

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	T57463A	2018	TOYOTA	TACOMA	14	Trade on New	Yes	\$ 34,977	\$ 34,200	99%	(\$797)	\$2,635
2	T67092C	2014	TOYOTA	TUNDRA	6	Trade on Used	No	\$ 32,988	\$ 32,988	102%	\$5,679	\$3,994
3	T89056A	2017	TOYOTA	4RUNNER	29	Trade on New	YES	\$ 36,987	\$ 36,987	99%	\$3,335	\$0
4	T38669A	2017	SUBARU	FORESTER	32	Trade on New	No	\$ 26,978	\$ 26,978	96%	\$1,510	\$0
5	T68071B	2008	TOYOTA	HIGHLANDER	17	Trade on Used	NO	\$ 13,977	\$ 13,500	101%	\$4,018	\$176
6	T29730B	2019	HONDA	HRV	33	Trade on Used	NO	\$ 27,976	\$ 27,976	99%	\$3,790	\$2,175
7	T29483A	2018	HONDA	CHR	47	Trade on New	NO	\$ 28,787	\$ 28,787	102%	\$4,493	\$0
8	T28332A	2020	TOYOTA	RAV4	55	Trade on New	YES	\$ 24,788	\$ 24,500	101%	(\$1,426)	\$3,527
9	T27076A	2017	TOYOTA	RAV4	10	Trade on New	YES	\$ 23,911	\$ 23,911	98%	\$4,863	\$754
10	P05041	2019	TOYOTA	RAV4	55	Auction/Wholesale	YES	\$ 25,988	\$ 25,988	99%	\$2,013	\$4,443
11	P41746	2021	TOYOTA	VENZA	41	Auction/Wholesale	YES	\$ 31,747	\$ 31,747	96%	\$655	\$2,876
12	T78240A	2021	TOYOTA	VENZA	59	Trade on New	YES	\$ 34,989	\$ 34,500	95%	(\$1,162)	\$0
13	T47586A	2015	CHEVROLET	SPARK	34	Trade on New	NO	\$ 14,277	\$ 14,277	99%	\$1,051	\$2,546
14	T777725B	2019	TOYOTA	HIGHLANDER	41	Trade on New	YES	\$ 36,788	\$ 36,788	100%	(\$1,416)	\$1,656
15	P23548	2019	TOYOTA	COROLLA	27	Auction/Wholesale	YES	\$ 20,977	\$ 20,977	99%	\$250	\$1,993
16	T30696B	2011	CADILLAC	SRX	62	Trade on Used	NO	\$ 11,987	\$ 11,987	92%	(\$3,476)	\$1,180
17	T44505B	2012	TOYOTA	CAMRY	14	Trade on Used	No	\$ 13,977	\$ 13,977	104%	\$4,298	\$0
18	P82289	2018	JEEP	WRANGLER	47	Auction/Wholesale	NO	\$ 26,788	\$ 25,788	101%	(\$2,829)	\$1,792
19	T76125A	2020	DODGE	RAM	23	Trade on New	No	\$ 36,711	\$ 36,711	99%	\$2,873	\$0
20	T67082B	2010	TOYOTA	4RUNNER	5	Trade on Used	NO	\$ 14,988	\$ 14,988	103%	\$4,996	\$2,152
21	T03133A	2012	TOYOTA	YARIS	14	Trade on New	NO	\$ 13,977	\$ 13,977	100%	\$4,923	\$1,005
22	P36433	2020	TOYOTA	CAMRY	18	Auction/Wholesale	YES	\$ 24,988	\$ 24,988	99%	\$601	\$2,729
23	T86340A	2012	VW	JETTA	28	Trade on New	NO	\$ 14,598	\$ 14,398	106%	\$4,903	\$318
24	P88294	2017	TOYOTA	TUNDRA	39	Auction/Wholesale	YES	\$ 39,788	\$ 39,000	104%	(\$849)	\$0
25	T90442B	2019	CHEVROLET	EQUINOX	22	Trade on Used	NO	\$ 26,788	\$ 26,788	99%	\$3,855	\$4,952
26	P43279	2018	TOYOTA	TACOMA	29	Auction/Wholesale	YES	\$ 34,599	\$ 34,599	100%	\$100	\$2,530
27	P86678	2019	TOYOTA	TACOMA	41	Auction/Wholesale	YES	\$ 36,488	\$ 36,488	99%	\$2,445	\$3,579

