

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	4844A	2017	Chevrolet	Silverado	7	Trade on Used	No	\$ 33,498	\$ 32,998	99%	\$4,667	\$0
2	P0463	2022	Chevrolet	Tahoe	35	Street/Curb Buy	No	\$ 74,998	\$ 73,571	100%	\$1,500	\$0
3	P4671	2019	Chevrolet	Silverado	110	Street/Curb Buy	No	\$ 37,878	\$ 37,571	103%	\$424	\$1,600
4	4649B	2020	Dodge	Ram 2500	86	Trade on Used	No	\$ 47,456	\$ 47,456	99%	\$1,511	\$1,162
5	4810B	2022	Ford	F-150	35	Trade on Used	No	\$ 67,981	\$ 67,981	100%	\$2,487	\$0
6	P4619A	2018	Chevrolet	Equinox	126	Trade on Used	No	\$ 15,000	\$ 15,000	85%	\$2,026	\$0
7	4621A	2018	Chevrolet	Silverado	104	Trade on New	No	\$ 30,998	\$ 30,998	93%	\$4,950	\$643
8	4793A	2022	Toyota	Camry	52	Trade on New	No	\$ 29,998	\$ 29,726	95%	\$712	\$0
9	P4635A	2019	Honda	Accord	125	Trade on Used	No	\$ 25,998	\$ 25,998	93%	\$2,367	\$0
10	4867A	2014	Chevrolet	Impala	12	Trade on New	No	\$ 21,998	\$ 21,570	95%	\$2,641	\$0
11	P3056	2021	Chevrolet	Tahoe	22	Street/Curb Buy	No	\$ 71,998	\$ 71,998	98%	\$1,400	\$1,670
12	4632A	2019	Chevrolet	Silverado	81	Trade on New	No	\$ 37,990	\$ 37,990	92%	\$3,474	\$1,000
13	4471b	2014	Chevrolet	Malibu	67	Trade on Used	No	\$ 16,921	\$ 16,194	92%	\$2,358	\$0
14	P4835	2014	Ford	F-250	10	Street/Curb Buy	No	\$ 30,998	\$ 29,998	111%	\$8,247	\$268
15	4743A	2018	Chevrolet	Silverado	28	Trade on New	No	\$ 59,764	\$ 58,481	103%	\$2,474	\$0
16	4419AA	2014	Chevrolet	Cutaway	114	Trade on Used	No	\$ 24,878	\$ 24,878	93%	\$5,956	\$1,514
17	4543a	2018	Chevrolet	Silverado	43	Trade on Used	No	\$ 34,998	\$ 34,998	100%	\$3,730	\$0
18	4455c	2016	Lexus	IS 200T	19	Trade on Used	No	\$ 24,998	\$ 24,691	104%	\$4,307	\$0
19	P4786	2014	Mercedes-Benz	Sprinter	45	Street/Curb Buy	No	\$ 34,998	\$ 34,998	102%	\$8,344	\$0
20	P4853	2016	Chevrolet	Silverado	21	Street/Curb Buy	No	\$ 32,499	\$ 32,499	102%	\$6,187	\$2,299
21	4805a	2012	Ford	Fusion	13	Trade on New	No	\$ 10,000	\$ 9,352	101%	\$8,652	\$0
22	P4802	2021	Chevrolet	Silverado	33	Street/Curb Buy	No	\$ 34,998	\$ 34,998	98%	\$2,966	\$0
23	4810a	2019	Chevrolet	Silverado	10	Trade on New	No	\$ 59,998	\$ 59,998	103%	\$5,769	\$960
24	4596A	2020	Ram	2500	85	Trade on New	No	\$ 57,921	\$ 57,123	100%	\$5,270	\$2,264
25	P4443	2020	Chevrolet	Express	193	Auction/Wholesale	No	\$ 44,960	\$ 44,960	101%	\$204	\$945
26	4592b	2016	Jeep	Cherokee	105	Trade on Used	No	\$ 17,999	\$ 17,999	96%	\$2,289	\$0
27	4704A	2020	Honda	Odyssey	56	Trade on New	No	\$ 38,997	\$ 38,997	93%	\$2,801	\$0

