

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	PF0599A	2010	LEXUS	ES300	12	TRADE ON USED	No	\$ 11,995	\$ 11,995	99%	\$1,499	\$648
2	PF0454A	2018	JEEP	COMPASS	158	TRADE ON USED	NO	\$ 19,995	\$ 19,995	99%	(\$1,280)	\$1,428
3	PF0604	2016	AUDI	Q5	73	Auction/Wholesale	No	\$ 16,995	\$ 16,995	95%	(\$3,799)	\$2,952
4	PC0525X	2011	RAM	3500	6	TRADE ON USED	No	\$ 23,995	\$ 23,995	99%	\$4,415	\$1,000
5	PC0397A	2018	TOYOTA	TACOMA	32	TRADE ON USED	NO	\$ 27,995	\$ 27,995	97%	\$2,482	\$0
6	PF0634	2022	FORD	MAVERICK	57	Auction/Wholesale	Yes	\$ 38,995	\$ 38,995	99%	(\$1,368)	\$1,745
7	PF0666	2019	Chevrolet	MALIBU	14	Auction/Wholesale	NO	\$ 19,995	\$ 19,995	99%	\$3,260	\$5,708
8	22F0096B	2018	GMC	SIERRA	65	TRADE ON USED	No	\$ 23,995	\$ 23,995	99%	(\$968)	\$39
9	PF0618C	2015	FORD	FOCUS	7	TRADE ON USED	NO	\$ 12,995	\$ 12,995	99%	\$2,865	\$1,037
10	PF0662	2016	FORD	ESCAPE	15	Auction/Wholesale	NO	\$ 17,995	\$ 17,995	99%	\$724	\$609
11	22F0127C	2000	HONDA	ACCORD	7	TRADE ON USED	NO	\$ 1,500	\$ 1,500	102%	(\$241)	\$0
12	PC0527A	2009	Chevrolet	SILVERADO	7	TRADE ON USED	NO	\$ 9,995	\$ 9,995	99%	\$2,914	\$2,203
13	22C0203B	2016	FORD	FOCUS	9	TRADE ON USED	NO	\$ 13,995	\$ 13,995	100%	\$3,065	\$250
14	PF0655	2018	dodge	challenger	20	Auction/Wholesale	Yes	\$ 24,995	\$ 24,995	100%	\$2,767	\$4,345
15	22f0143a	2022	ford	f250	8	trade on new	Yes	\$ 79,995	\$ 79,995	102%	\$2,873	\$5,920
16	22f0111a	2019	TOYOTA	4runner	62	trade on new	yes	\$ 39,995	\$ 39,995	98%	(\$451)	\$2,726
17	22f0144a	2021	FORD	ECOSPORT	9	TRADE ON NEW	YES	\$ 22,995	\$ 22,995	101%	\$211	\$1,728
18	PF0667	2019	DODGE	CHALLENGER	22	Auction/Wholesale	YES	\$ 29,995	\$ 29,995	102%	\$2,211	\$3,160
19	PF0489AA	2017	CHRYSLER	200	166	TRADE ON USED	NO	\$ 14,995	\$ 14,995	95%	\$6,030	\$3,441
20	22F0050A	2020	ford	ranger	51	trade on new	yes	\$ 32,995	\$ 32,995	97%	(\$814)	\$1,708
21	pf0657	2020	DODGE	CHALLENGER	24	Auction/Wholesale	YES	\$ 34,995	\$ 34,995	101%	\$1,202	\$1,698
22	PF0644	2017	DODGE	JOURNEY	32	Auction/Wholesale	NO	\$ 19,995	\$ 19,995	100%	\$1,490	\$358
23	PF0645	2019	RAM	1500	34	Auction/Wholesale	YES	\$ 39,995	\$ 39,995	100%	\$3,097	\$3,216
24	PF0610X	2020	FORD	EDGE	89	Auction/Wholesale	YES	\$ 29,995	\$ 29,995	95%	(\$3,280)	\$2,645
25	PF0669	2020	TOYOTA	TUNDRA	29	Auction/Wholesale	YES	\$ 39,995	\$ 39,995	100%	\$2,504	\$2,116
26	22F0097B	2019	FORD	EXPEDITION	113	TRADE ON USED	YES	\$ 40,995	\$ 40,995	95%	(\$2,601)	\$139
27	22F0113AA	2020	CHEVROLET	CAMARO	52	TRADE ON NEW	NO	\$ 39,995	\$ 39,995	97%	\$198	\$3,106

