









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	VUFW580164	2015	VOLKSWAGEN	TIGUAN	30	Trade on New	No	\$ 14,700	\$ 11,673	98%	(\$182)	\$2,603
2	VUJD030228	2018	AUDI	Q7	18	Auction/Wholesale	No	\$ 38,500	\$ 36,000	101%	\$1,382	\$4,274
3	VUDD013818	2013	VOLKSWAGEN	TOUAREG	39	Trade on New	No	\$ 15,900	\$ 15,506	NA	\$3,907	\$1,631
4	VU20709	2015	AUDI	A3	118	Auction/Wholesale	No	\$ 30,900	\$ 29,123	NA	(\$2,302)	\$639
5	VUKC000556	2019	VOLKSWAGEN	PASSAT	29	Auction/Wholesale	No	\$ 18,000	\$ 16,577	90%	(\$2,455)	\$1,934
6	VUKM037889	2019	VOLKSWAGEN	JETTA	14	Auction/Wholesale	Yes	\$ 17,200	\$ 18,390	93%	\$3,436	\$1,160
7	VUJM231651	2018	VOLKSWAGEN	JETTA	11	Auction/Wholesale	No	\$ 16,400	\$ 13,750	97%	\$1,142	\$6,318
8	VUJC558982	2018	VOLKSWAGEN	ATLAS	2	Auction/Wholesale	No	\$ 28,918	\$ 28,918	NA	\$4,000	\$1,955
9	VUJM254055	2018	VOLKSWAGEN	JETTA	49	Auction/Wholesale	No	\$ 17,600	\$ 17,995	99%	(\$292)	\$700
10	VUJC557048	2018	VOLKSWAGEN	ATLAS	10	Auction/Wholesale	Yes	\$ 32,500	\$ 31,699	99%	\$3,736	\$740
11	VUAW002591	2010	VOLKSWAGEN	TIGUAN	10	Trade on New	No	\$ 6,900	\$ 6,800	NA	\$4,500	\$905
12	VUJC540871	2018	VOLKSWAGEN	ATLAS	55	Auction/Wholesale	No	\$ 30,700	\$ 31,350	95%	\$1,898	\$3,711
13	VUJM255811	2018	VOLKSWAGEN	JETTA	29	Auction/Wholesale	Yes	\$ 17,500	\$ 19,390	NA	\$5,625	\$4,890
14	VUJC574140	2018	VOLKSWAGEN	ATLAS	6	Auction/Wholesale	Yes	\$ 32,969	\$ 32,969	NA	\$3,169	\$2,125
15	VUHM009599	2017	VOLKSWAGEN	GTI	14	Auction/Wholesale	No	\$ 23,000	\$ 22,100	NA	\$3,000	\$1,672
16	VUJM269031	2018	VOLKSWAGEN	GOLF	10	Auction/Wholesale	No	\$ 18,000	\$ 19,490	91%	\$5,433	\$1,391
17	VUJM244058	2018	VOLKSWAGEN	JETTA	5	Trade on New	No	\$ 12,740	\$ 12,740	NA	\$500	\$5,596
18	VUJM216679	2018	VOLKSWAGEN	JETTA	18	Trade on New	No	\$ 15,300	\$ 15,842	96%	\$4,000	\$1,193
19	VUJM147835	2018	VOLKSWAGEN	TIGUAN	14	Auction/Wholesale	Yes	\$ 22,400	\$ 22,890	98%	\$4,824	\$3,709
20	VUJC576960	2018	VOLKSWAGEN	ATLAS	44	Auction/Wholesale	No	\$ 34,900	\$ 34,900	90%	\$5,185	\$0
21	R00058	2020	VOLKSWAGEN	TIGUAN	119	Loaner/Rental Fleet	No	\$ 21,900	\$ 21,071	88%	(\$2,033)	\$0
22	VU20740	2020	SUBARU	CROSSTREK	78	Trade on New	No	\$ 24,900	\$ 25,214	91%	\$1,614	\$0
23	VUJM146687	2018	VOLKSWAGEN	TIGUAN	35	Auction/Wholesale	No	\$ 22,900	\$ 22,995	95%	\$2,978	\$4,356
24	VUKM178871	2019	VOLKSWAGEN	TIGUAN	62	Auction/Wholesale	No	\$ 23,000	\$ 24,212	90%	\$2,893	\$2,901
25	VU20683	2017	Mercedes-Benz	GL550	126	Auction/Wholesale	No	\$ 45,900	\$ 46,515	93%	(\$614)	\$0
26	VUJT433476	2018	JEEP	COMPASS	40	Trade on New	No	\$ 23,600	\$ 24,795	98%	\$2,794	\$1,090
27	VUJM073941	2018	VOLKSWAGEN	TIGUAN	12	Auction/Wholesale	Yes	\$ 22,900	\$ 22,898	98%	\$2,801	\$4,043

