

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	T9020174	2009	LEXUS	LX 570	32	Trade on New	No	\$ 19,995	\$ 16,500	100%	\$4,568	\$0
2	T6116521	2016	NISSAN	MURANO	50	Trade on Used	No	\$ 24,995	\$ 23,500	76%	\$5,620	\$0
3	T3054626	2013	MERCEDES LIGHT TRUCK	GLK-CLASS	10	Trade on Used	No	\$ 21,995	\$ 21,000	100%	\$10,570	\$0
4	TE49111A	2017	MINI	CLUBMAN	43	Trade on Used	No	\$ 23,995	\$ 21,401	100%	\$4,320	\$238
5	T0001369	2020	TOYOTA TRUCK	HIGHLANDER	18	Trade on New	No	\$ 45,995	\$ 43,785	89%	\$8,855	\$1,098
6	T9094755	2019	LEXUS	IS	8	Trade on New	No	\$ 41,995	\$ 41,900	106%	\$7,670	\$350
7	T9000855	2019	HONDA	CR-V	37	Trade on New	No	\$ 31,995	\$ 30,495	100%	\$6,765	\$1,053
8	T9072382	2019	KIA	FORTE	71	Trade on New	No	\$ 18,995	\$ 17,495	85%	\$2,622	\$953
9	T4550646	2014	INFINITI	QX60	17	Trade on New	No	\$ 17,995	\$ 17,995	55%	\$8,265	\$0
10	T7888138	2017	JEEP	GRAND CHEROKEE	29	Trade on New	No	\$ 27,995	\$ 27,375	99%	\$8,065	\$645
11	T0163337	2020	LEXUS	NX	21	Trade on New	No	\$ 44,995	\$ 43,500	104%	\$6,878	\$0
12	T9002842	2019	LEXUS	ES350	14	Trade on New	No	\$ 39,995	\$ 38,995	91%	\$10,034	\$650
13	T1349128	2021	LEXUS	LX	21	Trade on New	No	\$ 132,995	\$ 132,995	108%	\$11,947	\$2,634
14	T9092446	2019	KIA	FORTE	61	Trade on New	No	\$ 18,995	\$ 17,495	87%	\$2,213	\$815
15	T6143521	2016	TOYOTA	HIGHLANDER	5	Trade on New	No	\$ 24,995	\$ 23,995	100%	\$8,565	\$1,053
16	T7054214	2017	LEXUS	IS	5	Trade on New	No	\$ 31,995	\$ 31,500	95%	\$8,070	\$0
17	T9186718	2019	LEXUS	RX	19	Trade on New	No	\$ 59,995	\$ 59,995	104%	\$10,126	\$0
18	T7003125	2017	HONDA	CR-V	40	Trade on New	No	\$ 23,995	\$ 23,000	81%	\$6,068	\$550
19	T1037256	2021	LEXUS	IS350 SPORT PKG	29	Trade on New	No	\$ 66,995	\$ 66,487	112%	\$8,606	\$350
20	T8108843	2018	LEXUS	RX 350	12	Trade on New	No	\$ 45,995	\$ 45,000	75%	\$5,964	\$1,650
21	T4010624	2014	TOYOTA TRUCK	HIGHLANDER	7	Trade on New	No	\$ 15,995	\$ 14,000	100%	\$8,570	\$0
22	T6044683	2016	LEXUS	NX 200T	9	Trade on New	No	\$ 26,995	\$ 26,500	71%	\$9,570	\$0
23	T2199570	2012	TOYOTA TRUCK	SIENNA	6	Trade on New	No	\$ 19,995	\$ 18,460	100%	\$9,930	\$0
24	T5023357	2015	AUDI	Q7	7	Trade on New	No	\$ 25,995	\$ 24,595	57%	\$10,787	\$815
25	T5615358	2015	LAND ROVER	RANGE ROVER SPORT	26	Trade on New	No	\$ 33,995	\$ 32,000	78%	\$5,570	\$0
26	T8H39961	2018	BMW SAV	X1	96	Trade on New	No	\$ 30,995	\$ 29,995	67%	\$6,269	\$1,053
27	L1007983	2021	LEXUS	RC-F	493	Loaner	No	\$ 94,995	\$ 93,650	47%	\$3,052	\$200

