

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	LG292050	2020	RAM	3500	1	Trade on New	NO	\$ 79,900	\$ 79,900	85%	\$75	\$3,194
2	MH351356	2021	HYUNDAI	SANTA FE	53	Other	Yes	\$ 29,759	\$ 29,759	95%	(\$2,676)	\$2,551
3	M3144410	2021	TOYOTA	PRIUS	32	Trade on New	NO	\$ 29,366	\$ 29,366	98%	(\$1,905)	\$1,068
4	JC155727	2018	JEEP	GRAND CHEROKE	47	Trade on Used	NO	\$ 19,350	\$ 21,345	87%	\$1,773	\$728
5	NB103123	2022	Chevrolet	TRAILBLAZER	40	Trade on Used	NO	\$ 30,813	\$ 30,813	91%	(\$480)	\$2,836
6	LU982239	2020	TOYOTA	CAMRY	10	Trade on Used	NO	\$ 25,888	\$ 27,883	95%	\$1,861	\$2,245
7	LG026224	2020	KIA	TELLURIDE	30	Trade on Used	NO	\$ 40,646	\$ 40,646	95%	\$1,806	\$946
8	MH067468	2021	HYUNDAI	SONATA	64	Trade on Used	Yes	\$ 29,690	\$ 29,690	85%	(\$3,646)	\$936
9	LH038411	2020	HYUNDAI	SONATA	37	Trade on Used	Yes	\$ 26,597	\$ 26,597	89%	(\$1,272)	\$1,649
10	YH3049	2022	HYUNDAI	TUCSON	66	Other	Yes	\$ 42,885	\$ 42,885	95%	\$6,404	\$3,078
11	K3269357	2019	SUBARU	OUTBACK	25	Trade on New	NO	\$ 30,026	\$ 30,026	89%	\$45	\$2,586
12	LH586757	2020	HYUNDAI	ELANTRA	11	Trade on New	Yes	\$ 21,688	\$ 21,688	96%	\$3,106	\$1,767
13	JGC13538	2018	FORD	EXPLORER	28	Trade on New	NO	\$ 32,259	\$ 32,259	98%	\$4,124	\$0
14	PU503356A	2018	HYUNDAI	ELANTRA	80	Trade on New	Yes	\$ 19,388	\$ 19,388	87%	(\$610)	\$2,488
15	KE068791	2019	HYUNDAI	ACCENT	57	Other	Yes	\$ 21,939	\$ 21,939	98%	(\$3,718)	\$1,062
16	ERI	2018	FORD	ESCAPE	80	Trade on New	NO	\$ 20,772	\$ 20,772	99%	(\$3,617)	\$1,472
17	LC155279	2020	LEXUS	RX350	14	Trade on New	NO	\$ 39,145	\$ 39,145	100%	\$2,120	\$394
18	KU144558	2019	HYUNDAI	IONIQ	14	Other	Yes	\$ 22,021	\$ 22,021	87%	(\$3,005)	\$2,163
19	HU590438	2017	HYUNDAI	TUCSON	10	Trade on New	Yes	\$ 21,791	\$ 20,796	98%	\$1,868	\$1,540
20	MH128642	2017	HYUNDAI	SONATA	60	Other	YES	\$ 31,262	\$ 31,262	84%	(\$7,453)	\$2,285
21	FU019193	2015	TOYOTA	CAMRY	10	Trade on New	NO	\$ 13,895	\$ 12,466	95%	\$181	\$1,503
22	KC109436	2019	NISSAN	ALTIMA	40	Trade on New	NO	\$ 25,929	\$ 25,929	98%	\$140	\$2,564
23	GG700180	2016	HONDA	CR-V	59	Trade on New	NO	\$ 15,985	\$ 14,849	89%	(\$4,899)	\$3,702
24	NH120451	2022	HYUNDAI	TUCSON	194	Other	NO	\$ 30,654	\$ 30,654	94%	\$2,271	\$1,924
25	NU343274	2022	HYUNDAI	ELANTRA	174	Other	Yes	\$ 22,525	\$ 22,525	98%	\$2,022	\$650
26	YH3048	2022	KIA	TELLURIDE	76	Other	NO	\$ 47,819	\$ 47,819	84%	(\$5,437)	\$1,193
27	YH2999	2020	HYUNDAI	PALLISADE	127	Other	NO	\$ 33,909	\$ 33,909	84%	(\$9,501)	\$300
28	MZ213600	2021	GMC	ACADIA		Trade on New	NO	\$ 33,125	\$ 33,125	85%	\$2,446	\$0
29	KH091403	2019	HYUNDAI	SANTA FE	39	Trade on New	Yes	\$ 23,064	\$ 23,064	87%	\$845	\$1,958
30	LH001521	2020	HYUNDAI	SONATA	3	Trade on New	Yes	\$ 23,819	\$ 23,819	100%	\$2,022	\$1,990
31	YH3036	2022	HYUNDAI	ELANTRA	91	Other	No	\$ 35,995	\$ 34,592	86%	(\$2,059)	\$0
32	PH096464A	2019	NISSAN	KICKS	83	Trade on New	No	\$ 21,644	\$ 21,644	95%	\$450	\$1,180

