

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	N28234A	19	TOYO	COROL	89	Trade on New		\$ 20,891	21141	98%	1378.28	0
2	P15122A	16	HOND	ACCO	66	Trade on Used		\$ 23,491	24191	102%	5849.55	4088.73
3	P15177	19	TOYO	RAV4HY	66	Auction/Wholesale		\$ 33,491	33941	100%	23.73	279.71
4	P15185	21	TOYO	COROL	64	Auction/Wholesale		\$ 23,891	24391	98%	-1123.83	833.26
5	N25400B	15	HYUN	ELAN	407	Trade on Used		\$ 12,981	12981	90%	3635.84	3027.49
6	N27908B	17	CHEVY	CRUZ	94	Trade on Used		\$ 15,491	15491	91%	62.3	0
7	N28002A	19	TOYO	TACO	89	Trade on New		\$ 34,981	34981	97%	793.66	500
8	N28007B	19	NISS	ROGU	119	Trade on Used		\$ 21,981	29100	90%	4833.32	3900
9	N28249A	14	HOND	CRV	86	Trade on New		\$ 18,491	19241	99%	3840.27	4072.37
10	N28487A	21	TOYO	RAV4	50	Trade on New		\$ 31,981	36530	99%	5412.79	3870.71
11	P14959B	18	FORD	F150	58	Trade on Used		\$ 35,491	35491	99%	2897.77	10302.29
12	P15152	18	TOYO	TACO	78	Auction/Wholesale		\$ 37,491	37491	98%	354	7435.76
13	P15164	18	HOND	CIVI	71	Auction/Wholesale		\$ 24,981	25131	102%	-1418.42	4246.5
14	N27626B	17	TOYO	RAV4	119	Trade on Used		\$ 20,491	20991	91%	1269.18	5356.38
15	N28528A	19	TOYO	RAV4	54	Trade on New		\$ 30,981	30981	98%	1071.83	0
16	P14988A	16	HOND	ACCO	64	Trade on Used		\$ 20,981	21981	99%	4055.2	0
17	N27651A	19	SUBA	FORE	159	Trade on New		\$ 25,981	25981	84%	-2156.68	2567.28
18	N28511A	16	TOYO	CAMR	62	Trade on New		\$ 18,981	18981	98%	2692.15	3948.78
19	N28512A	19	TOYO	RAV4	61	Trade on New		\$ 29,491	29491	101%	2755.44	4224.89
20	N28551A	20	TOYO	COROL	63	Trade on New		\$ 21,981	21981	98%	901.23	5944.65

21	P14943A	20	HOND	ACCO	84	Trade on Used		\$ 27,981	28481	95%	1584.05	1856
22	P15148	18	CHEV	CAMAC	98	Auction/Wholesale		\$ 34,981	33981	N/A	-2058.94	4767.78
23	P15166	17	HOND	CIVI	71	Auction/Wholesale		\$ 25,981	25981	101%	-1171.81	4556.46
24	N28101A	20	HOND	CRV	93	Trade on New		\$ 30,491	28135	94%	-1087.6	8254.28
25	N28455A	18	TOYO	RAV4	63	Trade on New		\$ 27,891	27891	100%	-657.1	1800
26	P14970B	15	SUBA	XV	63	Trade on Used		\$ 15,491	15491	100%	592.33	5885.72
27	P15029A	14	TOYO	TUND	88	Trade on Used		\$ 21,882	28382	101%	8623.45	286.43
28	N28451A	20	TOYO	COROL	76	Trade on New		\$ 21,981	21981	98%	1656.74	1057.01
29	P14961	21	SUBA	OUTB	182	Auction/Wholesale		\$ 35,491	35991	91%	-4692.59	1060.85
30	15210V	13	SUBA	LEGA	54	Trade on Used		\$ 12,491	12491	99%	4138.94	245.32
31	KC035771	19	TOYOTA	RAV4	40	Trade on Used		\$ 20,491	19663	99%	-5.32	4122.93
32	N28099B	18	TOYO	HIGHLN	98	Trade on Used		\$ 29,822	32822	94%	4235.06	279.91
33	N28103A	20	TOYO	4RUN	91	Trade on New		\$ 38,735	38735	98%	1429.48	1925
34	N28444A	19	TOYO	RAV4	68	Trade on New		\$ 30,891	30791	97%	653.08	9039.85
35	N28527A	22	TOYO	CAMR	54	Trade on New		\$ 30,981	32981	98%	4440.59	5772.61
36	N28546A	22	TOYO	RAV4	56	Trade on New		\$ 39,981	39981	102%	6753.6	4150.97