28	PF0664	2016	NISSAN	ROGUE	31	Auction/Wholesale	NO	\$	19,995	\$	19,995	95%	(\$795)	\$2,414
29	PF0692	2014	HYUNDAI	VELOSTER	5	Auction/Wholesale	NO	\$	14,995	\$	14,995	99%	\$1,941	\$517
30	PF0679	2018	CHEVROLET	1500	9	Auction/Wholesale	NO	\$	29,995	\$	29,995	99%	\$968	\$2,571
31	22F0121A	2017	FORD	F250	3	TRADE ON NEW	NO	\$	34,995	\$	34,995	101%	\$4,554	\$6,221
32	PF0613X	2020	CHEVROLET	EQUINOX	100	Auction/Wholesale	NO	\$	19,995	\$	19,995	95%	(\$1,218)	\$2,623
33	PF0676	2015	JEEP	WRANGLER	19	Auction/Wholesale	NO	\$	19,995	\$	19,995	99%	\$7,792	\$1,118
34	PF0658	2019	DODGE	CHALLENGER	39	Auction/Wholesale	YES	\$	32,995	\$	32,995	99%	\$1,221	\$3,616
35	PF0620	2015	CHEVROLET	TAHOE	98	Auction/Wholesale	NO	\$	14,995	\$	14,995	95%	\$2,736	\$3,952
36	PF0696	2012	CHEVROLET	EQUINOX	10	Auction/Wholesale	NO	\$	13,995	\$	13,995	99%	\$3,577	\$1,437
37	PF0658A	2018	NISSAN	ROGUE	3	TRADE ON USED	NO	\$	18,995	\$	18,995	99%	\$1,874	\$562
38	PF0638A	2020	BMW	X3	42	TRADE ON USED	NO	\$	36,995	\$	36,995	98%	\$382	\$57
39	PF0600	2017	BMW	X3	108	Auction/Wholesale	NO	\$	24,995	\$	24,995	95%	(\$1,060)	\$1,434
40	PC0527A	2009	CHEVROLET	1500	7	TRADE ON USED	NO	\$	9,995	\$	9,995	100%	\$2,914	\$2,203
41	PC0500	2017	JEEP	CHEROKEE	70	Auction/Wholesale	NO	\$	24,995	\$	24,995	95%	(\$5,490)	\$1,272
42	PC0476B	2019	TOYOTA	RAV4	37	TRADE ON USED	YES	\$	22,995	\$	22,995	98%	(\$86)	\$5,961
43	PC0486X	2018	NISSAN	MURANO	83	Auction/Wholesale	NO	\$	24,995	\$	24,995	95%	(\$1,461)	\$3,524
44	PC0490	2018	GMC	ACADIA	79	Auction/Wholesale	NO	\$	23,995	\$	23,995	95%	\$1,818	\$6,108
45	PC0531	2007	MAZDA	3	4	Auction/Wholesale	NO	\$	7,995	\$	7,995	99%	\$1,893	\$566
46	PC0528	2021	RAM	3500	14	Auction/Wholesale	YES	\$	69,995	\$	69,995	101%	\$4,864	\$2,979
47	22C0173A	2019	RAM	1500	5	TRADE ON NEW	YES	\$	44,995	\$	44,995	100%	\$2,913	\$1,906
48	PC0487X	2020	TOYOTA	SIENNA	88	Auction/Wholesale	YES	\$	32,995	\$	32,995	95%	(\$733)	\$2,943
49	22C0203B	2016	FORD	FOCUS	19	TRADE ON USED	NO	\$	13,995	\$	13,995	98%	\$2,861	\$2,116
50	PC0517	2016	PORSCHE	CAYENNE	58	Auction/Wholesale	NO	\$	14,995	\$	14,995	99%	\$313	\$0
51	23C0008A	2014	CHEVROLET	TAHOE	16	TRADE ON NEW	NO	\$	19,995	\$	19,995	98%	(\$796)	\$5,675
52	PC0471A	2017	CHRYSLER	PACIFICA	96	TRADE ON USED	NO	\$	22,995	\$	22,995	94%	(\$4,859)	\$3,560
53	PC0493	2014	CHEVROLET	EQUINOX	82	Auction/Wholesale	NO	\$	14,995	\$	14,995	96%	(\$341)	\$1,447

Scoreboard Totals

% Retailed of Non-Franchise Make	53%
Total # Retail Units	64
Avg. Days to Sale	42.2
Avg. Advertised Price (Time of Sale)	\$ 25,487
Avg. Transaction Price	\$ 25,487
Avg. Market Price at 100%	\$ 25,949
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ -
Avg. Front-End Gross	\$ 943
Avg. Finance Gross	\$ 2,062
PUVR	\$ 3,005
Total Gross (Units & PUVR)	\$ 192,294
GROI	101%
% with Trade	36%
Avg. Over/Under Allowance	\$348



