









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	DV12755	2019	JEEP	GRAND CHER	42	Street/Curb Buy	No	\$20,994	\$25,500	98%	\$750	\$665
2	NC232765A	2019	Nissan	ROUGE	21	Trade on Used	Yes	\$21,496	\$23,999	95%	\$545	\$593
3	RV9626	2020	Nissan	ROUGE	104	Street/Curb Buy	Yes	\$23,803	\$30,494	100%	\$3,011	\$3,824
4	DV12518	2020	Jeep	WRANGLER	88	Street/Curb Buy	No	\$40,904	\$47,995	94%	\$3,042	\$5,477
5	DV12818	2018	Mercedes-Benz	C300	30	Street/Curb Buy	No	\$30,961	\$34,000	98%	\$263	\$373
6	DV12648	2019	Chrysler	300	62	Street/Curb Buy	No	\$28,494	\$31,000	96%	(\$1,904)	\$7,015
7	NC556161B	2015	Nissan	LEAF	11	Trade on Used	Yes	\$13,998	\$13,170	87%	(\$898)	\$1,737
8	DV12898	2020	Ram	1500	9	Street/Curb Buy	No	\$32,815	\$36,490	97%	\$1,872	\$4,133
9	DV12527	2018	Chevrolet	1500	85	Trade on Used	No	\$41,389	\$44,472	91%	\$4,333	\$1,237
10	DV12637	2020	Hyundai	TUCSON	64	Street/Curb Buy	No	\$23,269	\$26,264	102%	(\$3,474)	\$133
11	NN343778A	2021	Nissan	VERSA	5	Street/Curb Buy	Yes	\$20,974	\$19,999	98%	(\$884)	\$245
12	DV12779A	2016	BMW	535	14	Street/Curb Buy	No	\$25,447	\$26,182	97%	\$228	\$2,077
13	DV12777	2020	Jeep	RENEGADE	41	Street/Curb Buy	No	\$24,498	\$25,993	99%	(\$1,192)	\$2,294
14	NN632204A	2016	Nissan	MURANO	15	Street/Curb Buy	Yes	\$21,994	\$23,500	88%	(\$612)	\$1,184
15	DV12712	2019	Chevrolet	CAMERO	51	Street/Curb Buy	No	\$28,499	\$32,387	94%	\$515	\$2,445
16	NN339207A	2020	Nissan	ALTIMA	5	Trade on Used	Yes	\$24,350	\$25,994	96%	\$3,541	\$2,267
17	DV12891	2020	Cadillac	XT5	10	Trade on Used	No	\$35,881	\$35,279	100%	(\$2,694)	\$3,307

18	DV12910	2020	Nissan	SENTRA	1	Street/Curb Buy	Yes	\$21,603	\$16,070	96%	\$1,085	\$2,771
19	DV12556	2020	Ford	F150	80	Street/Curb Buy	No	\$47,998	\$48,495	82%	\$1,417	\$6,264
20	DV12479	2019	Lincoln	MKC	107	Street/Curb Buy	No	\$32,589	\$38,990	93%	\$2,166	\$3,025
21	DV12544	2019	Dodge	CHARGER	88	Street/Curb Buy	No	\$25,398	\$27,400	92%	(\$4,212)	\$2,202
22	NC674513A	2017	Nissan	PATHFINDER	11	Street/Curb Buy	Yes	\$23,984	\$25,495	94%	\$1,716	\$262
23	NN345337A	2018	Nissan	ALTIMA	6	Street/Curb Buy	Yes	\$18,798	\$19,000	98%	(\$684)	\$7
24	NN100519A	2017	Nissan	TITAN	13	Trade on Used	Yes	\$29,669	\$33,995	95%	(\$1,582)	\$4,561
25	DV12895	202	Ford	MUSTANG	11	Street/Curb Buy	No	\$29,236	\$34,089	102%	\$1,137	\$3,916
26	DV12745	2020	Toyota	COROLLA	45	Street/Curb Buy	No	\$20,272	\$22,994	100%	(\$549)	\$2,823
27	N9160435A	2020	Nissan	ARMADA	22	Trade on Used	No	\$41,398	\$44,388	93%	\$4,317	\$1,824
28	MW029091 A	2021	Nissan	ROUGE	16	Street/Curb Buy	Yes	\$32,246	\$33,995	94%	\$1,627	\$4,073
29	DV12869	2020	Kia	OPTIMA	25	Trade on Used	No	\$22,998	\$27,325	99%	\$1,162	\$791
30	RV9643	2020	Nissan	KICK	11	Trade on Used	Yes	\$24,324	\$25,621	94%	\$2,258	\$2,127
31	NL491455A	2017	Nissan	SENTRA	3	Street/Curb Buy	Yes		\$16,895		(\$318)	\$379
32	DV12760	2020	Chevrolet	MALIBU	45	Street/Curb Buy	No	\$22,498	\$26,051	100%	(\$1,711)	\$3,172
33	DV12858	2020	Nissan	ROUGE	32	Street/Curb Buy	Yes	\$23,998	\$27,995	98%	(\$1,255)	\$2,847
34	DV12640	2019	Ford	EDGE	65	Street/Curb Buy	No	\$29,589	\$25,589	99%	(\$3,815)	\$300
35	DV12915	2019	Hyundai	ELANTRA	1	Street/Curb Buy	No	\$17,889	\$18,995	97%	(\$1,024)	\$1,511
36	DV12504	2020	Chevrolet	EQUINOX	92	Street/Curb Buy	No	\$22,838	\$24,995	90%	(\$2,912)	\$856

