

Line #	Stock#	Year	Make	Model	Days in	Acquisition Source	Cl	Price (Time	Transacti	Market %	End	Finance
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	YF104482A	2017	AUDI	A4	104	Trade on New	No	\$ 34,986	\$ 25,244	72%	(\$500)	\$7,365
2	YS277570B	2019	TOYOTA	4RUNNER	25	Trade on Used	No	\$ 52,694	\$ 49,986	95%	\$8,061	\$5,011
3	B2282	2017	GMC	SIERRA 1500	92	Auction/Wholesale	NO	\$ 40,995	\$ 38,719	94%	(\$1,800)	\$2,411
4	YK15634A	2015	JEEP	GRAND CHEROKEE	24	Trade on New	No	\$ 31,998	\$ 29,654	93%	\$3,876	\$699
5	YK158401A	2019	CADILLAC	XT5	16	Trade on New	YES	\$ 46,000	\$ 45,640	99%	\$7,200	\$13,125
6	YK151894A	2021	CADILLAC	XT4	42	Trade on New	Yes	\$ 53,994	\$ 49,000	91%	\$3,320	\$1,127
7	B2256B	2010	FORD	TAURUS	37	Trade on Used	NO	\$ 15,500	\$ 12,500	81%	\$1,700	\$1,000
8	B2310	2020	CADILLAC	ESCALADE	5	Auction/Wholesale	Yes	\$ 65,946	\$ 65,946	100%	(\$746)	\$2,877
9	YS293417A	2017	CADILLAC	ESCALADE	48	Trade on New	YES	\$ 75,999	\$ 68,361	91%	\$3,974	\$7,959
10	B2291	2015	PORSCHE	CAYENNE	90	Auction/Wholesale	NO	\$ 54,998	\$ 52,327	95%	(\$1,022)	\$699
11	YK139448A	2019	JEEP	GRAND CHEROKEE	109	Trade on New	NO	\$ 53,268	\$ 48,995	92%	\$253	\$7,340
12	YF108550A	2018	JAGUAR	E-PACE	109	Trade on New	NO	\$ 45,998	\$ 36,599	80%	(\$1,950)	\$9,395
13	YK158724A	2017	CADILLAC	XT5	25	Trade on New	YES	\$ 36,500	\$ 36,500	100%	\$1,138	\$927
14	B2286A	2021	JEEP	GRAND CHEROKEE	36	Trade on New	No	\$ 42,265	\$ 42,265	100%	\$5,500	\$10,800
15	B2269	2018	TOYOTA	TUNDRA	142	Auction/Wholesale	No	\$ 56,995	\$ 49,000	86%	(\$4,752)	\$1,625
16	B2313	2016	BMW	MULTISTRADA	4	Auction/Wholesale	No	\$ 19,850	\$ 19,850	100%	\$5	\$324
17	B2314	2021	Mercedes-Benz	G WAGON	5	Other	No	\$ 395,000	\$ 395,000	100%	\$2,965	\$9,927
18	YS165758A	2018	CADILLAC	ESCALADE	150	Trade on New	YES	\$ 78,995	\$ 72,495	92%	\$1,584	\$11,964
19	YK152446A	2019	DODGE	CARAVAN	71	Trade on New	No	\$ 36,998	\$ 31,962	86%	\$2,500	\$699
20	YF163176A	2013	Chevrolet	Equinox	34	Trade on New	No	\$ 13,750	\$ 12,750	93%	\$1,978	\$720
21	6D120600A	2015	BMW	X1	64	Trade on New	No	\$ 22,998	\$ 20,925	91%	\$2,700	\$5,290
22	YF162266A	2017	BUICK	ENVISION	53	Trade on New	No	\$ 29,998	\$ 26,286	88%	\$1,344	\$2,489
23	YS262372B	2015	Chevrolet	SILVERADO	74	Trade on Used	No	\$ 56,495	\$ 56,495	100%	\$3,000	\$3,640
24	YF140418A	2015	GMC	YUKON	18	Trade on New	No	\$ 39,858	\$ 39,858	100%	(\$700)	\$3,273
25	YK156337A	2013	Land Rover	EVOQUE	22	Trade on New	No	\$ 18,459	\$ 14,056	76%	\$2,173	\$699
26	YK151778A	2016	CADILLAC	ATS	78	Trade on New	YES	\$ 26,386	\$ 26,386	100%	\$2,800	\$7,583
27	YS294076A	2019	CADILLAC	ESCALADE	92	Trade on New	YES	\$ 88,995	\$ 88,995	100%	\$13,453	\$20,257
28	YK159168A	2018	GMC	TERRAIN	46	Trade on New	No	\$ 36,577	\$ 36,577	100%	\$5,300	\$4,798
29	YK156924A	2020	KIA	SOUL	86	Trade on New	No	\$ 28,998	\$ 22,390	77%	\$362	\$1,802
30	B2263A	2016	DODGE	RAM	138	Trade on Used	No	\$ 37,998	\$ 24,023	63%	\$0	\$6,341