Scoreboard Totals

% Retailed of Non-Franchise Make	50%
Total # Retail Units	48
Avg. Days to Sale	47.4
Avg. Advertised Price (Time of Sale)	\$ 29,444
Avg. Transaction Price	\$ 29,050
Avg. Market Price at 100%	\$ 31,933
Avg. Price to Market % (Time of Sale)	92%
Avg. Transaction to Market	91%
Avg. Transactional Discount	\$ 394
Avg. Front-End Gross	\$ (67)
Avg. Finance Gross	\$ 1,551
PUVR	\$ 1,484
Total Gross (Units & PUVR)	\$ 71,255
GROI	39%
% with Trade	31%
Avg. Over/Under Allowance	\$167



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	50%	#DIV/0!	#DIV/0!
Total # Retail Units	48	0	0
Avg. Days to Sale	47.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,444	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,050	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 31,933	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 394	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (67)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,551	#DIV/0!	#DIV/0!
PUVR	\$ 1,484	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 71,255	#DIV/0!	#DIV/0!
GROI	39%	#DIV/0!	#DIV/0!
% with Trade	31%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	167	#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	50%	#DIV/0!	#DIV/0!
Total # Retail Units	48	0	0
Avg. Days to Sale	47.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,444	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,050	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 31,933	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 394	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (67)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,551	#DIV/0!	#DIV/0!
PUVR	\$ 1,484	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 71,255	#DIV/0!	#DIV/0!
GROI	39%	#DIV/0!	#DIV/0!
% with Trade	31%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	167	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	50%	#DIV/0!	#DIV/0!
Total # Retail Units	48	0	0
Avg. Days to Sale	47.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,444	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,050	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 31,933	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 394	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (67)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,551	#DIV/0!	#DIV/0!
PUVR	\$ 1,484	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 71,255	#DIV/0!	#DIV/0!
GROI	39%	#DIV/0!	#DIV/0!
% with Trade	31%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	167	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	48	18	30
Avg. Days to Sale	47.4	46.1	48.3
Avg. Advertised Price (Time of Sale)	\$ 29,444	\$ 25,833	\$ 31,173
Avg. Transaction Price	\$ 29,050	\$ 25,512	\$ 31,173
Avg. Market Price at 100%	\$ 31,933	\$ 28,009	\$ 34,578
Avg. Price to Market % (Time of Sale)	92%	92%	90%
Avg. Transaction to Market	91%	91%	90%
Avg. Transactional Discount	\$ 394	\$ 321	\$ 438
Avg. Front-End Gross	\$ (67)	\$ (250)	\$ 43
Avg. Finance Gross	\$ 1,551	\$ 1,592	\$ 1,527
PUVR	\$ 1,484	\$ 1,342	\$ 1,570
Total Gross (Units & PUVR)	\$ 71,255	\$ 24,163	\$ 47,092
GROI	39%	41%	38%
% with Trade	31%	17%	40%
Avg. Over/Under Allowance	167	212	140



