

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Michael Resnick	Michael Resnick	Brian Lindsey
Ray Butler	Ray Butler	Joseph Poirer
		Isabella Sibley
		House
		Anthony Almedia

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	U157214	2015	Jeep	Compass	3	Trade on New	No	\$ 13,777	\$ 13,967	105%	\$3,617	\$250
2	U169380	2015	Ford	Escape	28	Trade on New	No	\$ 20,777	\$ 20,777	95%	\$4,972	\$734
3	U203877	2020	Acura	RDX	19	Trade on New	No	\$ 44,777	\$ 42,950	97%	\$3,968	\$3,756
4	U200967	2020	Jeep	Gladiator	61	Auction/Wholesale	No	\$ 56,677	\$ 56,677	102%	\$3,109	\$3,154
5	U176749	2017	Dodge	Grand Caravan	10	Trade on New	No	\$ 18,777	\$ 18,650	99%	\$2,746	\$1,025
6	U141643	2014	Nissan	Rogue	60	Trade on New	No	\$ 15,777	\$ 16,777	100%	\$2,150	\$250
7	U198566	2019	Ford	Fusion	30	Trade on New	No	\$ 26,777	\$ 29,777	92%	\$3,033	\$2,695
8	U153203	2015	Mitsubishi	Mirage	20	Trade on New	No	\$ 8,777	\$ 8,777	88%	\$3,634	\$280
9	U185401	2018	Toyota	Rav - 4	24	Trade on New	No	\$ 24,777	\$ 21,989	95%	\$3,733	\$50
10	U196497	2019	Mazda	CX-5	27	Trade on New	No	\$ 25,777	\$ 25,777	90%	\$2,062	\$536
11	U185233	2018	Toyota	Camry	3	Trade on New	No	\$ 27,777	\$ 27,777	99%	\$2,645	\$1,599
12	U161954	2016	Hyundai	Elantra	1	Trade on New	No	\$ 13,777	\$ 13,600	95%	\$5,027	\$591
13	U152991	2015	Ram	1500	28	Trade on New	No	\$ 23,777	\$ 21,777	88%	\$3,795	\$1,294
14	U160780	2016	Ford	Fusion	10	Trade on New	No	\$ 15,777	\$ 14,440	99%	\$2,600	\$450
15	U185167	2018	Nissan	Rogue	18	Trade on New	No	\$ 22,777	\$ 23,777	107%	\$2,412	\$1,945
16	U206829	2020	Mitsubishi	Mirage	40	Trade on New	No	\$ 16,777	\$ 16,777	104%	\$3,533	\$4,535
17	U176973	2017	Volkswagen	Jetta	17	Trade on Used	No	\$ 16,777	\$ 16,800	105%	\$3,790	\$134
18	U160724	2016	Mitsubishi	Outlander	25	Trade on New	No	\$ 15,777	\$ 15,777	96%	\$3,947	\$167
19	U199066	2019	Mitsubishi	Eclipse	28	Trade on New	No	\$ 23,777	\$ 23,777	102%	\$4,111	\$250
20	U154698	2015	Hyundai	Sonata	13	Trade on New	No	\$ 16,777	\$ 15,577	95%	\$3,194	\$556
21	U186602	2018	Mitsubishi	Outlander	30	Trade on New	No	\$ 19,777	\$ 19,998	99%	\$2,361	\$1,258
22	U186210	2018	Jeep	Gr Cherokee	60	Auction/Wholesale	No	\$ 34,777	\$ 34,777	107%	\$2,239	\$2,795
23	U144678	2014	Toyota	Rav - 4	1	Trade on Used	No	\$ 18,500	\$ 18,500	93%	\$5,500	\$3,145
24	U155876	2015	Mitsubishi	Outlander	9	Trade on New	No	\$ 11,777	\$ 10,777	109%	\$3,966	\$4,131
25	U155300	2015	Mitsubishi	Outlander	1	Trade on New	No	\$ 16,700	\$ 16,700	100%	\$3,700	\$2,847
26	U159148	2015	Nissan	Versa	5	Trade on New	No	\$ 9,277	\$ 7,540	81%	\$1,538	\$567
27	U130028	2013	Dodge	Dart	8	Trade on New	No	\$ 9,977	\$ 8,890	111%	\$5,240	\$5,240
28	U131333	2013	Hyundai	Accent	13	Trade on Used	No	\$ 5,900	\$ 5,900	135%	\$2,400	\$546
29	U167248	2016	Ford	Escape	20	Trade on New	No	\$ 17,777	\$ 17,777	105%	\$2,811	\$4,726