28	R00059	2020	VOLKSWAGEN	TIGUAN	95	Loaner/Rental Fleet	No	\$	23,400	\$	25,290	98%	\$654	\$3,945
29	VUBK50535	2011	VOLKSWAGEN	TIGUAN	8	Trade on New	No	\$	11,500	\$	10,900	95%	\$5,500	\$1,886
30	VUGN745223	2016	NISSAN	FRONTIER	35	Trade on New	No	\$	23,400	\$	23,248	90%	\$2,349	\$6,010
31	VUJC006627	2018	VOLKSWAGEN	PASSAT	44	Auction/Wholesale	Yes	\$	18,900	\$	19,370	NA	\$2,022	\$1,934
32	VUKA82247	2008	FORD	ESCAPE	3	Trade on New	No	\$	3,000	\$	3,000	NA	\$1,200	\$0
33	VUJ9822624	2018	SUBARU	WRX	39	Trade on New	No	\$	26,800	\$	29,037	95%	\$6,384	\$8,016
34	VUJK004675	2018	VOLKSWAGEN	TIGUAN	40	Auction/Wholesale	Yes	\$	16,900	\$	15,900	93%	\$1,633	\$475
35	VUCD009040	2012	VOLKSWAGEN	TOUAREG	41	Trade on New	No	\$	15,500	\$	13,606	99%	\$4,059	\$2,218
36	VUJM15553	2018	VOLKSWAGEN	TIGUAN	9	LBO Customer	No	\$	23,000	\$	23,000	98%	\$285	\$1,435
37	VUFW580164	2015	VOLKSWAGEN	TIGUAN	30	Trade on New	No	\$	14,700	\$	11,673	98%	(\$182)	\$2,603
38	VUHM29599	2017	VOLKSWAGEN	JETTA	20	Auction/Wholesale	No	\$	13,900	\$	11,732	99%	\$1,743	\$1,823
39	VUKU01797	2019	Genesis	G70	52	Trade on New	No	\$	29,000	\$	29,000	86%	\$3,180	\$1,903
40	VUHM40710	2017	VOLKSWAGEN	GLI	2	LBO Customer	No	\$	16,222	\$	16,222	NA	\$1,545	\$6,840
41	VUKM09182	2019	VOLKSWAGEN	TIGUAN	22	Auction/Wholesale	Yes	\$	30,500	\$	29,846	NA	\$2,453	\$0
42	VUGM60164	2016	VOLKSWAGEN	BEETLE	46	Auction/Wholesale	No	\$	16,500	\$	18,098	NA	\$2,946	\$0
43	VUKM22980	2019	VOLKSWAGEN	JETTA	46	Auction/Wholesale	No	\$	16,500	\$	19,262	NA	\$2,865	\$1,739
44	VUHW50885	2017	VOLKSWAGEN	TIGUAN	18	Auction/Wholesale	No	\$	18,000	\$	17,856	100%	\$2,000	\$161
45	VUKM03622	2019	VOLKSWAGEN	JETTA	1	Auction/Wholesale	No	\$	19,000	\$	21,000	105%	\$3,852	\$1,710
46	VUD170670	2013	MAZDA	MAZDA3	59	Trade on New	No	\$	8,400	\$	8,446	75%	\$1,346	\$2,662
47	VUCEF1445	2012	FORD	EXPEDITION	44	Trade on New	No	\$	15,326	\$	15,326	NA	\$3,726	\$3,726
48	VULC228791	2020	VOLKSWAGEN	CROSS SPORT	29	Trade on New	No	\$	37,400	\$	37,310	NA	\$2,711	\$0
49	VUJC555042	2018	VOLKSWAGEN	ATLAS	4	Auction/Wholesale	No	\$	28,900	\$	24,229	89%	\$516	\$1,358
50	VUJM22330	2018	MAZDA	3 SPORT	15	Trade on New	No	\$	16,000	\$	15,276	102%	\$4,223	\$1,240
51	VUGNT80133	2016	BMW	3 SERIES	2	Trade on New	No	\$	22,800	\$	22,800	NA	\$120	\$5,251
52	VU20764	2018	BMW	X5	71	Auction/Wholesale	No	\$	37,000	\$	37,516	NA	\$949	\$3,287
53	VUJC014495	2018	VOLKSWAGEN	PASSAT	16	Auction/Wholesale	No	\$	18,500	\$	18,492	NA	\$2,140	\$1,934

## Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	80
Avg. Days to Sale	34.4
Avg. Advertised Price (Time of Sale)	\$ 22,443
Avg. Transaction Price	\$ 22,335
Avg. Market Price at 100%	\$ 23,731
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 108
Avg. Front-End Gross	\$ 2,219
Avg. Finance Gross	\$ 2,262
PUVR	\$ 4,481
Total Gross (Units & PUVR)	\$ 358,503
GROI	210%
% with Trade	6%
Avg. Over/Under Allowance	#DIV/0!



## Scoreboard

(Click on the blue head

Desk Manager	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	80	0
Avg. Days to Sale	34.4	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,443	#DIV/0!
Avg. Transaction Price	\$ 22,335	#DIV/0!
Avg. Market Price at 100%	\$ 23,731	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 108	#DIV/0!
Avg. Front-End Gross	\$ 2,219	#DIV/0!
Avg. Finance Gross	\$ 2,262	#DIV/0!
PUVR	\$ 4,481	#DIV/0!
Total Gross (Units & PUVR)	\$ 358,503	#DIV/0!
GROI	210%	#DIV/0!
% with Trade	6%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue head

Sales Consultant	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	80	0
Avg. Days to Sale	34.4	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,443	#DIV/0!
Avg. Transaction Price	\$ 22,335	#DIV/0!
Avg. Market Price at 100%	\$ 23,731	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 108	#DIV/0!
Avg. Front-End Gross	\$ 2,219	#DIV/0!
Avg. Finance Gross	\$ 2,262	#DIV/0!
PUVR	\$ 4,481	#DIV/0!
Total Gross (Units & PUVR)	\$ 358,503	#DIV/0!
GROI	210%	#DIV/0!
% with Trade	6%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue head

Finance Manager	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	80	0
Avg. Days to Sale	34.4	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,443	#DIV/0!
Avg. Transaction Price	\$ 22,335	#DIV/0!
Avg. Market Price at 100%	\$ 23,731	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 108	#DIV/0!
Avg. Front-End Gross	\$ 2,219	#DIV/0!
Avg. Finance Gross	\$ 2,262	#DIV/0!
PUVR	\$ 4,481	#DIV/0!
Total Gross (Units & PUVR)	\$ 358,503	#DIV/0!
GROI	210%	#DIV/0!
% with Trade	6%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!









## Scoreboard

CPO	Totals	Yes
Total # Retail Units	80	14
Avg. Days to Sale	34.4	33.8
Avg. Advertised Price (Time of Sale)	\$ 22,443	\$ 22,348
Avg. Transaction Price	\$ 22,335	\$ 22,399
Avg. Market Price at 100%	\$ 23,731	#VALUE!
Avg. Price to Market % (Time of Sale)	95%	#VALUE!
Avg. Transaction to Market	94%	#VALUE!
Avg. Transactional Discount	\$ 108	\$ (52)
Avg. Front-End Gross	\$ 2,219	\$ 2,814
Avg. Finance Gross	\$ 2,262	\$ 2,008
PUVR	\$ 4,481	\$ 4,822
Total Gross (Units & PUVR)	\$ 358,503	\$ 67,505
GROI	210%	229%
% with Trade	6%	6%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!



