









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	220067A	2008	BMW	M3	139	Trade on New	No	\$ 25,980	\$ 25,980	92%	(\$1,585)	\$1,175
2	5665P	2020	GMC	Yukon	61	Street/Curb Buy	No	\$ 73,888	\$ 73,888	103%	\$2,400	\$3,275
3	211769A	2012	GMC	Yukon	31	Trade on New	No	\$ 22,888	\$ 22,880	95%	\$2,326	\$2,405
4	220129A	2013	HONDA	ACCORD	71	Trade on New	No	\$ 18,999	\$ 17,899	100%	(\$380)	\$0
5	5712S	2017	KIA	FORTE	7	Street/Curb Buy	No	\$ 18,282	\$ 18,282	101%	\$2,352	\$4,488
6	210694B	2019	Land Rover	Discovery Sport	137	Trade on Used	No	\$ 34,788	\$ 34,588	98%	\$6,368	\$1,150
7	220237A	2014	MAZDA	3	17	Trade on New	No	\$ 15,907	\$ 15,907	94%	\$3,013	\$762
8	5683P	2019	SUBARU	ASCENT	54	Street/Curb Buy	Yes	\$ 40,888	\$ 39,450	98%	\$8,173	\$3,182
9	5669P	2019	SUBARU	ASCENT	56	Street/Curb Buy	Yes	\$ 41,888	\$ 40,588	98%	\$8,888	\$3,507
10	210653L	2021	SUBARU	CROSSTREK	9	Loaner	Yes	\$ 37,000	\$ 35,499	101%	\$9,555	\$2,765
11	210087L	2021	SUBARU	CROSSTREK	10	Loaner	Yes	\$ 37,888	\$ 37,888	104%	\$12,070	\$1,000
12	5692P	2018	SUBARU	CROSSTREK	26	Street/Curb Buy	Yes	\$ 30,888	\$ 30,888	102%	\$13,553	\$1,385
13	220204A	2017	SUBARU	CROSSTREK	54	Trade on New	Yes	\$ 24,500	\$ 24,500	99%	\$4,564	\$3,308
14	220247A	2019	SUBARU	CROSSTREK	14	Trade on New	Yes	\$ 29,888	\$ 29,500	100%	\$2,067	\$4,214
15	5717LB	2019	SUBARU	CROSSTREK	0	LBO Customer	No				\$0	\$3,842
16	220145A	2016	SUBARU	FORESTER	48	Trade on New	No	\$ 21,888	\$ 21,888	99%	\$3,979	\$3,300
17	5701P	2014	SUBARU	IMPREZA	7	Street/Curb Buy	No	\$ 19,500	\$ 17,850	110%	\$2,250	\$719
18	220168A	2013	SUBARU	IMPREZA	17	Trade on New	No	\$ 14,500	\$ 14,500	96%	\$4,520	\$3,645
19	5627A	2014	SUBARU	IMPREZA	84	Trade on Used	No	\$ 23,250	\$ 22,693	94%	\$4,293	\$0
20	5716LB	2019	SUBARU	LEGACY	0	LBO Customer	No					\$2,440
21	211727A	2019	SUBARU	OUTBACK	59	Trade on New	Yes	\$ 34,888	\$ 34,888	100%	\$6,609	
22	220230A	2020	SUBARU	OUTBACK	24	Trade on New	Yes	\$ 42,999	\$ 42,499	105%	\$3,477	\$2,195
23	210135L	2021	SUBARU	OUTBACK	88	Loaner	Yes	\$ 41,400	\$ 39,995	115%	\$15,990	\$3,253
24	5674P	2018	SUBARU	WRX	72	Street/Curb Buy	No	\$ 29,500	\$ 29,500	100%	\$4,007	\$3,423
25	5696S	2019	SUBARU	WRX	19	Street/Curb Buy	No	\$ 33,250	\$ 32,850	101%	\$3,030	\$2,848
26	220272A	2013	Volvo	S60	22	Trade on New	No	\$ 12,888	\$ 12,388	104%	\$2,685	\$0
27	5703S	2018	AUDI	A4	42	Street/Curb Buy	No	\$ 32,888	\$ 32,888		\$608	\$3,065



