

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	1FP6891	2016	Mercedes-Benz	GLE-CL	-7	Other	No	\$ 44,920	\$ 44,920	100%	\$500	\$1,467
2	1FP7079A	2019	Ford	Flex	49	Trade on Used	Yes	\$ 29,678	\$ 29,678	96%	\$928	\$650
3	1FP7043A	2017	Chevrolet	Cruze	35	Trade on Used	No	\$ 14,644	\$ 14,413	95%	\$2,305	\$883
4	1F10745A	2016	Toyota	4 Runner	4	Trade on Used	No	\$ 37,210	\$ 37,210	101%	\$2,761	\$1,805
5	1FT0028A	2020	Ford	F-150	11	Trade on Used	Yes	\$ 50,124	\$ 49,124	96%	\$3,309	\$2,489
6	1F10838A	2017	Ford	Expedition	3	Trade on Used	No	\$ 42,176	\$ 42,676	99%	\$4,974	\$2,608
7	1FP7030A	2019	Ram	1500	19	Trade on Used	Yes	\$ 40,649	\$ 39,407	98%	\$2,076	\$473
8	1F10646A	2021	Ford	F-150	53	Trade on Used	No	\$ 60,080	\$ 60,080	102%	(\$2,805)	\$3,693
9	1FP6894	2014	Ford	F-150	77	Other	No	\$ 42,495	\$ 42,365	95%	(\$2,431)	\$3,651
10	1FX6978A	2012	Kia	Sedona	9	Trade on Used	No	\$ 8,400	\$ 8,400	99%	\$3,740	\$0
11	1FP7045	2015	Jeep	Wrangler	5	Other	No	\$ 37,464	\$ 36,743	100%	\$1,432	\$3,963
12	1F10678A	2017	Honda	Civic	14	Trade on Used	Yes	\$ 20,504	\$ 20,504	100%	\$1,468	\$1,513
13	1FP6909	2019	Tesla	S	58	Other	No	\$ 47,049	\$ 47,049	94%	\$314	\$3,089
14	1F10555A	2020	Ram	1500	62	Trade on Used	No	\$ 46,508	\$ 43,674	98%	(\$370)	\$0
15	1FP6905	2019	Ford	Fusion	50	Other	Yes	\$ 23,499	\$ 23,499	103%	(\$930)	\$1,218
16	1FP6941A	2018	GMC	Yukon	2	Trade on Used	Yes	\$ 53,766	\$ 48,186	100%	\$1,365	\$2,945
17	1FX6812X	2007	Audi	A4	7	Trade on Used	No	\$ 5,400	\$ 5,400	99%	\$1,019	\$0
18	1F10465B	2015	Ford	F-150	46	Trade on Used	No	\$ 29,859	\$ 29,859	104%	\$1,143	\$977
19	1F00927X	2019	Ford	Super Duty	29	Trade on Used	No	\$ 72,202	\$ 72,202	99%	\$1,828	\$2,737
20	1F10578A	2020	Volkswagen	Tiguan	4	Other	No	\$ 37,635	\$ 34,562	102%	\$1,363	\$749
21	1F10404A	2020	Ford	Eco Sport	21	Trade on Used	Yes	\$ 22,896	\$ 22,896	98%	\$1,479	\$4,245
22	1F10565A	2016	Ford	Escape	13	Trade on Used	Yes	\$ 20,739	\$ 19,668	107%	\$4,004	\$0
23	1FX0042	2013	Ford	F-150	18	Trade on Used	No	\$ 26,300	\$ 24,818	100%	\$2,618	\$441
24	1F10385B	2018	Ford	F-150	45	Other	No	\$ 58,118	\$ 57,806	95%	\$3,208	\$0
25	1FX0040	2010	Nissan	Altima	15	Trade on Used	No	\$ 7,800	\$ 7,000	92%	\$2,298	\$1,000
26	1FP7140	2016	Ford	Mustang	43	Other	No	\$ 23,499	\$ 23,499	94%	(\$76)	\$0
27	1F10805A	2015	Ford	Explorer	24	Trade on Used	No	\$ 18,100	\$ 18,100	94%	\$1,556	\$1,245
28	1FX7069B	2008	Ram	1500	25	Trade on Used	No	\$ 11,700	\$ 11,700	88%	\$5,234	\$0
29	1FP6906A	2019	GMC	Sierra	68	Trade on Used	No	\$ 57,640	\$ 57,640	95%	(\$3,950)	\$3,908