30	U202073	2020	Mitsubishi	Outlander	35	Trade on New	No	\$ 25,777	\$ 25,477	99%	\$2,921	\$3,624
31	U172000	2017	Jeep	Cherokee	30	Trade on New	No	\$ 17,477	\$19,477	101%	\$3,245	\$3,855
32	U180277	2018	Mitsubishi	Eclipse Cross	25	Trade on New	No	\$ 22,777	\$ 22,777	86%	\$2,973	\$4,418
33	U174873	2017	Honda	Accord	35	Trade on Used	No	\$ 14,977	\$ 16,440	91%	\$3,250	\$4,168
34	U182861	2018	Hyundai	Tucson	85	Trade on New	No	\$ 21,277	\$ 21,277	106%	\$2,679	\$4,390
35	U159148	2015	Nissan	Versa	10	Trade on New	No	\$ 9,277	\$ 9,477	81%	\$2,475	\$2,876
36	U182861	2018	Hyundai	Tucson	50	Trade on New	No	\$ 21,277	\$ 21,277	106%	\$2,679	\$4,423
37	U169906	2016	Dodge	Charger	20	Trade on New	No	\$ 18,777	\$ 21,777	92%	\$3,070	\$1,262
38	U173557	2017	Nissan	Rogue	2	Trade on New	No	\$ 22,777	\$ 22,777	105%	\$2,274	\$200
39	U179643	2017	Volvo	S60	40	Trade on New	No	\$ 21,977	\$ 22,700	95%	\$4,137	\$1,232
40	U171453	2017	Mitsubishi	Outlander	2	Trade on New	No	\$ 17,777	\$ 17,990	97%	\$3,511	\$917
41	U177408	2017	Hyundai	Sonata	11	Trade on New	No	\$ 16,377	\$ 16,297	92%	\$2,107	\$159
42	U218098	2021	Volkswagen	Atlas	30	Trade on New	No	\$ 46,877	\$ 46,877	95%	\$3,093	\$939
43	U206764	2020	Mitsubishi	Outlander	26	Trade on New	No	\$ 28,777	\$ 28,200	98%	\$3,147	\$1,970
44	U168549	2016	Honda	CR-V	3	Trade on Used	No	\$ 22,777	\$ 21,200	102%	\$3,287	\$682
45	U149777	2014	Jeep	Compass	12	Trade on New	No	\$ 7,770	\$ 7,969	70%	\$1,969	\$0
46	U182248	2018	Nissan	Altima	65	Trade on New	No	\$ 18,777	\$ 18,977	80%	\$2,675	\$1,769
47	U164539	2016	Cadillac	XTS	35	Trade on New	No	\$ 19,777	\$ 17,749	79%	\$723	\$1,430
48	U195997	2019	Mitsubishi	Outlander	20	Trade on New	No	\$ 23,777	\$ 23,777	97%	\$3,949	\$879
49	U194491	2019	Ram	1500	11	Trade on New	No	\$ 40,577	\$ 40,577	96%	\$2,728	\$3,079
50	U166872	2016	Hyundai	Sonata	11	Trade on New	No	\$ 12,777	\$ 11,500	86%	\$3,191	\$829
51	U173250	2017	Chrysler	Pacifica	30	Trade on New	No	\$ 22,777	\$ 22,777	87%	\$3,363	\$493
52	U178145	2017	Mitsubishi	Mirage	50	Auction/Wholesale	No	\$ 10,777	\$ 10,565	88%	\$1,736	\$1,370
53	U163078	2016	GMC	Acadia	4	Trade on New	No	\$ 27,777	\$ 27,777	100%	\$3,495	\$3,745

Scoreboard Totals

% Retailed of Non-Franchise Make	73%
Total # Retail Units	60
Avg. Days to Sale	30.0
Avg. Advertised Price (Time of Sale)	\$ 21,000
Avg. Transaction Price	\$ 20,890
Avg. Market Price at 100%	\$ 21,878
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	95%
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 3,065
Avg. Finance Gross	\$ 1,776
PUVR	#REF!
Total Gross (Units & PUVR)	#REF!
GROI	#REF!
% with Trade	43%
Avg. Over/Under Allowance	\$8,669



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	73%	#DIV/0!	#DIV/0!
Total # Retail Units	60	0	0
Avg. Days to Sale	30.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,000	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 20,890	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 21,878	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,065	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,776	#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	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	8,669	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	73%	#DIV/0!	#DIV/0!
Total # Retail Units	60	0	0
Avg. Days to Sale	30.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,000	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 20,890	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 21,878	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,065	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,776	#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	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	8,669	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	73%	#DIV/0!	#DIV/0!
Total # Retail Units	60	0	0
Avg. Days to Sale	30.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,000	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 20,890	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 21,878	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,065	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,776	#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	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	8,669	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	60	0	60
Avg. Days to Sale	30.0	#DIV/0!	30.0
Avg. Advertised Price (Time of Sale)	\$ 21,000	#DIV/0!	\$ 20,890
Avg. Transaction Price	\$ 20,890	#DIV/0!	\$ 20,890
Avg. Market Price at 100%	\$ 21,878	#DIV/0!	\$ 22,007
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	95%
Avg. Transaction to Market	95%	#DIV/0!	95%
Avg. Transactional Discount	#REF!	#DIV/0!	#REF!
Avg. Front-End Gross	\$ 3,065	#DIV/0!	\$ 3,065
Avg. Finance Gross	\$ 1,776	#DIV/0!	\$ 1,776
PUVR	#REF!	#DIV/0!	#REF!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#REF!
GROI	#REF!	#DIV/0!	#REF!
% with Trade	43%	#DIV/0!	43%
Avg. Over/Under Allowance	8,669	#DIV/0!	8,669



