









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	p5170a	2016	ford	explorer	61	Trade on New	no	\$ 22,990	\$ 22,990	96%	\$2,157	\$1,051
2	P5178	2019	HYUNDAI	TUCSON	57	Auction/Wholesale	YES	\$ 33,528	\$ 33,528	101%	\$2,397	\$416
3	P5064A	2013	HYUNDAI	SONATA	11	Trade on Used	NO	\$ 11,500	\$ 11,500	99%	\$3,059	\$0
4	H22343	2022	HYUNDAI	TUCSON	20	Loaner	NO	\$ 30,100	\$ 30,100	100%	\$1,407	\$0
5	H22284B	2011	HYUNDAI	SANTA FE	50	Trade on Used	NO	\$ 11,998	\$ 11,998	101%	\$2,611	\$866
6	P5108A	2020	HYUNDAI	SANTA FE	51	Trade on Used	YES	\$ 31,975	\$ 31,975	114%	\$2,824	\$0
7	H22345A	2020	HYUNDAI	PALISADE	18	Trade on New	YES	\$ 50,990	\$ 50,990	99%	\$3,496	\$838
8	H22313A	2020	HYUNDAI	KONA	31	Trade on New	YES	\$ 27,498	\$ 26,498	109%	\$2,911	\$1,581
9	H22300A	2020	HYUNDAI	SANTA FE	49	Trade on New	YES	\$ 39,500	\$ 39,500	103%	\$2,560	\$1,573
10	H22291A	2018	HYUNDAI	ELANTRA	53	Trade on New	NO	\$ 22,542	\$ 22,542	109%	\$2,945	\$2,221
11	P5188	2016	Chevrolet	COLORADO	27	Street/Curb Buy	NO	\$ 33,998	\$ 33,998	106%	\$3,545	\$2,444
12	H22325A	2018	HYUNDAI	SONATA	26	Trade on New	NO	\$ 23,732	\$ 23,732	113%	\$3,017	\$2,390
13	H22179A	2019	TOYOTA	TUNDRA	116	Trade on New	NO	\$ 50,455	\$ 49,955	99%	\$1,622	\$0
14	H22193B	2017	HONDA	PILOT	100	Trade on Used	NO	\$ 26,323	\$ 26,323	98%	\$2,803	\$2,225
15	P5190	2015	HYUNDAI	ELANTRA	8	Street/Curb Buy	NO	\$ 13,999	\$ 13,999	108%	\$1,689	\$2,333
16	P5183	2022	HYUNDAI	SANTA FE	37	LBO Customer	YES	\$ 32,998	\$ 329,998	95%	\$7,953	\$3,022
17	H22374A	2017	HONDA	PILOT	12	Trade on New	NO	\$ 28,990	\$ 28,990	100%	\$1,400	\$2,682
18	H22383A	2015	NISSAN	ALTIMA	10	Trade on New	NO	\$ 15,998	\$ 15,998	98%	\$3,005	\$0
19	H22277B	2018	HYUNDAI	IONIQ	34	Trade on Used	NO	\$ 21,498	\$ 21,000	103%	\$2,382	\$1,776
20	P5193	2010	Mercedes-Benz	E350	13	Street/Curb Buy	NO	\$ 13,998	\$ 13,998	108%	\$2,627	\$0
21	P5106	2019	HYUNDAI	ELANTRA	216	Auction/Wholesale	YES	\$ 25,988	\$ 25,988	97%	\$2,086	\$3,079
22	H22373A	2010	Volkswagen	JETTA	10	Trade on New	NO	\$ 8,998	\$ 8,998	103%	\$3,618	\$0
23	H22209D	2011	FORD	RANGER	38	Trade on Used	NO	\$ 13,488	\$ 13,488	100%	\$2,255	\$1,495
24	P5183A	2016	MAZDA	CX5	10	Trade on Used	NO	\$ 18,346	\$ 18,346	100%	\$4,810	\$242
25	P5184	2014	HYUNDAI	SANTA FE	50	Trade on Used	NO	\$ 17,987	\$ 17,987	104%	\$1,938	\$1,804
26	H22304A	2015	HYUNDAI	SONATA	47	Trade on New	NO	\$ 13,683	\$ 13,998	110%	\$2,509	\$0
27	H22271A	2015	Chevrolet	TAHOE	73	Trade on New	NO	\$ 30,990	\$ 30,990	102%	\$2,471	\$1,880
28	P5106A	2013	HYUNDAI	SANTA FE	8	Trade on Used	NO	\$ 13,990	\$ 13,990	99%	\$3,888	\$1,921
29	H22390A	2005	Chevrolet	SILVERADO	7	Trade on New	NO	\$ 12,990	\$ 12,990	100%	\$6,293	\$0
30	H22394	2022	HYUNDAI	SANTA CRUZ	1	Loaner	NO	\$ 41,625	\$ 41,625	100%	\$3,095	\$0

