

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	R6673	2021	SUBARU	IMPREZA	7	Street/Curb Buy	No	\$ 23,988	\$ 23,988	85%	\$4,083	\$500
2	S62506A	2019	SUBARU	OUTBACK	2	Trade on New	NO	\$ 29,988	\$ 29,988	90%	\$4,238	\$0
3	S62548A	2014	SUBARU	FORESTER	2	Trade on New	NO	\$ 16,988	\$ 16,988	89%	\$8,704	\$1,600
4	S62444A	2015	SUBARU	OUTBACK	33	Trade on New	NO	\$ 20,988	\$ 20,746	86%	\$3,498	\$0
5	S62439A	2019	SUBARU	FORESTER	10	Trade on New	YES	\$ 30,988	\$ 30,988	91%	\$5,848	\$3,720
6	R6672	2015	SUBARU	FORESTER	11	Street/Curb Buy	NO	\$ 20,988	\$ 20,988	96%	\$4,883	\$1,095
7	S62519A	2020	SUBARU	FORESTER	29	Trade on New	YES	\$ 36,988	\$ 36,988	100%	\$623	\$3,597
8	S62411A	2014	SUBARU	IMPREZA	27	Trade on New	No	\$ 14,988	\$ 14,988	107%	\$5,562	\$0
9	S62550A	2018	SUBARU	IMPREZA	15	Trade on New	YES	\$ 24,988	\$ 24,988	106%	\$4,472	\$3,196
10	S62553A	2009	SUBARU	IMPREZA	11	Trade on New	NO	\$ 11,988	\$ 11,988	100%	\$2,794	\$3,025
11	S62586A	2018	SUBARU	FORESTER	9	Trade on New	YES	\$ 28,988	\$ 28,988	96%	\$4,198	\$251
12	S62458A	2015	TOYOTA	SIENNA	21	Trade on New	No	\$ 29,988	\$ 28,810	117%	\$4,216	\$0
13	S62389A	2019	SUBARU	LEGACY	45	Trade on New	YES	\$ 24,988	\$ 24,988	104%	\$3,993	\$1,104
14	S62461B	2010	VOLKSWAGEN	JETTA	17	Trade on Used	NO	\$ 7,988	\$ 6,500	115%	\$2,452	\$0
15	S62479A	2017	SUBARU	OUTBACK	12	Trade on New	NO	\$ 28,488	\$ 28,488	98%	\$6,012	\$0
16	S62396A	2018	Land Rover	DISCOVERY	34	Trade on New	No	\$ 38,988	\$ 38,988	102%	\$3,212	\$806
17	S62595A	2016	SUBARU	IMPREZA	8	Trade on New	NO	\$ 18,988	\$ 18,988	97%	\$4,468	\$3,541
18	S62551A	2019	SUBARU	CROSSTREK	12	Trade on New	YES	\$ 27,988	\$ 27,988	90%	\$4,672	\$2,804
19	S62447A	2015	SUBARU	FORESTER	7	Trade on New	No	\$ 18,988	\$ 18,888	81%	\$4,388	\$329
20	S62598A	2018	SUBARU	CROSSTREK	7	Trade on New	YES	\$ 26,988	\$ 26,988	89%	\$3,780	\$291
21	S62475A	2015	MAZDA	CX-5	29	Trade on New	No	\$ 22,988	\$ 22,988	85%	\$3,162	\$2,557
22	S62609A	2019	SUBARU	OUTBACK	10	Trade on New	YES	\$ 28,988	\$ 28,988	86%	\$3,480	\$490
23	S62565A	2019	SUBARU	CROSSTREK	8	Trade on New	YES	\$ 31,988	\$ 31,988	105%	\$4,227	\$3,747
24	S62557A	2019	SUBARU	CROSSTREK	15	Trade on New	YES	\$ 28,988	\$ 28,988	95%	\$4,567	\$0
25	R6645	2020	SUBARU	WRX	67	Auction/Wholesale	YES	\$ 32,488	\$ 32,488	91%	\$1,063	\$3,651
26	S62450A	2018	SUBARU	IMPREZA	12	Trade on New	YES	\$ 26,988	\$ 26,988	116%	\$3,574	\$2,700
27	S62501A	2014	SUBARU	CROSSTREK	10	Trade on New	No	\$ 18,988	\$ 18,730	95%	\$3,453	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	13%
Total # Retail Units	30
Avg. Days to Sale	16.7
Avg. Advertised Price (Time of Sale)	\$ 24,517
Avg. Transaction Price	\$ 25,119
Avg. Market Price at 100%	\$ 25,172
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ (602)
Avg. Front-End Gross	\$ 4,023
Avg. Finance Gross	\$ 1,433
PUVR	\$ 5,456
Total Gross (Units & PUVR)	\$ 163,676
GROI	468%
% with Trade	27%
Avg. Over/Under Allowance	(\$332)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	13%	#DIV/0!	#DIV/0!
Total # Retail Units	30	0	0
Avg. Days to Sale	16.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,517	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,119	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,172	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (602)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,023	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,433	#DIV/0!	#DIV/0!
PUVR	\$ 5,456	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 163,676	#DIV/0!	#DIV/0!
GROI	468%	#DIV/0!	#DIV/0!
% with Trade	27%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-332	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	13%	#DIV/0!	#DIV/0!
Total # Retail Units	30	0	0
Avg. Days to Sale	16.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,517	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,119	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,172	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (602)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,023	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,433	#DIV/0!	#DIV/0!
PUVR	\$ 5,456	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 163,676	#DIV/0!	#DIV/0!
GROI	468%	#DIV/0!	#DIV/0!
% with Trade	27%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-332	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	13%	#DIV/0!	#DIV/0!
Total # Retail Units	30	0	0
Avg. Days to Sale	16.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,517	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,119	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,172	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (602)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,023	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,433	#DIV/0!	#DIV/0!
PUVR	\$ 5,456	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 163,676	#DIV/0!	#DIV/0!
GROI	468%	#DIV/0!	#DIV/0!
% with Trade	27%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-332	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	30	14	16
Avg. Days to Sale	16.7	18.0	15.6
Avg. Advertised Price (Time of Sale)	\$ 24,517	\$ 29,167	\$ 21,596
Avg. Transaction Price	\$ 25,119	\$ 29,145	\$ 21,596
Avg. Market Price at 100%	\$ 25,172	\$ 30,208	\$ 21,525
Avg. Price to Market % (Time of Sale)	97%	97%	100%
Avg. Transaction to Market	100%	96%	100%
Avg. Transactional Discount	\$ (602)	\$ 21	\$ (1,147)
Avg. Front-End Gross	\$ 4,023	\$ 3,835	\$ 4,187
Avg. Finance Gross	\$ 1,433	\$ 2,110	\$ 841
PUVR	\$ 5,456	\$ 5,945	\$ 5,028
Total Gross (Units & PUVR)	\$ 163,676	\$ 83,230	\$ 80,446
GROI	468%	408%	539%
% with Trade	27%	36%	19%
Avg. Over/Under Allowance	-332	-530	-167



