

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	32171UK	2018	Audi	Q5	31	Street/Curb Buy	No	\$ 33,388	\$ 33,388	106%	\$104	\$1,749
2	32176UKSL	2021	Audi	A5	22	Loaner	Yes	\$ 49,999	\$ 49,999	86%	\$3,698	\$4,599
3	7044K1	2018	Audi	Q5	19	Trade on New	No	\$ 34,295	\$ 34,295	110%	\$527	\$2,973
4	32147UK1	2017	Audi	A6	55	Trade on New	No	\$ 29,688	\$ 29,688	106%	\$2,964	\$326
5	7104K1	2019	Audi	SQ5	15	Auction/Wholesale	No	\$ 52,499	\$ 52,499		\$89	\$75
6	6895K2	2019	DODGE	CHARGER	23	Trade on Used	No	\$ 44,992	\$ 44,992	92%	\$5,128	\$901
7	32180UKSL	2021	Audi	Q7	22	Auction/Wholesale	Yes	\$ 66,088	\$ 66,088	101%	\$9,259	\$4,215
8	32150UK2	2018	Audi	A4	27	Trade on New	No	\$ 27,210	\$ 27,210	99%	\$1,074	\$333
9	7074K1	2016	Audi	A3	9	Trade on New	No	\$ 21,991	\$ 21,991	89%	\$4,351	\$4,091
10	32120UK	2020	Audi	SQ5	106	Trade on New	No	\$ 54,188	\$ 54,188	95%	(\$1,866)	\$4,884
11	6939K1	2019	Audi	Q7	80	Trade on New	No	\$ 48,319	\$ 48,319	95%	(\$617)	\$4,729
12	7075K1	2018	Audi	Q5	40	Trade on New	No	\$ 33,859	\$ 33,859	103%	\$1,241	\$5,994
13	7111K1	2021	GMC	YUKON	27	Trade on New	No	\$ 85,999	\$ 85,999	102%	\$3,318	\$6,177
14	32205UK	2018	Audi	Q5	7	Trade on New	Yes	\$ 39,991	\$ 39,991	102%	\$2,958	\$5,336
15	7062K1	2021	Audi	Q8	47	Trade on New	Yes	\$ 80,000	\$ 78,499	107%	\$853	\$689
16	6975K1	2019	Audi	A4	72	Trade on New	No	\$ 29,856	\$ 29,356	98%	(\$924)	\$0
17	32195UK	2018	Audi	Q7	15	Auction/Wholesale	No	\$ 44,399	\$ 44,399	101%	\$538	\$3,009
18	6986K1	2019	Audi	Q7	45	Trade on New	No	\$ 48,599	\$ 48,599	107%	\$1,285	\$3,947
19	32179UK	2020	Audi	A4	25	Auction/Wholesale	No	\$ 37,299	\$ 37,299	104%	(\$2,558)	\$225
20	7083K1	2020	Land Rover	RANGE ROVER	48	Trade on New	No	\$ 50,488	\$ 49,991	89%	\$2,719	\$0
21	32192UK	2018	Audi	Q5	23	Street/Curb Buy	No	\$ 35,202	\$ 35,202	93%	(\$21)	\$3,162
22	32091UK2	2019	FORD	F-250	15	Trade on Used	No	\$ 51,991	\$ 51,991	101%	\$3,323	\$1,640
23	32191UK1	2019	Audi	SQ5	12	Trade on New	No	\$ 46,999	\$ 46,999	88%	\$1,568	\$5,372
24	7006K1	2019	Audi	Q5	77	Trade on Used	No	\$ 41,889	\$ 41,889	108%	\$281	\$2,050
25	7141K1	2019	Audi	Q3	29	Trade on New	No	\$ 40,499	\$ 40,499	102%	\$1,700	\$2,635
26	7199K1	2019	Audi	A4	10	Trade on New	No	\$ 30,519	\$ 30,519	94%	\$2,619	\$4,792
27	32208UKSL	2021	Audi	A4	10	Loaner	Yes	\$ 41,991	\$ 40,917	105%	\$2,375	\$1,568

