









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	UP6129	2012	GMC	Acadia	17	Street/Curb Buy	No	\$ 14,999	\$ 13,576		\$1,196	\$2,992
2	UP6137	2016	Chevrolet	Malibu	26	Street/Curb Buy	No	\$ 22,885	\$ 19,195		\$4,342	\$799
3	17428A	2016	Honda	Civic	25	Trade on New	No	\$ 19,888	\$ 17,888		\$3,479	\$799
4	22302B	2014	Chevrolet	Cruze	36	Trade on Used	No	\$ 7,508	\$ 6,888		\$1,418	\$1,113
5	UP6120	2017	GMC	Sierra	3	Street/Curb Buy	No	\$ 41,508	\$ 40,258		\$1,268	\$3,579
6	27050A	2022	GMC	Sierra	32	Trade on New	Yes	\$ 98,888	\$ 96,701		\$2,117	\$1,299
7	25022A	2021	Chevrolet	Colorado	64	Trade on New	Yes	\$ 50,888	\$ 50,000		\$1,074	\$799
8	25033A	2007	Chevrolet	Silverado	22	Trade on New	No	\$ 11,999	\$ 11,999	98%	\$1,895	\$799
9	UP6118	2018	Chevrolet	Silverado	7	Street/Curb Buy	No	\$ 37,800	\$ 37,000		\$6,405	\$799
10	UP6121	2018	GMC	Canyon	23	Street/Curb Buy	No	\$ 40,995	\$ 39,800		\$2,333	\$1,000
11	UP5093	2019	Chevrolet	Corvette	129	Street/Curb Buy	Yes	\$ 84,999	\$ 82,999		\$663	\$4,573
12	SL6127	2021	GMC	Yukon	5	LBO OEM/Leasing Co.	Yes	\$ 96,000	\$ 96,000		\$4,611	\$799
13	UP6110	2018	GMC	Terrain	24	Street/Curb Buy	Yes	\$ 29,788	\$ 28,719		\$3,363	\$799
14	UP6056A	2014	Toyota	Venza	19	Trade on Used	No	\$ 23,975	\$ 21,100		\$3,905	\$799
15	17434A	2019	Dodge	Big Horn 3500	28	Trade on New	Yes	\$ 69,888	\$ 69,888		\$2,534	\$8,237
16	UP6099	2017	Chevrolet	Camaro LT	56	Street/Curb Buy	No	\$ 27,988	\$ 26,548		(\$686)	\$2,552
17	SL6133	2020	Chevrolet	Equinox		LBO OEM/Leasing Co.					\$2,280	\$2,799
18	27047A	2010	Toyota	Tacoma		Trade on New					\$2,717	\$2,008
19	29602A	2019	Buick	Encore		Trade on New					\$734	\$2,299
20	UP6069A	2014	Jeep	Grand Cherokee		Trade on Used					\$2,398	\$799
21	16972D	2016	Volkswagen	Golf		Trade on Used					\$2,615	\$799
22	SL6094	2021	GMC	Sierra		LBO OEM/Leasing Co.					\$2,615	\$2,305
23	UP6072	2003	GMC	Yukon		Street/Curb Buy					\$1,650	\$599
24	UP6079	2019	GMC	Terrain		Street/Curb Buy					\$1,745	\$3,789
25	UP6006A	2014	Toyota	RAV 4		Trade on Used					\$1,861	\$2,638
26	17423A	2016	Dodge	Ram		Trade on New					\$2,232	\$4,393
27	25004B	2007	Toyota	FJ		Trade on Used					\$83	\$799