37	NL483957A	2019	Nissan	SENTRA	16	Street/Curb Buy	Yes	\$18,746	\$21,000	94%	(\$2,259)	\$1,329
38	NL477986A	2019	Honda	CIVIC	17	Street/Curb Buy	No	\$22,998	\$21,695	99%	\$2,116	\$2,399
39	MW028482 A	2020	Honda	PASSPORT	17	Street/Curb Buy	No	\$25,746	\$36,741	95%	\$1,656	\$2,038
40	DV12662	2018	Nissan	ROUGE	64	Trade on Used	Yes	\$22,482	\$26,704	96%	(\$64)	\$5,007
41	DV12676	2019	Ford	F150	59	Street/Curb Buy	No	\$29,898	\$37,552	94%	\$3,045	\$3,414
42	DV12938	2018	Hyundai	ELANTRA	6	Trade on Used	No	\$17,949	\$21,370	98%	(\$1,567)	\$350
43	DV12772	2019	Nissan	SENTRA	46	Street/Curb Buy	Yes	\$20,698	\$23,996	98%	(\$2,000)	\$2,090
44	DV12580A	2020	Nissan	ALTIMA	24	Trade on Used	Yes	\$23,698	\$25,980	97%	(\$1,982)	\$1,602
45	DV12640	2019	Ford	EDGE	65	Street/Curb Buy	No	\$29,589	\$29,589	99%	(\$3,815)	\$300
46	NC110780A	2019	Nissan	MAXIMA	59	Street/Curb Buy	Yes	\$32,071	\$35,061	96%	(\$1,790)	\$3,150
47	DV12597	2020	Chrysler	PACIFICA	75	Street/Curb Buy	No	\$28,798	\$32,288	91%	(\$2,107)	\$2,433
48	NN339744A	2021	Nissan	ALTIMA	18	Street/Curb Buy	Yes	\$29,400	\$33,052	97%	\$2,775	\$3,644
49	NN301505A	2021	Kia	FORTE	92	Street/Curb Buy	No	\$25,664	\$24,999	96%	(\$3,438)	\$154
50	DV12673	2017	Toyota	CAMRY	62	Street/Curb Buy	No	\$22,997	\$23,208	94%	(\$5,743)	\$1,841
51	DV12735	2020	Ram	1500	50	Street/Curb Buy	No	\$42,398	\$48,494	96%	\$2,746	\$1,623
52	DV12814	2019	Ford	FUSION	36	Street/Curb Buy	No	\$23,998	\$28,494	97%	\$1,319	\$220
53	NC110780A	2019	Nissan	MAXIMA	59	Street/Curb Buy	No	\$32,071	\$35,061	96%	(\$1,790)	\$3,150

## Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	193
Avg. Days to Sale	40.3
Avg. Advertised Price (Time of Sale)	\$ 27,716
Avg. Transaction Price	\$ 29,405
Avg. Market Price at 100%	\$ 28,712
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ (2,406)
Avg. Front-End Gross	\$ (423)
Avg. Finance Gross	\$ 2,422
PUVR	\$ 2,000
Total Gross (Units & PUVR)	\$ 386,000
GROI	61%
% with Trade	25%
Avg. Over/Under Allowance	\$218



