

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	26783A	2018	TOYOTA	4 RUNNER	27	Trade on New	YES	\$ 43,799	\$ 43,232	98%	\$3,956	\$5,269
2	49121B	2017	HYUNDAI	SONATA	19	Trade on New	No	\$ 16,231	\$ 14,650	96%	\$2,498	\$1,238
3	P6991	2016	TOYOTA	HIGHLANDER	27	Auction/Wholesale	No	\$ 24,480	\$ 24,800	93%	\$1,894	\$381
4	P6986	2016	FORD	SUPER DUTY	30	Street/Curb Buy	NO	\$ 54,324	\$ 57,273	101%	\$10,696	\$5,429
5	p6959a	2014	TOYOTA	RAV 4 LE	32	Trade on New	NO	\$ 17,729	\$ 14,379	100%	\$537	\$1,293
6	84552B	2019	DODGE	JOURNEY	12	Trade on New	NO	\$ 22,230	\$ 23,179	98%	\$3,657	\$4,218
7	P6945	2019	TOYOTA	TUNDRA D CAB	75	Auction/Wholesale	YES	\$ 34,500	\$ 37,948	98%	\$5,043	\$0
8	44446B	2018	TOYOTA	RAV 4 LE	45	Trade on New	YES	\$ 29,988	\$ 28,687	100%	\$1,956	\$5
9	68792A	2020	TOYOTA	HIGHLANDER	8	Trade on New	YES	\$ 45,900	\$ 46,849	96%	\$5,903	\$400
10	49164A	2017	TOYOTA	RAV 4 XLE	26	Trade on New	YES	\$ 23,190	\$ 21,245	99%	\$1,431	\$2,162
11	94569A	2018	TOYOTA	RAV 4 LE	19	Trade on New	YES	\$ 22,445	\$ 23,392	104%	\$2,589	\$3,228
12	25702B	2015	TOYOTA	RAV 4 LE	37	Trade on New	NO	\$ 17,488	\$ 17,023	101%	\$1,448	\$150
13	94569A	2018	TOYOTA	RAV 4	19	Trade on New	YES	\$ 22,445	\$ 23,392	93%	\$2,589	\$3,228
14	49164A	2017	TOYOTA	RAV	26	Trade on New	YES	\$ 23,190	\$ 21,244	92%	\$1,431	\$2,162
15	68792A	2020	TOYOTA	HIGHLANDER	8	Trade on New	YES	\$ 45,900	\$ 46,849	96%	\$5,902	\$400
16	74557A	2019	TOYOTA	TUNDRA D CAB	14	Trade on New	YES	\$ 42,890	\$ 43,758	101%	\$5,810	\$6,749
17	P6983A	2021	TOYOTA	C-HR	26	Trade on New	YES	\$ 25,992	\$ 26,941	99%	\$6,611	\$4,082
18	P6950	2015	LEXUS	GS 350	70	Auction/Wholesale	NO	\$ 30,520	\$ 31,469	104%	\$1,527	\$1,794
19	58374A	2013	LEXUS	ES 350	21	Trade on New	No	\$ 24,836	\$ 25,469	112%	\$2,418	\$5
20	32619A	2014	CHEVROLET	SILVERADO 1500	33	Trade on New	NO	\$ 24,488	\$ 25,437	104%	\$4,950	\$1,850
21	15143B	2018	FORD	F-150	21	Trade on New	NO	\$ 42,900	\$ 41,905	104%	\$6,255	\$4,744
22	42625A	2021	TOYOTA	AVALON	35	Trade on New	YES	\$ 41,900	\$ 44,988	98%	\$6,410	\$5,843
23	P6993A	2015	CHEVROLET	MALIBU	14	TRADE ON USED	NO	\$ 16,211	\$ 15,500	100%	\$1,768	\$1,662
24	62337A	2019	TOYOTA	RAV 4	42	TRADE ON NEW	YES	\$ 25,488	\$ 28,471	94%	\$4,352	\$2,473
25	42217A	2018	TOYOTA	CAMRY	28	TRADE ON NEW	YES	\$ 22,751	\$ 23,800	100%	\$2,389	\$5,084
26	P6951	2017	FORD	ESCAPE	74	Auction/Wholesale	No	\$ 17,699	\$ 18,646	92%	\$1,809	\$2,755
27	49121B	2017	HYUNDAI	SONATA SE	26	TRADE ON NEW	NO	\$ 16,231	\$ 18,000	93%	\$5,206	\$2,411