28	T17727A	2019	TOYOTA	CAMRY	39	Trade on New	YES	\$	22,988	\$	22,500	98%	(\$1,488)	\$0
29	P15134A	2018	TOYOTA	TACOMA	13	Trade on Used	YES	\$	31,988	\$	31,988	101%	\$3,547	\$4,194
30	T46044A	2021	TOYOTA	TACOMA	5	Trade on New	YES	\$	38,977	\$	38,977	105%	\$5,566	\$3,992
31	T00933A	2016	FORD	EDGE	29	Trade on New	NO	\$	21,987	\$	21,987	96%	\$2,236	\$2,500
32	P39455	2017	TOYOTA	HIGHLANDER	57	Auction/Wholesale	YES	\$	26,790	\$	26,790	97%	(\$2,695)	\$100
33	T00878C	2018	TOYOTA	TACOMA	35	Trade on Used	YES	\$	32,988	\$	32,988	99%	\$843	\$1,550
34	P25027-1	2018	TOYOTA	TUNDRA	23	Auction/Wholesale	YES	\$	34,997	\$	34,997	102%	\$358	\$0
35	T18836A	2018	JEEP	WRANGLER	18	Trade on New	No	\$	26,998	\$	26,998	100%	\$1,320	\$250
36	T68616A	2014	CHEVROLET	SILVERADO	55	Trade on New	NO	\$	29,887	\$	29,500	105%	(\$2,294)	\$3,162
37	P39755-A	2016	LEXUS	NX 200	22	Trade on Used	NO	\$	30,998	\$	30,500	101%	(\$1,253)	\$3,095
38	T88232A	2011	TOYOTA	PRIUS	19	Trade on New	NO	\$	12,977	\$	12,977	102%	\$2,008	\$1,806
39	T77725C	2015	TOYOTA	COROLLA	13	Trade on Used	NO	\$	16,995	\$	16,995	99%	\$2,945	\$3,588
40	T56730A	2014	HYUNDAI	ELANTRA	34	Trade on New	NO	\$	15,955	\$	15,500	98%	\$2,958	\$100
41	P10223	2018	JEEP	CHEROKEE	40	Auction/Wholesale	NO	\$	25,989	\$	25,989	97%	\$1,092	\$1,886
42	T27076B	2013	VW	TIGUAN	29	Trade on Used	NO	\$	16,500	\$	16,500	96%	\$3,096	\$1,475
43	T88489A	2020	NISSAN	MURANO	52	Trade on New	NO	\$	32,590	\$	32,590	99%	(\$1,923)	\$3,783
44	T68404C	2020	TOYOTA	RAV4	34	Trade on Used	YES	\$	26,788	\$	26,788	98%	\$2,301	\$4,179
45	T69902A	2013	VOLVO	XC90	19	Trade on New	NO	\$	17,888	\$	17,500	97%	\$2,881	\$100
46	P82289	2018	JEEP	COMPASS	49	Auction/Wholesale	NO	\$	18,977	\$	18,977	94%	\$150	\$1,792
47	T43003C	2016	TOYOTA	CAMRY	18	Trade on Used	YES	\$	18,498	\$	18,498	101%	\$2,050	\$2,200
48	P43279A	2021	TOYOTA	TACOMA	14	Trade on Used	YES	\$	38,777	\$	38,500	100%	\$3,250	\$4,395
49	T35942A	2018	TOYOTA	PRIUS	15	Trade on New	YES	\$	21,999	\$	21,999	102%	\$2,944	\$859
50	P50223	2013	TOYOTA	SIENNA	46	Auction/Wholesale	NO	\$	19,995	\$	19,995	103%	(\$1,369)	\$0
51	P05512	2008	TOYOTA	TUNDRA	19	Auction/Wholesale	NO	\$	20,955	\$	20,955	106%	\$2,506	\$3,672
52	T00878A	2016	CHEVY	TRAVERSE	51	Trade on New	NO	\$	18,977	\$	18,977	99%	(\$707)	\$1,864
53	T43184B	2012	TOYOTA	PRIUS	22	Trade on Used	NO	\$	13,999	\$	13,999	98%	\$2,511	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	41%
Total # Retail Units	92
Avg. Days to Sale	29.2
Avg. Advertised Price (Time of Sale)	\$ 25,595
Avg. Transaction Price	\$ 25,459
Avg. Market Price at 100%	\$ 25,620
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 136
Avg. Front-End Gross	\$ 1,717
Avg. Finance Gross	\$ 1,785
PUVR	\$ 3,502
Total Gross (Units & PUVR)	\$ 322,204
GROI	170%
% with Trade	52%
Avg. Over/Under Allowance	\$194



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	41%	#DIV/0!	#DIV/0!
Total # Retail Units	92	0	0
Avg. Days to Sale	29.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,595	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,459	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,620	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 136	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,717	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,785	#DIV/0!	#DIV/0!
PUVR	\$ 3,502	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 322,204	#DIV/0!	#DIV/0!
GROI	170%	#DIV/0!	#DIV/0!
% with Trade	52%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	194	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	41%	#DIV/0!	#DIV/0!
Total # Retail Units	92	0	0
Avg. Days to Sale	29.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,595	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,459	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,620	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 136	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,717	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,785	#DIV/0!	#DIV/0!
PUVR	\$ 3,502	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 322,204	#DIV/0!	#DIV/0!
GROI	170%	#DIV/0!	#DIV/0!
% with Trade	52%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	194	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	41%	#DIV/0!	#DIV/0!
Total # Retail Units	92	0	0
Avg. Days to Sale	29.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,595	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,459	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,620	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 136	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,717	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,785	#DIV/0!	#DIV/0!
PUVR	\$ 3,502	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 322,204	#DIV/0!	#DIV/0!
GROI	170%	#DIV/0!	#DIV/0!
% with Trade	52%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	194	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	92	40	54
Avg. Days to Sale	29.2	27.8	30.3
Avg. Advertised Price (Time of Sale)	\$ 25,595	\$ 30,424	\$ 21,916
Avg. Transaction Price	\$ 25,459	\$ 30,242	\$ 21,916
Avg. Market Price at 100%	\$ 25,620	\$ 30,435	\$ 22,047
Avg. Price to Market % (Time of Sale)	100%	100%	99%
Avg. Transaction to Market	99%	99%	99%
Avg. Transactional Discount	\$ 136	\$ 182	\$ 102
Avg. Front-End Gross	\$ 1,717	\$ 1,718	\$ 1,716
Avg. Finance Gross	\$ 1,785	\$ 2,198	\$ 1,479
PUVR	\$ 3,502	\$ 3,916	\$ 3,196
Total Gross (Units & PUVR)	\$ 322,204	\$ 156,647	\$ 172,561
GROI	170%	168%	173%
% with Trade	52%	63%	43%
Avg. Over/Under Allowance	194	269	139



