

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)	Market Price at 100%	Transaction to Market (%)	Transactional Discount (\$)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$ 15,789	87%	\$ 1,200	\$1,500	\$500
1	R6673	2021	SUBARU	IMPREZA	7	Street/Curb Buy	NO	\$ 23,988	\$ 23,988	85%	\$ 28,221	85%	\$ -	\$4,083	\$500
2	S62506A	2019	SUBARU	OUTBACK	2	Trade on New	NO	\$ 29,988	\$ 29,988	90%	\$ 33,320	90%	\$ -	\$4,238	\$0
3	S625488A	2014	SUBARU	FORESTER	2	Trade on New	No	\$ 16,988	\$ 16,988	89%	\$ 19,088	89%	\$ -	\$8,704	\$1,600
4	S624444A	2015	SUBARU	OUTBACK	33	Trade on New	Yes	\$ 20,988	\$ 20,746	86%	\$ 24,405	85%	\$ 242	\$3,498	\$0
5	S62439A	2019	SUBARU	FORESTER	10	Trade on New	YES	\$ 30,988	\$ 30,988	91%	\$ 34,053	91%	\$ -	\$5,848	\$3,720
6	R6672	2015	SUBARU	FORESTER	11	Street/Curb Buy	NO	\$ 20,988	\$ 20,988	96%	\$ 21,863	96%	\$ -	\$4,883	\$1,095
7	S62519A	2020	SUBARU	FORESTER	29	Trade on New	YES	\$ 36,988	\$ 36,988	100%	\$ 36,988	100%	\$ -	\$623	\$3,597
8	S62411A	2014	SUBARU	IMPREZA	27	Trade on New	NO	\$ 14,988	\$ 14,988	107%	\$ 14,007	107%	\$ -	\$5,562	\$0
9	S62550A	2018	SUBARU	IMPREZA	15	Trade on New	YES	\$ 24,988	\$ 24,988	106%	\$ 23,574	106%	\$ -	\$4,472	\$3,196
10	S62553A	2009	SUBARU	IMPREZA	11	Trade on New	NO	\$ 11,988	\$ 11,988	100%	\$ 11,988	100%	\$ -	\$2,794	\$3,025
11	S62586A	2018	SUBARU	FORESTER	9	Trade on New	YES	\$ 28,988	\$ 28,988	96%	\$ 30,196	96%	\$ -	\$4,198	\$251
12	S62458A	2015	TOYOTA	SIENNA	21	Trade on New	NO	\$ 29,988	\$ 28,810	117%	\$ 25,631	112%	\$ 1,178	\$4,216	\$0
13	S62389A	2019	SUBARU	LEGACY	45	Trade on New	YES	\$ 24,988	\$ 24,988	104%	\$ 24,027	104%	\$ -	\$3,993	\$1,104
14	S62461B	2010	VOLKSWAGEN	JETTA	17	Trade on Used	NO	\$ 7,988	\$ 6,500	115%	\$ 6,946	94%	\$ 1,488	\$2,452	\$0
15	S62479A	2017	SUBARU	OUTBACK	12	Trade on New	NO	\$ 28,488	\$ 28,488	98%	\$ 29,069	98%	\$ -	\$6,012	\$0
16	S62396A	2018	LAND ROVER	DISCOVERY	34	Trade on New	NO	\$ 38,988	\$ 38,988	102%	\$ 38,224	102%	\$ -	\$3,212	\$806
17	S62595A	2016	SUBARU	IMPREZA	8	Trade on New	NO	\$ 18,988	\$ 18,988	97%	\$ 19,575	97%	\$ -	\$4,468	\$3,541
18	S62551A	2019	SUBARU	CROSSTREK	12	Trade on New	YES	\$ 27,988	\$ 27,988	90%	\$ 31,098	90%	\$ -	\$4,672	\$2,804
19	S62447A	2015	SUBARU	FORESTER	7	Trade on New	NO	\$ 18,988	\$ 18,888	81%	\$ 23,442	81%	\$ 100	\$4,388	\$329
20	S62598A	2018	SUBARU	CROSSTREK	7	Trade on New	YES	\$ 26,988	\$ 26,988	89%	\$ 30,324	89%	\$ -	\$3,780	\$291
21	S62475A	2015	MAZDA	CX-5	29	Trade on New	NO	\$ 22,988	\$ 22,988	85%	\$ 27,045	85%	\$ -	\$3,162	\$2,557
22	S62609A	2019	SUBARU	OUTBACK	10	Trade on New	YES	\$ 28,988	\$ 28,988	86%	\$ 33,707	86%	\$ -	\$3,480	\$490
23	S62565A	2019	SUBARU	CROSSTREK	8	Trade on New	YES	\$ 31,988	\$ 31,988	105%	\$ 30,465	105%	\$ -	\$4,227	\$3,747
24	S62557A	2019	SUBARU	CROSSTREK	15	Trade on New	YES	\$ 28,988	\$ 28,988	95%	\$ 30,514	95%	\$ -	\$4,563	\$0
25	R6645	2020	SUBARU	WRX	67	Auction/Wholesale	YES	\$ 32,488	\$ 32,488	91%	\$ 35,701	91%	\$ -	\$1,063	\$3,651
26	S62450A	2018	SUBARU	IMPREZA	12	Trade on New	YES	\$ 26,988	\$ 26,988	116%	\$ 23,266	116%	\$ -	\$3,574	\$2,700
27	S62501A	2014	SUBARU	CROSSTREK	10	Trade on New	NO	\$ 18,988	\$ 18,730	95%	\$ 19,987	94%	\$ 258	\$3,453	\$0
28	S62527A	2019	SUBARU	IMPREZA	8	Trade on New	YES	\$ 23,988	\$ 23,988	96%	\$ 24,988	96%	\$ -	\$4,619	\$2,785
29	S62645A	2019	SUBARU	FORESTER	5	Trade on New	YES	\$ 32,988	\$ 32,688	97%	\$ 34,008	96%	\$ 300	\$4,578	\$1,200
30									\$ 24,796		\$ 26,050	95%	\$ (24,796)	\$4,011	
31											#DIV/0!	#DIV/0!	BLANK		
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Scoreboard Totals

