

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	U1751	2018	HYUNDAI	TUCSON	8	Trade on New	No	\$ 22,121	\$ 22,350	97%	\$3,600	\$0
2	U1700	2019	TOYOTA	RAV	37	Trade on New	YES	\$ 29,885	\$ 29,885	99%	\$4,775	\$5,845
3	U1711	2019	TOYOTA	RAV	33	Trade on New	YES	\$ 33,888	\$ 35,500	101%	\$1,200	\$6,100
4	U1378	2019	TOYOTA	RAV	108	Trade on New	YES	\$ 33,400	\$ 33,400	101%	\$200	\$4,325
5	U1685	2018	TOYOTA	PRIUS	46	Trade on New	YES	\$ 33,780	\$ 33,780	100%	\$4,875	\$3,315
6	U1619	2020	TOYOTA	COROLLA	59	Trade on New	YES	\$ 27,888	\$ 26,890	104%	\$3,690	\$4,601
7	U1513	2019	TOYOTA	RAV	72	Trade on New	YES	\$ 26,975	\$ 26,975	89%	\$3,690	\$4,601
8	U1608	2019	TOYOTA	HLANDER	63	Trade on New	YES	\$ 38,100	\$ 40,000	100%	\$3,935	\$5,490
9	U1721	2014	TOYOTA	HLANDER	14	TRADE ON USED	NO	\$ 19,888	\$ 21,000	105%	\$4,910	\$2,750
10	U1498	2021	KIA	SOUL	93	TRADE ON NEW	NO	\$ 20,688	\$ 20,688	89%	\$846	\$3,440
11	U1653	2019	Volkswagen	ATLAS	51	TRADE ON NEW	NO	\$ 36,788	\$ 36,788	91%	\$1,040	\$0
12	U1717	2020	TOYOTA	CHR	18	TRADE ON NEW	YES	\$ 27,888	\$ 27,888	99%	\$2,645	\$6,115
13	U1506	2018	TOYOTA	RAV	61	TRADE ON NEW	YES	\$ 27,888	\$ 27,170	95%	\$4,325	\$6,020
14	U1748	2015	TOYOTA	RAV	18	TRADE ON NEW	NO	\$ 19,550	\$ 20,550	103%	\$4,085	\$2,815
15	U1736	2018	TOYOTA	COROLLA	19	TRADE ON NEW	YES	\$ 22,888	\$ 22,560	101%	\$4,695	\$4,280
16	U1644	2014	TOYOTA	COROLLA	41	TRADE ON NEW	NO	\$ 15,888	\$ 15,888	102%	\$560	\$3,165
17	U1750	2021	TOYOTA	HLANDER	11	TRADE ON NEW	YES	\$ 48,888	\$ 50,878	105%	\$7,235	\$6,450
18	U1739	2016	TOYOTA	RAV	18	TRADE ON USED	YES	\$ 22,888	\$ 22,388	98%	\$3,855	\$675
19	U1597	2019	TOYOTA	HLANDER	49	TRADE ON NEW	YES	\$ 37,776	\$ 38,500	96%	\$3,605	\$200
20	U1699	2019	TOYOTA	RAV	29	TRADE ON NEW	YES	\$ 32,888	\$ 32,388	100%	\$3,070	\$3,825
21	U1609	2019	TOYOTA	HLANDER	55	TRADE ON NEW	YES	\$ 30,888	\$ 30,000	99%	\$1,470	\$2,780
22	U1775	2020	TOYOTA	RAV	9	TRADE ON NEW	YES	\$ 33,200	\$ 31,750	105%	\$4,010	\$5,990
23	U1671	2020	TOYOTA	RAV	33	TRADE ON NEW	YES	\$ 33,888	\$ 35,500	103%	\$6,199	\$3,862
24	U1400	2019	TOYOTA	HLANDER	107	TRADE ON NEW	YES	\$ 30,888	\$ 30,888	88%	(\$306)	\$4,118
25	U1791	2021	TOYOTA	SIENNA	3	Loaner	YES	\$ 42,000	\$ 44,410	105%	\$4,385	\$6,020
26	U1654	2020	TOYOTA	corolla	39	TRADE ON NEW	YES	\$ 28,243	\$ 29,350	100%	\$4,150	\$1,035
27	U1767	2020	TOYOTA	HLANDER	10	TRADE ON NEW	YES	\$ 45,000	\$ 45,000	102%	\$6,945	\$3,320

28	U1731	2020	TOYOTA	RAV	14	TRADE ON NEW	YES	\$	34,320	\$	33,500	101%	\$7,464	\$6,414
29	U1776	2016	TOYOTA	RAV	12	TRADE ON USED	YES	\$	23,700	\$	23,700	101%	\$5,970	\$2,505
