market Price at 100%	\$ 29,574	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ (659)	#DIV/0!
Avg. Front-End Gross	\$ 1,786	#DIV/0!
Avg. Finance Gross	\$ 2,142	#DIV/0!
PUVR	\$ 3,928	#DIV/0!
Total Gross (Units & PUVR)	\$ 404,535	#DIV/0!
GROI	126%	#DIV/0!
% with Trade	52%	#DIV/0!
Avg. Over/Under Allowance	862	#DIV/0!



Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	55%	#DIV/0!
Total # Retail Units	103	0
Avg. Days to Sale	38.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,707	#DIV/0!
Avg. Transaction Price	\$ 29,088	#DIV/0!
Avg. Market Price at 100%	\$ 29,574	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ (659)	#DIV/0!
Avg. Front-End Gross	\$ 1,786	#DIV/0!
Avg. Finance Gross	\$ 2,142	#DIV/0!
PUVR	\$ 3,928	#DIV/0!
Total Gross (Units & PUVR)	\$ 404,535	#DIV/0!
GROI	126%	#DIV/0!
% with Trade	52%	#DIV/0!
Avg. Over/Under Allowance	862	#DIV/0!



Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	55%	#DIV/0!
Total # Retail Units	103	0
Avg. Days to Sale	38.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,707	#DIV/0!
Avg. Transaction Price	\$ 29,088	#DIV/0!
Avg. Market Price at 100%	\$ 29,574	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ (659)	#DIV/0!
Avg. Front-End Gross	\$ 1,786	#DIV/0!
Avg. Finance Gross	\$ 2,142	#DIV/0!
PUVR	\$ 3,928	#DIV/0!
Total Gross (Units & PUVR)	\$ 404,535	#DIV/0!
GROI	126%	#DIV/0!
% with Trade	52%	#DIV/0!
Avg. Over/Under Allowance	862	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	103	0
Avg. Days to Sale	38.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,707	#DIV/0!
Avg. Transaction Price	\$ 29,088	#DIV/0!
Avg. Market Price at 100%	\$ 29,574	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ (659)	#DIV/0!
Avg. Front-End Gross	\$ 1,786	#DIV/0!
Avg. Finance Gross	\$ 2,142	#DIV/0!
PUVR	\$ 3,928	#DIV/0!
Total Gross (Units & PUVR)	\$ 404,535	#DIV/0!
GROI	126%	#DIV/0!
% with Trade	52%	#DIV/0!
Avg. Over/Under Allowance	862	#DIV/0!



No
103
38.7
\$ 29,088
\$ 29,088
#DIV/0!
#DIV/0!
#DIV/0!
\$ (659)
\$ 1,786
\$ 2,142
\$ 3,928
\$ 404,535
126%
140%
862

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	103	46
Avg. Days to Sale	38.7	38.5
Avg. Advertised Price (Time of Sale)	\$ 28,707	\$ 28,992
Avg. Transaction Price	\$ 29,088	\$ 31,388
Avg. Market Price at 100%	\$ 29,574	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ (659)	\$ (3,026)
Avg. Front-End Gross	\$ 1,786	\$ 2,102
Avg. Finance Gross	\$ 2,142	\$ 2,629
PUVR	\$ 3,928	\$ 4,731
Total Gross (Units & PUVR)	\$ 404,535	\$ 217,621
GROI	126%	141%
% with Trade	52%	0%
Avg. Over/Under Allowance	862	976



No	
	57
	38.8
\$	27,232
\$	27,232
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	1,251
\$	1,531
\$	1,748
\$	3,279
\$	186,915
	112%
	95%
	730

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	103	32	15
% of Retail Units	100%	31%	15%
% Retailed of Non-New Franchise	55%	38%	93%
Avg. Days to Sale	38.7	40.2	40.3
Avg. Transaction Price	\$ 29,088	\$ 29,214	\$ 24,836
Avg. Transaction to Market %	98%	#DIV/0!	102%
Avg. Transactional Discount	\$ (659)	\$ (2,796)	\$ 704
Avg. Front End Gross	\$ 1,786	\$ 2,002	\$ 1,427
Avg. Finance Gross	\$ 2,142	\$ 2,141	\$ 1,313
PUVR	\$ 3,928	\$ 4,144	\$ 2,741
Total Gross (Units & PUVR)	\$ 404,535	\$ 132,593	\$ 41,110
GROI	126%	127%	99%
% with Trade	52%	66%	47%
Avg. Over/Under Allowance	862	869	1,393



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
0	44	0	0
0%	43%	0%	0%
#DIV/0!	70%	#DIV/0!	#DIV/0!
#DIV/0!	35.8	#DIV/0!	#DIV/0!
#DIV/0!	\$ 29,536	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,007	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,549	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,315	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,864	#DIV/0!	#DIV/0!
#DIV/0!	\$ 170,028	#DIV/0!	#DIV/0!
#DIV/0!	131%	#DIV/0!	#DIV/0!
#DIV/0!	39%	#DIV/0!	#DIV/0!
#DIV/0!	385	#DIV/0!	#DIV/0!

BO OEM/Leasing co	Other
0	12
0%	12%
#DIV/0!	0%
#DIV/0!	43.2
#DIV/0!	\$ 32,426
#DIV/0!	114%
#DIV/0!	\$ (2,776)
#DIV/0!	\$ 2,524
#DIV/0!	\$ 2,543
#DIV/0!	\$ 5,067
#DIV/0!	\$ 60,805
#DIV/0!	130%
#DIV/0!	75%
#DIV/0!	1,333

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	103	29	35
% of Retail Units	100%	28%	34%
% Retailed of Non-New Franchise	55%	48%	49%
Avg. Days to Sale	38.7	24.4	37.5
Avg. Transaction Price	\$ 29,088	\$ 28,282	\$ 32,513
Avg. Transaction to Market %	98%	#DIV/0!	105%
Avg. Transactional Discount	\$ (659)	\$ (3,780)	\$ 83
Avg. Front End Gross	\$ 1,786	\$ 2,195	\$ 1,938
Avg. Finance Gross	\$ 2,142	\$ 2,317	\$ 2,486
PUVR	\$ 3,928	\$ 4,513	\$ 4,423
Total Gross (Units & PUVR)	\$ 404,535	\$ 130,868	\$ 154,821
GROI	126%	235%	131%
% with Trade	52%	69%	34%
Avg. Over/Under Allowance	862	1,010	863



46-60 days	61-90 days	90+ days
27	9	0
26%	9%	0%
70%	44%	#DIV/0!
50.7	66.0	#DIV/0!
\$ 27,250	\$ 26,991	#DIV/0!
99%	101%	#DIV/0!
\$ 1,539	\$ (558)	#DIV/0!
\$ 1,561	\$ 1,080	#DIV/0!
\$ 1,928	\$ 1,592	#DIV/0!
\$ 3,489	\$ 2,673	#DIV/0!
\$ 94,214	\$ 24,053	#DIV/0!
91%	54%	#DIV/0!
63%	44%	#DIV/0!
779	875	#DIV/0!