









Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	110727A	2019	Buick	ENCORE	31	Trade on New	No	\$ 23,995	\$ 23,626	97%	\$1,760	\$490
2	C153408A	2017	GMC	CANYON	25	Trade on Used	No	\$ 23,995	\$ 23,495	102%	\$4,357	\$403
3	243745A	2021	GMC	YUKON	16	Trade on New	No	\$ 84,995	\$ 84,995	95%	\$3,712	\$3,454
4	273862A	2021	GMC	YUKON	24	Trade on New	Yes	\$ 72,995	\$ 72,995	95%	\$1,430	\$6,709
5	C129392A	2018	Lexus	IS 300	35	Trade on Used	No	\$ 32,888	\$ 32,888	100%	\$119	\$437
6	X102037	2020	Cadillac	XT6	113	Street/Curb Buy	Yes	\$ 51,450	\$ 51,450	93%	\$351	\$3,231
7	L288871	2019	GMC	ACADIA	25	LBO OEM/Leasing Co.	Yes	\$ 34,450	\$ 34,450	98%	(\$1,732)	\$1,923
8	284632A	2018	Cadillac	ESCALADE	19	Trade on New	Yes	\$ 61,995	\$ 61,995	100%	\$2,219	\$2,104
9	L178341	2019	GMC	SIERRA	20	LBO Customer	No	\$ 39,023	\$ 39,023	101%	(\$1,300)	\$1,521
10	C066358A	2019	Cadillac	XT5	74	Trade on Used	Yes	\$ 33,995	\$ 33,495	98%	(\$704)	\$490
11	139890B	2016	Mercedes-Benz	E 350	59	Trade on Used	No	\$ 27,275	\$ 26,761	98%	\$611	\$1,403
12	154408A	2017	GMC	ACADIA	42	Trade on New	Yes	\$ 18,450	\$ 18,450	96%	\$178	\$1,034
13	133993A	2016	Chevrolet	MALIBU	76	Trade on New	No	\$ 13,995	\$ 13,201	82%	\$1,300	\$205
14	167465A	2020	GMC	SIERRA	72	Trade on New	No	\$ 57,995	\$ 57,524	97%	\$4,323	\$2,694
15	LP278598	2019	GMC	YUKON	2	LBO Customer	No	\$ 44,619	\$ 44,619	82%	\$1,000	\$3,724
16	120273A	2019	Chevrolet	MALIBU	82	Trade on New	No	\$ 7,995	\$ 7,995	82%	\$1,564	\$1,232
17	178847A	2019	Chevrolet	SILVERADO	24	Trade on New	No	\$ 42,450	\$ 42,450	95%	\$613	\$1,226
18	D157610A	2017	GMC	YUKON XL	18	Trade on New	No	\$ 44,995	\$ 46,422	98%	\$1,089	\$1,483
19	154532A	2019	TOYOTA	CAMRY	29	Trade on New	No	\$ 23,450	\$ 23,450	94%	(\$623)	\$490
20	184021A	2019	GMC	SIERRA	59	Trade on New	Yes	\$ 54,995	\$ 53,710	99%	\$1,500	\$896
21	146966A	2018	BUICK	ENCLAVE	47	Trade on New	Yes	\$ 31,995	\$ 31,995	104%	(\$2,953)	\$2,747
22	280121A	2019	GMC	YUKON	16	Trade on New	Yes	\$ 59,995	\$ 59,995	102%	\$2,349	\$3,009
23	C100455A	2019	Cadillac	XT4	76	Trade on Used	Yes	\$ 29,995	\$ 29,995	87%	(\$4,145)	\$436
24	LP323872	2019	GMC	TERRAIN	1	LBO Customer	No	\$ 16,712	\$ 16,712	100%	\$1,000	\$0
25	156898A	2014	MAZDA	MIATA	30	Trade on New	No	\$ 24,995	\$ 24,200	102%	\$5,264	\$1,739
26	140021A	2019	Cadillac	XT4	81	Trade on New	Yes	\$ 29,995	\$ 22,995	92%	(\$4,374)	\$1,364
27	290922B	2013	Cadillac	ESCALADE ESV	23	Trade on Used	No	\$ 24,995	\$ 24,995	96%	\$829	\$1,000
28	LP908526	2019	Buick	ENCORE	5	LBO Customer	No	\$ 14,623	\$ 14,623	100%	\$0	\$1,002

