

[illegible]

New Car Franchise(s)



Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Financing	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	U743	2019	Nissan	NV200	8	Rental Fleet (Enterprise, etc)	No	\$20,000	\$20,000	102%	\$3,225	\$1,094
2	U748	2016	Infiniti	QX50	15	Auction/Wholesale	No	\$22,000	\$22,000	105%	\$3,514	\$3,110
3	U753	2016	Kia	Sportage	10	Auction/Wholesale	No	\$16,500	\$16,500	106%	\$1,188	\$1,620
4	U745	2017	Kia	Sportage	13	Auction/Wholesale	No	\$18,000	\$18,000	99%	\$1,889	\$3,506
5	N3317A	2014	Toyota	Sienna	8	Trade on New	No	\$18,500	\$ 18,500	100%	\$1,737	\$0
6	N3421A	2016	Toyota	Camry	11	Trade on New	No	\$14,000	\$ 13,880	94%	\$2,286	\$0
7	N3420A	2019	Mitsubishi	Eclipse	11	Trade on New	No	\$23,000	\$ 23,000	98%	\$2,262	\$2,664
8	N3426A	2019	Mitsubishi	Outlander	12	Trade on New	No	\$22,000	\$ 22,000	100%	\$2,180	\$1,135
9	U766	2017	Nissan	Pathfinder	13	Auction/Wholesale	No	\$26,500	\$ 26,500	115%	\$1,261	\$3,443
10	N3349A	2020	Mitsubishi	Outlander	14	Trade on New	No	\$24,395	\$ 24,395	93%	\$2,575	\$3,979
11	U740	2017	Honda	Accord	14	Street/Curb Buy	No	\$22,000	\$ 22,000	101%	\$4,053	\$0
12	N3287A	2019	Mitsubishi	Outlander	15	Trade on New	No	\$19,840	\$ 19,840	96%	\$1,818	\$1,656
13	N3383A	2017	Jeep	Patriot	15	Trade on New	No	\$14,000	\$ 13,250	98%	\$1,890	\$1,566
14	N3351A	2019	Mitsubishi	Outlander	17	Trade on New	No	\$23,795	\$ 23,795	99%	\$3,566	\$3,609
15	U778	2016	Cadillac	ATS	17	Auction/Wholesale	No	\$20,015	\$ 20,015	95%	\$1,237	\$3,598
16	U787	2015	Honda	CR-V	17	Auction/Wholesale	No	\$23,495	\$ 23,495	103%	\$2,152	\$1,186
17	U772	2018	Mazda	CX-5	17	Auction/Wholesale	No	\$22,000	\$ 22,000	98%	\$1,585	\$4,865
18	U767	2018	Mercedes-Benz	CLA	18	Auction/Wholesale	No	\$29,000	\$ 29,000	96%	\$4,614	\$4,052
19	N3411A	2012	Jaguar	XF	19	Trade on New	No	\$18,000	\$ 18,000	95%	\$4,504	\$1,663
20	U782	2018	Subaru	Impreza	20	Auction/Wholesale	No	\$18,500	\$ 18,500	102%	\$1,230	\$2,806
21	N3277A	2016	Jeep	Compass	20	Trade on New	No	\$15,000	\$ 15,000	95%	\$1,765	\$0
22	U744	2018	Nissan	Rogue	20	Auction/Wholesale	No	\$22,395	\$ 22,395	103%	\$2,400	\$1,508
23	U786	2015	Acura	RDX	21	Auction/Wholesale	No	\$20,500	\$20,500	105%	(\$346)	\$2,185
24	U764	2018	Hyundai	Sonata	22	Auction/Wholesale	No	\$18,800	\$ 18,800	96%	(\$1,388)	\$0
25	N3422A	2016	Toyota	RAV4	23	Trade on New	No	\$21,120	\$ 21,120	99%	\$1,050	\$1,027
26	U760	2019	Kia	Sorento	23	Auction/Wholesale	No	\$26,000	\$ 26,000	100%	\$1,402	\$1,646
27	U780	2018	Chevrolet	Malibu	24	Auction/Wholesale	No	\$24,995	\$ 24,995	101%	\$1,198	\$599
28	N3414A	2020	Hyundai	Tucson	24	Trade on New	No	\$27,500	\$ 27,000	96%	(\$203)	\$950
29	U756	2017	Nissan	Rogue	24	Auction/Wholesale	No	\$22,500	\$ 22,500	100%	\$2,761	\$1,747
30	U781	2017	Buick	Regal	25	Auction/Wholesale	No	\$22,000	\$ 22,000	104%	(\$259)	\$200

