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New Car Franchise(s)

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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	NW175082	2022	Jeep	WRANGLER	91	Trade on New	No	\$ 42,999	\$ 42,999	98%	(\$1,104)	\$5,517
2	PX519755	2020	Nissan	ARMADA	2	ntal Fleet (Enterprise, e	No	\$ 38,990	\$ 38,500	102%	\$4,058	\$4,012
3	60060175	2006	Toyota	4RUNNER	10	Trade on Used	No	\$ 10,990	\$ 7,000	95%	(\$1,942)	\$0
4	PC825395	2021	Nissan	ROGUE		LBO OEM/Leasing Co.	Yes	\$ 38,495	\$ 37,700		\$4,166	\$3,185
5	C241849	2015	Nissan	ALTIMA	5	Trade on New	No	\$ 14,990	\$ 14,100		(\$640)	\$1,185
6	HGD78660	2017	Ford	EXPLORER		Trade on Used	No	\$ 29,990	\$ 29,200		\$2,352	\$2,134
7	TS597272	2017	Ram	1500		Other	No	\$ 26,990	\$ 25,305		\$425	\$1,598
8	JZ270267	2018	Chevrolet	SILVERADO		Trade on Used	No	\$ 32,495	\$ 31,500		\$165	\$952
9	PC453569	2018	Jeep	GRAND CHEROKEE		Auction/Wholesale	No	\$ 35,990	\$ 34,989		\$1,595	\$3,407
10	KH598550	2019	Honda	CIVIC		Trade on Used	No	\$ 37,990	\$ 37,000		\$1,765	\$1,274
11	P605132	2015	BMW	328i		Trade on Used	No	\$ 14,998	\$ 14,998		\$1,121	\$866
12	P5302216	2021	Lexus	GX460		Auction/Wholesale	No	\$ 56,997	\$ 56,997		(\$4,791)	\$0
13	LL534776	2020	Nissan	KICKS		Loaner	Yes	\$ 24,990	\$ 24,800		\$821	\$488
14	B0126542	2011	Cadillac	CTS		Trade on Used	No	\$ 16,998	\$ 14,700		\$1,535	\$771
15	337730	2017	Chevrolet	CAMARO		Trade on Used	No	\$ 24,998	\$ 24,998		(\$1,896)	\$2,219
16	8C290388	2008	Nissan	ALTIMA		Trade on Used	No	\$ 3,990	\$ 3,500		(\$1,936)	\$0
17	PY338398	2015	Nissan	SENTRA		Auction/Wholesale	No	\$ 19,990	\$ 19,700		\$131	\$0
18	LX923178	2020	Toyota	TUNDRA		Trade on New	No	\$ 49,990	\$ 48,936		(\$2,871)	\$0
19	MW677272	2021	Jeep	WRANGLER		Trade on Used	No	\$ 68,990	\$ 67,000		\$8,760	\$6,532
20	C787493	2021	Nissan	ROGUE		Trade on New	Yes	\$ 32,990	\$ 32,990		(\$226)	\$2,537
21	TGB25024	2021	Ford	EXPLORER		Other	No	\$ 52,990	\$ 52,990		(\$3,588)	\$0
22	GG237413	2016	Ram	1500		Trade on Used	No	\$ 47,998	\$ 47,998		\$3,830	\$1,302
23	HC661863	2017	Nissan	PATHFINDER		Trade on New	No	\$ 18,990	\$ 17,500		(\$221)	\$1,393
24	KY225649	2019	Nissan	SENTRA		Trade on New	Yes	\$ 21,998	\$ 21,998		\$3,856	\$721
25	P5253555	2022	Toyota	4RUNNER		Auction/Wholesale	No	\$ 55,998	\$ 52,794		(\$3,705)	\$3,948
26	PR202391	2021	GMC	YUKON		Auction/Wholesale	No	\$ 77,998	\$ 77,998		\$2,180	\$0
27	2C253627	2002	Nissan	ALTIMA		Trade on Used	No	\$ 1,999	\$ 1,000		(\$1,454)	\$0
28	PR509289	2021	Chrysler	GRD VOYAGER		Auction/Wholesale	No	\$ 27,990	\$ 27,750		\$795	\$3,412
29	4W332175	2004	Nissan	MURANO		Trade on New	No	\$ 5,900	\$ 5,500		\$671	\$0

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Scoreboard Totals

% Retailed of Non-Franchise Make	63%
Total # Retail Units	32
Avg. Days to Sale	27.0
Avg. Advertised Price (Time of Sale)	\$ 33,490
Avg. Transaction Price	\$ 32,611
Avg. Market Price at 100%	\$ 34,058
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 879
Avg. Front-End Gross	\$ 238
Avg. Finance Gross	\$ 1,745
PUVR	\$ 1,983
Total Gross (Units & PUVR)	\$ 63,451
GROI	81%
% with Trade	44%
Avg. Over/Under Allowance	\$238



ACADEMY

Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	63%	#DIV/0!	#DIV/0!
Total # Retail Units	32	0	0
Avg. Days to Sale	27.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,490	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 32,611	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 34,058	#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	\$ 879	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 238	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,745	#DIV/0!	#DIV/0!
PUVR	\$ 1,983	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 63,451	#DIV/0!	#DIV/0!
GROI	81%	#DIV/0!	#DIV/0!
% with Trade	44%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	238	#DIV/0!	#DIV/0!



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Scoreboard

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Sales Consultant	Totals		
% Retailed of Non-New Franchise	63%	#DIV/0!	#DIV/0!
Total # Retail Units	32	0	0
Avg. Days to Sale	27.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,490	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 32,611	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 34,058	#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	\$ 879	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 238	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,745	#DIV/0!	#DIV/0!
PUVR	\$ 1,983	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 63,451	#DIV/0!	#DIV/0!
GROI	81%	#DIV/0!	#DIV/0!
% with Trade	44%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	238	#DIV/0!	#DIV/0!