29	261622A	2020	Cadillac	XT6	67	Trade on New	Yes	\$	51,995	\$	51,995	102%	(\$3,944)	\$3,216
30	C137500	2022	GMC	SIERRA	56	Loaner	No	\$	46,430	\$	44,430	100%	\$1,677	\$510
31	C178653	2022	GMC	SIERRA	16	Loaner	No	\$	49,620	\$	47,120	100%	\$2,496	\$2,562
32	LP218296	2018	Cadillac	XT5	0	LBO Customer	No	\$	21,025	\$	21,025	100%	(\$1,424)	\$1,689
33	242335A	2022	GMC	YUKON XL	86	Trade on New	Yes	\$	81,995	\$	81,995	89%	\$627	\$5,301
34	LP123130	2019	Cadillac	XT5	0	LBO Customer	No	\$	23,481	\$	23,481	100%	\$0	\$3,007
35	LP138114	2019	GMC	CANYON	0	LBO Customer	No	\$	20,952	\$	20,952	100%	\$0	\$614
36	160967A	2012	Cadillac	CTS WAGON	35	Trade on New	No	\$	15,995	\$	15,995	100%	\$2,114	\$1,668
37	L369876	2021	Chevrolet	TAHOE	18	LBO OEM/Leasing Co.	No	\$	69,995	\$	69,000	96%	\$3,504	\$5,723
38	154100A	2019	Cadillac	XT5	52	Trade on New	Yes	\$	31,450	\$	31,450	97%	(\$2,551)	\$694
39	127167A	2019	Cadillac	XT4	100	Trade on New	Yes	\$	29,995	\$	29,995	85%	(\$4,381)	\$2,964
40	L333809	2020	GMC	SIERRA	46	LBO OEM/Leasing Co.	Yes	\$	74,995	\$	74,450	98%	\$3,879	\$630
41	LP354704	2019	GMC	Terrain	0	LBO Customer	No	\$	16,127	\$	16,127	100%	\$0	\$1,486
42	160159A	2016	GMC	ACADIA	39	Trade on New	No	\$	24,955	\$	24,955	100%	\$1,368	\$3,624
43	555463A	2020	Chevrolet	SILVERADO	20	Trade on New	No	\$	47,995	\$	47,995	100%	\$52,050	\$2,865
44	C111386	2022	Cadillac	XT4	12	Loaner	No	\$	43,680	\$	41,915	100%	\$2,722	\$1,382
45	LP176630	2019	Cadillac	XT4	0	LBO Customer	Yes	\$	21,254	\$	21,254	100%	(\$1,305)	\$1,066
46	118756A	2017	Toyota	Corrolla	63	Trade on New	No	\$	14,500	\$	15,375	86%	\$76	\$269
47	C126293A	2019	GMC	TERRAIN	41	Trade on Used	No	\$	24,995	\$	24,995	102%	(\$392)	\$4,062
48	LP289182	2018	Cadillac	Escalade ESV	31	LBO Customer	Yes	\$	41,395	\$	41,395	100%	(\$1,739)	\$0
49	LP299482	2019	GMC	Acadia	0	LBO Customer	No	\$	17,814	\$	17,814	100%	\$0	\$431
50	148129A	2019	Cadillac	CT6	75	Trade on New	Yes	\$	46,995	\$	46,995	103%	\$2,246	\$519
51	115463A	2018	TOYOTA	Rav4	72	Trade on New	No	\$	21,750	\$	21,750	90%	(\$1,813)	\$2,846
52	228942A	2018	Buick	Encore	30	Trade on New	Yes	\$	19,995	\$	19,995	91%	(\$859)	\$855
53	C126027	2022	GMC	TERRAIN	0	LBO Customer	No	\$	32,455	\$	32,455	100%	\$783	\$305