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	48	24	24
Avg. Days to Sale	47.4	59.9	34.5
Avg. Advertised Price (Time of Sale)	\$ 29,444	\$ 27,143	\$ 31,395
Avg. Transaction Price	\$ 29,050	\$ 26,705	\$ 31,395
Avg. Market Price at 100%	\$ 31,933	\$ 29,617	\$ 34,612
Avg. Price to Market % (Time of Sale)	92%	92%	91%
Avg. Transaction to Market	91%	90%	91%
Avg. Transactional Discount	\$ 394	\$ 438	\$ 351
Avg. Front-End Gross	\$ (67)	\$ (796)	\$ 663
Avg. Finance Gross	\$ 1,551	\$ 1,345	\$ 1,757
PUVR	\$ 1,484	\$ 549	\$ 2,420
Total Gross (Units & PUVR)	\$ 71,255	\$ 13,185	\$ 58,070
GROI	39%	12%	80%
% with Trade	31%	21%	42%
Avg. Over/Under Allowance	167	61	272



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	48	28	6
% of Retail Units	100%	58%	13%
% Retailed of Non-New Franchise	50%	68%	67%
Avg. Days to Sale	47.4	29.6	38.0
Avg. Transaction Price	\$ 29,050	\$ 28,438	\$ 29,496
Avg. Transaction to Market %	91%	91%	93%
Avg. Transactional Discount	\$ 394	\$ 627	\$ (665)
Avg. Front End Gross	\$ (67)	\$ 1,098	\$ 7
Avg. Finance Gross	\$ 1,551	\$ 1,732	\$ 1,557
PUVR	\$ 1,484	\$ 2,831	\$ 1,564
Total Gross (Units & PUVR)	\$ 71,255	\$ 79,254	\$ 9,382
GROI	39%	121%	50%
% with Trade	31%	25%	100%
Avg. Over/Under Allowance	167	120	1,102



BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	14
0%	0%	29%
#DIV/0!	#DIV/0!	7%
#DIV/0!	#DIV/0!	85.9
#DIV/0!	#DIV/0!	\$ 30,084
#DIV/0!	#DIV/0!	89%
#DIV/0!	#DIV/0!	\$ 383
#DIV/0!	#DIV/0!	\$ (2,428)
#DIV/0!	#DIV/0!	\$ 1,187
#DIV/0!	#DIV/0!	\$ (1,242)
#DIV/0!	#DIV/0!	\$ (17,381)
#DIV/0!	#DIV/0!	-17%
#DIV/0!	#DIV/0!	14%
#DIV/0!	#DIV/0!	-169

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	48	21	6
% of Retail Units	100%	44%	13%
% Retailed of Non-New Franchise	50%	62%	50%
Avg. Days to Sale	47.4	14.9	37.3
Avg. Transaction Price	\$ 29,050	\$ 31,272	\$ 27,224
Avg. Transaction to Market %	91%	93%	92%
Avg. Transactional Discount	\$ 394	\$ 548	\$ 220
Avg. Front End Gross	\$ (67)	\$ 2,039	\$ (290)
Avg. Finance Gross	\$ 1,551	\$ 1,752	\$ 1,803
PUVR	\$ 1,484	\$ 3,791	\$ 1,513
Total Gross (Units & PUVR)	\$ 71,255	\$ 79,607	\$ 9,077
GROI	39%	293%	54%
% with Trade	31%	33%	33%
Avg. Over/Under Allowance	167	145	333



46-60 days	61-90 days	90+ days
6	8	6
13%	17%	13%
50%	50%	0%
56.0	72.9	129.0
\$ 23,839	\$ 29,594	\$ 26,905
90%	90%	87%
\$ (143)	\$ 555	\$ 423
\$ (2,930)	\$ (893)	\$ (3,667)
\$ 1,747	\$ 1,686	\$ 480
\$ (1,182)	\$ 793	\$ (3,187)
\$ (7,093)	\$ 6,341	\$ (19,123)
-32%	13%	-33%
17%	38%	17%
0	-198	200