28	P4884	2020	Chevrolet	Equinox	1	LBO Customer	No	\$	18,086	\$	18,086	92%	\$16	\$2,276
29	P4780	2018	Chevrolet	Silverado	43	Street/Curb Buy	No	\$	27,998	\$	27,998	96%	\$6,886	\$0
30	4759AA	2022	Chevrolet	Silverado	15	Trade on New	No	\$	55,998	\$	55,498	104%	\$3,784	\$2,410
31	P4767	2018	Chevrolet	Silverado	46	Street/Curb Buy	No	\$	23,751	\$	23,751	103%	\$3,257	\$1,152
32	P4819	2017	Audi	A7	19	Street/Curb Buy	No	\$	46,824	\$	44,000	115%	\$6,990	\$0
33	4899a	2020	Ford	Mustang	7	Trade on New	No	\$	37,998	\$	36,907	98%	\$2,296	\$0
34	P4635A	2019	Honda	Accord	125	Trade on Used	No	\$	25,998	\$	25,998	94%	\$2,367	\$0
35	P4644bb	2020	Ford	Explorer	121	Trade on Used	No	\$	46,999	\$	46,999	96%	\$980	\$471
36	4810b	2022	Ford	F-150	34	Trade on Used	no	\$	67,981	\$	67,981	101%	\$2,887	\$250
37	4694B	2020	Ram	2500	87	Trade on Used	no	\$	47,456	\$	47,456	99%	\$1,911	\$1,162
38	4669A	2020	Chevrolet	Silverado	47	Trade on New	no	\$	48,998	\$	48,998	98%	\$4,810	\$0
39	4669A	2020	Chevrolet	Silverado	47	Trade on Used	No	\$	48,998	\$	48,998	101%	\$4,810	\$0
40	4793A	2022	Toyota	Camry	52	Trade on New	no	\$	29,998	\$	29,725	95%	\$712	\$0
41	4844A	2017	Chevrolet	Silverado	7	Trade on New	no	\$	32,998	\$	32,998	99%	\$4,667	\$0
42	4725A	2020	Chevrolet	Silverado	45	Trade on New	No	\$	59,633	\$	59,633	100%	\$3,881	\$4,870
43	4592C	2017	Chevrolet	Camaro	27	Trade on Used	No	\$	2,315	\$	21,910	99%	\$3,540	\$933
44	P4671A	2002	Ford	F-150	12	Trade on Used	No	\$	9,995	\$	9,892	92%	\$3,762	\$0
45	4766A	2021	Chevrolet	Silverado	4	Trade on New	No	\$	50,995	\$	50,995	97%	\$5,576	\$1,200
46	4807A	2008	Ford	F450	28	Trade on New	No	\$	31,998	\$	28,401	103%	\$3,806	\$0
47	4397A	2017	Chevrolet	Silverado	198	Trade on New	no	\$	19,998	\$	18,999	93%	(\$2,779)	\$0
48	4668a	2020	Chevrolet	Silverado	75	Trade on New	no	\$	36,998	\$	36,600	92%	\$2,542	\$865
49	P4589A	2019	Ram	1500	127	Trade on Used	no	\$	34,999	\$	34,999	96%	\$407	\$1,193
50	P4671	2019	Chevrolet	Silverado	110	Street/Curb Buy	no	\$	37,878	\$	37,571	103%	\$424	\$1,600
51	P4711	2021	Nissan	Titan	93	Street/Curb Buy	No	\$	51,990	\$	51,990	97%	\$801	\$2,670
52	4845A	2021	Volvo	XC60	25	Trade on New	No	\$	43,352	\$	43,352	104%	\$2,916	\$363
53	4777A	2019	Chevrolet	Silverado	31	Trade on New	No	\$	57,998	\$	56,553	103%	\$4,310	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	44%
Total # Retail Units	57
Avg. Days to Sale	57.3
Avg. Advertised Price (Time of Sale)	\$ 37,898
Avg. Transaction Price	\$ 37,885
Avg. Market Price at 100%	\$ 38,431
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 13
Avg. Front-End Gross	\$ 3,281
Avg. Finance Gross	\$ 676
PUVR	\$ 3,957
Total Gross (Units & PUVR)	\$ 225,554
GROI	66%
% with Trade	42%
Avg. Over/Under Allowance	(\$532)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	44%	#DIV/0!	#DIV/0!
Total # Retail Units	57	0	0
Avg. Days to Sale	57.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,898	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,885	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,431	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 13	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,281	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 676	#DIV/0!	#DIV/0!
PUVR	\$ 3,957	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 225,554	#DIV/0!	#DIV/0!
GROI	66%	#DIV/0!	#DIV/0!
% with Trade	42%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-532	#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	44%	#DIV/0!	#DIV/0!
Total # Retail Units	57	0	0
Avg. Days to Sale	57.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,898	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,885	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,431	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 13	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,281	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 676	#DIV/0!	#DIV/0!
PUVR	\$ 3,957	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 225,554	#DIV/0!	#DIV/0!
GROI	66%	#DIV/0!	#DIV/0!
% with Trade	42%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-532	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	44%	#DIV/0!	#DIV/0!
Total # Retail Units	57	0	0
Avg. Days to Sale	57.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,898	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,885	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,431	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 13	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,281	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 676	#DIV/0!	#DIV/0!
PUVR	\$ 3,957	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 225,554	#DIV/0!	#DIV/0!
GROI	66%	#DIV/0!	#DIV/0!
% with Trade	42%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-532	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	57	0	57
Avg. Days to Sale	57.3	#DIV/0!	57.3
Avg. Advertised Price (Time of Sale)	\$ 37,898	#DIV/0!	\$ 37,885
Avg. Transaction Price	\$ 37,885	#DIV/0!	\$ 37,885
Avg. Market Price at 100%	\$ 38,431	#DIV/0!	\$ 38,198
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	99%
Avg. Transaction to Market	99%	#DIV/0!	99%
Avg. Transactional Discount	\$ 13	#DIV/0!	\$ 13
Avg. Front-End Gross	\$ 3,281	#DIV/0!	\$ 3,281
Avg. Finance Gross	\$ 676	#DIV/0!	\$ 676
PUVR	\$ 3,957	#DIV/0!	\$ 3,957
Total Gross (Units & PUVR)	\$ 225,554	#DIV/0!	\$ 225,554
GROI	66%	#DIV/0!	66%
% with Trade	42%	#DIV/0!	42%
Avg. Over/Under Allowance	-532	#DIV/0!	-532