## Scoreboard Totals

% Retailed of Non-Franchise Make	19%
Total # Retail Units	131
Avg. Days to Sale	33.6
Avg. Advertised Price (Time of Sale)	\$ 36,515
Avg. Transaction Price	\$ 35,822
Avg. Market Price at 100%	\$ 37,153
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 692
Avg. Front-End Gross	\$ 1,100
Avg. Finance Gross	\$ 1,733
PUVR	\$ 2,833
Total Gross (Units & PUVR)	\$ 371,101
GROI	85%
% with Trade	23%
Avg. Over/Under Allowance	\$0



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	19%	#DIV/0!	#DIV/0!
Total # Retail Units	131	0	0
Avg. Days to Sale	33.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,515	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,822	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 37,153	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 692	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,100	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,733	#DIV/0!	#DIV/0!
PUVR	\$ 2,833	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 371,101	#DIV/0!	#DIV/0!
GROI	85%	#DIV/0!	#DIV/0!
% with Trade	23%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Robert Salinas	Andrew Luna
% Retailed of Non-New Franchise	19%	13%	0%
Total # Retail Units	131	8	10
Avg. Days to Sale	33.6	32.6	24.9
Avg. Advertised Price (Time of Sale)	\$ 36,515	\$ 45,127	\$ 30,032
Avg. Transaction Price	\$ 35,822	\$ 44,746	\$ 29,142
Avg. Market Price at 100%	\$ 37,153	\$ 45,054	\$ 30,129
Avg. Price to Market % (Time of Sale)	98%	100%	100%
Avg. Transaction to Market	96%	99%	97%
Avg. Transactional Discount	\$ 692	\$ 381	\$ 890
Avg. Front-End Gross	\$ 1,100	\$ 1,764	\$ (665)
Avg. Finance Gross	\$ 1,733	\$ 2,353	\$ 897
PUVR	\$ 2,833	\$ 4,117	\$ 232
Total Gross (Units & PUVR)	\$ 371,101	\$ 32,937	\$ 2,319
GROI	85%	102%	12%
% with Trade	23%	13%	0%
Avg. Over/Under Allowance	0	0	0

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	19%	#DIV/0!	#DIV/0!
Total # Retail Units	131	0	0
Avg. Days to Sale	33.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,515	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,822	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 37,153	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 692	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,100	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,733	#DIV/0!	#DIV/0!
PUVR	\$ 2,833	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 371,101	#DIV/0!	#DIV/0!
GROI	85%	#DIV/0!	#DIV/0!
% with Trade	23%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	131	32	99
Avg. Days to Sale	33.6	47.4	29.2
Avg. Advertised Price (Time of Sale)	\$ 36,515	\$ 46,650	\$ 32,511
Avg. Transaction Price	\$ 35,822	\$ 46,066	\$ 32,511
Avg. Market Price at 100%	\$ 37,153	\$ 47,750	\$ 33,757
Avg. Price to Market % (Time of Sale)	98%	98%	96%
Avg. Transaction to Market	96%	96%	96%
Avg. Transactional Discount	\$ 692	\$ 585	\$ 727
Avg. Front-End Gross	\$ 1,100	\$ 1	\$ 1,456
Avg. Finance Gross	\$ 1,733	\$ 1,714	\$ 1,739
PUVR	\$ 2,833	\$ 1,715	\$ 3,194
Total Gross (Units & PUVR)	\$ 371,101	\$ 54,873	\$ 316,228
GROI	85%	28%	121%
% with Trade	23%	25%	22%
Avg. Over/Under Allowance	0	0	0