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	30	26	4
Avg. Days to Sale	16.7	15.4	25.3
Avg. Advertised Price (Time of Sale)	\$ 24,517	\$ 24,445	\$ 24,322
Avg. Transaction Price	\$ 25,119	\$ 25,242	\$ 24,322
Avg. Market Price at 100%	\$ 25,172	\$ 25,749	\$ 24,461
Avg. Price to Market % (Time of Sale)	97%	95%	99%
Avg. Transaction to Market	100%	98%	99%
Avg. Transactional Discount	\$ (602)	\$ (797)	\$ 667
Avg. Front-End Gross	\$ 4,023	\$ 4,140	\$ 3,261
Avg. Finance Gross	\$ 1,433	\$ 1,524	\$ 841
PUVR	\$ 5,456	\$ 5,664	\$ 4,101
Total Gross (Units & PUVR)	\$ 163,676	\$ 147,271	\$ 16,405
GROI	468%	525%	240%
% with Trade	27%	19%	75%
Avg. Over/Under Allowance	-332	-315	-500



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	30	25	1
% of Retail Units	100%	83%	3%
% Retailed of Non-New Franchise	13%	12%	100%
Avg. Days to Sale	16.7	15.2	17.0
Avg. Transaction Price	\$ 25,119	\$ 25,845	\$ 6,500
Avg. Transaction to Market %	100%	96%	94%
Avg. Transactional Discount	\$ (602)	\$ 83	\$ 1,488
Avg. Front End Gross	\$ 4,023	\$ 4,254	\$ 2,452
Avg. Finance Gross	\$ 1,433	\$ 1,510	\$ -
PUVR	\$ 5,456	\$ 5,763	\$ 2,452
Total Gross (Units & PUVR)	\$ 163,676	\$ 144,081	\$ 2,452
GROI	468%	527%	799%
% with Trade	27%	24%	0%
Avg. Over/Under Allowance	-332	-294	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	1	0	0
10%	3%	0%	0%
0%	0%	#DIV/0!	#DIV/0!
12.0	67.0	#DIV/0!	#DIV/0!
\$ 22,821	\$ 32,488	#DIV/0!	#DIV/0!
551%	91%	#DIV/0!	#DIV/0!
\$ (7,207)	\$ -	#DIV/0!	#DIV/0!
\$ 3,611	\$ 1,063	#DIV/0!	#DIV/0!
\$ 532	\$ 3,651	#DIV/0!	#DIV/0!
\$ 4,143	\$ 4,714	#DIV/0!	#DIV/0!
\$ 12,429	\$ 4,714	#DIV/0!	#DIV/0!
545%	78%	#DIV/0!	#DIV/0!
33%	100%	#DIV/0!	#DIV/0!
-250	-800	#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	30	26	3
% of Retail Units	100%	87%	10%
% Retailed of Non-New Franchise	13%	12%	33%
Avg. Days to Sale	16.7	12.4	37.3
Avg. Transaction Price	\$ 25,119	\$ 24,476	\$ 28,241
Avg. Transaction to Market %	100%	149%	97%
Avg. Transactional Discount	\$ (602)	\$ (704)	\$ 81
Avg. Front End Gross	\$ 4,023	\$ 4,189	\$ 3,568
Avg. Finance Gross	\$ 1,433	\$ 1,440	\$ 637
PUVR	\$ 5,456	\$ 5,629	\$ 4,204
Total Gross (Units & PUVR)	\$ 163,676	\$ 146,349	\$ 12,613
GROI	468%	669%	144%
% with Trade	27%	23%	33%
Avg. Over/Under Allowance	-332	-294	-250



46-60 days	61-90 days	90+ days
0	1	0
0%	3%	0%
#DIV/0!	0%	#DIV/0!
#DIV/0!	67.0	#DIV/0!
#DIV/0!	\$ 32,488	#DIV/0!
#DIV/0!	91%	#DIV/0!
#DIV/0!	\$ -	#DIV/0!
#DIV/0!	\$ 1,063	#DIV/0!
#DIV/0!	\$ 3,651	#DIV/0!
#DIV/0!	\$ 4,714	#DIV/0!
#DIV/0!	\$ 4,714	#DIV/0!
#DIV/0!	78%	#DIV/0!
#DIV/0!	100%	#DIV/0!
#DIV/0!	-800	#DIV/0!