28	UP6020	2017	GMC	Sierra		Street/Curb Buy					\$1,396	\$799
29	UP6067	2018	Chevrolet	Colorado		Street/Curb Buy					\$1,555	\$6,072
30	24304B	2010	Chevrolet	Tahoe							\$388	\$799
31	17426A	2013	Chevrolet	Impala		Trade on New					\$511	\$799
32	17432A	2017	Chevrolet	Equinox		Trade on New					\$697	\$3,845
33	UP6091	2018	Chevrolet	Equinox		Street/Curb Buy					\$2,021	\$799
34	UP6101	2021	Chevrolet	Traverse		Street/Curb Buy					\$979	\$2,058
35	UP6012	2017	BMW	M2		Street/Curb Buy					\$3,241	\$799
36	UP6105	2014	GMC	Sierra		Street/Curb Buy					\$3,311	\$799
37	UP6050	2017	Chevrolet	Cruze		Street/Curb Buy					\$0	\$3,882
38	UP6081	2018	GMC	Terrain		Street/Curb Buy					\$1,865	\$5,150
39	UP6056	2015	GMC	Acadia		Street/Curb Buy					\$1,575	\$3,961
40	UP6026A	2014	Dodge	Dart		Trade on Used					\$771	\$599
41	UP60003	2019	Ford	Ranger		Trade on Used					\$522	\$3,798
42	UP6102	2020	Chevrolet	Silverado		Street/Curb Buy					\$1,500	\$799
43	UP6005A	2018	Hyundai	Sante Fe		Trade on Used					\$0	\$2,357
44	UP6069	2020	GMC	Sierra		Street/Curb Buy					\$1,813	\$3,562
45	UP6004	2019	Ford	Escape		Street/Curb Buy					\$0	\$799
46	UP6002	2019	Dodge	Durango		Street/Curb Buy					\$561	\$799
47	UP6047	2020	Chevrolet	Corvette		Street/Curb Buy					\$0	\$3,473
48	UP5081A	2018	GMC	Sierra		Trade on Used					\$1,862	\$6,076
49	12351A	2019	Chevrolet	Cruze		Trade on New					\$516	\$799
50	UP6075	2015	GMC	Acadia		Street/Curb Buy					\$3,068	\$5,237
51	29401A	2009	Toyota	Yaris		Trade on New					\$1,204	\$799
52	27017A	2019	Chevrolet	Silverado		Trade on New					\$5,474	\$0
53	UP6053	2018	GMC	Sierra		Street/Curb Buy					\$1,596	\$3,808

## Scoreboard Totals

% Retailed of Non-Franchise Make	33%
Total # Retail Units	82
Avg. Days to Sale	32.3
Avg. Advertised Price (Time of Sale)	\$ 42,500
Avg. Transaction Price	\$ 41,160
Avg. Market Price at 100%	\$ 43,367
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 1,340
Avg. Front-End Gross	\$ 1,983
Avg. Finance Gross	\$ 2,366
PUVR	\$ 4,478
Total Gross (Units & PUVR)	\$ 367,225
GROI	121%
% with Trade	5%
Avg. Over/Under Allowance	\$45



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	33%	#DIV/0!	#DIV/0!
Total # Retail Units	82	0	0
Avg. Days to Sale	32.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 42,500	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 41,160	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 43,367	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,340	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,983	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,366	#DIV/0!	#DIV/0!
PUVR	\$ 4,478	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 367,225	#DIV/0!	#DIV/0!
GROI	121%	#DIV/0!	#DIV/0!
% with Trade	5%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	45	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	33%	#DIV/0!	#DIV/0!
Total # Retail Units	82	0	0
Avg. Days to Sale	32.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 42,500	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 41,160	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 43,367	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,340	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,983	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,366	#DIV/0!	#DIV/0!
PUVR	\$ 4,478	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 367,225	#DIV/0!	#DIV/0!
GROI	121%	#DIV/0!	#DIV/0!
% with Trade	5%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	45	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	33%	#DIV/0!	#DIV/0!
Total # Retail Units	82	0	0
Avg. Days to Sale	32.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 42,500	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 41,160	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 43,367	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,340	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,983	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,366	#DIV/0!	#DIV/0!
PUVR	\$ 4,478	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 367,225	#DIV/0!	#DIV/0!
GROI	121%	#DIV/0!	#DIV/0!
% with Trade	5%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	45	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	82	6	10
Avg. Days to Sale	32.3	47.0	23.4
Avg. Advertised Price (Time of Sale)	\$ 42,500	\$ 71,742	\$ 23,425
Avg. Transaction Price	\$ 41,160	\$ 70,718	\$ 23,425
Avg. Market Price at 100%	\$ 43,367	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,340	\$ 1,024	\$ 1,529
Avg. Front-End Gross	\$ 1,983	\$ 2,394	\$ 2,555
Avg. Finance Gross	\$ 2,366	\$ 2,751	\$ 1,523
PUVR	\$ 4,478	\$ 5,145	\$ 4,079
Total Gross (Units & PUVR)	\$ 367,225	\$ 30,868	\$ 40,786
GROI	121%	56%	268%
% with Trade	5%	17%	10%
Avg. Over/Under Allowance	45	124	30