30	U1796	2019	TOYOTA	HLANDER	2	LOANER	YES	\$	45,888	\$	44,500	103%	\$4,815	\$6,545
31	U1797	2021	TOYOTA	SIENNA	2	LOANER	YES	\$	42,888	\$	44,175	100%	\$3,495	\$1,175
32	U1647	2019	MAZDA	CX5	38	TRADE ON USED	NO	\$	24,500	\$	24,500	95%	\$2,128	\$5,621
33	U1704	2018	TOYOTA	TACOMA	29	TRADE ON NEW	YES	\$	42,429	\$	42,429	100%	\$4,485	\$4,500
34	U1686	2019	TOYOTA	RAV 4	41	TRADE ON NEW	YES	\$	28,170	\$	29,200	97%	\$4,185	\$2,570
35	U1696	2019	TOYOTA	COROLLA	38	TRADE ON NEW	YES	\$	21,070	\$	19,890	98%	\$2,383	\$3,957
36	U1551	2019	TOYOTA	RAV 4	77	TRADE ON NEW	YES	\$	28,170	\$	30,010	97%	\$4,005	\$6,139
37	U1779	2019	TOYOTA	RAV 4	11	TRADE ON NEW	YES	\$	29,840	\$	28,500	95%	\$4,790	\$4,830
38	U1631	2019	TOYOTA	HLANDER	46	TRADE ON NEW	YES	\$	35,300	\$	37,128	97%	\$1,810	\$2,805
39	U1744	2019	TOYOTA	HLANDER	20	TRADE ON NEW	YES	\$	35,550	\$	36,500	106%	\$6,040	\$0
40	U1659	2018	TOYOTA	HLANDER	11	TRADE ON NEW	YES	\$	37,996	\$	37,996	101%	\$2,659	\$5,228
41	U1587	2016	TOYOTA	RAV	32	TRADE ON NEW	YES	\$	26,550	\$	24,900	104%	\$850	\$1,805
42	U1589	2018	TOYOTA	HLANDER	33	TRADE ON NEW	YES	\$	30,888	\$	30,000	99%	\$1,406	\$681
43	U1332	2017	TOYOTA	TACOMA	94	TRADE ON NEW	YES	\$	35,588	\$	34,988	100%	\$2,986	\$4,903
44	U1600	2018	TOYOTA	PRIUS	39	TRADE ON NEW	YES	\$	28,888	\$	28,888	101%	\$2,940	\$0
45	U1676	2019	TOYOTA	RAV	15	TRADE ON NEW	YES	\$	34,888	\$	34,888	103%	\$5,835	\$4,735
46	U1661	2019	TOYOTA	HLANDER	14	TRADE ON NEW	YES	\$	37,888	\$	37,888	103%	\$5,285	\$5,090
47	U1556	2019	TOYOTA	RAV	32	TRADE ON NEW	YES	\$	28,888	\$	28,400	100%	\$3,625	\$5,000
48	U1419	2019	SUBARU	CROSSTREK	90	TRADE ON NEW	NO	\$	30,988	\$	30,988	104%	\$4,175	\$550
49	U1689	2019	TOYOTA	RAV	10	TRADE ON NEW	YES	\$	36,888	\$	36,888	102%	\$4,895	\$7,955
50	U1679	2018	TOYOTA	HLANDER	14	TRADE ON NEW	YES	\$	33,888	\$	34,250	101%	\$4,970	\$4,465
51	U1435	2018	TOYOTA	RAV	78	TRADE ON NEW	YES	\$	26,888	\$	26,888	95%	\$1,555	\$3,640
52	U1712	2020	HONDA	CRV	9	TRADE ON NEW	NO	\$	36,000	\$	34,500	99%	\$4,085	\$6,315
53	U1558	2019	FORD	ESCAPE	60	TRADE ON NEW	NO	\$	22,998	\$	22,998	94%	\$3,985	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	14%
Total # Retail Units	120
Avg. Days to Sale	38.2
Avg. Advertised Price (Time of Sale)	\$ 30,892
Avg. Transaction Price	\$ 30,914
Avg. Market Price at 100%	\$ 30,986
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ (22)
Avg. Front-End Gross	\$ 3,218
Avg. Finance Gross	\$ 3,283
PUVR	\$ 6,501
Total Gross (Units & PUVR)	\$ 780,143
GROI	198%
% with Trade	18%
Avg. Over/Under Allowance	\$66



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	14%	#DIV/0!	#DIV/0!
Total # Retail Units	120	0	0