28	7071k1	2022	Audi	A5	28	Trade on New	No	\$	46,991	\$	46,991	98%	\$4,723	\$3,265
29	32182UK	2021	Jeep	GLADIATOR	42	Auction/Wholesale	No	\$	48,588	\$	48,588	109%	\$1,296	\$1,840
30	7152K1	2021	Volkswagen	ATLAS	35	Trade on New	No	\$	37,439	\$	37,439	102%	\$2,758	\$3,164
31	7172K1	2019	BMW	5 SERIES	28	Trade on New	No	\$	37,991	\$	37,991	91%	\$2,577	\$3,896
32	7164K1	2017	ACURA	ILX	28	Trade on New	No	\$	19,699	\$	19,699	94%	\$1,960	\$1,078
33	32212UK	2022	Audi	A5	7	Street/Curb Buy	No	\$	47,999	\$	47,999	103%	\$4,799	\$4,681
34	32216UK	2021	Audi	S4	16	Auction/Wholesale	No	\$	57,888	\$	57,888	108%	(\$2,122)	\$3,990
35	32224UKSL	2021	Audi	A4	9	Loaner	Yes	\$	44,425	\$	44,425	100%	\$3,095	\$396
36	32228UK	2019	Audi	ETRON	4	Auction/Wholesale	No	\$	61,991	\$	61,991	101%	\$641	\$2,934
37	7223K1	2021	Cadillac	ESCALADE ESV	25	Trade on New	No	\$	103,991	\$	103,991	96%	\$10,686	\$7,117
38	32233UKSL	2021	Audi	A4	2	Loaner	Yes	\$	49,128	\$	49,128	121%	\$3,628	\$1,657
39	7238K1	2019	Audi	Q5	21	Trade on New	No	\$	31,494	\$	31,494	88%	\$3,101	\$1,105
40	32187UK	2022	Audi	S3	62	Street/Curb Buy	No	\$	55,960	\$	55,960	100%	(\$3,140)	\$7,344
41	32140UK1	2018	Audi	A6	89	Trade on New	No	\$	29,888	\$	29,888	95%	\$2,018	\$0
42	7308K1	2021	Audi	ETRON	10	Trade on New	No	\$	76,968	\$	76,968	87%	\$8,116	\$9,448
43	7196K1	2019	Volkswagen	ATLAS	45	Trade on New	No	\$	35,839	\$	35,839	101%	\$851	\$0
44	7171K1	2021	Kia	TELLURIDE	49	Trade on New	No	\$	44,468	\$	44,468	95%	\$4,282	\$5,788
45	32188UK	2021	Audi	Q3	66	Street/Curb Buy	No	\$	36,387	\$	36,387	102%	(\$461)	\$0
46	32190UK	2019	Audi	Q8	64	Street/Curb Buy	No	\$	62,199	\$	62,199	106%	\$815	\$5,905
47	32214UKSL	2021	Audi	Q3	33	Loaner	Yes	\$	42,686	\$	42,686	100%	\$0	\$358
48	7163K1	2018	Mercedes-Benz	C230	43	Trade on New	No	\$	27,114	\$	27,114	102%	(\$1,132)	\$297
49	7148K1	2018	Audi	Q5	67	Trade on New	No	\$	32,787	\$	32,787	90%	(\$949)	\$160
50	32200UK	2018	Audi	A3	56	Auction/Wholesale	No	\$	26,360	\$	26,360	119%	(\$4,035)	\$2,180
51	32231UK1	2017	Toyota	CAMRY	17	Trade on New	No	\$	22,311	\$	22,311	105%	\$2,549	\$918
52	32227UK	2019	Audi	Q5	25	Street/Curb Buy	No	\$	33,991	\$	33,991	92%	\$4,252	\$150
53	32181UK	2018	Audi	Q3	76	Auction/Wholesale	No	\$	27,488	\$	27,488	95%	(\$4,449)	\$775

Scoreboard Totals

% Retailed of Non-Franchise Make	29%
Total # Retail Units	200
Avg. Days to Sale	32.1
Avg. Advertised Price (Time of Sale)	\$ 44,272
Avg. Transaction Price	\$ 44,200
Avg. Market Price at 100%	\$ 28,876
Avg. Price to Market % (Time of Sale)	153%
Avg. Transaction to Market	153%
Avg. Transactional Discount	\$ 72
Avg. Front-End Gross	\$ 2,235
Avg. Finance Gross	\$ 2,537
PUVR	\$ 4,771
Total Gross (Units & PUVR)	\$ 954,295
GROI	121%
% with Trade	28%
Avg. Over/Under Allowance	\$2,039



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	29%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	32.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 44,272	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 44,200	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 28,876	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	153%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	153%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 72	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,235	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,537	#DIV/0!	#DIV/0!
PUVR	\$ 4,771	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 954,295	#DIV/0!	#DIV/0!
GROI	121%	#DIV/0!	#DIV/0!
% with Trade	28%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,039	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	29%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	32.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 44,272	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 44,200	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 28,876	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	153%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	153%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 72	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,235	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,537	#DIV/0!	#DIV/0!
PUVR	\$ 4,771	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 954,295	#DIV/0!	#DIV/0!
GROI	121%	#DIV/0!	#DIV/0!
% with Trade	28%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,039	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	29%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	32.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 44,272	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 44,200	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 28,876	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	153%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	153%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 72	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,235	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,537	#DIV/0!	#DIV/0!
PUVR	\$ 4,771	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 954,295	#DIV/0!	#DIV/0!
GROI	121%	#DIV/0!	#DIV/0!
% with Trade	28%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,039	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	27	173
Avg. Days to Sale	32.1	26.6	33.0
Avg. Advertised Price (Time of Sale)	\$ 44,272	\$ 48,978	\$ 43,469
Avg. Transaction Price	\$ 44,200	\$ 48,882	\$ 43,469
Avg. Market Price at 100%	\$ 28,876	\$ 46,954	#DIV/0!
Avg. Price to Market % (Time of Sale)	153%	104%	#DIV/0!
Avg. Transaction to Market	153%	104%	#DIV/0!
Avg. Transactional Discount	\$ 72	\$ 95	\$ 68
Avg. Front-End Gross	\$ 2,235	\$ 2,170	\$ 2,245
Avg. Finance Gross	\$ 2,537	\$ 2,279	\$ 2,577
PUVR	\$ 4,771	\$ 4,449	\$ 4,822
Total Gross (Units & PUVR)	\$ 954,295	\$ 120,132	\$ 834,163
GROI	121%	123%	121%
% with Trade	28%	22%	29%
Avg. Over/Under Allowance	2,039	1,433	2,098