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	82	54	27
Avg. Days to Sale	32.3	36.8	24.0
Avg. Advertised Price (Time of Sale)	\$ 42,500	\$ 43,728	\$ 36,292
Avg. Transaction Price	\$ 41,160	\$ 42,452	\$ 36,292
Avg. Market Price at 100%	\$ 43,367	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,340	\$ 1,276	\$ 1,625
Avg. Front-End Gross	\$ 1,983	\$ 1,998	\$ 1,980
Avg. Finance Gross	\$ 2,366	\$ 2,418	\$ 2,218
PUVR	\$ 4,478	\$ 3,921	\$ 6,584
Total Gross (Units & PUVR)	\$ 367,225	\$ 211,742	\$ 177,777
GROI	121%	90%	272%
% with Trade	5%	2%	4%
Avg. Over/Under Allowance	45	62	0



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	82	21	13
% of Retail Units	100%	26%	16%
% Retailed of Non-New Franchise	33%	33%	77%
Avg. Days to Sale	32.3	34.2	27.5
Avg. Transaction Price	\$ 41,160	\$ 49,295	\$ 13,994
Avg. Transaction to Market %	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,340	\$ 1,015	\$ 1,748
Avg. Front End Gross	\$ 1,983	\$ 2,357	\$ 1,447
Avg. Finance Gross	\$ 2,366	\$ 2,275	\$ 2,283
PUVR	\$ 4,478	\$ 4,606	\$ 3,618
Total Gross (Units & PUVR)	\$ 367,225	\$ 96,734	\$ 47,028
GROI	121%	98%	338%
% with Trade	5%	5%	0%
Avg. Over/Under Allowance	45	149	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
43	0	0	0
52%	0%	0%	0%
23%	#DIV/0!	#DIV/0!	#DIV/0!
35.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36,012	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,608	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,895	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,508	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,497	#DIV/0!	#DIV/0!	#DIV/0!
\$ 193,375	#DIV/0!	#DIV/0!	#DIV/0!
126%	#DIV/0!	#DIV/0!	#DIV/0!
2%	#DIV/0!	#DIV/0!	#DIV/0!
38	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
4	0	0
5%	0%	0%
0%	#DIV/0!	#DIV/0!
5.0	#DIV/0!	#DIV/0!
\$ 96,000	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 3,111	#DIV/0!	#DIV/0!
\$ 1,976	#DIV/0!	#DIV/0!
\$ 5,410	#DIV/0!	#DIV/0!
\$ 21,640	#DIV/0!	#DIV/0!
406%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	82	11	2
% of Retail Units	100%	13%	2%
% Retailed of Non-New Franchise	33%	27%	0%
Avg. Days to Sale	32.3	18.1	34.0
Avg. Transaction Price	\$ 41,160	\$ 35,948	\$ 51,795
Avg. Transaction to Market %	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,340	\$ 1,300	\$ 1,404
Avg. Front End Gross	\$ 1,983	\$ 3,212	\$ 1,768
Avg. Finance Gross	\$ 2,366	\$ 1,946	\$ 1,206
PUVR	\$ 4,478	\$ 5,157	\$ 2,974
Total Gross (Units & PUVR)	\$ 367,225	\$ 56,732	\$ 5,947
GROI	121%	286%	61%
% with Trade	5%	9%	0%
Avg. Over/Under Allowance	45	27	0



46-60 days	61-90 days	90+ days
1	1	1
1%	1%	1%
0%	0%	0%
56.0	64.0	129.0
\$ 26,548	\$ 50,000	\$ 82,999
#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,440	\$ 888	\$ 2,000
\$ (686)	\$ 1,074	\$ 663
\$ 2,552	\$ 799	\$ 4,573
\$ 1,866	\$ 1,873	\$ 5,236
\$ 1,866	\$ 1,873	\$ 5,236
45%	21%	18%
0%	100%	0%
0	743	0