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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	U15362	2019	ACURA	MDX	10	Trade on New	No	\$ 36,875	\$ 36,575	96%	\$2,306	\$2,703
2	U15699	2020	ACURA	RDX	24	Trade on New	No	\$ 43,700	\$ 43,500	97%	\$3,285	\$6,059
3	U15475	2020	ACURA	ILX	23	Trade on New	No	\$ 26,705	\$ 26,000	96%	\$3,015	\$0
4	U15689	2019	ACURA	MDX	14	Trade on New	Yes	\$ 41,500	\$ 41,250	98%	\$2,240	\$100
5	U15687	2007	TOYOTA	COROLLA	15	Trade on New	No	\$ 3,750	\$ 3,750	92%	\$1,000	\$0
6	L0533	2022	ACURA	MDX	7	Loaner	Yes	\$ 62,985	\$ 60,500	99%	\$5,793	\$2,221
7	U15740	2020	ACURA	ILX	18	Street/Curb Buy	Yes	\$ 26,995	\$ 26,000	97%	\$1,938	\$1,721
8	U15734	2016	ACURA	MDX	29	Trade on Used	No	\$ 22,750	\$ 22,750	94%	\$2,381	\$758
9	U15295	2018	ACURA	RLX	11	Street/Curb Buy	Yes	\$ 35,795	\$ 34,500	98%	\$2,179	\$2,275
10	U15682	2019	ACURA	MDX	45	Trade on New	No	\$ 38,225	\$ 37,225	96%	\$246	\$2,804
11	U15759	2020	ACURA	MDX	32	Trade on New	Yes	\$ 40,395	\$ 38,995	94%	\$1,586	\$2,156
12	U15742	2020	ACURA	MDX	9	Trade on New	No	\$ 39,795	\$ 39,500	98%	\$3,496	\$1,771
13	U15673	2019	ACURA	RDX	41	Trade on New	No	\$ 37,775	\$ 37,000	102%	\$40	\$2,971
14	U15737	2021	ACURA	TLX	52	Trade on New	Yes	\$ 40,885	\$ 40,500	101%	\$1,200	\$1,471
15	U15796	2019	ACURA	ILX	29	Street/Curb Buy	No	\$ 24,300	\$ 23,000	99%	\$2,404	\$1,899
16	U15650	2021	ACURA	RDX	19	Trade on New	Yes	\$ 45,705	\$ 43,500	97%	\$2,563	\$1,161
17	U15635	2017	ACURA	TLX	33	Trade on New	No	\$ 25,985	\$ 25,250	94%	\$1,733	\$0
18	L0531	2020	ACURA	MDX	3	Loaner	No	\$ 40,295	\$ 40,000	99%	\$2,685	\$3,720
19	U15788	2019	ACURA	MDX	17	Trade on New	No	\$ 38,550	\$ 38,100	96%	\$1,251	\$4,210
20	U15765	2018	ACURA	TLX	51	Trade on New	No	\$ 25,700	\$ 25,400	102%	\$521	\$0
21	U15668	2020	ACURA	RDX	15	Trade on New	Yes	\$ 34,999	\$ 34,000	98%	\$2,884	\$3,027
22	U15714	2019	ACURA	MDX	28	Trade on New	Yes	\$ 37,995	\$ 36,750	97%	\$1,766	\$3,306
23	U15755	2018	TOYOTA	RAV4	22	Street/Curb Buy	No	\$ 25,700	\$ 24,000	95%	\$1,998	\$3,324
24	U15582	2020	LEXUS	RX350	35	Trade on New	No	\$ 43,875	\$ 43,000	96%	\$1,432	\$3,732
25	U15766	2020	ACURA	RDX	14	Trade on New	Yes	\$ 37,775	\$ 37,500	97%	\$2,073	\$4,598
26	U15773	2020	ACURA	MDX	11	Trade on New	Yes	\$ 40,550	\$ 39,995	95%	\$3,412	\$1,468
27	U15770	2019	JEEP	GRAND CHEROKE	37	Street/Curb Buy	No	\$ 34,985	\$ 34,500	96%	\$2,048	\$4,872

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Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	34
Avg. Days to Sale	23.7
Avg. Advertised Price (Time of Sale)	\$ 35,776
Avg. Transaction Price	\$ 34,854
Avg. Market Price at 100%	\$ 36,682
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 922
Avg. Front-End Gross	\$ 2,203
Avg. Finance Gross	\$ 2,429
PUVR	\$ 4,632
Total Gross (Units & PUVR)	\$ 157,483
GROI	202%
% with Trade	62%
Avg. Over/Under Allowance	(\$493)



ACADEMY

Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	34	0	0
Avg. Days to Sale	23.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,776	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,854	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 36,682	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 922	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,203	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,429	#DIV/0!	#DIV/0!
PUVR	\$ 4,632	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 157,483	#DIV/0!	#DIV/0!
GROI	202%	#DIV/0!	#DIV/0!
% with Trade	62%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-493	#DIV/0!	#DIV/0!



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Scoreboard

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Sales Consultant	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	34	0	0
Avg. Days to Sale	23.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,776	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,854	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 36,682	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 922	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,203	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,429	#DIV/0!	#DIV/0!
PUVR	\$ 4,632	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 157,483	#DIV/0!	#DIV/0!
GROI	202%	#DIV/0!	#DIV/0!
% with Trade	62%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-493	#DIV/0!	#DIV/0!



