









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	21CS676Y	2018	Chevrolet	Silverado	72	Trade on New	No	\$ 33,999	\$ 33,999	93%	\$4,491	\$880
2	XCS1458	2019	Toyota	Rav 4	104	Auction/Wholesale	No	\$ 33,999	\$ 33,999	90%	\$796	\$799
3	XCS1534	2019	Chevrolet	Silverado	30	Auction/Wholesale	No	\$ 45,999	\$ 45,999	90%	\$1,213	\$0
4	22CS026A	2019	Chevrolet	Tahoe	37	Trade on New	No	\$ 49,999	\$ 49,999	90%	\$5,306	\$0
5	21CS668A	2020	Chevrolet	Silverado	1	Trade on New	No	\$ 37,999	\$ 37,999	89%	\$414	\$894
6	XCS1492	2019	Ram	3500	98	Auction/Wholesale	No	\$ 55,999	\$ 55,999	87%	(\$1,443)	\$0
7	XCS1597W	2021	Chevrolet	Silverado	2	Trade on Used	No	\$ 49,999	\$ 49,999	85%	(\$2,151)	\$394
8	22CS070A	2021	Chevrolet	Silverado	2	Trade on New	No	\$ 49,999	\$ 49,999	93%	\$1,764	\$362
9	21CS491L	2018	Chevrolet	Colorado	30	Trade on New	No	\$ 34,999	\$ 34,999	93%	\$5,006	\$961
10	22CS073A	2021	Chevrolet	Silverado	10	Trade on New	No	\$ 53,000	\$ 53,000	92%	\$2,600	\$1,922
11	XCS1450A	2017	Jeep	Grand Cherokee1	15	Trade on Used	No	\$ 29,999	\$ 29,999	91%	\$4,337	\$275
12	XCS1577	2019	Chevrolet	Equinox	6	Auction/Wholesale	No	\$ 25,999	\$ 25,999	93%	\$5,929	\$1,098
13	XCS1513	2018	BMW	228XI	53	Auction/Wholesale	No	\$ 34,999	\$ 34,999	93%	\$2,413	\$664
14	21CS495L	2018	Chevrolet	Trax	0	Trade on New	No	\$ 16,999	\$ 16,999	93%	\$4,872	\$0
15	XCS1559	2020	Ram	1500	43	Auction/Wholesale	No	\$ 57,999	\$ 57,999	91%	\$1,529	\$2,054
16	XCS1480	2019	Ram	1500	107	Auction/Wholesale	No	\$ 60,999	\$ 60,999	87%	(\$2,407)	\$2,440
17	XCS1459A	2018	Nissan	Frontier	47	Trade on Used	No	\$ 29,999	\$ 29,999	92%	\$2,009	\$1,344
18	22CS044B	2019	Chevrolet	Silverado	40	Trade on New	No	\$ 43,999	\$ 43,999	93%	\$2,253	\$1,272
19	22CS043A	2019	Chevrolet	Silverado	42	Trade on New	No	\$ 36,999	\$ 36,999	92%	\$984	\$1,510
20	XCS1161	2019	Chevrolet	Silverado	68	Auction/Wholesale	No	\$ 49,999	\$ 49,999	92%	\$2,861	\$1,678
21	XCS1526	2019	Chevrolet	Silverado	59	Auction/Wholesale	No	\$ 40,999	\$ 40,999	94%	\$1,747	\$932
22	XCS1596W	2021	Chevrolet	Silverado	3	Trade on Used	No	\$ 49,999	\$ 49,999	88%	(\$881)	\$0
23	XCS1599W	2018	Chevrolet	Silverado	5	Trade on Used	No	\$ 30,999	\$ 30,999	87%	(\$657)	\$897
24	XCS1574	2020	Chevrolet	Silverado	37	Auction/Wholesale	No	\$ 42,999	\$ 42,999	96%	\$6,442	\$1,283
25	XCS1598W	2021	Chevrolet	Silverado	10	Trade on Used	No	\$ 49,999	\$ 49,999	89%	(\$1,651)	\$1,278
26	XCS1555	2020	Volkswagen	Tiguan	36	Auction/Wholesale	No	\$ 33,999	\$ 33,999	91%	\$2,190	\$346
27	XCS1595W	2020	Ford	Explorer	7	Trade on Used	No	\$ 30,999	\$ 30,999	87%	(\$3,099)	\$1,407