% Retailed of Non-Franchise Make	14%
Total # Retail Units	29
Avg. Days to Sale	16.7
Avg. Advertised Price (Time of Sale)	\$ 25,298
Avg. Transaction Price	\$ 25,163
Avg. Market Price at 100%	\$ 26,155
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ (708)
Avg. Front-End Gross	\$ 4,094
Avg. Finance Gross	\$ 1,482
PUVR	\$ 5,527
Total Gross (Units & PUVR)	\$ 160,287
GROI	475%
% with Trade	24%
Avg. Over/Under Allowance	(\$493)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	14%	#DIV/0!	#DIV/0!
Total # Retail Units	29	0	0
Avg. Days to Sale	16.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,298	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,163	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,155	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (708)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,094	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,482	#DIV/0!	#DIV/0!
PUVR	\$ 5,527	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 160,287	#DIV/0!	#DIV/0!
GROI	475%	#DIV/0!	#DIV/0!
% with Trade	24%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-493	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	14%	#DIV/0!	#DIV/0!
Total # Retail Units	29	0	0
Avg. Days to Sale	16.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,298	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,163	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,155	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (708)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,094	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,482	#DIV/0!	#DIV/0!
PUVR	\$ 5,527	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 160,287	#DIV/0!	#DIV/0!
GROI	475%	#DIV/0!	#DIV/0!
% with Trade	24%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-493	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	14%	#DIV/0!	#DIV/0!
Total # Retail Units	29	0	0
Avg. Days to Sale	16.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,298	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,163	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,155	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (708)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,094	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,482	#DIV/0!	#DIV/0!
PUVR	\$ 5,527	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 160,287	#DIV/0!	#DIV/0!
GROI	475%	#DIV/0!	#DIV/0!
% with Trade	24%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-493	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	29	15	14
Avg. Days to Sale	16.7	19.0	14.1
Avg. Advertised Price (Time of Sale)	\$ 25,298	\$ 28,621	\$ 21,522
Avg. Transaction Price	\$ 25,163	\$ 28,585	\$ 21,522
Avg. Market Price at 100%	\$ 26,155	\$ 29,821	\$ 22,743
Avg. Price to Market % (Time of Sale)	97%	96%	95%
Avg. Transaction to Market	96%	96%	95%
Avg. Transactional Discount	\$ (708)	\$ 36	\$ 216
Avg. Front-End Gross	\$ 4,094	\$ 3,813	\$ 4,402
Avg. Finance Gross	\$ 1,482	\$ 1,969	\$ 961
PUVR	\$ 5,527	\$ 5,782	\$ 5,363
Total Gross (Units & PUVR)	\$ 160,287	\$ 86,724	\$ 75,080
GROI	475%	383%	634%
% with Trade	24%	33%	14%
Avg. Over/Under Allowance	-493	-490	-500