28	T7059693	2017	LEXUS	IS300	62	Trade on New	No	\$	36,995	\$	35,900	98%	\$6,776	\$311
29	T8855997	2018	JEEP	WRANGLER UNLIM	71	Trade on New	No	\$	27,995	\$	25,000	73%	\$1,770	\$1,053
30	T9037228	2019	LEXUS	RX	35	Trade on New	No	\$	51,995	\$	50,000	100%	\$5,109	\$0
31	T0260383	2020	LEXUS	GX460	17	Trade on Used	No	\$	75,995	\$	75,000	100%	\$7,559	\$0
32	T9306036	2019	LEXUS	LX570	18	Trade on New	No	\$	99,995	\$	97,875	104%	\$11,910	\$900
33	T9006229	2019	LEXUS	LC	19	Trade on New	No	\$	97,995	\$	95,000	100%	\$6,564	\$1,300
34	T6044696	2016	LEXUS	NX 200T	19	Trade on New	No	\$	19,995	\$	19,500	100%	\$9,070	\$0
35	T0035327	2020	LEXUS	IS	57	Trade on New	No	\$	51,995	\$	49,995	103%	\$7,085	\$0
36	L1019205	2021	LEXUS	RX	481	Loaner	No	\$	69,995	\$	69,995	100%	\$16,083	\$1,553
37	L2013165	2022	LEXUS	ES350	131	Loaner	No	\$	66,995	\$	65,000	100%	\$4,179	\$1,527
38	T3001995	2013	LEXUS	ES 350	84	Trade on New	No	\$	17,995	\$	17,000	69%	\$6,370	\$0
39	T9098900	2019	LEXUS	IS	3	Trade on New	No	\$	39,995	\$	39,987	72%	\$7,857	\$1,810
40	T5648049	2015	TOYOTA	SIENNA	3	Trade on Used	No	\$	24,995	\$	24,995	100%	\$9,565	\$0
41	T1179576	2021	LEXUS	NX	4	Trade on New	No	\$	49,995	\$	47,250	98%	\$7,720	\$3,333
42	T1042044	2021	LEXUS	IS	18	Trade on New	No	\$	67,995	\$	67,995	112%	\$10,165	\$350
43	T9008425	2019	LEXUS	UX	3	Loaner	No	\$	35,995	\$	35,995	88%	\$9,065	\$2,237
44	T8D09453	2018	BMW	2 SERIES	60	Trade on New	No	\$	31,995	\$	29,995	100%	\$5,669	\$465
45	T0006316	2020	TOYOTA TRUCK	HIGHLANDER	7	Trade on New	No	\$	45,995	\$	44,487	100%	\$7,177	\$3,871
46	T1064742	2011	LEXUS	LX 570	5	Trade on Used	No	\$	21,995	\$	21,000	100%	\$6,295	\$0
47	T3004424	2013	LEXUS	GS350	6	Trade on New	No	\$	18,995	\$	18,000	70%	\$5,570	\$0
48	T0026048	2020	KIA	SOUL	9	Trade on Used	No	\$	21,995	\$	19,995	68%	\$6,065	\$0
49	T8199478	2018	LEXUS	GX	11	Trade on New	No	\$	54,995	\$	53,000	103%	\$8,311	\$0
50	T8542697	2018	TOYOTA TRUCK	HIGHLANDER	9	Trade on New	No	\$	33,995	\$	32,785	87%	\$9,055	\$1,053
51	T8145911	2018	JEEP	COMPASS	2	Trade on New	No	\$	24,995	\$	23,495	80%	\$8,065	\$1,053
52	I9290350	2019	LEXUS	LX	7	Auction/Wholesale	No	\$	94,995	\$	91,995	103%	\$7,153	\$850
53	T8E08901	2018	MINI	COUNTRYMAN	9	Trade on New	No	\$	24,995	\$	24,995	94%	\$7,265	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	45%
Total # Retail Units	74
Avg. Days to Sale	37.5
Avg. Advertised Price (Time of Sale)	\$ 41,927
Avg. Transaction Price	\$ 39,821
Avg. Market Price at 100%	\$ 46,454
Avg. Price to Market % (Time of Sale)	90%
Avg. Transaction to Market	86%
Avg. Transactional Discount	\$ 2,107
Avg. Front-End Gross	\$ 7,515
Avg. Finance Gross	\$ 659
PUVR	\$ 8,174
Total Gross (Units & PUVR)	\$ 604,856
GROI	197%
% with Trade	23%
Avg. Over/Under Allowance	\$2,029



