

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	69256B	2020	Chevrolet	TRAVERSE	51	Trade on New	No	\$ 35,987	\$ 35,987	93%	\$1,507	\$518
2	69271A	2021	Honda	PILOT	79	Trade on New		\$ 48,899	\$ 49,469	97%	\$425	\$3,492
3	69276A	2019	Honda	CR-V	54	Trade on New		\$ 27,282	\$ 26,000	95%	\$402	\$2,386
4	69277A	2019	Honda	ODYSSEY	91	Trade on New		\$ 27,987	\$ 28,487	85%	(\$901)	\$1,040
5	69278A	2019	Honda	HR-V	100	Trade on New		\$ 23,749	\$ 24,499	94%	\$2,581	\$1,723
6	69282A	2017	Toyota	PRIUS	40	Trade on New	No	\$ 21,987	\$ 21,987	92%	\$568	\$1,084
7	69298A	2019	Honda	PASSPORT	10	Trade on New		\$ 39,987	\$ 39,987	100%	\$3,000	\$0
8	69299A	2014	Honda	PILOT TOURING	30	Trade on New		\$ 19,987	\$ 19,987	99%	\$2,040	\$701
9	69302A	2019	Honda	ACCORD SEDAN	29	Trade on New		\$ 28,487	\$ 28,487	98%	\$1,560	\$0
10	69306A	2020	Honda	PILOT	21	Trade on New		\$ 42,587	\$ 37,987	99%	\$2,136	\$1,931
11	69308A	2013	Subaru	IMPREZA WAGON	5	Trade on New	No	\$ 17,987	\$ 15,987	101%	\$4,503	\$851
12	69391B	2013	Honda	ACCORD SDN	8	Trade on New		\$ 13,987	\$ 13,987	98%	\$968	\$0
13	69397A	2020	Honda	HR-V	71	Trade on New		\$ 26,697	\$ 25,697	98%	\$1,408	\$0
14	69400A	2019	Honda	PILOT	106	Trade on New		\$ 35,822	\$ 33,822	94%	(\$496)	\$1,297
15	69420A	2020	Honda	CIVIC SEDAN	111	Trade on New		\$ 20,987	\$ 20,987	89%	\$912	\$346
16	69425A	2019	Honda	HR-V	66	Trade on New		\$ 30,874	\$ 26,741	98%	(\$593)	\$0
17	69432A	2020	Honda	ACCORD SPORT	82	Trade on New		\$ 29,987	\$ 26,965	92%	\$289	\$3,445
18	69440A	2019	Honda	ACCORD SEDAN	98	Trade on New		\$ 25,969	\$ 24,969	89%	(\$428)	\$3,054
19	69451A	2020	Honda	CIVIC SPORT	112	Trade on New		\$ 21,787	\$ 23,987	86%	\$999	\$3,585
20	69457A	2020	Honda	HR-V	80	Trade on New		\$ 22,987	\$ 23,431	89%	\$4,879	\$1,400
21	69476A	2019	Honda	CR-V	69	Trade on New		\$ 29,693	\$ 32,499	98%	\$5,027	\$3,870
22	69476B	2016	Chevrolet	CRUZE	37	Trade on New		\$ 15,499	\$ 14,825	93%	\$410	\$0
23	69478B	2019	Honda	CIVIC	85	Trade on New		\$ 22,987	\$ 22,987	94%	(\$1,161)	\$2,851
24	69479A	2019	Honda	HR-V LX	105	Trade on New		\$ 24,438	\$ 22,438	94%	(\$340)	\$3,383
25	69480A	2019	Honda	HR-V	74	Trade on New		\$ 23,987	\$ 23,487	93%	(\$712)	\$1,241
26	69488A	2019	Honda	CIVIC SEDAN	100	Trade on New		\$ 22,987	\$ 20,000	92%	(\$276)	\$0
27	69491A	2019	Honda	HR-V EX	52	Trade on New		\$ 28,787	\$ 26,787	98%	\$1,611	\$1,670
28	69497B	2018	Honda	CIVIC SEDAN	52	Trade on New		\$ 20,787	\$ 20,987	94%	\$664	\$0
29	69499A	2019	Honda	CR-V	73	Trade on New		\$ 35,687	\$ 32,000	98%	\$1,188	\$1,493
30	69501A	2019	Honda	CR-V	104	Trade on New		\$ 25,987	\$ 25,987	94%	\$428	\$0

