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New Car Franchise(s)

Chevrolet

	Buick
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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	4UT4772	2021	Honda	Pilot	58	Trade on Used		\$ 44,998	\$ 43,883	90%	(\$66)	\$422
2	4UT4803	2022	Chevrolet	Silverado					\$ 84,895			
3	4UC1581	2006	Pontiac	G6					\$ 976			
4	4UC1578	2019	Chevrolet	Cruze					\$ 21,139			
5	4UT4804	2014	Toyota	4Runner					\$ 24,138			
6	4UC7432	2016	Porsche	Panamera					\$ 47,330			
7	4UT4798	2018	Ford	Explorer					\$ 29,129			
8	4UC1579	2015	Toyota	Camry					\$ 17,266			
9	4UC7442	2017	Ford	Mustang					\$ 25,284			
10	4UC1580	2017	Cadillac	ATS					\$ 23,898			
11	4UT4795	2019	Ram	2500					\$ 46,786			
12	5UT2079	2021	Ram	2500					\$ 76,737			
13	4ST7419	2019	Chevrolet	Silverado					\$ 45,000			
14	4UC7445	2012	Honda	Accord					\$ 10,988			
15	4UT4814	2012	Ram	1500					\$ 11,000			
16	4UT4818	2019	Chevrolet	Malibu					\$ 22,127			
17	4UT4835	2022	Chevrolet	Silverado					\$ 85,170			
18	4UT7441	2021	Chevrolet	Silverado					\$ 57,281			
19	4UT7444	2016	GMC	Sierra					\$ 36,242			
20	4UT4786	2018	Nissan	Titan					\$ 33,881			
21	UT6033	2019	Cadillac	Escalade					\$ 62,853			
22	4UT4811	2016	Buick	Enclave					\$ 20,575			
23	4ST7453	2021	Jeep	Cherokee					\$ 28,880			
24	4TL7448	2022	Chevrolet	Silverado					\$ 70,000			
25	4UT7436	2021	Chevrolet	Silverado					\$ 38,983			
26	4UT7446	2016							\$ 32,122			
27	4UC1586	2021	Toyota	Corolla					\$ 24,791			

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Scoreboard Totals

% Retailed of Non-Franchise Make	67%
Total # Retail Units	39
Avg. Days to Sale	58.0
Avg. Advertised Price (Time of Sale)	\$ 44,998
Avg. Transaction Price	\$ 36,545
Avg. Market Price at 100%	\$ 49,998
Avg. Price to Market % (Time of Sale)	90%
Avg. Transaction to Market	73%
Avg. Transactional Discount	\$ (35,420)
Avg. Front-End Gross	\$ (66)
Avg. Finance Gross	\$ 422
PUVR	\$ 9
Total Gross (Units & PUVR)	\$ 347
GROI	0%
% with Trade	3%
Avg. Over/Under Allowance	\$0



ACADEMY

Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	67%	#DIV/0!	#DIV/0!
Total # Retail Units	39	0	0
Avg. Days to Sale	58.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 44,998	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 36,545	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 49,998	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	90%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	73%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (35,420)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (66)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 422	#DIV/0!	#DIV/0!
PUVR	\$ 9	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 347	#DIV/0!	#DIV/0!
GROI	0%	#DIV/0!	#DIV/0!
% with Trade	3%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



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Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	67%	#DIV/0!	#DIV/0!
Total # Retail Units	39	0	0
Avg. Days to Sale	58.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 44,998	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 36,545	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 49,998	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	90%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	73%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (35,420)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (66)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 422	#DIV/0!	#DIV/0!
PUVR	\$ 9	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 347	#DIV/0!	#DIV/0!
GROI	0%	#DIV/0!	#DIV/0!
% with Trade	3%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



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Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	67%	#DIV/0!	#DIV/0!
Total # Retail Units	39	0	0
Avg. Days to Sale	58.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 44,998	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 36,545	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 49,998	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	90%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	73%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (35,420)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (66)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 422	#DIV/0!	#DIV/0!
PUVR	\$ 9	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 347	#DIV/0!	#DIV/0!
GROI	0%	#DIV/0!	#DIV/0!
% with Trade	3%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	39	0	0
Avg. Days to Sale	58.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 44,998	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 36,545	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 49,998	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	90%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	73%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (35,420)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (66)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 422	#DIV/0!	#DIV/0!
PUVR	\$ 9	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 347	#DIV/0!	#DIV/0!
GROI	0%	#DIV/0!	#DIV/0!
% with Trade	3%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	39	13	26
Avg. Days to Sale	58.0	#DIV/0!	58.0
Avg. Advertised Price (Time of Sale)	\$ 44,998	#DIV/0!	\$ 31,685
Avg. Transaction Price	\$ 36,545	\$ 46,606	\$ 31,685
Avg. Market Price at 100%	\$ 49,998	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	90%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	73%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (35,420)	\$ (46,606)	\$ (29,954)
Avg. Front-End Gross	\$ (66)	#DIV/0!	\$ (66)
Avg. Finance Gross	\$ 422	#DIV/0!	\$ 422
PUVR	\$ 9	\$ -	\$ 14
Total Gross (Units & PUVR)	\$ 347	\$ -	\$ 356
GROI	0%	#DIV/0!	0%
% with Trade	3%	0%	0%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	39	0	1
% of Retail Units	100%	0%	3%
% Retailed of Non-New Franchise	67%	#DIV/0!	100%
Avg. Days to Sale	58.0	#DIV/0!	58.0
Avg. Transaction Price	\$ 36,545	#DIV/0!	\$ 43,883
Avg. Transaction to Market %	73%	#DIV/0!	88%
Avg. Transactional Discount	\$ (35,420)	#DIV/0!	\$ 1,115
Avg. Front End Gross	\$ (66)	#DIV/0!	\$ (66)
Avg. Finance Gross	\$ 422	#DIV/0!	\$ 422
PUVR	\$ 9	#DIV/0!	\$ 356
Total Gross (Units & PUVR)	\$ 347	#DIV/0!	\$ 356
GROI	0%	#DIV/0!	5%
% with Trade	3%	#DIV/0!	100%
Avg. Over/Under Allowance	0	#DIV/0!	0



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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	39	0	0
% of Retail Units	100%	0%	0%
% Retailed of Non-New Franchise	67%	#DIV/0!	#DIV/0!
Avg. Days to Sale	58.0	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 36,545	#DIV/0!	#DIV/0!
Avg. Transaction to Market %	73%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (35,420)	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ (66)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 422	#DIV/0!	#DIV/0!
PUVR	\$ 9	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 347	#DIV/0!	#DIV/0!
GROI	0%	#DIV/0!	#DIV/0!
% with Trade	3%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
1	0	0
3%	0%	0%
100%	#DIV/0!	#DIV/0!
58.0	#DIV/0!	#DIV/0!
\$ 43,883	#DIV/0!	#DIV/0!
88%	#DIV/0!	#DIV/0!
\$ 1,115	#DIV/0!	#DIV/0!
\$ (66)	#DIV/0!	#DIV/0!
\$ 422	#DIV/0!	#DIV/0!
\$ 356	#DIV/0!	#DIV/0!
\$ 356	#DIV/0!	#DIV/0!
5%	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!