Avg. Days to Sale	38.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,892	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,914	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,986	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (22)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,218	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,283	#DIV/0!	#DIV/0!
PUVR	\$ 6,501	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 780,143	#DIV/0!	#DIV/0!
GROI	198%	#DIV/0!	#DIV/0!
% with Trade	18%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	66	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	14%	#DIV/0!	#DIV/0!
Total # Retail Units	120	0	0
Avg. Days to Sale	38.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,892	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,914	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,986	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (22)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,218	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,283	#DIV/0!	#DIV/0!
PUVR	\$ 6,501	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 780,143	#DIV/0!	#DIV/0!
GROI	198%	#DIV/0!	#DIV/0!
% with Trade	18%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	66	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	14%	#DIV/0!	#DIV/0!
Total # Retail Units	120	0	0
Avg. Days to Sale	38.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,892	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,914	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,986	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (22)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,218	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,283	#DIV/0!	#DIV/0!
PUVR	\$ 6,501	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 780,143	#DIV/0!	#DIV/0!
GROI	198%	#DIV/0!	#DIV/0!
% with Trade	18%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	66	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	120	94	26
Avg. Days to Sale	38.2	33.8	53.9
Avg. Advertised Price (Time of Sale)	\$ 30,892	\$ 32,447	\$ 25,238
Avg. Transaction Price	\$ 30,914	\$ 32,484	\$ 25,238
Avg. Market Price at 100%	\$ 30,986	#VALUE!	\$ 26,241
Avg. Price to Market % (Time of Sale)	100%	#VALUE!	96%
Avg. Transaction to Market	100%	#VALUE!	96%
Avg. Transactional Discount	\$ (22)	\$ (38)	\$ 34
Avg. Front-End Gross	\$ 3,218	\$ 3,375	\$ 2,651
Avg. Finance Gross	\$ 3,283	\$ 3,562	\$ 2,274
PUVR	\$ 6,501	\$ 6,937	\$ 4,925
Total Gross (Units & PUVR)	\$ 780,143	\$ 652,088	\$ 128,055
GROI	198%	227%	130%
% with Trade	18%	18%	15%
