

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	88%	\$1,196	\$2,992
2	UP6137	2016	Chevrolet	Malibu	26	Street/Curb Buy	No	\$ 22,885	\$ 19,195	89%	\$4,342	\$799
3	17428A	2016	Honda	Civic	25	Trade on New	No	\$ 19,888	\$ 17,888	93%	\$3,479	\$799
4	22302B	2014	Chevrolet	Cruze	36	Trade on Used	No	\$ 7,508	\$ 6,888	96%	\$1,418	\$1,113
5	UP6120	2017	GMC	Sierra	3	Street/Curb Buy	No	\$ 41,508	\$ 40,258	99%	\$1,268	\$3,579
6	27050A	2022	GMC	Sierra	32	Trade on New	Yes	\$ 98,888	\$ 96,701	95%	\$2,117	\$1,299
7	25022A	2021	Chevrolet	Colorado	64	Trade on New	Yes	\$ 50,888	\$ 50,000	96%	\$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	99%	\$6,405	\$799
10	UP6121	2018	GMC	Canyon	23	Street/Curb Buy	No	\$ 40,995	\$ 39,800	101%	\$2,333	\$1,000
11	UP5093	2019	Chevrolet	Corvette	129	Street/Curb Buy	Yes	\$ 84,999	\$ 82,999	95%	\$663	\$4,573
12	SL6127	2021	GMC	Yukon	5	LBO OEM/Leasing Co.	Yes	\$ 96,000	\$ 96,000	98%	\$4,611	\$799
13	UP6110	2018	GMC	Terrain	24	Street/Curb Buy	Yes	\$ 29,788	\$ 28,719	87%	\$3,363	\$799
14	UP6056A	2014	Toyota	Venza	19	Trade on Used	No	\$ 23,975	\$ 21,100	90%	\$3,905	\$799
15	17434A	2019	Dodge	Big Horn 3500	28	Trade on New	Yes	\$ 69,888	\$ 69,888	91%	\$2,534	\$8,237
16	UP6099	2017	Chevrolet	Camaro LT	56	Street/Curb Buy	No	\$ 27,988	\$ 26,548	95%	(\$686)	\$2,552
17	SL6133	2020	Chevrolet	Equinox	14	LBO OEM/Leasing Co.	Yes	\$ 36,995	\$ 34,196	96%	\$2,280	\$2,799
18	27047A	2010	Toyota	Tacoma	23	Trade on New	No	\$ 24,988	\$ 24,189	92%	\$2,717	\$2,008
19	29602A	2019	Buick	Encore	7	Trade on New	Yes	\$ 22,996	\$ 22,197	95%	\$734	\$2,299
20	UP6069A	2014	Jeep	Grand Cherokee	29	Trade on Used	No	\$ 20,888	\$ 20,089	86%	\$2,398	\$799
21	16972D	2016	Volkswagen	Golf	26	Trade on Used	No	\$ 16,895	\$ 14,909	97%	\$2,615	\$799
22	SL6094	2021	GMC	Sierra	20	LBO OEM/Leasing Co.	No	\$ 58,988	\$ 58,988	97%	\$2,615	\$2,305
23	UP6072	2003	GMC	Yukon	43	Street/Curb Buy	No	\$ 15,588	\$ 12,127	90%	\$1,650	\$599
24	UP6079	2019	GMC	Terrain	29	Street/Curb Buy	Yes	\$ 42,998	\$ 41,999	98%	\$1,745	\$3,789
25	UP6006A	2014	Toyota	RAV 4	3	Trade on Used	No	\$ 26,888	\$ 24,288	96%	\$1,861	\$2,638
26	17423A	2016	Dodge	Ram	37	Trade on New	No	\$ 39,588	\$ 37,195	94%	\$2,232	\$4,393
27	25004B	2007	Toyota	FJ	69	Trade on Used	No	\$ 26,588	\$ 22,051	89%	\$83	\$799