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	142	58
Avg. Days to Sale	32.1	32.7	30.6
Avg. Advertised Price (Time of Sale)	\$ 44,272	\$ 46,364	\$ 39,046
Avg. Transaction Price	\$ 44,200	\$ 46,305	\$ 39,046
Avg. Market Price at 100%	\$ 28,876	#DIV/0!	\$ 40,071
Avg. Price to Market % (Time of Sale)	153%	#DIV/0!	97%
Avg. Transaction to Market	153%	#DIV/0!	97%
Avg. Transactional Discount	\$ 72	\$ 59	\$ 102
Avg. Front-End Gross	\$ 2,235	\$ 2,059	\$ 2,665
Avg. Finance Gross	\$ 2,537	\$ 2,786	\$ 1,926
PUVR	\$ 4,771	\$ 4,845	\$ 4,592
Total Gross (Units & PUVR)	\$ 954,295	\$ 687,976	\$ 266,319
GROI	121%	115%	138%
% with Trade	28%	4%	86%
Avg. Over/Under Allowance	2,039	2,217	1,353



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	115	10
% of Retail Units	100%	58%	5%
% Retailed of Non-New Franchise	29%	40%	80%
Avg. Days to Sale	32.1	34.5	35.9
Avg. Transaction Price	\$ 44,200	\$ 39,661	\$ 36,911
Avg. Transaction to Market %	153%	#DIV/0!	97%
Avg. Transactional Discount	\$ 72	\$ 99	\$ 103
Avg. Front End Gross	\$ 2,235	\$ 2,244	\$ 2,747
Avg. Finance Gross	\$ 2,537	\$ 2,442	\$ 1,318
PUVR	\$ 4,771	\$ 4,687	\$ 4,065
Total Gross (Units & PUVR)	\$ 954,295	\$ 538,975	\$ 40,648
GROI	121%	123%	110%
% with Trade	28%	25%	40%
Avg. Over/Under Allowance	2,039	1,445	1,308



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
27	30	17	0
14%	15%	9%	0%
4%	10%	0%	#DIV/0!
31.6	29.4	20.3	#DIV/0!
\$ 56,196	\$ 51,634	\$ 45,446	#DIV/0!
#DIV/0!	#DIV/0!	105%	#DIV/0!
\$ -	\$ 26	\$ 63	#DIV/0!
\$ 3,117	\$ 1,164	\$ 2,191	#DIV/0!
\$ 3,257	\$ 2,577	\$ 2,390	#DIV/0!
\$ 6,374	\$ 3,741	\$ 4,582	#DIV/0!
\$ 172,096	\$ 112,236	\$ 77,888	#DIV/0!
129%	89%	179%	#DIV/0!
48%	20%	24%	#DIV/0!
3,263	3,267	1,750	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	1
0%	0%	1%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	9.0
#DIV/0!	#DIV/0!	\$ 70,991
#DIV/0!	#DIV/0!	95%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 5,076
#DIV/0!	#DIV/0!	\$ 7,376
#DIV/0!	#DIV/0!	\$ 12,452
#DIV/0!	#DIV/0!	\$ 12,452
#DIV/0!	#DIV/0!	702%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	118	33
% of Retail Units	100%	59%	17%
% Retailed of Non-New Franchise	29%	29%	42%
Avg. Days to Sale	32.1	15.9	38.8
Avg. Transaction Price	\$ 44,200	\$ 45,800	\$ 41,435
Avg. Transaction to Market %	153%	#DIV/0!	101%
Avg. Transactional Discount	\$ 72	\$ 85	\$ 25
Avg. Front End Gross	\$ 2,235	\$ 3,084	\$ 2,621
Avg. Finance Gross	\$ 2,537	\$ 2,842	\$ 2,338
PUVR	\$ 4,771	\$ 5,926	\$ 4,959
Total Gross (Units & PUVR)	\$ 954,295	\$ 699,282	\$ 163,660
GROI	121%	293%	111%
% with Trade	28%	29%	24%
Avg. Over/Under Allowance	2,039	1,824	1,900



46-60 days	61-90 days	90+ days
21	24	4
11%	12%	2%
29%	13%	25%
52.6	72.7	103.8
\$ 39,317	\$ 43,970	\$ 46,841
102%	103%	2672%
\$ 144	\$ 21	\$ -
\$ 854	\$ (779)	\$ (660)
\$ 1,300	\$ 2,248	\$ 3,377
\$ 2,154	\$ 1,469	\$ 2,717
\$ 45,239	\$ 35,247	\$ 10,867
38%	17%	20%
29%	29%	25%
1,750	2,618	4,000