30	1FP7180	2019	Ford	F-150	14	Other	Yes	\$	48,704	\$	48,704	99%	\$2,755	\$2,305
31	1FX6898A	2006	Ford	Super Duty	59	Trade on Used	No	\$	17,900	\$	17,000	78%	\$3,878	\$2,176
32	1FP7136	2017	Toyota	4 Runner	38	Other	No	\$	38,994	\$	38,556	95%	\$1,621	\$837
33	1FP7088	2019	Ford	Super Duty	53	Other	No	\$	67,345	\$	66,285	91%	(\$333)	\$0
34	1FX7072A	2015	Honda	Civic	56	Trade on Used	No	\$	16,400	\$	16,000	91%	(\$347)	\$0
35	1FX6882C	2012	Toyota	Corolla	6	Trade on Used	No	\$	10,100	\$	9,665	91%	\$2,805	\$1,713
36	1F10444A	2020	Ford	F-150	22	Trade on Used	No	\$	73,394	\$	73,394	100%	\$4,773	\$0
37	1FP7134	2017	Ford	Expedition	36	Trade on Used	No	\$	29,926	\$	29,926	97%	\$1,004	\$0
38	1FX0714A	2013	Kia	Optima	33	Trade on Used	No	\$	9,700	\$	9,700	90%	\$2,065	\$0
39	1FP6882B	2015	Jeep	Grand Cherokee	42	Trade on Used	No	\$	20,478	\$	21,800	91%	\$1,519	\$3,551
40	1F10811A	2015	Honda	Fit	16	Trade on Used	No	\$	15,130	\$	15,130	94%	\$2,494	\$3,454
41	1FP7022A	2019	Toyota	Tacoma	24	Trade on Used	No	\$	40,340	\$	39,340	95%	\$1,204	\$454
42	1FP7147	2020	Ford	Mustang	13	Other	No	\$	115,443	\$	112,318	118%	\$10,068	\$0
43	1F10605D	2018	Ford	F-150	42	Trade on Used	Yes	\$	50,922	\$	50,922	96%	\$1,695	\$268
44	1FP7069A	2017	Ford	F-150	18	Trade on Used	No	\$	36,995	\$	36,995	100%	\$3,463	\$3,799
45	1FP7111A	2015	Dodge	Grand Caravan	23	Trade on Used	No	\$	14,994	\$	14,695	96%	\$1,320	\$0
46	1FP7150	2018	Ford	Eco Sport	32	Other	No	\$	21,208	\$	21,280	96%	\$1,729	\$3,061
47	1FP7083	2021	Chevrolet	Silverado	28	Other	No	\$	67,935	\$	67,935	95%	\$4,791	\$3,227
48	1FX7011A	2017	Hyundai	Elantra	40	Other	No	\$	10,400	\$	9,415	88%	\$238	\$1,749
49	1FP7007	2017	Chevrolet	Silverado	58	Other	Yes	\$	40,494	\$	40,364	88%	(\$1,194)	\$3,347
50	1FP7040	2019	Ford	Explorer	42	Other	No	\$	36,188	\$	36,188	98%	(\$1,926)	\$1,725
51	1FP7122	2018	Toyota	Corolla	56	Other	No	\$	20,406	\$	19,500	91%	\$291	\$2,184
52	1FX7004X	2011	Ford	F-150	29	Other	No	\$	18,400	\$	17,905	95%	\$4,034	\$264
53	1FP7058	2017	Nissan	Sentra	29	Other	No	\$	18,013	\$	17,883	95%	\$805	\$2,966

Scoreboard Totals

% Retailed of Non-Franchise Make	48%
Total # Retail Units	200
Avg. Days to Sale	30.8
Avg. Advertised Price (Time of Sale)	\$ 34,087
Avg. Transaction Price	\$ 33,403
Avg. Market Price at 100%	\$ 35,268
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 684
Avg. Front-End Gross	\$ 1,762
Avg. Finance Gross	\$ 1,781
PUVR	\$ 3,542
Total Gross (Units & PUVR)	\$ 708,476
GROI	124%
% with Trade	43%
Avg. Over/Under Allowance	(\$215)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	48%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	30.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,087	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,403	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 35,268	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 684	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,762	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,781	#DIV/0!	#DIV/0!
PUVR	\$ 3,542	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 708,476	#DIV/0!	#DIV/0!
GROI	124%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-215	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	48%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	30.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,087	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,403	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 35,268	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 684	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,762	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,781	#DIV/0!	#DIV/0!
PUVR	\$ 3,542	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 708,476	#DIV/0!	#DIV/0!
GROI	124%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-215	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	48%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	30.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,087	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,403	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 35,268	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 684	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,762	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,781	#DIV/0!	#DIV/0!
PUVR	\$ 3,542	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 708,476	#DIV/0!	#DIV/0!
GROI	124%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-215	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	29	171
Avg. Days to Sale	30.8	33.0	30.4
Avg. Advertised Price (Time of Sale)	\$ 34,087	\$ 41,610	\$ 32,111
Avg. Transaction Price	\$ 33,403	\$ 41,020	\$ 32,111
Avg. Market Price at 100%	\$ 35,268	\$ 42,883	\$ 33,674
Avg. Price to Market % (Time of Sale)	97%	97%	95%
Avg. Transaction to Market	95%	96%	95%
Avg. Transactional Discount	\$ 684	\$ 590	\$ 700
Avg. Front-End Gross	\$ 1,762	\$ 1,337	\$ 1,834
Avg. Finance Gross	\$ 1,781	\$ 2,078	\$ 1,730
PUVR	\$ 3,542	\$ 3,415	\$ 3,564
Total Gross (Units & PUVR)	\$ 708,476	\$ 99,044	\$ 609,432
GROI	124%	91%	131%
% with Trade	43%	62%	39%
Avg. Over/Under Allowance	-215	-78	-239