37	N28690A	21	TOYO	AVALO	45	Trade on New		\$ 41,491	46491	99%	8865.39	14191.8
38	P14879A	19	MERCEDES-BENZ	GLC	155	Trade on Used		\$ 33,981	36681	89%	41.89	2690
39	P15137A	19	TOYO	RAV4	57	Trade on Used		\$ 31,491	31991	98%	3533.07	6205.31
40	P15127	20	JEEP	WRANU	85	Auction/Wholesale		\$ 46,982	46982	97%	-1085.32	2659.13
41	N28466A	19	CHEV	SILV15	66	Trade on New		\$ 42,981	42981	97%	1814.64	3555.09
42	P15016A	17	MLT	GLA254	67	Trade on Used		\$ 28,981	28981	97%	1724.16	7482.48
43	P15158	19	TOYO	CAMR	73	Auction/Wholesale		\$ 24,491	24491	96%	4950.07	9401.15
44	N28481B	10	TOYO	CAMR	55	Trade on Used		\$ 10,491	10491	107%	709.96	1928.56
45	N28600A	15	TOYO	SIENNA	47	Trade on New		\$ 21,891	21891	103%	1555.31	3629.09
46	P15155	14	TOYO	SCINXB	76	Auction/Wholesale		\$ 12,891	12892	91%	7567.89	3564
47	P15196	19	TOYO	HIGHLN	57	Auction/Wholesale		\$ 36,491	35491	99%	3916.04	4553.01
48	N28350A	19	TOYO	HIGHLN	49	Trade on New		\$ 37,981	38346	99%	1127.38	5595
49	N28547A	15	HOND	CRV	56	Trade on New		\$ 21,891	21092	99%	2732.36	2418
50	N28660B	17	HOND	ODYS	40	Trade on Used		\$ 30,981	30981	102%	3095.2	0
51	P14931	19	NISS	PATH	198	Auction/Wholesale		\$ 28,491	28491	91%	-5678.74	0
52	P15120A	19	TOYO	TUND	60	Trade on Used		\$ 38,981	39981	98%	2092.64	0
53	N28019B	9	TOYO	CAMR	60	Trade on Used		\$ 9,981	9981	111%	2228.88	0

Scoreboard Totals

% Retailed of Non-Franchise Make	99%
Total # Retail Units	200
Avg. Days to Sale	67.9
Avg. Advertised Price (Time of Sale)	\$ 29,934
Avg. Transaction Price	\$ 30,771
Avg. Market Price at 100%	\$ 30,700
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ (837)
Avg. Front-End Gross	#NAME?
Avg. Finance Gross	\$ 3,428
PUVR	#NAME?
Total Gross (Units & PUVR)	#NAME?
GROI	#NAME?
% with Trade	40%
Avg. Over/Under Allowance	\$1,344