No	
	66
	34.5
\$	22,321
\$	22,321
	#VALUE!
	#VALUE!
	#VALUE!
\$	142
\$	2,093
\$	2,316
\$	4,409
\$	290,998
	206%
	9%
	#DIV/0!

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	80	0
Avg. Days to Sale	34.4	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,443	#DIV/0!
Avg. Transaction Price	\$ 22,335	#DIV/0!
Avg. Market Price at 100%	\$ 23,731	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 108	#DIV/0!
Avg. Front-End Gross	\$ 2,219	#DIV/0!
Avg. Finance Gross	\$ 2,262	#DIV/0!
PUVR	\$ 4,481	#DIV/0!
Total Gross (Units & PUVR)	\$ 358,503	#DIV/0!
GROI	210%	#DIV/0!
% with Trade	6%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!



No	
	80
	34.4
\$	22,335
\$	22,335
	#VALUE!
	#VALUE!
	#VALUE!
\$	108
\$	2,219
\$	2,262
\$	4,481
\$	358,503
	210%
	4%
	#DIV/0!

## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	80	25	0
% of Retail Units	100%	31%	0%
% Retailed of Non-New Franchise	100%	100%	#DIV/0!
Avg. Days to Sale	34.4	38.0	#DIV/0!
Avg. Transaction Price	\$ 22,335	\$ 18,269	#DIV/0!
Avg. Transaction to Market %	94%	#VALUE!	#DIV/0!
Avg. Transactional Discount	\$ 108	\$ 361	#DIV/0!
Avg. Front End Gross	\$ 2,219	\$ 2,564	#DIV/0!
Avg. Finance Gross	\$ 2,262	\$ 2,240	#DIV/0!
PUVR	\$ 4,481	\$ 4,805	#DIV/0!
Total Gross (Units & PUVR)	\$ 358,503	\$ 120,115	#DIV/0!
GROI	210%	249%	#DIV/0!
% with Trade	6%	4%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
0	48	2	5
0%	60%	3%	6%
#DIV/0!	100%	100%	100%
#DIV/0!	32.8	107.0	2.8
#DIV/0!	\$ 24,740	\$ 23,181	\$ 19,235
#DIV/0!	#VALUE!	95%	#VALUE!
#DIV/0!	\$ 14	\$ (531)	\$ -
#DIV/0!	\$ 2,281	\$ (689)	\$ 1,057
#DIV/0!	\$ 2,221	\$ 1,973	\$ 2,884
#DIV/0!	\$ 4,502	\$ 1,283	\$ 3,942
#DIV/0!	\$ 216,114	\$ 2,567	\$ 19,708
#DIV/0!	200%	19%	2635%
#DIV/0!	8%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	80	43	17
% of Retail Units	100%	54%	21%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	34.4	12.1	39.2
Avg. Transaction Price	\$ 22,335	\$ 20,082	\$ 25,087
Avg. Transaction to Market %	94%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 108	\$ 472	\$ (215)
Avg. Front End Gross	\$ 2,219	\$ 2,284	\$ 2,979
Avg. Finance Gross	\$ 2,262	\$ 2,185	\$ 3,064
PUVR	\$ 4,481	\$ 4,468	\$ 6,043
Total Gross (Units & PUVR)	\$ 358,503	\$ 192,145	\$ 102,723
GROI	210%	664%	221%
% with Trade	6%	7%	6%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
7	7	6
9%	9%	8%
100%	100%	100%
52.1	71.4	117.2
\$ 22,633	\$ 25,048	\$ 27,166
#VALUE!	#VALUE!	#VALUE!
\$ (990)	\$ (148)	\$ 0
\$ 2,265	\$ 1,712	\$ 139
\$ 1,531	\$ 2,408	\$ 1,231
\$ 3,796	\$ 4,120	\$ 1,370
\$ 26,573	\$ 28,843	\$ 8,219
116%	83%	15%
0%	0%	17%
#DIV/0!	#DIV/0!	#DIV/0!