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	53%	#DIV/0!	#DIV/0!
Total # Retail Units	64	0	0
Avg. Days to Sale	42.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,487	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,487	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,949	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 943	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,062	#DIV/0!	#DIV/0!
PUVR	\$ 3,005	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 192,294	#DIV/0!	#DIV/0!
GROI	101%	#DIV/0!	#DIV/0!
% with Trade	36%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	348	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	53%	#DIV/0!	#DIV/0!
Total # Retail Units	64	0	0
Avg. Days to Sale	42.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,487	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,487	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,949	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 943	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,062	#DIV/0!	#DIV/0!
PUVR	\$ 3,005	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 192,294	#DIV/0!	#DIV/0!
GROI	101%	#DIV/0!	#DIV/0!
% with Trade	36%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	348	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	53%	#DIV/0!	#DIV/0!
Total # Retail Units	64	0	0
Avg. Days to Sale	42.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,487	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,487	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,949	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 943	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,062	#DIV/0!	#DIV/0!
PUVR	\$ 3,005	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 192,294	#DIV/0!	#DIV/0!
GROI	101%	#DIV/0!	#DIV/0!
% with Trade	36%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	348	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	64	23	41
Avg. Days to Sale	42.2	43.0	41.7
Avg. Advertised Price (Time of Sale)	\$ 25,487	\$ 35,691	\$ 19,763
Avg. Transaction Price	\$ 25,487	\$ 35,691	\$ 19,763
Avg. Market Price at 100%	\$ 25,949	\$ 36,021	\$ 20,235
Avg. Price to Market % (Time of Sale)	98%	99%	98%
Avg. Transaction to Market	98%	99%	98%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 943	\$ 519	\$ 1,180
Avg. Finance Gross	\$ 2,062	\$ 2,419	\$ 1,862
PUVR	\$ 3,005	\$ 2,938	\$ 3,042
Total Gross (Units & PUVR)	\$ 192,294	\$ 67,564	\$ 124,730
GROI	101%	69%	133%
% with Trade	36%	35%	37%
Avg. Over/Under Allowance	348	438	300



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	64	30	34
Avg. Days to Sale	42.2	45.3	39.4
Avg. Advertised Price (Time of Sale)	\$ 25,487	\$ 29,695	\$ 21,775
Avg. Transaction Price	\$ 25,487	\$ 29,695	\$ 21,775
Avg. Market Price at 100%	\$ 25,949	\$ 30,008	\$ 22,291
Avg. Price to Market % (Time of Sale)	98%	99%	98%
Avg. Transaction to Market	98%	99%	98%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 943	\$ 1,003	\$ 889
Avg. Finance Gross	\$ 2,062	\$ 2,078	\$ 2,048
PUVR	\$ 3,005	\$ 3,081	\$ 2,937
Total Gross (Units & PUVR)	\$ 192,294	\$ 92,426	\$ 99,868
GROI	101%	82%	123%
% with Trade	36%	27%	44%
Avg. Over/Under Allowance	348	778	71



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	64	13	20
% of Retail Units	100%	20%	31%
% Retailed of Non-New Franchise	53%	54%	55%
Avg. Days to Sale	42.2	30.4	39.9
Avg. Transaction Price	\$ 25,487	\$ 33,841	\$ 19,620
Avg. Transaction to Market %	98%	99%	98%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 943	\$ 1,062	\$ 1,115
Avg. Finance Gross	\$ 2,062	\$ 2,685	\$ 1,328
PUVR	\$ 3,005	\$ 3,747	\$ 2,443
Total Gross (Units & PUVR)	\$ 192,294	\$ 48,715	\$ 48,858
GROI	101%	131%	112%
% with Trade	36%	31%	30%
Avg. Over/Under Allowance	348	-250	333



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	31	0	0
0%	48%	0%	0%
#DIV/0!	52%	#DIV/0!	#DIV/0!
#DIV/0!	48.6	#DIV/0!	#DIV/0!
#DIV/0!	\$ 25,769	#DIV/0!	#DIV/0!
#DIV/0!	98%	#DIV/0!	#DIV/0!
#DIV/0!	\$ -	#DIV/0!	#DIV/0!
#DIV/0!	\$ 781	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,274	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,056	#DIV/0!	#DIV/0!
#DIV/0!	\$ 94,721	#DIV/0!	#DIV/0!
#DIV/0!	88%	#DIV/0!	#DIV/0!
#DIV/0!	42%	#DIV/0!	#DIV/0!
#DIV/0!	538	#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	64	32	8
% of Retail Units	100%	50%	13%
% Retailed of Non-New Franchise	53%	50%	63%
Avg. Days to Sale	42.2	11.8	35.8
Avg. Transaction Price	\$ 25,487	\$ 24,792	\$ 27,370
Avg. Transaction to Market %	98%	100%	98%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 943	\$ 2,366	\$ 997
Avg. Finance Gross	\$ 2,062	\$ 1,998	\$ 1,953
PUVR	\$ 3,005	\$ 4,364	\$ 2,950
Total Gross (Units & PUVR)	\$ 192,294	\$ 139,658	\$ 23,597
GROI	101%	538%	109%
% with Trade	36%	28%	50%
Avg. Over/Under Allowance	348	667	375



46-60 days	61-90 days	90+ days
5	12	7
8%	19%	11%
60%	58%	43%
53.0	77.7	119.9
\$ 32,795	\$ 24,662	\$ 22,709
98%	96%	95%
\$ -	\$ -	\$ -
\$ 328	\$ (1,896)	\$ (322)
\$ 1,622	\$ 2,310	\$ 2,368
\$ 1,949	\$ 414	\$ 2,046
\$ 9,747	\$ 4,967	\$ 14,325
40%	8%	27%
40%	25%	71%
-500	-333	500