

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)	Transactional Discount (\$)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$ 1,200	\$1,500	\$500
1	TU17251T	2015	NISSAN	ALTIMA	66	Trade on New	NO	\$ 9,999	\$ 10,694	71%	\$ (695)	(\$1,127)	\$0
2	TU17447T	2009	TOYOTA	CAMRY	11	Trade on New	NO	\$ 11,995	\$ 10,990	124%	\$ 1,005	\$3,096	\$2,596
3	TU17382T	2019	TOYOTA	HIGH	34	Trade on New	NO	\$ 36,799	\$ 34,305	97%	\$ 2,494	(\$973)	\$3,725
4	TU17349S	2021	TOYOTA	CAMRY	42	LOANER	YES	\$ 35,745	\$ 33,871	95%	\$ 1,874	\$12,346	\$255
5	TU17426T	2019	TOYOTA	4RUNNER	21	Trade on New	NO	\$ 37,958	\$ 35,000	100%	\$ 2,958	\$2,197	\$3,690
6	TU17265T	2022	HONDA	CR-V	69	Trade on New	NO	\$ 33,788	\$ 33,788	83%	\$ -	\$1,444	\$267
7	TU17345S	2021	TOYOTA	HIGH	45	LOANER	YES	\$ 36,999	\$ 38,695	96%	\$ (1,696)	\$9,092	\$3,081
8	TU17425T	2015	HONDA	CR-V	26	Trade on New	NO	\$ 18,945	\$ 18,631	95%	\$ 314	\$3,269	\$3,997
9	TU17410D	2021	TOYOTA	PRIUS	32		NO	\$ 30,590	\$ 30,000	96%	\$ 590	\$641	\$1,064
10	TU17376T	2019	TOYOTA	RAV4	44	Trade on New	NO	\$ 25,997	\$ 28,083	92%	\$ (2,086)	\$3,186	\$0
25	TU17381T	2017	TOYOTA	AVALON	44	Trade on New	NO	\$ 23,997	\$ 21,695	91%	\$ 2,302	\$824	\$5,462
26	TU17457I	2019	TOYOTA	RAV4	19		NO	\$ 31,001	\$ 31,421	96%	\$ (420)	(\$1,776)	\$2,773
27	TU17401T	2022	VOLVO	XC60	40	Trade on New	NO	\$ 48,759	\$ 48,759	87%	\$ -	\$1,049	\$521
28	TU17444D	2019	TOYOTA	HIGH	24		NO	\$ 34,999	\$ 35,694	93%	\$ (695)	\$1,332	\$7,412
29	TU17384T	2019	TOYOTA	HIGH	45	Trade on New	NO	\$ 40,949	\$ 39,000	97%	\$ 1,949	(\$665)	\$3,945
30	TU17435T	2020	TOYOTA	RAV4	28	Trade on New	NO	\$ 28,869	\$ 30,000	96%	\$ (1,131)	\$3,062	\$3,870
31	TU17461D	2019	TOYOTA	RAV4	21		NO	\$ 26,997	\$ 26,500	94%	\$ 497	\$2,606	\$1,162
32	TU17397D	2019	TOYOTA	HIGH	44		YES	\$ 34,297	\$ 35,242	91%	\$ (945)	\$3,006	\$2,108
33	TU17310T	2019	LEXUS	ES300H	66	Trade on New	NO	\$ 34,888	\$ 34,707	91%	\$ 181	(\$11)	\$0
34	TU17484D	2019	TOYOTA	HIGH	44		NO	\$ 33,862	\$ 34,557	91%	\$ (695)	\$1,595	\$1,795
35	TU17488T	2017	TOYOTA	TACOMA	11	Trade on New	NO	\$ 35,565	\$ 35,700	96%	\$ (135)	\$787	\$3,621
36	TU17477T	2020	TOYOTA	PRIUS	20	Trade on New	NO	\$ 30,036	\$ 29,800	92%	\$ 236	\$1,861	\$476
37	TU17428I	2020	VW	TIGUAN	34		NO	\$ 30,000	\$ 30,000	92%	\$ -	\$6,212	\$495
38	TU17546T	2018	HONDA	CR-V	26	Trade on New	NO	\$ 25,796	\$ 25,796	94%	\$ -	\$1,914	\$1,998
39	TU17506D	2019	TOYOTA	HIGH	13		YES	\$ 35,797	\$ 35,612	92%	\$ 185	\$4,434	\$484
40	TU17433T	2019	TOYOTA	RAV4	37	Trade on New	YES	\$ 27,210	\$ 29,000	92%	\$ (1,790)	\$4,728	\$2,413
41	TU17347S	2021	TOYOTA	HIGH	61	LOANER	YES	\$ 38,013	\$ 30,372	97%	\$ 7,641	\$2,646	\$972
42	TU17495I	2019	TOYOTA	HIGH	16		NO	\$ 32,015	\$ 32,710	97%	\$ (695)	(\$1,968)	\$3,550
43	TU17446T	2022	TOYOTA	4RUNNER	37	Trade on New	NO	\$ 42,888	\$ 43,583	94%	\$ (695)	\$5,159	\$2,894
44	TU17558S	2021	TOYOTA	RAV4	4	LOANER	YES	\$ 31,989	\$ 27,198	98%	\$ 4,791	\$5,950	\$1,225
45	TU17559S	2021	TOYOTA	RAV4	4	LOANER	YES	\$ 31,998	\$ 30,341	97%	\$ 1,657	\$10,252	\$100
46	TU17518I	2022	TOYOTA	COROLLA	15		YES	\$ 31,998	\$ 32,693	97%	\$ (695)	\$2,588	\$2,574