31	P5191	2009	JEEP	LIBERTY	18	Street/Curb Buy	NO	\$	9,998	\$	9,998	101%	\$3,010	\$752
32	H22278B	2015	Chevrolet	SUBURBAN	58	Trade on Used	NO	\$	32,998	\$	30,990	106%	\$3,010	\$1,407
33	P5157A	2018	NISSAN	ROGUE	110	Trade on Used	NO	\$	25,038	\$	25,038	103%	\$1,857	\$2,059
34	P5179	2014	JEEP	RANGLER	74	Street/Curb Buy	NO	\$	27,998	\$	26,500	105%	\$87	\$0
35	H22179B	2008	HONDA	ELEMENT	10	Trade on Used	NO	\$	14,998	\$	14,200	123%	\$3,292	\$0
36	H22369A	2021	HYUNDAI	TUCSON	17	Trade on New	YES	\$	31,998	\$	31,998	104%	\$4,448	\$2,185
37	H22369B	2014	Chevrolet	CRUZE	9	Trade on Used	NO	\$	12,998	\$	11,990	100%	\$4,213	\$0
38	H22353A	2018	HYUNDAI	SONATA	24	Trade on New	NO	\$	24,755	\$	24,755	104%	\$4,123	\$2,331
39	H22389A	2018	HYUNDAI	SANTA FE	3	Trade on New	NO	\$	28,990	\$	28,990	110%	\$3,534	\$1,453
40	H22123K	2015	HYUNDAI	SONATA	33	Trade on New	NO	\$	13,998	\$	13,998	107%	\$2,858	\$145
41	H22341A	2015	HYUNDAI	SANTA FE	37	Trade on New	NO	\$	19,998	\$	19,998	104%	\$3,620	\$1,822
42	P5198	2019	HYUNDAI	ELANTRA	2	LBO OEM/Leasing Co.	YES	\$	20,998	\$	19,998	106%	\$8,807	\$222
43	H22389B	2012	TOYOTA	CAMRY	2	Trade on Used	NO	\$	12,998	\$	11,642	105%	\$3,082	\$842
44	P5199	2019	HYUNDAI	KONA	1	LBO Customer	YES	\$	14,743	\$	14,743	%	(\$300)	\$1,392
45	P5200	2013	HYUNDAI	SANTA FE	9	Street/Curb Buy	NO	\$	16,998	\$	16,998	104%	\$4,441	\$2,633
46	H22397A	2016	HYUNDAI	SONATA	12	Trade on New	NO	\$	19,498	\$	19,498		\$2,913	\$1,424
47	H22301B	2013	HYUNDAI	TUCSON	66	Trade on Used	NO	\$	15,998	\$	15,498	111%	\$2,834	\$0
48	H22388A	2018	HYUNDAI	TUCSON	16	Trade on New	NO	\$	27,998	\$	27,998	108%	\$4,027	\$1,478
49	H22391A	2014	HYUNDAI	ELANTRA	12	Trade on New	NO	\$	13,498	\$	13,498	104%	\$3,366	\$2,005
50	H22331A	2014	TOYOTA	AVALON	47	Trade on New	NO	\$	19,998	\$	19,998	107%	\$2,768	\$242
51	H22394A	2021	HYUNDAI	KONA	19	Trade on New	YES	\$	29,998	\$	29,998	105%	\$2,914	\$0
52	P4909A	2014	RAM	1500	72	Trade on Used	NO	\$	24,388	\$	24,388	106%	\$3,330	\$2,169
53	P5196	2007	Chevrolet	TAHOE	28	Street/Curb Buy	NO	\$	13,998	\$	13,500	105%	\$2,144	\$858