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	60	16	44
Avg. Days to Sale	30.0	39.9	26.4
Avg. Advertised Price (Time of Sale)	\$ 21,000	\$ 18,897	\$ 21,654
Avg. Transaction Price	\$ 20,890	\$ 18,791	\$ 21,654
Avg. Market Price at 100%	\$ 21,878	\$ 19,596	\$ 22,884
Avg. Price to Market % (Time of Sale)	96%	96%	95%
Avg. Transaction to Market	95%	96%	95%
Avg. Transactional Discount	#REF!	#REF!	\$ (26)
Avg. Front-End Gross	\$ 3,065	\$ 3,193	\$ 3,018
Avg. Finance Gross	\$ 1,776	\$ 1,919	\$ 1,724
PUVR	#REF!	#REF!	\$ 4,742
Total Gross (Units & PUVR)	#REF!	#REF!	\$ 208,643
GROI	#REF!	#REF!	299%
% with Trade	43%	0%	59%
Avg. Over/Under Allowance	8,669	6,246	9,330



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	60	49	8
% of Retail Units	100%	82%	13%
% Retailed of Non-New Franchise	73%	71%	88%
Avg. Days to Sale	30.0	28.4	29.8
Avg. Transaction Price	\$ 20,890	\$ 20,447	\$ 18,687
Avg. Transaction to Market %	95%	#REF!	101%
Avg. Transactional Discount	#REF!	#REF!	\$ (4)
Avg. Front End Gross	\$ 3,065	\$ 3,028	\$ 3,551
Avg. Finance Gross	\$ 1,776	\$ 1,759	\$ 1,633
PUVR	#REF!	#REF!	\$ 5,184
Total Gross (Units & PUVR)	#REF!	#REF!	\$ 41,471
GROI	#REF!	#REF!	336%
% with Trade	43%	41%	50%
Avg. Over/Under Allowance	8,669	7,871	3,875



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	3	0	0
0%	5%	0%	0%
#DIV/0!	67%	#DIV/0!	#DIV/0!
#DIV/0!	57.0	#DIV/0!	#DIV/0!
#DIV/0!	\$ 34,006	#DIV/0!	#DIV/0!
#DIV/0!	98%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 71	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,361	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,440	#DIV/0!	#DIV/0!
#DIV/0!	\$ 4,801	#DIV/0!	#DIV/0!
#DIV/0!	\$ 14,403	#DIV/0!	#DIV/0!
#DIV/0!	89%	#DIV/0!	#DIV/0!
#DIV/0!	67%	#DIV/0!	#DIV/0!
#DIV/0!	27,037	#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	60	41	5
% of Retail Units	100%	68%	8%
% Retailed of Non-New Franchise	73%	76%	60%
Avg. Days to Sale	30.0	15.6	37.0
Avg. Transaction Price	\$ 20,890	\$ 20,080	\$ 19,829
Avg. Transaction to Market %	95%	96%	#REF!
Avg. Transactional Discount	#REF!	\$ 18	#REF!
Avg. Front End Gross	\$ 3,065	\$ 3,285	\$ 2,913
Avg. Finance Gross	\$ 1,776	\$ 1,587	\$ 2,998
PUVR	#REF!	\$ 4,872	\$ 5,911
Total Gross (Units & PUVR)	#REF!	\$ 199,754	\$ 29,553
GROI	#REF!	561%	290%
% with Trade	43%	39%	40%
Avg. Over/Under Allowance	8,669	9,330	3,523



46-60 days	61-90 days	90+ days
8	4	1
13%	7%	2%
75%	75%	0%
56.1	73.5	186.0
\$ 22,958	\$ 26,427	\$ 23,725
95%	95%	94%
\$ (6)	\$ (50)	\$ 52
\$ 2,226	\$ 2,998	\$ 1,083
\$ 1,958	\$ 2,561	\$ 200
\$ 4,184	\$ 5,559	\$ 1,283
\$ 33,470	\$ 22,235	\$ 1,283
117%	103%	10%
63%	75%	0%
8,762	8,167	#DIV/0!