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	45%	#DIV/0!	#DIV/0!
Total # Retail Units	74	0	0
Avg. Days to Sale	37.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 41,927	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,821	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 46,454	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	90%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	86%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2,107	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 7,515	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 659	#DIV/0!	#DIV/0!
PUVR	\$ 8,174	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 604,856	#DIV/0!	#DIV/0!
GROI	197%	#DIV/0!	#DIV/0!
% with Trade	23%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,029	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	45%	#DIV/0!	#DIV/0!
Total # Retail Units	74	0	0
Avg. Days to Sale	37.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 41,927	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,821	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 46,454	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	90%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	86%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2,107	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 7,515	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 659	#DIV/0!	#DIV/0!
PUVR	\$ 8,174	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 604,856	#DIV/0!	#DIV/0!
GROI	197%	#DIV/0!	#DIV/0!
% with Trade	23%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,029	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	45%	#DIV/0!	#DIV/0!
Total # Retail Units	74	0	0
Avg. Days to Sale	37.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 41,927	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,821	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 46,454	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	90%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	86%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2,107	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 7,515	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 659	#DIV/0!	#DIV/0!
PUVR	\$ 8,174	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 604,856	#DIV/0!	#DIV/0!
GROI	197%	#DIV/0!	#DIV/0!
% with Trade	23%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,029	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	74	0	74
Avg. Days to Sale	37.5	#DIV/0!	37.5
Avg. Advertised Price (Time of Sale)	\$ 41,927	#DIV/0!	\$ 39,821
Avg. Transaction Price	\$ 39,821	#DIV/0!	\$ 39,821
Avg. Market Price at 100%	\$ 46,454	#DIV/0!	\$ 47,106
Avg. Price to Market % (Time of Sale)	90%	#DIV/0!	85%
Avg. Transaction to Market	86%	#DIV/0!	85%
Avg. Transactional Discount	\$ 2,107	#DIV/0!	\$ 2,107
Avg. Front-End Gross	\$ 7,515	#DIV/0!	\$ 7,515
Avg. Finance Gross	\$ 659	#DIV/0!	\$ 659
PUVR	\$ 8,174	#DIV/0!	\$ 8,174
Total Gross (Units & PUVR)	\$ 604,856	#DIV/0!	\$ 604,856
GROI	197%	#DIV/0!	197%
% with Trade	23%	#DIV/0!	23%
Avg. Over/Under Allowance	2,029	#DIV/0!	2,029