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	57	32	25
Avg. Days to Sale	57.3	58.5	55.8
Avg. Advertised Price (Time of Sale)	\$ 37,898	\$ 38,149	\$ 37,097
Avg. Transaction Price	\$ 37,885	\$ 38,501	\$ 37,097
Avg. Market Price at 100%	\$ 38,431	\$ 38,593	\$ 37,692
Avg. Price to Market % (Time of Sale)	99%	99%	98%
Avg. Transaction to Market	99%	100%	98%
Avg. Transactional Discount	\$ 13	\$ (352)	\$ 480
Avg. Front-End Gross	\$ 3,281	\$ 3,207	\$ 3,377
Avg. Finance Gross	\$ 676	\$ 840	\$ 465
PUVR	\$ 3,957	\$ 4,047	\$ 3,842
Total Gross (Units & PUVR)	\$ 225,554	\$ 129,503	\$ 96,051
GROI	66%	65%	67%
% with Trade	42%	41%	44%
Avg. Over/Under Allowance	-532	-1,500	-145



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	57	23	19
% of Retail Units	100%	40%	33%
% Retailed of Non-New Franchise	44%	39%	63%
Avg. Days to Sale	57.3	47.8	69.5
Avg. Transaction Price	\$ 37,885	\$ 40,578	\$ 33,075
Avg. Transaction to Market %	99%	97%	140%
Avg. Transactional Discount	\$ 13	\$ 536	\$ (919)
Avg. Front End Gross	\$ 3,281	\$ 3,545	\$ 2,981
Avg. Finance Gross	\$ 676	\$ 681	\$ 424
PUVR	\$ 3,957	\$ 4,226	\$ 3,406
Total Gross (Units & PUVR)	\$ 225,554	\$ 97,197	\$ 64,708
GROI	66%	78%	53%
% with Trade	42%	39%	53%
Avg. Over/Under Allowance	-532	-750	-57



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
12	2	0	1
21%	4%	0%	2%
33%	0%	#DIV/0!	0%
48.9	129.0	#DIV/0!	1.0
\$ 41,745	\$ 39,355	#DIV/0!	\$ 18,086
101%	102%	#DIV/0!	92%
\$ 489	\$ -	#DIV/0!	\$ (0)
\$ 3,952	\$ 711	#DIV/0!	\$ 16
\$ 938	\$ 625	#DIV/0!	\$ 2,276
\$ 4,890	\$ 1,336	#DIV/0!	\$ 2,292
\$ 58,685	\$ 2,672	#DIV/0!	\$ 2,292
86%	9%	#DIV/0!	4563%
42%	0%	#DIV/0!	0%
-2,000	#DIV/0!	#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	57	21	9
% of Retail Units	100%	37%	16%
% Retailed of Non-New Franchise	44%	48%	33%
Avg. Days to Sale	57.3	15.3	38.2
Avg. Transaction Price	\$ 37,885	\$ 36,144	\$ 50,968
Avg. Transaction to Market %	99%	139%	100%
Avg. Transactional Discount	\$ 13	\$ (296)	\$ 319
Avg. Front End Gross	\$ 3,281	\$ 4,252	\$ 4,110
Avg. Finance Gross	\$ 676	\$ 676	\$ 569
PUVR	\$ 3,957	\$ 4,929	\$ 4,679
Total Gross (Units & PUVR)	\$ 225,554	\$ 103,502	\$ 42,111
GROI	66%	320%	86%
% with Trade	42%	19%	56%
Avg. Over/Under Allowance	-532	-750	-800



46-60 days	61-90 days	90+ days
6	7	14
11%	12%	25%
50%	43%	43%
50.0	78.0	125.4
\$ 36,699	\$ 39,510	\$ 31,783
97%	96%	95%
\$ 91	\$ 275	\$ 115
\$ 2,850	\$ 2,612	\$ 1,812
\$ 192	\$ 965	\$ 806
\$ 3,042	\$ 3,577	\$ 2,618
\$ 18,254	\$ 25,042	\$ 36,645
60%	42%	24%
50%	29%	71%
#DIV/0!	500	-326