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	104	96
Avg. Days to Sale	30.8	29.9	31.7
Avg. Advertised Price (Time of Sale)	\$ 34,087	\$ 39,808	\$ 27,310
Avg. Transaction Price	\$ 33,403	\$ 39,027	\$ 27,310
Avg. Market Price at 100%	\$ 35,268	\$ 40,463	\$ 29,101
Avg. Price to Market % (Time of Sale)	97%	98%	94%
Avg. Transaction to Market	95%	96%	94%
Avg. Transactional Discount	\$ 684	\$ 781	\$ 578
Avg. Front-End Gross	\$ 1,762	\$ 1,908	\$ 1,603
Avg. Finance Gross	\$ 1,781	\$ 1,979	\$ 1,566
PUVR	\$ 3,542	\$ 3,887	\$ 3,169
Total Gross (Units & PUVR)	\$ 708,476	\$ 404,262	\$ 304,214
GROI	124%	120%	132%
% with Trade	43%	17%	70%
Avg. Over/Under Allowance	-215	-301	-122



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	0	115
% of Retail Units	100%	0%	58%
% Retailed of Non-New Franchise	48%	#DIV/0!	56%
Avg. Days to Sale	30.8	#DIV/0!	29.7
Avg. Transaction Price	\$ 33,403	#DIV/0!	\$ 27,293
Avg. Transaction to Market %	95%	#DIV/0!	93%
Avg. Transactional Discount	\$ 684	#DIV/0!	\$ 737
Avg. Front End Gross	\$ 1,762	#DIV/0!	\$ 2,096
Avg. Finance Gross	\$ 1,781	#DIV/0!	\$ 1,657
PUVR	\$ 3,542	#DIV/0!	\$ 3,753
Total Gross (Units & PUVR)	\$ 708,476	#DIV/0!	\$ 431,642
GROI	124%	#DIV/0!	166%
% with Trade	43%	#DIV/0!	40%
Avg. Over/Under Allowance	-215	#DIV/0!	-220



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	1	0	0
0%	1%	0%	0%
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	66.0	#DIV/0!	#DIV/0!
#DIV/0!	\$ 42,663	#DIV/0!	#DIV/0!
#DIV/0!	99%	#DIV/0!	#DIV/0!
#DIV/0!	\$ -	#DIV/0!	#DIV/0!
#DIV/0!	\$ (2,782)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 595	#DIV/0!	#DIV/0!
#DIV/0!	\$ (2,187)	#DIV/0!	#DIV/0!
#DIV/0!	\$ (2,187)	#DIV/0!	#DIV/0!
#DIV/0!	-28%	#DIV/0!	#DIV/0!
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	83
1%	0%	42%
0%	#DIV/0!	39%
14.0	#DIV/0!	32.0
\$ 38,542	#DIV/0!	\$ 41,694
99%	#DIV/0!	95%
\$ 1,000	#DIV/0!	\$ 614
\$ (125)	#DIV/0!	\$ 1,376
\$ 3,171	#DIV/0!	\$ 1,949
\$ 3,046	#DIV/0!	\$ 3,325
\$ 3,046	#DIV/0!	\$ 275,975
203%	#DIV/0!	90%
100%	#DIV/0!	46%
-1,000	#DIV/0!	-202

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	108	41
% of Retail Units	100%	54%	21%
% Retailed of Non-New Franchise	48%	44%	46%
Avg. Days to Sale	30.8	16.5	38.0
Avg. Transaction Price	\$ 33,403	\$ 33,833	\$ 30,694
Avg. Transaction to Market %	95%	96%	91%
Avg. Transactional Discount	\$ 684	\$ 767	\$ 1,062
Avg. Front End Gross	\$ 1,762	\$ 2,904	\$ 1,682
Avg. Finance Gross	\$ 1,781	\$ 1,759	\$ 1,934
PUVR	\$ 3,542	\$ 4,663	\$ 3,617
Total Gross (Units & PUVR)	\$ 708,476	\$ 503,596	\$ 148,279
GROI	124%	302%	112%
% with Trade	43%	44%	54%
Avg. Over/Under Allowance	-215	-244	-355



46-60 days	61-90 days	90+ days
34	15	0
17%	8%	0%
65%	40%	#DIV/0!
51.9	70.9	#DIV/0!
\$ 31,257	\$ 42,578	#DIV/0!
91%	93%	#DIV/0!
\$ 243	\$ 170	#DIV/0!
\$ 439	\$ (3,002)	#DIV/0!
\$ 1,763	\$ 1,422	#DIV/0!
\$ 2,203	\$ (1,580)	#DIV/0!
\$ 74,890	\$ (23,698)	#DIV/0!
49%	-19%	#DIV/0!
24%	40%	#DIV/0!
-46	-13	#DIV/0!