28	XCS1497W	2021	Subaru	Forester	102	Trade on Used	No	\$	26,999	\$	26,999	87%	(\$3,005)	\$617
29	XCS1568	2019	Chevrolet	Colorado	49	Auction/Wholesale	No	\$	31,999	\$	31,999	88%	(\$1,217)	\$205
30	22CS046A	2020	Chevrolet	Silverado	56	Trade on New	No	\$	39,999	\$	39,999	90%	\$2,706	\$0
31	22CS110A	2018	Chevrolet	Trax	17	Trade on New	No	\$	19,035	\$	19,035	91%	\$200	\$0
32	XCS1600A	2015	Honda	Accord	8	Trade on Used	No	\$	15,999	\$	15,999	93%	\$2,977	\$0
33	XCS1589W	2019	GMC	Acadia	10	Trade on Used	No	\$	35,999	\$	35,999	93%	\$804	\$384
34	22CS072A	2021	Chevrolet	Trailblazer	11	Trade on New	No	\$	29,999	\$	29,999	94%	\$1,134	\$1,183
35	XCS1480A	2019	Ram	1500	29	Trade on Used	No	\$	43,000	\$	43,000	92%	\$7,370	\$0
36	XCS1466W	2020	Chevrolet	Silverado	141	Trade on Used	No	\$	44,999	\$	44,999	89%	(\$503)	\$1,406
37	XCS1585	2020	Chevrolet	Silverado	20	Auction/Wholesale	No	\$	57,000	\$	57,000	94%	\$1,632	\$0
38	XCS1504	2019	Chevrolet	Silverado	89	Auction/Wholesale	No	\$	37,999	\$	37,999	89%	(\$1,608)	\$1,642
39	XCS1552	2018	Honda	CRV	68	Auction/Wholesale	No	\$	30,000	\$	30,000	90%	(\$1,499)	\$1,974
40	XCS1521	2020	GMC	Sierra	68	Auction/Wholesale	No	\$	61,999	\$	61,999	93%	\$4,505	\$0
41	22CS094A	2017	Ford	F150	3	Trade on New	No	\$	49,999	\$	49,999	92%	\$5,608	\$1,270
42	XCS1588A	2019	Ram	1500	16	Trade on Used	No	\$	43,999	\$	43,999	92%	\$1,726	\$1,780
43	XCS1494W	2021	Ford	F250	125	Trade on Used	No	\$	66,999	\$	66,999	90%	\$1,999	\$2,724
44	XCS1583	2019	Ram	1500	41	Auction/Wholesale	No	\$	45,999	\$	45,999	90%	\$733	\$1,378
45	XCS1598A	2015	Chevrolet	Silverado	13	Trade on Used	No	\$	24,999	\$	24,999	90%	\$3,954	\$1,404
46	22CS143A	2015	Chevrolet	Silverado	16	Trade on New	No	\$	27,000	\$	27,000	91%	\$1,308	\$1,046
47	22CS097A	2019	Chevrolet	Equinox	24	Trade on New	No	\$	25,999	\$	25,999	92%	\$2,598	\$0
48	XCS1611	2020	Chevrolet	Equinox	10	Auction/Wholesale	No	\$	30,000	\$	30,000	95%	\$4,925	\$603
49	22CS124A	2015	Chevrolet	Impala	20	Trade on New	No	\$	15,785	\$	15,785	91%	\$1,800	\$966
50	XCS1596X	2017	Ford	F150	19	Trade on Used	No	\$	33,000	\$	33,000	90%	\$1,366	\$880
51	XCS1605	2019	Chevrolet	Blazer	14	Auction/Wholesale	No	\$	36,999	\$	36,999	93%	\$5,179	\$811
52	XCS1501	2017	Chevrolet	Silverado	100	Auction/Wholesale	No	\$	30,999	\$	30,999	89%	(\$889)	\$0
53	XCS1594W	2020	Ram	1500	44	Trade on Used	No	\$	38,999	\$	38,999	93%	\$2,839	\$1,539

## Scoreboard Totals

% Retailed of Non-Franchise Make	40%
Total # Retail Units	55
Avg. Days to Sale	38.4
Avg. Advertised Price (Time of Sale)	\$ 38,287
Avg. Transaction Price	\$ 38,287
Avg. Market Price at 100%	\$ 42,065
Avg. Price to Market % (Time of Sale)	91%
Avg. Transaction to Market	91%
Avg. Transactional Discount	\$ -
Avg. Front-End Gross	\$ 1,757
Avg. Finance Gross	\$ 876
PUVR	\$ 2,633
Total Gross (Units & PUVR)	\$ 144,830
GROI	65%
% with Trade	60%
Avg. Over/Under Allowance	\$0