## Scoreboard Totals

% Retailed of Non-Franchise Make	42%
Total # Retail Units	52
Avg. Days to Sale	46.6
Avg. Advertised Price (Time of Sale)	\$ 31,879
Avg. Transaction Price	\$ 31,582
Avg. Market Price at 100%	\$ 32,019
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 297
Avg. Front-End Gross	\$ 3,983
Avg. Finance Gross	\$ 2,283
PUVR	\$ 6,278
Total Gross (Units & PUVR)	\$ 326,448
GROI	154%
% with Trade	10%
Avg. Over/Under Allowance	(\$280)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Total # Retail Units	52	0	0
Avg. Days to Sale	46.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,879	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,582	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,019	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 297	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,983	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,283	#DIV/0!	#DIV/0!
PUVR	\$ 6,278	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 326,448	#DIV/0!	#DIV/0!
GROI	154%	#DIV/0!	#DIV/0!
% with Trade	10%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-280	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Total # Retail Units	52	0	0
Avg. Days to Sale	46.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,879	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,582	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,019	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 297	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,983	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,283	#DIV/0!	#DIV/0!
PUVR	\$ 6,278	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 326,448	#DIV/0!	#DIV/0!
GROI	154%	#DIV/0!	#DIV/0!
% with Trade	10%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-280	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Total # Retail Units	52	0	0
Avg. Days to Sale	46.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,879	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,582	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,019	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 297	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,983	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,283	#DIV/0!	#DIV/0!
PUVR	\$ 6,278	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 326,448	#DIV/0!	#DIV/0!
GROI	154%	#DIV/0!	#DIV/0!
% with Trade	10%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-280	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	52	16	33
Avg. Days to Sale	46.6	30.6	54.4
Avg. Advertised Price (Time of Sale)	\$ 31,879	\$ 33,382	\$ 31,825
Avg. Transaction Price	\$ 31,582	\$ 32,975	\$ 31,825
Avg. Market Price at 100%	\$ 32,019	\$ 32,903	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	101%	#DIV/0!
Avg. Transaction to Market	99%	100%	#DIV/0!
Avg. Transactional Discount	\$ 297	\$ 407	\$ 260
Avg. Front-End Gross	\$ 3,983	\$ 6,354	\$ 2,880
Avg. Finance Gross	\$ 2,283	\$ 2,176	\$ 2,413
PUVR	\$ 6,278	\$ 8,394	\$ 5,339
Total Gross (Units & PUVR)	\$ 326,448	\$ 134,309	\$ 176,188
GROI	154%	300%	111%
% with Trade	10%	6%	12%
Avg. Over/Under Allowance	-280	-2,000	150



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	52	30	22
Avg. Days to Sale	46.6	31.7	66.9
Avg. Advertised Price (Time of Sale)	\$ 31,879	\$ 29,869	\$ 34,101
Avg. Transaction Price	\$ 31,582	\$ 29,530	\$ 34,101
Avg. Market Price at 100%	\$ 32,019	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 297	\$ 339	\$ 245
Avg. Front-End Gross	\$ 3,983	\$ 5,169	\$ 2,473
Avg. Finance Gross	\$ 2,283	\$ 2,214	\$ 2,375
PUVR	\$ 6,278	\$ 7,443	\$ 4,848
Total Gross (Units & PUVR)	\$ 326,448	\$ 223,276	\$ 106,667
GROI	154%	286%	77%
% with Trade	10%	3%	18%
Avg. Over/Under Allowance	-280	-2,000	150



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	52	23	3
% of Retail Units	100%	44%	6%
% Retailed of Non-New Franchise	42%	61%	67%
Avg. Days to Sale	46.6	48.3	147.7
Avg. Transaction Price	\$ 31,582	\$ 29,614	\$ 37,056
Avg. Transaction to Market %	99%	98%	94%
Avg. Transactional Discount	\$ 297	\$ 181	\$ 586
Avg. Front End Gross	\$ 3,983	\$ 3,156	\$ 1,992
Avg. Finance Gross	\$ 2,283	\$ 2,246	\$ 383
PUVR	\$ 6,278	\$ 5,304	\$ 2,375
Total Gross (Units & PUVR)	\$ 326,448	\$ 121,993	\$ 7,125
GROI	154%	134%	16%
% with Trade	10%	9%	33%
Avg. Over/Under Allowance	-280	325	-49



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
18	0	5	3
35%	0%	10%	6%
33%	#DIV/0!	0%	0%
39.9	#DIV/0!	30.4	0.0
\$ 31,390	#DIV/0!	\$ 38,042	#DIV/0!
#DIV/0!	#DIV/0!	105%	#DIV/0!
\$ 315	#DIV/0!	\$ 591	#DIV/0!
\$ 3,885	#DIV/0!	\$ 10,131	\$ -
\$ 2,628	#DIV/0!	\$ 2,123	\$ 2,661
\$ 6,512	#DIV/0!	\$ 12,255	#DIV/0!
\$ 117,223	#DIV/0!	\$ 61,274	#DIV/0!
187%	#DIV/0!	381%	#DIV/0!
11%	#DIV/0!	0%	0%
-1,000	#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	52	20	7
% of Retail Units	100%	38%	13%
% Retailed of Non-New Franchise	42%	25%	57%
Avg. Days to Sale	46.6	16.7	36.6
Avg. Transaction Price	\$ 31,582	\$ 28,432	\$ 26,903
Avg. Transaction to Market %	99%	100%	#DIV/0!
Avg. Transactional Discount	\$ 297	\$ 249	\$ 69
Avg. Front End Gross	\$ 3,983	\$ 4,852	\$ 2,223
Avg. Finance Gross	\$ 2,283	\$ 2,117	\$ 1,669
PUVR	\$ 6,278	\$ 6,969	\$ 3,892
Total Gross (Units & PUVR)	\$ 326,448	\$ 139,374	\$ 27,244
GROI	154%	530%	142%
% with Trade	10%	10%	0%
Avg. Over/Under Allowance	-280	325	#DIV/0!



46-60 days	61-90 days	90+ days
7	10	5
13%	19%	10%
29%	70%	80%
55.1	74.7	140.2
\$ 31,387	\$ 37,104	\$ 39,959
97%	99%	95%
\$ 604	\$ 366	\$ 240
\$ 4,989	\$ 3,881	\$ 2,564
\$ 3,582	\$ 2,544	\$ 1,505
\$ 8,571	\$ 6,424	\$ 4,068
\$ 59,994	\$ 64,243	\$ 20,342
178%	83%	26%
14%	10%	20%
-2,000	0	-49