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	131	106	25
Avg. Days to Sale	33.6	31.2	44.0
Avg. Advertised Price (Time of Sale)	\$ 36,515	\$ 37,639	\$ 31,432
Avg. Transaction Price	\$ 35,822	\$ 36,858	\$ 31,432
Avg. Market Price at 100%	\$ 37,153	\$ 38,228	\$ 32,714
Avg. Price to Market % (Time of Sale)	98%	98%	96%
Avg. Transaction to Market	96%	96%	96%
Avg. Transactional Discount	\$ 692	\$ 782	\$ 313
Avg. Front-End Gross	\$ 1,100	\$ 519	\$ 3,567
Avg. Finance Gross	\$ 1,733	\$ 1,722	\$ 1,776
PUVR	\$ 2,833	\$ 2,241	\$ 5,343
Total Gross (Units & PUVR)	\$ 371,101	\$ 237,514	\$ 133,587
GROI	85%	70%	139%
% with Trade	23%	26%	8%
Avg. Over/Under Allowance	0	0	0



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	131	53	18
% of Retail Units	100%	40%	14%
% Retailed of Non-New Franchise	19%	38%	22%
Avg. Days to Sale	33.6	44.0	45.0
Avg. Transaction Price	\$ 35,822	\$ 38,155	\$ 28,471
Avg. Transaction to Market %	96%	96%	97%
Avg. Transactional Discount	\$ 692	\$ 372	\$ 351
Avg. Front End Gross	\$ 1,100	\$ 1,873	\$ 316
Avg. Finance Gross	\$ 1,733	\$ 1,859	\$ 1,737
PUVR	\$ 2,833	\$ 3,732	\$ 2,053
Total Gross (Units & PUVR)	\$ 371,101	\$ 197,799	\$ 36,955
GROI	85%	80%	58%
% with Trade	23%	21%	44%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	0	26	25
4%	0%	20%	19%
0%	#DIV/0!	0%	0%
37.4	#DIV/0!	34.4	2.6
\$ 73,584	#DIV/0!	\$ 35,429	\$ 26,683
98%	#DIV/0!	94%	99%
\$ 1,154	#DIV/0!	\$ 2,205	\$ -
\$ 4,458	#DIV/0!	\$ 713	\$ (287)
\$ 2,002	#DIV/0!	\$ 1,520	\$ 1,406
\$ 6,459	#DIV/0!	\$ 2,232	\$ 1,119
\$ 32,297	#DIV/0!	\$ 58,040	\$ 27,970
84%	#DIV/0!	66%	590%
0%	#DIV/0!	42%	0%
0	#DIV/0!	0	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
4	0	0
3%	0%	0%
25%	#DIV/0!	#DIV/0!
30.5	#DIV/0!	#DIV/0!
\$ 50,474	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!
\$ 385	#DIV/0!	#DIV/0!
\$ 1,390	#DIV/0!	#DIV/0!
\$ 3,120	#DIV/0!	#DIV/0!
\$ 4,510	#DIV/0!	#DIV/0!
\$ 18,041	#DIV/0!	#DIV/0!
105%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	131	48	25
% of Retail Units	100%	37%	19%
% Retailed of Non-New Franchise	19%	19%	20%
Avg. Days to Sale	33.6	17.6	37.0
Avg. Transaction Price	\$ 35,822	\$ 40,372	\$ 33,731
Avg. Transaction to Market %	96%	97%	96%
Avg. Transactional Discount	\$ 692	\$ 866	\$ 1,133
Avg. Front End Gross	\$ 1,100	\$ 2,665	\$ 634
Avg. Finance Gross	\$ 1,733	\$ 1,670	\$ 2,156
PUVR	\$ 2,833	\$ 4,335	\$ 2,790
Total Gross (Units & PUVR)	\$ 371,101	\$ 208,076	\$ 69,757
GROI	85%	220%	81%
% with Trade	23%	25%	32%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
19	18	3
15%	14%	2%
21%	39%	0%
53.4	73.2	101.7
\$ 36,586	\$ 36,831	\$ 36,735
97%	93%	90%
\$ 537	\$ 454	\$ 800
\$ 134	\$ 108	\$ (853)
\$ 1,598	\$ 1,667	\$ 2,167
\$ 1,732	\$ 1,775	\$ 1,314
\$ 32,913	\$ 31,952	\$ 3,941
32%	24%	13%
37%	11%	33%
0	0	0