28	UP6020	2017	GMC	Sierra	82	Street/Curb Buy	No	\$	47,888	\$	47,888	95%	\$97	\$799
29	UP6067	2018	Chevrolet	Colorado	50	Street/Curb Buy	No	\$	29,999	\$	29,999	98%	\$1,555	\$6,072
30	24304B	2010	Chevrolet	Tahoe	7	Trade on Used	No	\$	25,588	\$	22,528	95%	\$388	\$799
31	17426A	2013	Chevrolet	Impala	55	Trade on New	Yes	\$	8,888	\$	8,389	93%	\$511	\$799
32	17432A	2017	Chevrolet	Equinox	13	Trade on New	Yes	\$	23,998	\$	23,823	99%	\$697	\$3,845
33	UP6091	2018	Chevrolet	Equinox	23	Street/Curb Buy	Yes	\$	26,778	\$	25,094	97%	\$2,021	\$799
34	UP6101	2021	Chevrolet	Traverse	14	Street/Curb Buy	Yes	\$	45,888	\$	44,194	89%	\$979	\$2,058
35	UP6012	2017	BMW	M2	103	Street/Curb Buy	No	\$	50,888	\$	50,000	92%	\$3,241	\$799
36	UP6105	2014	GMC	Sierra	4	Street/Curb Buy	No	\$	38,888	\$	36,337	99%	\$3,311	\$799
37	UP6050	2017	Chevrolet	Cruze	78	Street/Curb Buy	No	\$	17,888	\$	17,089	91%	\$0	\$3,882
38	UP6081	2018	GMC	Terrain	40	Street/Curb Buy	Yes	\$	28,500	\$	26,998	97%	\$1,865	\$5,150
39	UP6056	2015	GMC	Acadia	68	Street/Curb Buy	Yes	\$	31,599	\$	29,199	93%	\$1,575	\$3,961
40	UP6026A	2014	Dodge	Dart	70	Trade on Used	No	\$	4,999	\$	4,395	86%	\$771	\$599
41	UP6003	2019	Ford	Ranger	109	Trade on Used	Yes	\$	47,838	\$	43,888	93%	\$522	\$3,798
42	UP6102	2020	Chevrolet	Silverado	22	Street/Curb Buy	No	\$	59,995	\$	59,196	98%	\$1,500	\$799
43	UP6005A	2018	Hyundai	Sante Fe	101	Trade on Used	No	\$	25,888	\$	25,089	93%	\$0	\$2,357
44	UP6069	2020	GMC	Sierra	61	Street/Curb Buy	Yes	\$	51,888	\$	51,089	95%	\$1,813	\$3,562
45	UP6004	2019	Ford	Escape	109	Street/Curb Buy	No	\$	28,888	\$	28,888	93%	\$0	\$799
46	UP6002	2019	Dodge	Durango	111	Street/Curb Buy	Yes	\$	43,888	\$	42,694	94%	\$561	\$799
47	UP6047	2020	Chevrolet	Corvette	90	Street/Curb Buy	Yes	\$	127,888	\$	125,000	98%	\$0	\$3,473
48	UP5081A	2018	GMC	Sierra	52	Trade on Used	Yes	\$	40,971	\$	34,588	91%	\$1,862	\$6,076
49	12351A	2019	Chevrolet	Cruze	77	Trade on New	Yes	\$	19,888	\$	18,888	92%	\$516	\$799
50	UP6075	2015	GMC	Acadia	17	Street/Curb Buy	No	\$	32,995	\$	32,995	99%	\$3,068	\$5,237
51	29401A	2009	Toyota	Yaris	44	Trade on New	No	\$	6,977	\$	6,977	89%	\$1,204	\$799
52	27017A	2019	Chevrolet	Silverado	21	Trade on New	Yes	\$	60,900	\$	59,500	97%	\$5,474	\$0
53	UP6053	2018	GMC	Sierra	36	Street/Curb Buy	No	\$	42,980	\$	42,181	94%	\$1,596	\$3,808

Scoreboard Totals

% Retailed of Non-Franchise Make	33%
Total # Retail Units	81
Avg. Days to Sale	41.4
Avg. Advertised Price (Time of Sale)	\$ 38,823
Avg. Transaction Price	\$ 37,069
Avg. Market Price at 100%	\$ 40,872
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	91%
Avg. Transactional Discount	\$ 1,754
Avg. Front-End Gross	\$ 1,948
Avg. Finance Gross	\$ 2,332
PUVR	\$ 4,280
Total Gross (Units & PUVR)	\$ 346,705
GROI	100%
% with Trade	28%
Avg. Over/Under Allowance	\$19



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	81	0	0
Avg. Days to Sale	41.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 38,823	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,069	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 40,872	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,754	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,948	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,332	#DIV/0!	#DIV/0!
PUVR	\$ 4,280	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 346,705	#DIV/0!	#DIV/0!
GROI	100%	#DIV/0!	#DIV/0!
% with Trade	28%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	19	#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	81	0	0
Avg. Days to Sale	41.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 38,823	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,069	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 40,872	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,754	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,948	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,332	#DIV/0!	#DIV/0!
PUVR	\$ 4,280	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 346,705	#DIV/0!	#DIV/0!
GROI	100%	#DIV/0!	#DIV/0!
% with Trade	28%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	19	#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	81	0	0
Avg. Days to Sale	41.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 38,823	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,069	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 40,872	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,754	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,948	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,332	#DIV/0!	#DIV/0!
PUVR	\$ 4,280	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 346,705	#DIV/0!	#DIV/0!
GROI	100%	#DIV/0!	#DIV/0!
% with Trade	28%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	19	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	81	39	42
Avg. Days to Sale	41.4	45.6	37.5
Avg. Advertised Price (Time of Sale)	\$ 38,823	\$ 49,390	\$ 27,533
Avg. Transaction Price	\$ 37,069	\$ 47,339	\$ 27,533
Avg. Market Price at 100%	\$ 40,872	\$ 51,452	\$ 30,406
Avg. Price to Market % (Time of Sale)	95%	96%	91%
Avg. Transaction to Market	91%	92%	91%
Avg. Transactional Discount	\$ 1,754	\$ 2,051	\$ 1,478
Avg. Front-End Gross	\$ 1,948	\$ 1,980	\$ 1,918
Avg. Finance Gross	\$ 2,332	\$ 2,665	\$ 2,023
PUVR	\$ 4,280	\$ 4,645	\$ 3,941
Total Gross (Units & PUVR)	\$ 346,705	\$ 181,168	\$ 165,537
GROI	100%	78%	137%
% with Trade	28%	33%	19%
Avg. Over/Under Allowance	19	45	-2