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Scoreboard

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Finance Manager	Totals		
% Retailed of Non-New Franchise	63%	#DIV/0!	#DIV/0!
Total # Retail Units	32	0	0
Avg. Days to Sale	27.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,490	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 32,611	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 34,058	#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	\$ 879	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 238	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,745	#DIV/0!	#DIV/0!
PUVR	\$ 1,983	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 63,451	#DIV/0!	#DIV/0!
GROI	81%	#DIV/0!	#DIV/0!
% with Trade	44%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	238	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	32	5	27
Avg. Days to Sale	27.0	#DIV/0!	27.0
Avg. Advertised Price (Time of Sale)	\$ 33,490	\$ 32,293	\$ 32,754
Avg. Transaction Price	\$ 32,611	\$ 31,838	\$ 32,754
Avg. Market Price at 100%	\$ 34,058	#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	\$ 879	\$ 455	\$ 958
Avg. Front-End Gross	\$ 238	\$ 2,052	\$ (98)
Avg. Finance Gross	\$ 1,745	\$ 1,969	\$ 1,704
PUVR	\$ 1,983	\$ 4,021	\$ 1,605
Total Gross (Units & PUVR)	\$ 63,451	\$ 20,104	\$ 43,347
GROI	81%	#DIV/0!	65%
% with Trade	44%	60%	41%
Avg. Over/Under Allowance	238	333	214



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	32	12	20
Avg. Days to Sale	27.0	3.5	50.5
Avg. Advertised Price (Time of Sale)	\$ 33,490	\$ 22,193	\$ 39,228
Avg. Transaction Price	\$ 32,611	\$ 21,582	\$ 39,228
Avg. Market Price at 100%	\$ 34,058	#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	\$ 879	\$ 610	\$ 1,041
Avg. Front-End Gross	\$ 238	\$ 906	\$ (163)
Avg. Finance Gross	\$ 1,745	\$ 1,370	\$ 1,971
PUVR	\$ 1,983	\$ 2,275	\$ 1,807
Total Gross (Units & PUVR)	\$ 63,451	\$ 27,303	\$ 36,148
GROI	81%	1084%	33%
% with Trade	44%	25%	55%
Avg. Over/Under Allowance	238	200	263



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	32	8	11
% of Retail Units	100%	25%	34%
% Retailed of Non-New Franchise	63%	25%	82%
Avg. Days to Sale	27.0	48.0	10.0
Avg. Transaction Price	\$ 32,611	\$ 28,215	\$ 25,354
Avg. Transaction to Market %	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 879	\$ 641	\$ 1,140
Avg. Front End Gross	\$ 238	\$ 138	\$ 1,118
Avg. Finance Gross	\$ 1,745	\$ 1,783	\$ 1,459
PUVR	\$ 1,983	\$ 1,922	\$ 2,577
Total Gross (Units & PUVR)	\$ 63,451	\$ 15,374	\$ 28,350
GROI	81%	51%	366%
% with Trade	44%	25%	36%
Avg. Over/Under Allowance	238	67	375



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	8	1	0
0%	25%	3%	0%
#DIV/0!	88%	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ 44,954	\$ 24,800	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ 914	\$ 190	#DIV/0!
#DIV/0!	\$ (1,461)	\$ 821	#DIV/0!
#DIV/0!	\$ 2,031	\$ 488	#DIV/0!
#DIV/0!	\$ 570	\$ 1,309	#DIV/0!
#DIV/0!	\$ 4,562	\$ 1,309	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	63%	100%	#DIV/0!
#DIV/0!	174	-500	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	1	2
3%	3%	6%
0%	0%	100%
#DIV/0!	2.0	#DIV/0!
\$ 37,700	\$ 38,500	\$ 39,148
#DIV/0!	101%	#DIV/0!
\$ 795	\$ 490	\$ 843
\$ 4,166	\$ 4,058	\$ (1,582)
\$ 3,185	\$ 4,012	\$ 799
\$ 7,351	\$ 8,070	\$ (783)
\$ 7,351	\$ 8,070	\$ (1,565)
#DIV/0!	3773%	#DIV/0!
100%	100%	0%
1,000	500	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	32	3	0
% of Retail Units	100%	9%	0%
% Retailed of Non-New Franchise	63%	33%	#DIV/0!
Avg. Days to Sale	27.0	5.7	#DIV/0!
Avg. Transaction Price	\$ 32,611	\$ 19,867	#DIV/0!
Avg. Transaction to Market %	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 879	\$ 1,790	#DIV/0!
Avg. Front End Gross	\$ 238	\$ 492	#DIV/0!
Avg. Finance Gross	\$ 1,745	\$ 1,732	#DIV/0!
PUVR	\$ 1,983	\$ 2,224	#DIV/0!
Total Gross (Units & PUVR)	\$ 63,451	\$ 6,673	#DIV/0!
GROI	81%	711%	#DIV/0!
% with Trade	44%	33%	#DIV/0!
Avg. Over/Under Allowance	238	100	#DIV/0!



46-60 days	61-90 days	90+ days
0	0	1
0%	0%	3%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	91.0
#DIV/0!	#DIV/0!	\$ 42,999
#DIV/0!	#DIV/0!	98%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ (1,104)
#DIV/0!	#DIV/0!	\$ 5,517
#DIV/0!	#DIV/0!	\$ 4,413
#DIV/0!	#DIV/0!	\$ 4,413
#DIV/0!	#DIV/0!	41%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!