31	U787A	2015	Toyota	Corolla	25	Trade on Used	No	\$14,000	\$ 14,000	99%	\$268	\$2,083
32	U752	2018	Toyota	C-HR	26	Auction/Wholesale	No	\$21,000	\$ 21,000	101%	\$1,388	\$1,663
33	N3368A	2020	Mitsubishi	Mirage	27	Trade on New	No	\$13,500	\$ 13,500	84%	\$721	\$678
34	U795	2015	Dodge	Durango	28	Auction/Wholesale	No	\$26,500	\$ 26,000	102%	(\$584)	\$3,206
35	N3360A	2016	Nissan	Rogue	28	Trade on New	No	\$18,720	\$ 18,720	97%	\$3,783	\$1,182
36	U768	2018	Acura	ILX	28	Auction/Wholesale	No	\$22,170	\$ 22,170	99%	\$1,813	\$4,065
37	N3330A	2019	Mitsubishi	Outlander	31	Trade on New	No	\$22,995	\$ 22,995	99%	\$2,081	\$3,147
38	U794	2018	Honda	Fit	32	Auction/Wholesale	No	\$18,000	\$ 18,000	100%	(\$145)	\$722
39	N3334A	2015	Toyota	Avalon	34	Trade on New	No	\$19,000	\$ 19,000	98%	\$1,590	\$1,474
40	U757	2015	Chevrolet	Tahoe	34	Auction/Wholesale	No	\$34,500	\$ 34,500	97%	\$3,824	\$4,179
41	N3369A	2015	Mitsubishi	Outlander	35	Trade on New	No	\$12,500	\$ 12,500	97%	\$1,455	\$1,517
42	N3367A	2016	Toyota	Corolla	36	Trade on New	No	\$15,000	\$ 14,160	102%	\$878	\$2,040
43	U761	2016	Honda	Accord	36	Auction/Wholesale	No	\$21,980	\$ 21,980	100%	\$1,864	\$629
44	U775	2017	Nissan	Sentra	36	Auction/Wholesale	No	\$18,000	\$ 18,000	103%	(\$271)	\$2,316
45	U747	2016	Honda	HR-V	38	Auction/Wholesale	No	\$18,560	\$ 18,560	102%	\$2,524	\$2,781
46	U776	2015	Nissan	Pathfinder	38	Auction/Wholesale	No	\$22,995	\$ 22,995	100%	\$1,133	\$2,564
47	N2825A	2017	Chevrolet	Malibu	38	Trade on New	No	\$15,600	\$ 15,600	101%	\$1,372	\$460
48	N3285A	2019	Mitsubishi	Mirage	38	Trade on New	No	\$15,600	\$ 15,600	97%	\$2,186	\$163
49	N3365A	2019	Mitsubishi	Mirage	39	Trade on New	No	\$13,000	\$ 13,000	97%	\$1,464	\$460
50	U741	2016	Honda	Accord	39	Auction/Wholesale	No	\$21,195	\$ 21,195	104%	\$2,225	\$3,416
51	N3189A	2020	Mitsubishi	Mirage	39	Trade on New	No	\$16,560	\$ 16,560	93%	\$919	\$1,371
52	U771	2018	Hyundai	Sonata	40	Auction/Wholesale	No	\$22,495	\$ 22,495	100%	\$225	\$0
53	U790	2016	Volvo	S60	41	Auction/Wholesale	No	\$19,000	\$ 19,000	101%	(\$1,113)	\$967

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	69
Avg. Days to Sale	42.2
Avg. Advertised Price (Time of Sale)	\$ 20,036
Avg. Transaction Price	\$ 20,117
Avg. Market Price at 100%	\$ 20,276
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	99%
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 1,598
Avg. Finance Gross	\$ 1,987
PUVR	#REF!
Total Gross (Units & PUVR)	#REF!
GROI	#REF!
% with Trade	30%
Avg. Over/Under Allowance	\$94



ACADEMY

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	69	0	0
Avg. Days to Sale	42.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,036	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 20,117	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 20,276	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,598	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,987	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	94	#DIV/0!	#DIV/0!



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Scoreboard

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Sales Consultant	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	69	0	0
Avg. Days to Sale	42.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,036	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 20,117	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 20,276	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,598	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,987	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	94	#DIV/0!	#DIV/0!



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Scoreboard

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Finance Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	69	0	0
Avg. Days to Sale	42.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,036	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 20,117	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 20,276	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,598	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,987	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	94	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	69	0	69
Avg. Days to Sale	42.2	#DIV/0!	42.2
Avg. Advertised Price (Time of Sale)	\$ 20,036	#DIV/0!	\$ 20,117
Avg. Transaction Price	\$ 20,117	#DIV/0!	\$ 20,117
Avg. Market Price at 100%	\$ 20,276	#DIV/0!	\$ 20,259
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	99%
Avg. Transaction to Market	99%	#DIV/0!	99%
Avg. Transactional Discount	#REF!	#DIV/0!	#REF!
Avg. Front-End Gross	\$ 1,598	#DIV/0!	\$ 1,598
Avg. Finance Gross	\$ 1,987	#DIV/0!	\$ 1,987
PUVR	#REF!	#DIV/0!	#REF!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#REF!
GROI	#REF!	#DIV/0!	#REF!
% with Trade	30%	#DIV/0!	50%
Avg. Over/Under Allowance	94	#DIV/0!	94