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	29	25	4
Avg. Days to Sale	16.7	15.3	25.3
Avg. Advertised Price (Time of Sale)	\$ 25,298	\$ 25,348	\$ 24,322
Avg. Transaction Price	\$ 25,163	\$ 25,312	\$ 24,322
Avg. Market Price at 100%	\$ 26,155	\$ 26,715	\$ 24,461
Avg. Price to Market % (Time of Sale)	97%	95%	99%
Avg. Transaction to Market	96%	95%	99%
Avg. Transactional Discount	\$ (708)	\$ 36	\$ 667
Avg. Front-End Gross	\$ 4,094	\$ 4,231	\$ 3,261
Avg. Finance Gross	\$ 1,482	\$ 1,585	\$ 841
PUVR	\$ 5,527	\$ 5,816	\$ 4,101
Total Gross (Units & PUVR)	\$ 160,287	\$ 145,399	\$ 16,405
GROI	475%	541%	240%
% with Trade	24%	20%	50%
Avg. Over/Under Allowance	-493	-492	-500



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	29	25	1
% of Retail Units	100%	86%	3%
% Retailed of Non-New Franchise	14%	12%	100%
Avg. Days to Sale	16.7	15.2	17.0
Avg. Transaction Price	\$ 25,163	\$ 25,845	\$ 6,500
Avg. Transaction to Market %	96%	96%	94%
Avg. Transactional Discount	\$ (708)	\$ 83	\$ 1,488
Avg. Front End Gross	\$ 4,094	\$ 4,253	\$ 2,452
Avg. Finance Gross	\$ 1,482	\$ 1,510	\$ -
PUVR	\$ 5,527	\$ 5,763	\$ 2,452
Total Gross (Units & PUVR)	\$ 160,287	\$ 144,077	\$ 2,452
GROI	475%	527%	799%
% with Trade	24%	20%	0%
Avg. Over/Under Allowance	-493	-430	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	1	0	0
7%	3%	0%	0%
0%	0%	#DIV/0!	#DIV/0!
9.0	67.0	#DIV/0!	#DIV/0!
\$ 22,488	\$ 32,488	#DIV/0!	#DIV/0!
91%	91%	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 4,483	\$ 1,063	#DIV/0!	#DIV/0!
\$ 798	\$ 3,651	#DIV/0!	#DIV/0!
\$ 5,281	\$ 4,714	#DIV/0!	#DIV/0!
\$ 10,561	\$ 4,714	#DIV/0!	#DIV/0!
939%	78%	#DIV/0!	#DIV/0!
50%	100%	#DIV/0!	#DIV/0!
-500	-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	29	25	3
% of Retail Units	100%	86%	10%
% Retailed of Non-New Franchise	14%	12%	33%
Avg. Days to Sale	16.7	12.2	37.3
Avg. Transaction Price	\$ 25,163	\$ 24,515	\$ 28,241
Avg. Transaction to Market %	96%	96%	97%
Avg. Transactional Discount	\$ (708)	\$ 133	\$ 81
Avg. Front End Gross	\$ 4,094	\$ 4,282	\$ 3,568
Avg. Finance Gross	\$ 1,482	\$ 1,497	\$ 637
PUVR	\$ 5,527	\$ 5,779	\$ 4,204
Total Gross (Units & PUVR)	\$ 160,287	\$ 144,477	\$ 12,613
GROI	475%	698%	144%
% with Trade	24%	20%	33%
Avg. Over/Under Allowance	-493	-430	-500



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!