28	P6990	2017	CHEVROLET	EQUINOX LS	31	Auction/Wholesale	NO	\$	17,340	\$	18,994	100%	\$3,032	\$3,565
29	50406A	2018	TOYOTA	RAV 4	22	TRADE ON NEW	YES	\$	24,900	\$	25,849	98%	\$1,634	\$3,836
30	P6969	2020	HYUNDAI	SANTA FE	53	Auction/Wholesale	NO	\$	23,499	\$	25,001	91%	\$2,059	\$0
31	P7035	2018	TOYOTA	4 RUNNER	42	TRADE ON NEW	YES	\$	42,811	\$	43,797	94%	\$7,111	\$472
32	74557a	2019	TOYOTA	TUNDRA	92	TRADE ON NEW	YES	\$	42,900	\$	43,050	101%	\$2,128	\$2,782
33	p7014	2018	TOYOTA	TACOMA	25	Auction/Wholesale	YES	\$	34,998	\$	35,945	103%	\$3,019	\$3,551
34	85359A	2016	NISSAN	FRONTIER	18	TRADE ON NEW	NO	\$	20,631	\$	21,580	105%	\$4,393	\$4,046
35	61048A	2020	TOYOTA	CAMRY	25	TRADE ON NEW	YES	\$	26,845	\$	27,140	101%	\$2,616	\$1,926
36	71253A	2019	TOYOTA	HIGHLANDER	6	TRADE ON NEW	YES	\$	31,979	\$	32,528	102%	\$2,277	\$0
37	39178A	2018	FORD	ESCAPE	30	TRADE ON NEW	NO	\$	22,585	\$	22,679	100%	\$3,353	\$10
38	82536A	2011	DODGE	RAM	59	TRADE ON NEW	NO	\$	16,595	\$	17,947	94%	\$6,550	\$637
39	69974A	2019	TOYOTA	HIGHLANDER	1	TRADE ON NEW	YES	\$	33,949	\$	33,949	100%	\$4,119	\$2,066
40	72439A	2021	TOYOTA	RAV 4	1	TRADE ON NEW	YES	\$	32,900	\$	33,449	102%	\$5,911	\$3,085
41	72226A	2011	TOYOTA	HIGHLANDER	20	TRADE ON NEW	NO	\$	16,988	\$	14,754	99%	\$2,081	\$1,005
42	P6847A	2017	CHRYSLER	PACIFICA	91	TRADE ON NEW	NO	\$	16,998	\$	16,998	100%	\$2,583	\$2,385
43	92083A	2018	TOYOTA	COROLLA	7	TRADE ON NEW	YES	\$	21,036	\$	21,985	105%	\$2,792	\$2,920
44	P7035	2019	RAM	RAM 1500	14	Street/Curb Buy	NO	\$	59,988	\$	60,937	102%	\$12,212	\$4,442
45	50467A	2018	TOYOTA	4RUNNER	53	TRADE ON NEW	YES	\$	37,605	\$	37,210	99%	\$5,060	\$0
46	P6948	2017	HYUNDAI	IONIQ	86	Auction/Wholesale	NO	\$	15,998	\$	15,250	95%	(\$2,073)	\$1,820
47		2018	TOYOTA	4 RUNNER	30	TRADE ON NEW	YES	\$	39,992	\$	40,627	99%	\$9,206	\$1,110
48	P7001	2017	FORD	FUSION	41	Auction/Wholesale	NO	\$	17,901	\$	17,995	95%	\$101	\$1,414
49	02477A	2018	INFINITI	QX 80	52	TRADE ON NEW	NO	\$	45,900	\$	47,635	99%	\$5,058	\$542
50	26817A	2012	NISSAN	TITAN	9	TRADE ON NEW	NO	\$	22,888	\$	23,837	104%	\$7,080	\$4,255
51	89045A	2018	TOYOTA	HIGHLANDER	44	TRADE ON NEW	YES	\$	34,450	\$	35,399	96%	\$3,914	\$5,508
52	P7039	2016	TOYOTA	4RUNNER	8	Auction/Wholesale	YES	\$	41,988	\$	42,937	104%	\$4,162	\$3,839
53	93452A	2014	TOYOTA	CAMRY	10	TRADE ON NEW	NO	\$	14,285	\$	14,198	97%	\$2,686	\$1,834

Scoreboard Totals

% Retailed of Non-Franchise Make	42%
Total # Retail Units	71
Avg. Days to Sale	33.1
Avg. Advertised Price (Time of Sale)	\$ 29,255
Avg. Transaction Price	\$ 29,690
Avg. Market Price at 100%	\$ 29,755
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ (435)
Avg. Front-End Gross	\$ 3,634
Avg. Finance Gross	\$ 2,500
PUVR	\$ 6,134
Total Gross (Units & PUVR)	\$ 435,528
GROI	225%
% with Trade	35%
Avg. Over/Under Allowance	\$54