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	193	0	0
Avg. Days to Sale	40.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,716	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,405	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 28,712	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,406)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (423)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,422	#DIV/0!	#DIV/0!
PUVR	\$ 2,000	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 386,000	#DIV/0!	#DIV/0!
GROI	61%	#DIV/0!	#DIV/0!
% with Trade	25%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	218	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	193	0	0
Avg. Days to Sale	40.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,716	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,405	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 28,712	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,406)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (423)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,422	#DIV/0!	#DIV/0!
PUVR	\$ 2,000	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 386,000	#DIV/0!	#DIV/0!
GROI	61%	#DIV/0!	#DIV/0!
% with Trade	25%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	218	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	193	0	0
Avg. Days to Sale	40.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,716	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,405	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 28,712	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,406)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (423)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,422	#DIV/0!	#DIV/0!
PUVR	\$ 2,000	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 386,000	#DIV/0!	#DIV/0!
GROI	61%	#DIV/0!	#DIV/0!
% with Trade	25%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	218	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	193	77	116
Avg. Days to Sale	40.3	25.9	49.8
Avg. Advertised Price (Time of Sale)	\$ 27,716	\$ 25,292	\$ 31,242
Avg. Transaction Price	\$ 29,405	\$ 26,636	\$ 31,242
Avg. Market Price at 100%	\$ 28,712	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,406)	\$ (2,658)	\$ (2,279)
Avg. Front-End Gross	\$ (423)	\$ (231)	\$ (550)
Avg. Finance Gross	\$ 2,422	\$ 2,544	\$ 2,342
PUVR	\$ 2,000	\$ 2,313	\$ 1,792
Total Gross (Units & PUVR)	\$ 386,000	\$ 178,079	\$ 207,890
GROI	61%	121%	41%
% with Trade	25%	26%	25%
Avg. Over/Under Allowance	218	-94	432



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	193	0	193
Avg. Days to Sale	40.3	#DIV/0!	40.3
Avg. Advertised Price (Time of Sale)	\$ 27,716	#DIV/0!	\$ 29,405
Avg. Transaction Price	\$ 29,405	#DIV/0!	\$ 29,405
Avg. Market Price at 100%	\$ 28,712	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,406)	#DIV/0!	\$ (2,431)
Avg. Front-End Gross	\$ (423)	#DIV/0!	\$ (423)
Avg. Finance Gross	\$ 2,422	#DIV/0!	\$ 2,422
PUVR	\$ 2,000	#DIV/0!	\$ 2,000
Total Gross (Units & PUVR)	\$ 386,000	#DIV/0!	\$ 385,969
GROI	61%	#DIV/0!	61%
% with Trade	25%	#DIV/0!	15%
Avg. Over/Under Allowance	218	#DIV/0!	218



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	193	1	46
% of Retail Units	100%	1%	24%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	40.3	15.0	46.2
Avg. Transaction Price	\$ 29,405	\$ 22,000	\$ 33,805
Avg. Transaction to Market %	102%	109%	105%
Avg. Transactional Discount	\$ (2,406)	\$ (2,102)	\$ (2,777)
Avg. Front End Gross	\$ (423)	\$ (1,623)	\$ (249)
Avg. Finance Gross	\$ 2,422	\$ 3,559	\$ 2,562
PUVR	\$ 2,000	\$ 1,936	\$ 2,313
Total Gross (Units & PUVR)	\$ 386,000	\$ 1,936	\$ 106,417
GROI	61%	211%	53%
% with Trade	25%	0%	100%
Avg. Over/Under Allowance	218	#DIV/0!	199



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
146	0	0	0
76%	0%	0%	0%
100%	#DIV/0!	#DIV/0!	#DIV/0!
38.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,069	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (2,326)	#DIV/0!	#DIV/0!	#DIV/0!
\$ (469)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,371	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,901	#DIV/0!	#DIV/0!	#DIV/0!
\$ 277,616	#DIV/0!	#DIV/0!	#DIV/0!
63%	#DIV/0!	#DIV/0!	#DIV/0!
2%	#DIV/0!	#DIV/0!	#DIV/0!
501	#DIV/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	193	95	21
% of Retail Units	100%	49%	11%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	40.3	12.7	38.4
Avg. Transaction Price	\$ 29,405	\$ 26,626	\$ 29,845
Avg. Transaction to Market %	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,406)	\$ (2,274)	\$ (3,344)
Avg. Front End Gross	\$ (423)	\$ 472	\$ (429)
Avg. Finance Gross	\$ 2,422	\$ 2,208	\$ 2,759
PUVR	\$ 2,000	\$ 2,680	\$ 2,330
Total Gross (Units & PUVR)	\$ 386,000	\$ 254,641	\$ 48,925
GROI	61%	285%	73%
% with Trade	25%	27%	10%
Avg. Over/Under Allowance	218	-925	1,600



46-60 days	61-90 days	90+ days
21	34	19
11%	18%	10%
100%	100%	100%
54.3	74.4	110.6
\$ 31,645	\$ 33,525	\$ 33,848
105%	102%	102%
\$ (2,825)	\$ (2,444)	\$ (2,288)
\$ (876)	\$ (1,862)	\$ (1,855)
\$ 2,594	\$ 2,724	\$ 2,416
\$ 1,718	\$ 863	\$ 561
\$ 36,072	\$ 29,337	\$ 10,661
36%	12%	5%
10%	38%	32%
875	836	3,148