47	TU17378D	2021	TOYOTA	SUPRA	58		NO	\$	55,990	\$	55,990	95%	\$	-	\$1,929	\$2,109
48	TU17329T	2019	HONDA	ODY	71	Trade on New	NO	\$	28,990	\$	32,025	87%	\$	(3,035)	\$4,458	\$1,589
49	TU17496T	2019	TOYOTA	COROLLA	20	Trade on New	NO	\$	20,594	\$	22,631	101%	\$	(2,037)	\$4,380	\$2,126
50	TU17555S	2021	TOYOTA	RAV4	6	LOANER	YES	\$	31,998	\$	33,000	99%	\$	(1,002)	\$11,111	\$3,427
51	TU17392T	2019	TOYOTA	HIGH	58	Trade on New	YES	\$	35,889	\$	36,695	91%	\$	(806)	\$1,530	\$7,893
52	TU17556S	2021	TOYOTA	RAV4	6	LOANER	YES	\$	31,998	\$	29,124	98%	\$	2,874	\$9,071	\$1,033
53	TU1736T	2019	TOYOTA	CH-R	65	Trade on New	NO	\$	22,686	\$	22,495	93%	\$	191	\$1,299	\$2,973
54	TU17469T	2020	TOYOTA	HIGH	32	Trade on New	NO	\$	37,076	\$	36,500	93%	\$	576	\$781	\$3,118
55	TU17515T	2022	TOYOTA	SIENNA	17	Trade on New	NO	\$	56,999	\$	56,510	102%	\$	489	\$372	\$3,836
56	TU17195T	2015	FORD	TRANSIT	110	Trade on New	NO	\$	24,573	\$	24,573		\$	0	(\$187)	\$0
57	TU17538I	2019	TOYOTA	RAV4	6		NO	\$	36,990	\$	37,695	99%	\$	(705)	\$1,524	\$7,042
58	TU17465D	2019	TOYOTA	TACOMA	34		NO	\$	43,997	\$	43,250	108%	\$	747	(\$1,864)	\$8,120
59	TU17458I	2019	MAZDA	CX-9	36		NO	\$	22,699	\$	22,721	100%	\$	(22)	(\$624)	\$2,283
60	TU17405T	2020	HONDA	ODY	55	Trade on New	NO	\$	43,791	\$	44,791	93%	\$	(1,000)	\$5,958	\$4,987
61	TU17508I	2019	TOYOTA	HIGH	23		YES	\$	30,750	\$	34,999	95%	\$	(4,249)	\$3,294	\$4,413
62	TU17560S	2021	TOYOTA	RAV4	9	LOANER	YES	\$	31,998	\$	30,750	98%	\$	1,248	\$10,561	\$2,356
63	TU17460T	2019	TOYOTA	CAMRY	37	Trade on New	YES	\$	28,399	\$	25,100	100%	\$	3,299	(\$683)	\$5,325
64	TU17535T	2020	TOYOTA	C-HR	14	Trade on New	YES	\$	25,728	\$	24,400	97%	\$	1,328	\$3,179	\$1,719
65	TU17454T	2020	NISSAN	ROGUE	41	Trade on New	NO	\$	22,294	\$	22,715	93%	\$	(421)	\$1,974	\$2,980
66	TU17464T	2019	TOYOTA	RAV4	38	Trade on New	YES	\$	31,544	\$	34,500	96%	\$	(2,956)	\$5,537	\$3,437
67	TU17532T	2019	TOYOTA	AVALON	17	Trade on New	YES	\$	32,978	\$	32,978	89%	\$	-	\$2,457	\$2,825