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	69	0	69
Avg. Days to Sale	42.2	#DIV/0!	42.2
Avg. Advertised Price (Time of Sale)	\$ 20,036	#DIV/0!	\$ 20,117
Avg. Transaction Price	\$ 20,117	#DIV/0!	\$ 20,117
Avg. Market Price at 100%	\$ 20,276	#DIV/0!	\$ 20,259
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	99%
Avg. Transaction to Market	99%	#DIV/0!	99%
Avg. Transactional Discount	#REF!	#DIV/0!	#REF!
Avg. Front-End Gross	\$ 1,598	#DIV/0!	\$ 1,598
Avg. Finance Gross	\$ 1,987	#DIV/0!	\$ 1,987
PUVR	#REF!	#DIV/0!	#REF!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#REF!
GROI	#REF!	#DIV/0!	#REF!
% with Trade	30%	#DIV/0!	30%
Avg. Over/Under Allowance	94	#DIV/0!	94



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	69	26	1
% of Retail Units	100%	38%	1%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	42.2	29.1	25.0
Avg. Transaction Price	\$ 20,117	\$ 17,859	\$ 14,000
Avg. Transaction to Market %	99%	96%	99%
Avg. Transactional Discount	#REF!	\$ 85	\$ -
Avg. Front End Gross	\$ 1,598	\$ 2,014	\$ 268
Avg. Finance Gross	\$ 1,987	\$ 1,503	\$ 2,083
PUVR	#REF!	\$ 3,517	\$ 2,351
Total Gross (Units & PUVR)	#REF!	\$ 91,441	\$ 2,351
GROI	#REF!	244%	242%
% with Trade	30%	27%	0%
Avg. Over/Under Allowance	94	125	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	35	0	0
1%	51%	0%	0%
100%	100%	#DIV/0!	#DIV/0!
14.0	29.9	#DIV/0!	#DIV/0!
\$ 22,000	\$ 22,444	#DIV/0!	#DIV/0!
101%	#REF!	#DIV/0!	#DIV/0!
\$ -	#REF!	#DIV/0!	#DIV/0!
\$ 4,053	\$ 1,179	#DIV/0!	#DIV/0!
\$ -	\$ 2,381	#DIV/0!	#DIV/0!
\$ 4,053	#REF!	#DIV/0!	#DIV/0!
\$ 4,053	#REF!	#DIV/0!	#DIV/0!
474%	#REF!	#DIV/0!	#DIV/0!
0%	40%	#DIV/0!	#DIV/0!
0	93	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	5	1
0%	7%	1%
#DIV/0!	100%	100%
#DIV/0!	61.4	767.0
#DIV/0!	\$ 17,839	\$ 13,000
#DIV/0!	98%	90%
#DIV/0!	\$ -	\$ -
#DIV/0!	\$ 2,932	\$ (2,327)
#DIV/0!	\$ 2,521	\$ -
#DIV/0!	\$ 5,453	\$ (2,327)
#DIV/0!	\$ 27,267	\$ (2,327)
#DIV/0!	179%	-8%
#DIV/0!	0%	0%
#DIV/0!	0	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	69	36	20
% of Retail Units	100%	52%	29%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	42.2	18.7	37.6
Avg. Transaction Price	\$ 20,117	\$ 20,844	\$ 18,937
Avg. Transaction to Market %	99%	#REF!	99%
Avg. Transactional Discount	#REF!	#REF!	\$ 42
Avg. Front End Gross	\$ 1,598	\$ 1,793	\$ 1,160
Avg. Finance Gross	\$ 1,987	\$ 1,897	\$ 1,925
PUVR	#REF!	\$ 3,690	\$ 3,085
Total Gross (Units & PUVR)	#REF!	\$ 132,826	\$ 61,699
GROI	#REF!	341%	156%
% with Trade	30%	42%	15%
Avg. Over/Under Allowance	94	-10	100



46-60 days	61-90 days	90+ days
6	5	2
9%	7%	3%
100%	100%	100%
50.0	65.6	431.5
\$ 24,778	\$ 16,159	\$ 14,735
105%	95%	96%
\$ (1,383)	\$ -	\$ -
\$ 975	\$ 3,328	\$ 18
\$ 2,548	\$ 2,519	\$ 1,229
\$ 3,523	\$ 5,846	\$ 1,247
\$ 21,138	\$ 29,232	\$ 2,493
102%	199%	7%
33%	20%	0%
225	700	0