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	81	53	27
Avg. Days to Sale	41.4	39.1	47.3
Avg. Advertised Price (Time of Sale)	\$ 38,823	\$ 41,890	\$ 30,920
Avg. Transaction Price	\$ 37,069	\$ 40,142	\$ 30,920
Avg. Market Price at 100%	\$ 40,872	\$ 43,386	\$ 34,899
Avg. Price to Market % (Time of Sale)	95%	97%	89%
Avg. Transaction to Market	91%	93%	89%
Avg. Transactional Discount	\$ 1,754	\$ 1,748	\$ 1,785
Avg. Front-End Gross	\$ 1,948	\$ 1,944	\$ 1,980
Avg. Finance Gross	\$ 2,332	\$ 2,367	\$ 2,218
PUVR	\$ 4,280	\$ 4,312	\$ 4,198
Total Gross (Units & PUVR)	\$ 346,705	\$ 228,510	\$ 113,348
GROI	100%	99%	103%
% with Trade	28%	25%	30%
Avg. Over/Under Allowance	19	28	-6



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	81	21	14
% of Retail Units	100%	26%	17%
% Retailed of Non-New Franchise	33%	33%	71%
Avg. Days to Sale	41.4	32.3	47.9
Avg. Transaction Price	\$ 37,069	\$ 39,211	\$ 27,056
Avg. Transaction to Market %	91%	91%	84%
Avg. Transactional Discount	\$ 1,754	\$ 1,467	\$ 2,816
Avg. Front End Gross	\$ 1,948	\$ 2,357	\$ 1,371
Avg. Finance Gross	\$ 2,332	\$ 2,275	\$ 2,177
PUVR	\$ 4,280	\$ 4,632	\$ 3,549
Total Gross (Units & PUVR)	\$ 346,705	\$ 97,274	\$ 49,682
GROI	100%	132%	99%
% with Trade	28%	29%	21%
Avg. Over/Under Allowance	19	47	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
42	0	0	0
52%	0%	0%	0%
24%	#DIV/0!	#DIV/0!	#DIV/0!
45.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 37,031	#DIV/0!	#DIV/0!	#DIV/0!
90%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,644	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,825	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,446	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,271	#DIV/0!	#DIV/0!	#DIV/0!
\$ 179,402	#DIV/0!	#DIV/0!	#DIV/0!
91%	#DIV/0!	#DIV/0!	#DIV/0!
26%	#DIV/0!	#DIV/0!	#DIV/0!
39	#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!
20.3	#DIV/0!	#DIV/0!
\$ 61,268	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!
\$ 700	#DIV/0!	#DIV/0!
\$ 3,111	#DIV/0!	#DIV/0!
\$ 1,976	#DIV/0!	#DIV/0!
\$ 5,087	#DIV/0!	#DIV/0!
\$ 20,348	#DIV/0!	#DIV/0!
148%	#DIV/0!	#DIV/0!
25%	#DIV/0!	#DIV/0!
-250	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	81	41	14
% of Retail Units	100%	51%	17%
% Retailed of Non-New Franchise	33%	32%	36%
Avg. Days to Sale	41.4	17.2	38.9
Avg. Transaction Price	\$ 37,069	\$ 35,921	\$ 37,866
Avg. Transaction to Market %	91%	90%	90%
Avg. Transactional Discount	\$ 1,754	\$ 1,665	\$ 2,018
Avg. Front End Gross	\$ 1,948	\$ 2,719	\$ 1,762
Avg. Finance Gross	\$ 2,332	\$ 2,143	\$ 2,562
PUVR	\$ 4,280	\$ 4,862	\$ 4,323
Total Gross (Units & PUVR)	\$ 346,705	\$ 199,335	\$ 60,527
GROI	100%	284%	106%
% with Trade	28%	27%	29%
Avg. Over/Under Allowance	19	-9	0



46-60 days	61-90 days	90+ days
6	13	7
7%	16%	9%
0%	31%	71%
53.3	74.0	117.6
\$ 26,519	\$ 39,812	\$ 46,151
90%	88%	90%
\$ 1,455	\$ 1,970	\$ 1,603
\$ 618	\$ 924	\$ 845
\$ 2,913	\$ 2,524	\$ 2,132
\$ 3,530	\$ 3,448	\$ 2,977
\$ 21,182	\$ 44,823	\$ 20,838
90%	42%	20%
17%	31%	14%
-42	173	0