## Scoreboard Totals

% Retailed of Non-Franchise Make	47%
Total # Retail Units	83
Avg. Days to Sale	41.5
Avg. Advertised Price (Time of Sale)	\$ 22,322
Avg. Transaction Price	\$ 25,523
Avg. Market Price at 100%	\$ 21,297
Avg. Price to Market % (Time of Sale)	105%
Avg. Transaction to Market	120%
Avg. Transactional Discount	\$ (3,201)
Avg. Front-End Gross	\$ 3,081
Avg. Finance Gross	\$ 1,142
PUVR	\$ 4,224
Total Gross (Units & PUVR)	\$ 350,555
GROI	144%
% with Trade	40%
Avg. Over/Under Allowance	\$233



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	47%	#DIV/0!	#DIV/0!
Total # Retail Units	83	0	0
Avg. Days to Sale	41.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,322	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,523	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 21,297	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	120%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (3,201)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,081	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,142	#DIV/0!	#DIV/0!
PUVR	\$ 4,224	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 350,555	#DIV/0!	#DIV/0!
GROI	144%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	233	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	47%	#DIV/0!	#DIV/0!
Total # Retail Units	83	0	0
Avg. Days to Sale	41.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,322	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,523	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 21,297	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	120%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (3,201)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,081	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,142	#DIV/0!	#DIV/0!
PUVR	\$ 4,224	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 350,555	#DIV/0!	#DIV/0!
GROI	144%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	233	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	47%	#DIV/0!	#DIV/0!
Total # Retail Units	83	0	0
Avg. Days to Sale	41.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,322	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,523	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 21,297	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	120%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (3,201)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,081	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,142	#DIV/0!	#DIV/0!
PUVR	\$ 4,224	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 350,555	#DIV/0!	#DIV/0!
GROI	144%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	233	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	83	14	69
Avg. Days to Sale	41.5	49.6	39.8
Avg. Advertised Price (Time of Sale)	\$ 22,322	\$ 30,193	\$ 20,310
Avg. Transaction Price	\$ 25,523	\$ 51,214	\$ 20,310
Avg. Market Price at 100%	\$ 21,297	#VALUE!	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	#VALUE!	#DIV/0!
Avg. Transaction to Market	120%	#VALUE!	#DIV/0!
Avg. Transactional Discount	\$ (3,201)	\$ (21,021)	\$ 415
Avg. Front-End Gross	\$ 3,081	\$ 3,374	\$ 3,022
Avg. Finance Gross	\$ 1,142	\$ 1,228	\$ 1,125
PUVR	\$ 4,224	\$ 4,602	\$ 4,147
Total Gross (Units & PUVR)	\$ 350,555	\$ 64,431	\$ 286,124
GROI	144%	65%	185%
% with Trade	40%	64%	35%
Avg. Over/Under Allowance	233	333	190



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	83	44	39
Avg. Days to Sale	41.5	30.8	53.5
Avg. Advertised Price (Time of Sale)	\$ 22,322	\$ 22,729	\$ 21,598
Avg. Transaction Price	\$ 25,523	\$ 29,002	\$ 21,598
Avg. Market Price at 100%	\$ 21,297	#DIV/0!	\$ 21,203
Avg. Price to Market % (Time of Sale)	105%	#DIV/0!	102%
Avg. Transaction to Market	120%	#DIV/0!	102%
Avg. Transactional Discount	\$ (3,201)	\$ (6,273)	\$ 266
Avg. Front-End Gross	\$ 3,081	\$ 3,283	\$ 2,854
Avg. Finance Gross	\$ 1,142	\$ 1,356	\$ 901
PUVR	\$ 4,224	\$ 4,639	\$ 3,755
Total Gross (Units & PUVR)	\$ 350,555	\$ 204,115	\$ 146,440
GROI	144%	187%	117%
% with Trade	40%	20%	62%
Avg. Over/Under Allowance	233	305	109