31	69510A	2019	Honda	CIVIC SEDAN	108	Trade on New		\$ 20,967	\$ 20,967	93%	(\$159)	\$1,942
32	69511A	2019	Honda	CIVIC SEDAN	83	Trade on New		\$ 23,447	\$ 20,447	93%	\$3,134	\$150
33	69514A	2019	Honda	CIVIC SEDAN	68	Trade on New		\$ 26,987	\$ 23,987	98%	\$1,378	\$1,353
34	69523A	2019	Honda	CIVIC SI COUPE	57	Trade on New		\$ 27,694	\$ 26,694	100%	\$604	\$893
35	69524B	2016	Honda	CR-V	38	Trade on New		\$ 22,987	\$ 19,987	92%	\$2,156	\$0
36	69525A	2018	Honda	ACCORD LX	71	Trade on New		\$ 22,983	\$ 22,987	96%	\$195	\$1,460
37	69527A	2019	Honda	CR-V	54	Trade on New		\$ 31,489	\$ 31,489	96%	\$2,928	\$3,807
38	69531A	2019	Honda	CR-V	73	Trade on New		\$ 33,987	\$ 30,987	96%	(\$683)	\$1,400
39	69533B	2018	Chevrolet	SILVERADO 1500	26	Trade on New	No	\$ 28,776	\$ 27,776	89%	\$4,592	\$0
40	69536A	2019	Honda	CR-V	96	Trade on New		\$ 32,987	\$ 30,000	95%	\$847	\$3,605
41	69541A	2019	Honda	CR-V	53	Trade on New		\$ 32,587	\$ 29,000	96%	\$2,134	\$0
42	69544A	2019	Honda	ACCORD SEDAN	93	Trade on New		\$ 25,987	\$ 22,987	94%	(\$505)	\$1,254
43	69546A	2019	Honda	HR-V	59	Trade on New		\$ 24,987	\$ 24,987	94%	\$1,320	\$3,435
44	69547A	2019	Honda	CR-V	61	Trade on New		\$ 31,987	\$ 31,987	98%	\$1,178	\$250
45	69549A	2020	Honda	HR-V	65	Trade on New		\$ 26,987	\$ 25,487	93%	\$1,974	\$1,892
46	69551A	2019	Honda	CIVIC COUPE	98	Trade on New		\$ 19,589	\$ 19,589	95%	(\$155)	\$2,622
47	69554A	2019	Honda	CIVIC LX	95	Trade on New		\$ 23,987	\$ 22,987	91%	\$2,427	\$3,441
48	69556A	2019	Honda	HR-V	48	Trade on New		\$ 25,868	\$ 25,969	95%	\$1,382	\$2,412
49	69561A	2019	Honda	HR-V	14	Trade on New		\$ 26,987	\$ 26,585	104%	\$4,092	\$2,781
50	69565A	2019	Honda	CR-V	72	Trade on New		\$ 34,997	\$ 31,761	100%	\$693	\$1,400
51	69567A	2020	Honda	CIVIC SPORT	66	Trade on New		\$ 27,987	\$ 26,987	104%	\$2,891	\$2,465
52	69578A	2019	Honda	CR-V EX-L	50	Trade on New		\$ 31,987	\$ 31,987	98%	\$255	\$3,495
53	69578B	2010	Honda	CR-V	23	Trade on New		\$ 17,947	\$ 14,987	109%	\$2,437	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	0%
Total # Retail Units	200
Avg. Days to Sale	44.3
Avg. Advertised Price (Time of Sale)	\$ 28,148
Avg. Transaction Price	\$ 26,630
Avg. Market Price at 100%	\$ 29,114
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	91%
Avg. Transactional Discount	#DIV/0!
Avg. Front-End Gross	\$ 1,505
Avg. Finance Gross	\$ 1,527
PUVR	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!
GROI	#DIV/0!
% with Trade	38%
Avg. Over/Under Allowance	\$1,300



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	44.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,148	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,630	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,114	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,505	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,527	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,300	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	44.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,148	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,630	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,114	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,505	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,527	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,300	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	44.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,148	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,630	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,114	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,505	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,527	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,300	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	13
Avg. Days to Sale	44.3	#DIV/0!	26.7
Avg. Advertised Price (Time of Sale)	\$ 28,148	#DIV/0!	\$ 21,989
Avg. Transaction Price	\$ 26,630	#DIV/0!	\$ 21,989
Avg. Market Price at 100%	\$ 29,114	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,505	#DIV/0!	\$ 2,375
Avg. Finance Gross	\$ 1,527	#DIV/0!	\$ 847
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	46%
Avg. Over/Under Allowance	1,300	#DIV/0!	412



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	0	0
Avg. Days to Sale	44.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,148	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,630	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,114	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,505	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,527	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,300	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	181	0
% of Retail Units	100%	91%	0%
% Retailed of Non-New Franchise	0%	0%	#DIV/0!
Avg. Days to Sale	44.3	41.4	#DIV/0!
Avg. Transaction Price	\$ 26,630	\$ 26,560	#DIV/0!
Avg. Transaction to Market %	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 1,505	\$ 1,605	#DIV/0!
Avg. Finance Gross	\$ 1,527	\$ 1,551	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	38%	38%	#DIV/0!
Avg. Over/Under Allowance	1,300	456	#DIV/0!



BO OEM/Leasing	central Fleet (Enterprise, etc	Other
14	0	5
7%	0%	3%
0%	#DIV/0!	0%
78.3	#DIV/0!	51.0
\$ 28,821	#DIV/0!	\$ 23,061
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ 710	#DIV/0!	\$ 98
\$ 1,525	#DIV/0!	\$ 686
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
43%	#DIV/0!	40%
474	#DIV/0!	206

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	82	33
% of Retail Units	100%	41%	17%
% Retailed of Non-New Franchise	0%	0%	0%
Avg. Days to Sale	44.3	16.7	38.7
Avg. Transaction Price	\$ 26,630	\$ 26,501	\$ 25,438
Avg. Transaction to Market %	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 1,505	\$ 2,161	\$ 1,686
Avg. Finance Gross	\$ 1,527	\$ 1,423	\$ 1,392
PUVR	#DIV/0!	\$ 3,584	\$ 3,078
Total Gross (Units & PUVR)	#DIV/0!	\$ 293,879	\$ 101,590
GROI	#DIV/0!	291%	113%
% with Trade	38%	38%	39%
Avg. Over/Under Allowance	1,300	371	389



46-60 days	61-90 days	90+ days
26	36	22
13%	18%	11%
0%	0%	0%
51.6	71.7	101.5
\$ 26,828	\$ 28,650	\$ 24,937
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,446	\$ 654	\$ 246
\$ 2,107	\$ 1,349	\$ 1,776
\$ 3,553	\$ 2,002	\$ 2,021
\$ 92,376	\$ 72,082	\$ 44,470
92%	35%	29%
35%	47%	23%
521	707	336