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	99%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	67.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,934	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,771	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,700	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (837)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	#NAME?	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,428	#DIV/0!	#DIV/0!
PUVR	#NAME?	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#NAME?	#DIV/0!	#DIV/0!
GROI	#NAME?	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,344	#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	99%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	67.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,934	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,771	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,700	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (837)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	#NAME?	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,428	#DIV/0!	#DIV/0!
PUVR	#NAME?	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#NAME?	#DIV/0!	#DIV/0!
GROI	#NAME?	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,344	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	99%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	67.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,934	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,771	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,700	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (837)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	#NAME?	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,428	#DIV/0!	#DIV/0!
PUVR	#NAME?	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#NAME?	#DIV/0!	#DIV/0!
GROI	#NAME?	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,344	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	0
Avg. Days to Sale	67.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,934	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,771	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,700	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (837)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	#NAME?	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,428	#DIV/0!	#DIV/0!
PUVR	#NAME?	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#NAME?	#DIV/0!	#DIV/0!
GROI	#NAME?	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,344	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	2	198
Avg. Days to Sale	67.9	31.0	68.2
Avg. Advertised Price (Time of Sale)	\$ 29,934	\$ 17,991	\$ 30,905
Avg. Transaction Price	\$ 30,771	\$ 17,496	\$ 30,905
Avg. Market Price at 100%	\$ 30,700	\$ 17,797	#VALUE!
Avg. Price to Market % (Time of Sale)	98%	101%	#VALUE!
Avg. Transaction to Market	100%	98%	#VALUE!
Avg. Transactional Discount	\$ (837)	\$ 496	\$ (850)
Avg. Front-End Gross	#NAME?	\$ 1,830	#NAME?
Avg. Finance Gross	\$ 3,428	\$ 3,708	\$ 3,425
PUVR	#NAME?	\$ 5,538	#NAME?
Total Gross (Units & PUVR)	#NAME?	\$ 11,076	#NAME?
GROI	#NAME?	368%	#NAME?
% with Trade	40%	0%	40%
Avg. Over/Under Allowance	1,344	#DIV/0!	1,344



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	91	48
% of Retail Units	100%	46%	24%
% Retailed of Non-New Franchise	99%	100%	96%
Avg. Days to Sale	67.9	59.8	80.5
Avg. Transaction Price	\$ 30,771	\$ 28,523	\$ 27,059
Avg. Transaction to Market %	100%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ (837)	\$ (622)	\$ (524)
Avg. Front End Gross	#NAME?	#NAME?	\$ 3,075
Avg. Finance Gross	\$ 3,428	\$ 3,279	\$ 2,904
PUVR	#NAME?	#NAME?	\$ 5,979
Total Gross (Units & PUVR)	#NAME?	#NAME?	\$ 286,993
GROI	#NAME?	#NAME?	99%
% with Trade	40%	35%	44%
Avg. Over/Under Allowance	1,344	1,002	1,810



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	61	0	0
0%	31%	0%	0%
#DIV/0!	100%	#DIV/0!	#DIV/0!
#DIV/0!	70.0	#DIV/0!	#DIV/0!
#DIV/0!	\$ 37,044	#DIV/0!	#DIV/0!
#DIV/0!	#VALUE!	#DIV/0!	#DIV/0!
#DIV/0!	\$ (1,403)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 213	#DIV/0!	#DIV/0!
#DIV/0!	\$ 4,063	#DIV/0!	#DIV/0!
#DIV/0!	\$ 4,276	#DIV/0!	#DIV/0!
#DIV/0!	\$ 260,853	#DIV/0!	#DIV/0!
#DIV/0!	59%	#DIV/0!	#DIV/0!
#DIV/0!	44%	#DIV/0!	#DIV/0!
#DIV/0!	1,388	#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	200	22	36
% of Retail Units	100%	11%	18%
% Retailed of Non-New Franchise	99%	95%	97%
Avg. Days to Sale	67.9	24.9	38.4
Avg. Transaction Price	\$ 30,771	\$ 27,059	\$ 30,421
Avg. Transaction to Market %	100%	100%	101%
Avg. Transactional Discount	\$ (837)	\$ (231)	\$ (762)
Avg. Front End Gross	#NAME?	\$ 2,162	\$ 2,812
Avg. Finance Gross	\$ 3,428	\$ 2,292	\$ 3,774
PUVR	#NAME?	\$ 4,455	\$ 6,586
Total Gross (Units & PUVR)	#NAME?	\$ 98,008	\$ 237,088
GROI	#NAME?	238%	203%
% with Trade	40%	14%	42%
Avg. Over/Under Allowance	1,344	-300	2,053



46-60 days	61-90 days	90+ days
51	63	28
26%	32%	14%
100%	100%	100%
53.2	72.5	155.8
\$ 32,977	\$ 30,661	\$ 30,365
#VALUE!	#VALUE!	#VALUE!
\$ (706)	\$ (580)	\$ (2,224)
\$ 1,934	\$ 1,290	#NAME?
\$ 3,557	\$ 3,716	\$ 2,994
\$ 5,491	\$ 5,006	#NAME?
\$ 280,036	\$ 315,355	#NAME?
113%	81%	#NAME?
45%	43%	43%
1,372	1,148	1,255