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	83	36	25
% of Retail Units	100%	43%	30%
% Retailed of Non-New Franchise	47%	44%	60%
Avg. Days to Sale	41.5	33.6	47.4
Avg. Transaction Price	\$ 25,523	\$ 22,119	\$ 20,757
Avg. Transaction to Market %	120%	#DIV/0!	104%
Avg. Transactional Discount	\$ (3,201)	\$ 575	\$ 266
Avg. Front End Gross	\$ 3,081	\$ 3,174	\$ 2,930
Avg. Finance Gross	\$ 1,142	\$ 1,082	\$ 1,019
PUVR	\$ 4,224	\$ 4,256	\$ 3,949
Total Gross (Units & PUVR)	\$ 350,555	\$ 153,211	\$ 98,726
GROI	144%	206%	145%
% with Trade	40%	47%	28%
Avg. Over/Under Allowance	233	193	-83



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
15	2	2	2
18%	2%	2%	2%
53%	0%	0%	0%
47.5	136.5	10.5	19.0
\$ 20,480	\$ 29,758	\$ 35,863	\$ 172,371
104%	99%	100%	#VALUE!
\$ 200	\$ -	\$ -	\$ (148,500)
\$ 2,854	\$ 2,242	\$ 2,251	\$ 3,827
\$ 1,482	\$ 1,748	\$ -	\$ 2,207
\$ 4,336	\$ 3,989	\$ 2,251	\$ 6,034
\$ 65,042	\$ 7,978	\$ 4,502	\$ 12,067
161%	35%	215%	66%
27%	100%	50%	50%
275	0	1,000	3,000

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	0
1%	0%	0%
0%	#DIV/0!	#DIV/0!
2.0	#DIV/0!	#DIV/0!
\$ 19,998	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!
\$ 1,000	#DIV/0!	#DIV/0!
\$ 8,807	#DIV/0!	#DIV/0!
\$ 222	#DIV/0!	#DIV/0!
\$ 9,029	#DIV/0!	#DIV/0!
\$ 9,029	#DIV/0!	#DIV/0!
8127%	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
-500	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	83	42	13
% of Retail Units	100%	51%	16%
% Retailed of Non-New Franchise	47%	36%	46%
Avg. Days to Sale	41.5	12.0	37.5
Avg. Transaction Price	\$ 25,523	\$ 19,167	\$ 44,496
Avg. Transaction to Market %	120%	#DIV/0!	171%
Avg. Transactional Discount	\$ (3,201)	\$ 599	\$ (22,731)
Avg. Front End Gross	\$ 3,081	\$ 3,523	\$ 3,493
Avg. Finance Gross	\$ 1,142	\$ 1,046	\$ 1,567
PUVR	\$ 4,224	\$ 4,569	\$ 5,060
Total Gross (Units & PUVR)	\$ 350,555	\$ 191,904	\$ 65,781
GROI	144%	718%	109%
% with Trade	40%	36%	46%
Avg. Over/Under Allowance	233	236	500



46-60 days	61-90 days	90+ days
11	8	9
13%	10%	11%
36%	88%	78%
51.8	70.9	146.1
\$ 26,456	\$ 23,502	\$ 28,435
105%	102%	102%
\$ 198	\$ 250	\$ 56
\$ 2,790	\$ 2,205	\$ 1,559
\$ 939	\$ 1,122	\$ 1,244
\$ 3,730	\$ 3,327	\$ 2,803
\$ 41,025	\$ 26,616	\$ 25,229
98%	72%	24%
36%	25%	67%
0	400	-17