Scoreboard Totals

% Retailed of Non-Franchise Make	69%
Total # Retail Units	48
Avg. Days to Sale	54.2
Avg. Advertised Price (Time of Sale)	\$ 56,857
Avg. Transaction Price	\$ 54,001
Avg. Market Price at 100%	\$ 61,537
Avg. Price to Market % (Time of Sale)	92%
Avg. Transaction to Market	88%
Avg. Transactional Discount	\$ 2,856
Avg. Front-End Gross	\$ 2,662
Avg. Finance Gross	\$ 4,588
PUVR	\$ 7,250
Total Gross (Units & PUVR)	\$ 348,001
GROI	89%
% with Trade	25%
Avg. Over/Under Allowance	\$528



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	69%	#DIV/0!	#DIV/0!
Total # Retail Units	48	0	0
Avg. Days to Sale	54.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 56,857	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 54,001	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 61,537	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	88%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2,856	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,662	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 4,588	#DIV/0!	#DIV/0!
PUVR	\$ 7,250	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 348,001	#DIV/0!	#DIV/0!
GROI	89%	#DIV/0!	#DIV/0!
% with Trade	25%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	528	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	69%	#DIV/0!	#DIV/0!
Total # Retail Units	48	0	0
Avg. Days to Sale	54.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 56,857	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 54,001	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 61,537	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	88%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2,856	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,662	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 4,588	#DIV/0!	#DIV/0!
PUVR	\$ 7,250	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 348,001	#DIV/0!	#DIV/0!
GROI	89%	#DIV/0!	#DIV/0!
% with Trade	25%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	528	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	69%	#DIV/0!	#DIV/0!
Total # Retail Units	48	0	0
Avg. Days to Sale	54.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 56,857	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 54,001	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 61,537	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	88%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2,856	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,662	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 4,588	#DIV/0!	#DIV/0!
PUVR	\$ 7,250	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 348,001	#DIV/0!	#DIV/0!
GROI	89%	#DIV/0!	#DIV/0!
% with Trade	25%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	528	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	48	14	34
Avg. Days to Sale	54.2	52.8	54.8
Avg. Advertised Price (Time of Sale)	\$ 56,857	\$ 57,684	\$ 53,604
Avg. Transaction Price	\$ 54,001	\$ 54,964	\$ 53,604
Avg. Market Price at 100%	\$ 61,537	\$ 60,966	\$ 60,291
Avg. Price to Market % (Time of Sale)	92%	95%	89%
Avg. Transaction to Market	88%	90%	89%
Avg. Transactional Discount	\$ 2,856	\$ 2,719	\$ 2,913
Avg. Front-End Gross	\$ 2,662	\$ 3,917	\$ 2,145
Avg. Finance Gross	\$ 4,588	\$ 5,980	\$ 4,015
PUVR	\$ 7,250	\$ 9,898	\$ 6,160
Total Gross (Units & PUVR)	\$ 348,001	\$ 138,566	\$ 209,435
GROI	89%	123%	75%
% with Trade	25%	36%	21%
Avg. Over/Under Allowance	528	375	590