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Scoreboard

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Finance Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	34	0	0
Avg. Days to Sale	23.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,776	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,854	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 36,682	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 922	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,203	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,429	#DIV/0!	#DIV/0!
PUVR	\$ 4,632	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 157,483	#DIV/0!	#DIV/0!
GROI	202%	#DIV/0!	#DIV/0!
% with Trade	62%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-493	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	34	14	20
Avg. Days to Sale	23.7	21.3	25.4
Avg. Advertised Price (Time of Sale)	\$ 35,776	\$ 41,395	\$ 31,153
Avg. Transaction Price	\$ 34,854	\$ 40,142	\$ 31,153
Avg. Market Price at 100%	\$ 36,682	\$ 42,224	\$ 32,644
Avg. Price to Market % (Time of Sale)	98%	98%	95%
Avg. Transaction to Market	95%	95%	95%
Avg. Transactional Discount	\$ 922	\$ 1,253	\$ 690
Avg. Front-End Gross	\$ 2,203	\$ 2,505	\$ 1,992
Avg. Finance Gross	\$ 2,429	\$ 2,444	\$ 2,418
PUVR	\$ 4,632	\$ 4,950	\$ 4,409
Total Gross (Units & PUVR)	\$ 157,483	\$ 69,293	\$ 88,190
GROI	202%	209%	201%
% with Trade	62%	79%	50%
Avg. Over/Under Allowance	-493	-1,250	38



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	34	0	34
Avg. Days to Sale	23.7	#DIV/0!	23.7
Avg. Advertised Price (Time of Sale)	\$ 35,776	#DIV/0!	\$ 34,854
Avg. Transaction Price	\$ 34,854	#DIV/0!	\$ 34,854
Avg. Market Price at 100%	\$ 36,682	#DIV/0!	\$ 36,589
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	95%
Avg. Transaction to Market	95%	#DIV/0!	95%
Avg. Transactional Discount	\$ 922	#DIV/0!	\$ 922
Avg. Front-End Gross	\$ 2,203	#DIV/0!	\$ 2,203
Avg. Finance Gross	\$ 2,429	#DIV/0!	\$ 2,429
PUVR	\$ 4,632	#DIV/0!	\$ 4,632
Total Gross (Units & PUVR)	\$ 157,483	#DIV/0!	\$ 157,483
GROI	202%	#DIV/0!	202%
% with Trade	62%	#DIV/0!	29%
Avg. Over/Under Allowance	-493	#DIV/0!	-493



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	34	26	1
% of Retail Units	100%	76%	3%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	23.7	25.0	29.0
Avg. Transaction Price	\$ 34,854	\$ 35,377	\$ 22,750
Avg. Transaction to Market %	95%	95%	94%
Avg. Transactional Discount	\$ 922	\$ 876	\$ -
Avg. Front End Gross	\$ 2,203	\$ 2,057	\$ 2,381
Avg. Finance Gross	\$ 2,429	\$ 2,376	\$ 758
PUVR	\$ 4,632	\$ 4,433	\$ 3,139
Total Gross (Units & PUVR)	\$ 157,483	\$ 115,267	\$ 3,139
GROI	202%	180%	171%
% with Trade	62%	65%	0%
Avg. Over/Under Allowance	-493	-529	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	0	2	0
15%	0%	6%	0%
100%	#DIV/0!	100%	#DIV/0!
23.4	#DIV/0!	5.0	#DIV/0!
\$ 28,400	#DIV/0!	\$ 50,250	#DIV/0!
93%	#DIV/0!	97%	#DIV/0!
\$ 1,155	#DIV/0!	\$ 1,390	#DIV/0!
\$ 2,113	#DIV/0!	\$ 4,239	#DIV/0!
\$ 2,818	#DIV/0!	\$ 2,971	#DIV/0!
\$ 4,932	#DIV/0!	\$ 7,210	#DIV/0!
\$ 24,658	#DIV/0!	\$ 14,419	#DIV/0!
267%	#DIV/0!	1033%	#DIV/0!
80%	#DIV/0!	0%	#DIV/0!
-600	#DIV/0!	0	#DIV/0!

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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	34	23	9
% of Retail Units	100%	68%	26%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	23.7	16.0	37.3
Avg. Transaction Price	\$ 34,854	\$ 34,638	\$ 35,830
Avg. Transaction to Market %	95%	95%	95%
Avg. Transactional Discount	\$ 922	\$ 963	\$ 946
Avg. Front End Gross	\$ 2,203	\$ 2,619	\$ 1,438
Avg. Finance Gross	\$ 2,429	\$ 2,373	\$ 2,949
PUVR	\$ 4,632	\$ 4,992	\$ 4,386
Total Gross (Units & PUVR)	\$ 157,483	\$ 114,814	\$ 39,477
GROI	202%	325%	118%
% with Trade	62%	65%	44%
Avg. Over/Under Allowance	-493	-511	-278



46-60 days	61-90 days	90+ days
2	0	0
6%	0%	0%
100%	#DIV/0!	#DIV/0!
51.5	#DIV/0!	#DIV/0!
\$ 32,950	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
\$ 343	#DIV/0!	#DIV/0!
\$ 861	#DIV/0!	#DIV/0!
\$ 736	#DIV/0!	#DIV/0!
\$ 1,596	#DIV/0!	#DIV/0!
\$ 3,192	#DIV/0!	#DIV/0!
34%	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
-1,250	#DIV/0!	#DIV/0!