Scoreboard Totals

% Retailed of Non-Franchise Make	24%
Total # Retail Units	85
Avg. Days to Sale	31.4
Avg. Advertised Price (Time of Sale)	\$ 31,435
Avg. Transaction Price	\$ 31,171
Avg. Market Price at 100%	\$ 32,835
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 264
Avg. Front-End Gross	\$ 2,968
Avg. Finance Gross	\$ 2,796
PUVR	\$ 5,764
Total Gross (Units & PUVR)	\$ 489,938
GROI	212%
% with Trade	16%
Avg. Over/Under Allowance	(\$1,133)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	24%	#DIV/0!	#DIV/0!
Total # Retail Units	85	0	0
Avg. Days to Sale	31.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,435	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,171	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,835	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 264	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,968	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,796	#DIV/0!	#DIV/0!
PUVR	\$ 5,764	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 489,938	#DIV/0!	#DIV/0!
GROI	212%	#DIV/0!	#DIV/0!
% with Trade	16%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-1,133	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	24%	#DIV/0!	#DIV/0!
Total # Retail Units	85	0	0
Avg. Days to Sale	31.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,435	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,171	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,835	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 264	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,968	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,796	#DIV/0!	#DIV/0!
PUVR	\$ 5,764	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 489,938	#DIV/0!	#DIV/0!
GROI	212%	#DIV/0!	#DIV/0!
% with Trade	16%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-1,133	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	24%	#DIV/0!	#DIV/0!
Total # Retail Units	85	0	0
Avg. Days to Sale	31.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,435	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,171	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,835	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 264	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,968	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,796	#DIV/0!	#DIV/0!
PUVR	\$ 5,764	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 489,938	#DIV/0!	#DIV/0!
GROI	212%	#DIV/0!	#DIV/0!
% with Trade	16%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-1,133	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	85	24	61
Avg. Days to Sale	31.4	23.5	34.6
Avg. Advertised Price (Time of Sale)	\$ 31,435	\$ 34,251	\$ 30,151
Avg. Transaction Price	\$ 31,171	\$ 33,766	\$ 30,151
Avg. Market Price at 100%	\$ 32,835	\$ 35,518	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	96%	#DIV/0!
Avg. Transaction to Market	95%	95%	#DIV/0!
Avg. Transactional Discount	\$ 264	\$ 485	\$ 176
Avg. Front-End Gross	\$ 2,968	\$ 4,839	\$ 2,232
Avg. Finance Gross	\$ 2,796	\$ 2,986	\$ 2,721
PUVR	\$ 5,764	\$ 7,825	\$ 4,953
Total Gross (Units & PUVR)	\$ 489,938	\$ 187,797	\$ 302,141
GROI	212%	356%	171%
% with Trade	16%	21%	15%
Avg. Over/Under Allowance	-1,133	-2,622	-306