Avg. Over/Under Allowance	66	56	113



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	120	103	17
Avg. Days to Sale	38.2	34.3	61.5
Avg. Advertised Price (Time of Sale)	\$ 30,892	\$ 31,329	\$ 28,086
Avg. Transaction Price	\$ 30,914	\$ 31,381	\$ 28,086
Avg. Market Price at 100%	\$ 30,986	#VALUE!	\$ 29,404
Avg. Price to Market % (Time of Sale)	100%	#VALUE!	96%
Avg. Transaction to Market	100%	#VALUE!	96%
Avg. Transactional Discount	\$ (22)	\$ (52)	\$ 162
Avg. Front-End Gross	\$ 3,218	\$ 3,298	\$ 2,736
Avg. Finance Gross	\$ 3,283	\$ 3,456	\$ 2,233
PUVR	\$ 6,501	\$ 6,754	\$ 4,969
Total Gross (Units & PUVR)	\$ 780,143	\$ 695,663	\$ 84,480
GROI	198%	226%	104%
% with Trade	18%	17%	24%
Avg. Over/Under Allowance	66	75	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	120	100	16
% of Retail Units	100%	83%	13%
% Retailed of Non-New Franchise	14%	11%	38%
Avg. Days to Sale	38.2	36.8	55.6
Avg. Transaction Price	\$ 30,914	\$ 31,435	\$ 23,944
Avg. Transaction to Market %	100%	#VALUE!	98%
Avg. Transactional Discount	\$ (22)	\$ (13)	\$ 61
Avg. Front End Gross	\$ 3,218	\$ 3,265	\$ 2,702
Avg. Finance Gross	\$ 3,283	\$ 3,372	\$ 2,433
PUVR	\$ 6,501	\$ 6,637	\$ 5,135
Total Gross (Units & PUVR)	\$ 780,143	\$ 663,707	\$ 82,166
GROI	198%	206%	139%
% with Trade	18%	20%	6%
Avg. Over/Under Allowance	66	85	-50



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	0	3	0
1%	0%	3%	0%
0%	#DIV/0!	0%	#DIV/0!
5.0	#DIV/0!	2.3	#DIV/0!
\$ 50,000	#DIV/0!	\$ 44,362	#DIV/0!
112%	#DIV/0!	105%	#DIV/0!
\$ -	#DIV/0!	\$ (770)	#DIV/0!
\$ 3,705	#DIV/0!	\$ 4,232	#DIV/0!
\$ 4,130	#DIV/0!	\$ 4,580	#DIV/0!
\$ 7,835	#DIV/0!	\$ 8,812	#DIV/0!
\$ 7,835	#DIV/0!	\$ 26,435	#DIV/0!
1128%	#DIV/0!	3065%	#DIV/0!
0%	#DIV/0!	0%	#DIV/0!
0	#DIV/0!	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	120	59	25
% of Retail Units	100%	49%	21%
% Retailed of Non-New Franchise	14%	3%	12%
Avg. Days to Sale	38.2	15.1	37.6
Avg. Transaction Price	\$ 30,914	\$ 32,978	\$ 28,316
Avg. Transaction to Market %	100%	#VALUE!	100%
Avg. Transactional Discount	\$ (22)	\$ (40)	\$ (16)
Avg. Front End Gross	\$ 3,218	\$ 3,905	\$ 2,697
Avg. Finance Gross	\$ 3,283	\$ 3,751	\$ 2,890
PUVR	\$ 6,501	\$ 7,655	\$ 5,587
Total Gross (Units & PUVR)	\$ 780,143	\$ 451,650	\$ 139,678
GROI	198%	555%	189%
% with Trade	18%	19%	16%
Avg. Over/Under Allowance	66	45	138



46-60 days	61-90 days	90+ days
10	18	8
8%	15%	7%
30%	39%	25%
54.1	76.6	104.4
\$ 31,703	\$ 29,189	\$ 26,708
98%	97%	94%
\$ 5	\$ (57)	\$ 138
\$ 2,958	\$ 2,791	\$ 1,071
\$ 1,531	\$ 3,325	\$ 3,161
\$ 4,488	\$ 6,115	\$ 4,232
\$ 44,881	\$ 110,077	\$ 33,857
94%	98%	55%
10%	28%	0%
0	115	0