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Total # Retail Units	71	0	0
Avg. Days to Sale	33.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,255	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,690	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,755	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (435)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,634	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,500	#DIV/0!	#DIV/0!
PUVR	\$ 6,134	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 435,528	#DIV/0!	#DIV/0!
GROI	225%	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	54	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Total # Retail Units	71	0	0
Avg. Days to Sale	33.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,255	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,690	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,755	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (435)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,634	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,500	#DIV/0!	#DIV/0!
PUVR	\$ 6,134	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 435,528	#DIV/0!	#DIV/0!
GROI	225%	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	54	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Total # Retail Units	71	0	0
Avg. Days to Sale	33.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,255	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,690	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,755	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (435)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,634	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,500	#DIV/0!	#DIV/0!
PUVR	\$ 6,134	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 435,528	#DIV/0!	#DIV/0!
GROI	225%	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	54	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	71	36	36
Avg. Days to Sale	33.1	28.9	37.3
Avg. Advertised Price (Time of Sale)	\$ 29,255	\$ 33,690	\$ 25,250
Avg. Transaction Price	\$ 29,690	\$ 34,130	\$ 25,250
Avg. Market Price at 100%	\$ 29,755	\$ 34,256	\$ 25,038
Avg. Price to Market % (Time of Sale)	98%	98%	101%
Avg. Transaction to Market	100%	100%	101%
Avg. Transactional Discount	\$ (435)	\$ (440)	\$ (431)
Avg. Front-End Gross	\$ 3,634	\$ 3,748	\$ 3,521
Avg. Finance Gross	\$ 2,500	\$ 2,877	\$ 2,123
PUVR	\$ 6,134	\$ 6,624	\$ 5,644
Total Gross (Units & PUVR)	\$ 435,528	\$ 238,477	\$ 203,184
GROI	225%	242%	216%
% with Trade	35%	42%	35%
Avg. Over/Under Allowance	54	-77	176



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	71	41	30
Avg. Days to Sale	33.1	28.2	40.5
Avg. Advertised Price (Time of Sale)	\$ 29,255	\$ 31,248	\$ 26,686
Avg. Transaction Price	\$ 29,690	\$ 31,469	\$ 26,686
Avg. Market Price at 100%	\$ 29,755	\$ 31,753	\$ 26,162
Avg. Price to Market % (Time of Sale)	98%	98%	102%
Avg. Transaction to Market	100%	99%	102%
Avg. Transactional Discount	\$ (435)	\$ (222)	\$ (711)
Avg. Front-End Gross	\$ 3,634	\$ 3,358	\$ 3,937
Avg. Finance Gross	\$ 2,500	\$ 2,683	\$ 2,319
PUVR	\$ 6,134	\$ 6,041	\$ 6,256
Total Gross (Units & PUVR)	\$ 435,528	\$ 247,673	\$ 187,687
GROI	225%	245%	208%
% with Trade	35%	29%	43%
Avg. Over/Under Allowance	54	-62	229



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	71	52	2
% of Retail Units	100%	73%	3%
% Retailed of Non-New Franchise	42%	35%	50%
Avg. Days to Sale	33.1	30.0	16.5
Avg. Transaction Price	\$ 29,690	\$ 28,898	\$ 19,902
Avg. Transaction to Market %	100%	100%	95%
Avg. Transactional Discount	\$ (435)	\$ (271)	\$ 454
Avg. Front End Gross	\$ 3,634	\$ 3,778	\$ 2,426
Avg. Finance Gross	\$ 2,500	\$ 2,573	\$ 1,638
PUVR	\$ 6,134	\$ 6,351	\$ 4,064
Total Gross (Units & PUVR)	\$ 435,528	\$ 330,274	\$ 8,127
GROI	225%	264%	445%
% with Trade	35%	35%	0%
Avg. Over/Under Allowance	54	-468	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	15	0	1
3%	21%	0%	1%
100%	60%	#DIV/0!	0%
22.0	49.5	#DIV/0!	1.0
\$ 59,105	\$ 30,248	#DIV/0!	\$ 23,243
105%	100%	#DIV/0!	100%
\$ (1,949)	\$ (951)	#DIV/0!	\$ -
\$ 11,454	\$ 2,497	#DIV/0!	\$ -
\$ 4,935	\$ 2,056	#DIV/0!	\$ 2,189
\$ 16,390	\$ 4,553	#DIV/0!	\$ 2,189
\$ 32,779	\$ 68,293	#DIV/0!	\$ 2,189
454%	110%	#DIV/0!	3390%
100%	33%	#DIV/0!	0%
1,895	1,200	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	71	44	12
% of Retail Units	100%	62%	17%
% Retailed of Non-New Franchise	42%	34%	33%
Avg. Days to Sale	33.1	17.6	37.6
Avg. Transaction Price	\$ 29,690	\$ 31,544	\$ 27,114
Avg. Transaction to Market %	100%	101%	100%
Avg. Transactional Discount	\$ (435)	\$ (253)	\$ (689)
Avg. Front End Gross	\$ 3,634	\$ 4,113	\$ 3,443
Avg. Finance Gross	\$ 2,500	\$ 2,810	\$ 2,396
PUVR	\$ 6,134	\$ 6,923	\$ 5,839
Total Gross (Units & PUVR)	\$ 435,528	\$ 304,608	\$ 70,068
GROI	225%	448%	206%
% with Trade	35%	34%	42%
Avg. Over/Under Allowance	54	433	-86



46-60 days	61-90 days	90+ days
5	8	3
7%	11%	4%
80%	63%	67%
54.4	74.5	95.3
\$ 28,179	\$ 26,687	\$ 23,332
98%	96%	99%
\$ (679)	\$ (935)	\$ (366)
\$ 4,106	\$ 1,825	\$ 1,428
\$ 519	\$ 2,285	\$ 2,232
\$ 4,626	\$ 4,110	\$ 3,660
\$ 23,128	\$ 32,879	\$ 10,979
109%	74%	59%
20%	25%	67%
500	-2,600	0