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	40%	#DIV/0!	#DIV/0!
Total # Retail Units	55	0	0
Avg. Days to Sale	38.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 38,287	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 38,287	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 42,065	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	91%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,757	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 876	#DIV/0!	#DIV/0!
PUVR	\$ 2,633	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 144,830	#DIV/0!	#DIV/0!
GROI	65%	#DIV/0!	#DIV/0!
% with Trade	60%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	40%	#DIV/0!	#DIV/0!
Total # Retail Units	55	0	0
Avg. Days to Sale	38.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 38,287	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 38,287	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 42,065	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	91%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,757	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 876	#DIV/0!	#DIV/0!
PUVR	\$ 2,633	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 144,830	#DIV/0!	#DIV/0!
GROI	65%	#DIV/0!	#DIV/0!
% with Trade	60%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	40%	#DIV/0!	#DIV/0!
Total # Retail Units	55	0	0
Avg. Days to Sale	38.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 38,287	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 38,287	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 42,065	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	91%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,757	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 876	#DIV/0!	#DIV/0!
PUVR	\$ 2,633	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 144,830	#DIV/0!	#DIV/0!
GROI	65%	#DIV/0!	#DIV/0!
% with Trade	60%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	55	0	55
Avg. Days to Sale	38.4	#DIV/0!	38.4
Avg. Advertised Price (Time of Sale)	\$ 38,287	#DIV/0!	\$ 38,287
Avg. Transaction Price	\$ 38,287	#DIV/0!	\$ 38,287
Avg. Market Price at 100%	\$ 42,065	#DIV/0!	\$ 42,142
Avg. Price to Market % (Time of Sale)	91%	#DIV/0!	91%
Avg. Transaction to Market	91%	#DIV/0!	91%
Avg. Transactional Discount	\$ -	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 1,757	#DIV/0!	\$ 1,757
Avg. Finance Gross	\$ 876	#DIV/0!	\$ 876
PUVR	\$ 2,633	#DIV/0!	\$ 2,633
Total Gross (Units & PUVR)	\$ 144,830	#DIV/0!	\$ 144,830
GROI	65%	#DIV/0!	65%
% with Trade	60%	#DIV/0!	60%
Avg. Over/Under Allowance	0	#DIV/0!	0



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	55	33	22
Avg. Days to Sale	38.4	31.8	48.2
Avg. Advertised Price (Time of Sale)	\$ 38,287	\$ 36,903	\$ 40,363
Avg. Transaction Price	\$ 38,287	\$ 36,903	\$ 40,363
Avg. Market Price at 100%	\$ 42,065	\$ 40,535	\$ 44,553
Avg. Price to Market % (Time of Sale)	91%	91%	91%
Avg. Transaction to Market	91%	91%	91%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 1,757	\$ 1,941	\$ 1,483
Avg. Finance Gross	\$ 876	\$ 780	\$ 1,019
PUVR	\$ 2,633	\$ 2,721	\$ 2,501
Total Gross (Units & PUVR)	\$ 144,830	\$ 89,799	\$ 55,031
GROI	65%	84%	46%
% with Trade	60%	0%	150%
Avg. Over/Under Allowance	0	0	0



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	55	18	17
% of Retail Units	100%	33%	31%
% Retailed of Non-New Franchise	40%	11%	65%
Avg. Days to Sale	38.4	23.0	35.1
Avg. Transaction Price	\$ 38,287	\$ 33,989	\$ 38,058
Avg. Transaction to Market %	91%	92%	90%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 1,757	\$ 2,566	\$ 1,026
Avg. Finance Gross	\$ 876	\$ 774	\$ 961
PUVR	\$ 2,633	\$ 3,341	\$ 1,986
Total Gross (Units & PUVR)	\$ 144,830	\$ 60,129	\$ 33,763
GROI	65%	154%	54%
% with Trade	60%	50%	59%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	20	0	0
0%	36%	0%	0%
#DIV/0!	45%	#DIV/0!	#DIV/0!
#DIV/0!	55.0	#DIV/0!	#DIV/0!
#DIV/0!	\$ 42,349	#DIV/0!	#DIV/0!
#DIV/0!	91%	#DIV/0!	#DIV/0!
#DIV/0!	\$ -	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,652	#DIV/0!	#DIV/0!
#DIV/0!	\$ 895	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,547	#DIV/0!	#DIV/0!
#DIV/0!	\$ 50,938	#DIV/0!	#DIV/0!
#DIV/0!	39%	#DIV/0!	#DIV/0!
#DIV/0!	70%	#DIV/0!	#DIV/0!
#DIV/0!	0	#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	55	29	8
% of Retail Units	100%	53%	15%
% Retailed of Non-New Franchise	40%	31%	50%
Avg. Days to Sale	38.4	13.2	40.0
Avg. Transaction Price	\$ 38,287	\$ 35,338	\$ 43,874
Avg. Transaction to Market %	91%	91%	92%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 1,757	\$ 2,019	\$ 2,785
Avg. Finance Gross	\$ 876	\$ 741	\$ 1,173
PUVR	\$ 2,633	\$ 2,760	\$ 3,957
Total Gross (Units & PUVR)	\$ 144,830	\$ 80,039	\$ 31,658
GROI	65%	212%	81%
% with Trade	60%	52%	88%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
5	5	7
9%	9%	13%
40%	40%	71%
52.8	73.0	111.0
\$ 35,599	\$ 42,799	\$ 45,856
91%	91%	88%
\$ -	\$ -	\$ -
\$ 1,532	\$ 1,750	\$ (779)
\$ 629	\$ 1,235	\$ 1,141
\$ 2,161	\$ 2,985	\$ 362
\$ 10,803	\$ 14,924	\$ 2,534
41%	34%	3%
60%	60%	71%
0	0	0