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	85	65	20
Avg. Days to Sale	31.4	27.9	43.1
Avg. Advertised Price (Time of Sale)	\$ 31,435	\$ 32,715	\$ 27,382
Avg. Transaction Price	\$ 31,171	\$ 32,337	\$ 27,382
Avg. Market Price at 100%	\$ 32,835	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 264	\$ 378	\$ (108)
Avg. Front-End Gross	\$ 2,968	\$ 3,172	\$ 2,306
Avg. Finance Gross	\$ 2,796	\$ 3,095	\$ 1,822
PUVR	\$ 5,764	\$ 6,267	\$ 4,128
Total Gross (Units & PUVR)	\$ 489,938	\$ 407,382	\$ 82,556
GROI	212%	250%	126%
% with Trade	16%	18%	10%
Avg. Over/Under Allowance	-1,133	-1,405	500



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	85	47	0
% of Retail Units	100%	55%	0%
% Retailed of Non-New Franchise	24%	34%	#DIV/0!
Avg. Days to Sale	31.4	34.3	#DIV/0!
Avg. Transaction Price	\$ 31,171	\$ 29,280	#DIV/0!
Avg. Transaction to Market %	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 264	\$ 309	#DIV/0!
Avg. Front End Gross	\$ 2,968	\$ 2,273	#DIV/0!
Avg. Finance Gross	\$ 2,796	\$ 2,755	#DIV/0!
PUVR	\$ 5,764	\$ 5,028	#DIV/0!
Total Gross (Units & PUVR)	\$ 489,938	\$ 236,339	#DIV/0!
GROI	212%	180%	#DIV/0!
% with Trade	16%	21%	#DIV/0!
Avg. Over/Under Allowance	-1,133	-525	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	0	10	0
1%	0%	12%	0%
0%	#DIV/0!	0%	#DIV/0!
12.0	#DIV/0!	20.9	#DIV/0!
\$ 2,500	#DIV/0!	\$ 31,741	#DIV/0!
#DIV/0!	#DIV/0!	93%	#DIV/0!
\$ -	#DIV/0!	\$ 1,950	#DIV/0!
\$ 500	#DIV/0!	\$ 8,802	#DIV/0!
\$ -	#DIV/0!	\$ 2,044	#DIV/0!
\$ 500	#DIV/0!	\$ 10,845	#DIV/0!
\$ 500	#DIV/0!	\$ 108,453	#DIV/0!
600%	#DIV/0!	589%	#DIV/0!
0%	#DIV/0!	10%	#DIV/0!
#DIV/0!	#DIV/0!	-11,000	#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	85	44	24
% of Retail Units	100%	52%	28%
% Retailed of Non-New Franchise	24%	18%	21%
Avg. Days to Sale	31.4	15.0	38.3
Avg. Transaction Price	\$ 31,171	\$ 30,212	\$ 31,200
Avg. Transaction to Market %	95%	#DIV/0!	93%
Avg. Transactional Discount	\$ 264	\$ 360	\$ 191
Avg. Front End Gross	\$ 2,968	\$ 3,802	\$ 2,240
Avg. Finance Gross	\$ 2,796	\$ 2,834	\$ 3,044
PUVR	\$ 5,764	\$ 6,636	\$ 5,284
Total Gross (Units & PUVR)	\$ 489,938	\$ 291,982	\$ 126,808
GROI	212%	526%	159%
% with Trade	16%	18%	17%
Avg. Over/Under Allowance	-1,133	-1,951	-813



46-60 days	61-90 days	90+ days
8	8	1
9%	9%	1%
13%	63%	100%
55.3	67.4	110.0
\$ 39,172	\$ 29,187	\$ 24,573
95%	89%	#DIV/0!
\$ (257)	\$ 507	\$ 0
\$ 2,372	\$ 1,558	\$ (187)
\$ 3,364	\$ 1,623	\$ -
\$ 5,736	\$ 3,181	\$ (187)
\$ 45,889	\$ 25,446	\$ (187)
95%	58%	-2%
25%	0%	0%
1,500	#DIV/0!	#DIV/0!