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	48	15	33
Avg. Days to Sale	54.2	52.7	54.9
Avg. Advertised Price (Time of Sale)	\$ 56,857	\$ 55,411	\$ 54,581
Avg. Transaction Price	\$ 54,001	\$ 52,723	\$ 54,581
Avg. Market Price at 100%	\$ 61,537	\$ 58,649	\$ 61,323
Avg. Price to Market % (Time of Sale)	92%	94%	89%
Avg. Transaction to Market	88%	90%	89%
Avg. Transactional Discount	\$ 2,856	\$ 2,687	\$ 2,933
Avg. Front-End Gross	\$ 2,662	\$ 3,870	\$ 2,113
Avg. Finance Gross	\$ 4,588	\$ 5,650	\$ 4,106
PUVR	\$ 7,250	\$ 9,520	\$ 6,218
Total Gross (Units & PUVR)	\$ 348,001	\$ 142,793	\$ 205,208
GROI	89%	123%	75%
% with Trade	25%	33%	21%
Avg. Over/Under Allowance	528	350	608



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	48	31	6
% of Retail Units	100%	65%	13%
% Retailed of Non-New Franchise	69%	58%	100%
Avg. Days to Sale	54.2	58.6	64.2
Avg. Transaction Price	\$ 54,001	\$ 39,846	\$ 31,961
Avg. Transaction to Market %	88%	84%	83%
Avg. Transactional Discount	\$ 2,856	\$ 3,370	\$ 3,281
Avg. Front End Gross	\$ 2,662	\$ 2,868	\$ 2,430
Avg. Finance Gross	\$ 4,588	\$ 4,933	\$ 3,346
PUVR	\$ 7,250	\$ 7,801	\$ 5,776
Total Gross (Units & PUVR)	\$ 348,001	\$ 241,821	\$ 34,655
GROI	89%	120%	101%
% with Trade	25%	26%	33%
Avg. Over/Under Allowance	528	411	2,617



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	10	0	0
0%	21%	0%	0%
#DIV/0!	80%	#DIV/0!	#DIV/0!
#DIV/0!	39.5	#DIV/0!	#DIV/0!
#DIV/0!	\$ 77,004	#DIV/0!	#DIV/0!
#DIV/0!	95%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,294	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,132	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,731	#DIV/0!	#DIV/0!
#DIV/0!	\$ 5,863	#DIV/0!	#DIV/0!
#DIV/0!	\$ 58,633	#DIV/0!	#DIV/0!
#DIV/0!	69%	#DIV/0!	#DIV/0!
#DIV/0!	20%	#DIV/0!	#DIV/0!
#DIV/0!	-313	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	1
0%	0%	2%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	5.0
#DIV/0!	#DIV/0!	\$ 395,000
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 2,965
#DIV/0!	#DIV/0!	\$ 9,927
#DIV/0!	#DIV/0!	\$ 12,892
#DIV/0!	#DIV/0!	\$ 12,892
#DIV/0!	#DIV/0!	235%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	48	17	6
% of Retail Units	100%	35%	13%
% Retailed of Non-New Franchise	69%	71%	67%
Avg. Days to Sale	54.2	15.2	36.7
Avg. Transaction Price	\$ 54,001	\$ 82,456	\$ 27,710
Avg. Transaction to Market %	88%	96%	89%
Avg. Transactional Discount	\$ 2,856	\$ 653	\$ 1,499
Avg. Front End Gross	\$ 2,662	\$ 4,196	\$ 3,092
Avg. Finance Gross	\$ 4,588	\$ 4,477	\$ 2,997
PUVR	\$ 7,250	\$ 8,673	\$ 6,089
Total Gross (Units & PUVR)	\$ 348,001	\$ 147,435	\$ 36,534
GROI	89%	249%	216%
% with Trade	25%	12%	33%
Avg. Over/Under Allowance	528	309	0



46-60 days	61-90 days	90+ days
8	7	10
17%	15%	21%
50%	86%	70%
53.5	77.4	115.4
\$ 40,957	\$ 35,071	\$ 45,087
85%	87%	70%
\$ 3,298	\$ 2,341	\$ 7,424
\$ 2,759	\$ 1,586	\$ 471
\$ 4,298	\$ 2,916	\$ 7,135
\$ 7,057	\$ 4,502	\$ 7,606
\$ 56,453	\$ 31,515	\$ 76,064
116%	60%	53%
25%	43%	30%
625	2,243	-63