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	92	54	38
Avg. Days to Sale	29.2	26.4	33.4
Avg. Advertised Price (Time of Sale)	\$ 25,595	\$ 26,426	\$ 24,123
Avg. Transaction Price	\$ 25,459	\$ 26,274	\$ 24,123
Avg. Market Price at 100%	\$ 25,620	\$ 26,336	\$ 24,408
Avg. Price to Market % (Time of Sale)	100%	100%	99%
Avg. Transaction to Market	99%	100%	99%
Avg. Transactional Discount	\$ 136	\$ 153	\$ 120
Avg. Front-End Gross	\$ 1,717	\$ 2,117	\$ 1,156
Avg. Finance Gross	\$ 1,785	\$ 1,864	\$ 1,716
PUVR	\$ 3,502	\$ 3,981	\$ 2,871
Total Gross (Units & PUVR)	\$ 322,204	\$ 214,982	\$ 109,110
GROI	170%	207%	128%
% with Trade	52%	46%	61%
Avg. Over/Under Allowance	194	255	118



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	92	44	25
% of Retail Units	100%	48%	27%
% Retailed of Non-New Franchise	41%	48%	40%
Avg. Days to Sale	29.2	30.0	22.5
Avg. Transaction Price	\$ 25,459	\$ 25,519	\$ 22,816
Avg. Transaction to Market %	99%	99%	100%
Avg. Transactional Discount	\$ 136	\$ 135	\$ 123
Avg. Front End Gross	\$ 1,717	\$ 1,654	\$ 3,011
Avg. Finance Gross	\$ 1,785	\$ 1,236	\$ 2,249
PUVR	\$ 3,502	\$ 2,891	\$ 5,260
Total Gross (Units & PUVR)	\$ 322,204	\$ 127,185	\$ 131,493
GROI	170%	136%	369%
% with Trade	52%	39%	68%
Avg. Over/Under Allowance	194	136	430



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	25	0	0
0%	27%	0%	0%
#DIV/0!	28%	#DIV/0!	#DIV/0!
#DIV/0!	34.4	#DIV/0!	#DIV/0!
#DIV/0!	\$ 27,996	#DIV/0!	#DIV/0!
#DIV/0!	99%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 150	#DIV/0!	#DIV/0!
#DIV/0!	\$ 532	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,289	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,821	#DIV/0!	#DIV/0!
#DIV/0!	\$ 70,530	#DIV/0!	#DIV/0!
#DIV/0!	105%	#DIV/0!	#DIV/0!
#DIV/0!	56%	#DIV/0!	#DIV/0!
#DIV/0!	60	#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	92	55	22
% of Retail Units	100%	60%	24%
% Retailed of Non-New Franchise	41%	33%	50%
Avg. Days to Sale	29.2	18.2	37.5
Avg. Transaction Price	\$ 25,459	\$ 25,331	\$ 26,734
Avg. Transaction to Market %	99%	100%	98%
Avg. Transactional Discount	\$ 136	\$ 112	\$ 136
Avg. Front End Gross	\$ 1,717	\$ 3,035	\$ 808
Avg. Finance Gross	\$ 1,785	\$ 1,851	\$ 1,747
PUVR	\$ 3,502	\$ 4,886	\$ 2,554
Total Gross (Units & PUVR)	\$ 322,204	\$ 268,712	\$ 56,198
GROI	170%	382%	92%
% with Trade	52%	56%	45%
Avg. Over/Under Allowance	194	314	45



46-60 days	61-90 days	90+ days
14	3	0
15%	3%	0%
57%	33%	#DIV/0!
52.3	62.3	#DIV/0!
\$ 25,203	\$ 19,657	#DIV/0!
99%	96%	#DIV/0!
\$ 189	\$ 329	#DIV/0!
\$ (1,015)	\$ (3,030)	#DIV/0!
\$ 1,587	\$ 1,795	#DIV/0!
\$ 572	\$ (1,236)	#DIV/0!
\$ 8,005	\$ (3,707)	#DIV/0!
16%	-36%	#DIV/0!
36%	67%	#DIV/0!
0	0	#DIV/0!