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	74	41	33
Avg. Days to Sale	37.5	47.0	25.7
Avg. Advertised Price (Time of Sale)	\$ 41,927	\$ 54,044	\$ 25,905
Avg. Transaction Price	\$ 39,821	\$ 51,021	\$ 25,905
Avg. Market Price at 100%	\$ 46,454	\$ 59,862	\$ 31,259
Avg. Price to Market % (Time of Sale)	90%	90%	83%
Avg. Transaction to Market	86%	85%	83%
Avg. Transactional Discount	\$ 2,107	\$ 3,023	\$ 968
Avg. Front-End Gross	\$ 7,515	\$ 7,762	\$ 7,208
Avg. Finance Gross	\$ 659	\$ 730	\$ 571
PUVR	\$ 8,174	\$ 8,492	\$ 7,779
Total Gross (Units & PUVR)	\$ 604,856	\$ 348,163	\$ 256,693
GROI	197%	127%	421%
% with Trade	23%	0%	52%
Avg. Over/Under Allowance	2,029	2,107	1,667



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	74	58	9
% of Retail Units	100%	78%	12%
% Retailed of Non-New Franchise	45%	47%	67%
Avg. Days to Sale	37.5	24.2	20.1
Avg. Transaction Price	\$ 39,821	\$ 37,561	\$ 28,285
Avg. Transaction to Market %	86%	87%	84%
Avg. Transactional Discount	\$ 2,107	\$ 2,331	\$ 1,265
Avg. Front End Gross	\$ 7,515	\$ 7,525	\$ 7,501
Avg. Finance Gross	\$ 659	\$ 647	\$ 105
PUVR	\$ 8,174	\$ 8,171	\$ 7,606
Total Gross (Units & PUVR)	\$ 604,856	\$ 473,942	\$ 68,450
GROI	197%	323%	481%
% with Trade	23%	17%	22%
Avg. Over/Under Allowance	2,029	1,947	1,500



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	3	4	0
0%	4%	5%	0%
#DIV/0!	0%	0%	#DIV/0!
#DIV/0!	26.7	277.0	#DIV/0!
#DIV/0!	\$ 82,997	\$ 66,160	#DIV/0!
#DIV/0!	88%	83%	#DIV/0!
#DIV/0!	\$ 1,998	\$ 835	#DIV/0!
#DIV/0!	\$ 6,594	\$ 8,095	#DIV/0!
#DIV/0!	\$ 1,595	\$ 1,379	#DIV/0!
#DIV/0!	\$ 8,189	\$ 9,474	#DIV/0!
#DIV/0!	\$ 24,567	\$ 37,897	#DIV/0!
#DIV/0!	133%	19%	#DIV/0!
#DIV/0!	67%	75%	#DIV/0!
#DIV/0!	1,000	3,342	#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	74	54	7
% of Retail Units	100%	73%	9%
% Retailed of Non-New Franchise	45%	44%	43%
Avg. Days to Sale	37.5	13.7	36.0
Avg. Transaction Price	\$ 39,821	\$ 40,589	\$ 28,985
Avg. Transaction to Market %	86%	90%	78%
Avg. Transactional Discount	\$ 2,107	\$ 888	\$ 12,438
Avg. Front End Gross	\$ 7,515	\$ 8,265	\$ 5,017
Avg. Finance Gross	\$ 659	\$ 678	\$ 263
PUVR	\$ 8,174	\$ 8,943	\$ 5,280
Total Gross (Units & PUVR)	\$ 604,856	\$ 482,899	\$ 36,959
GROI	197%	580%	182%
% with Trade	23%	26%	0%
Avg. Over/Under Allowance	2,029	1,819	#DIV/0!



46-60 days	61-90 days	90+ days
3	6	4
4%	8%	5%
67%	50%	25%
55.7	69.2	300.3
\$ 34,497	\$ 31,648	\$ 64,660
88%	75%	77%
\$ 1,832	\$ 1,847	\$ 1,085
\$ 6,125	\$ 4,456	\$ 7,396
\$ 155	\$ 918	\$ 1,083
\$ 6,280	\$ 5,374	\$ 8,479
\$ 18,839	\$ 32,242	\$ 33,917
118%	88%	16%
0%	17%	50%
#DIV/0!	0	4,513