

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	MB1203	2020	CADILLAC	XT6	30	Ental Fleet (Enterprise, et	No	\$ 38,500	\$ 38,031	95%	\$500	\$1,776
2	C3321A	2019	Chevrolet	Equinox	47	Trade on New	Yes	\$ 25,500	\$ 24,500	99%	\$292	\$2,415
3	MP1205	2020	GMC	Sierra	1	Ental Fleet (Enterprise, et	No	\$ 47,175	\$ 47,175	90%	\$0	\$2,070
4	MP1206	2018	Chevrolet	Tahoe	1	Ental Fleet (Enterprise, et	No	\$ 31,215	\$ 31,215	90%	\$0	\$868
5	C3323B	2010	Chevrolet	Camaro	34	Trade on Used	No	\$ 24,000	\$ 21,941	104%	\$1,501	\$240
6	MP1204	2011	Chevrolet	Camaro	7	Auction/Wholesale	No	\$ 13,000	\$ 13,000	115%	\$700	\$662
7	C3313B	2018	Ford	Transit Van	24	Trade on New	No	\$ 39,000	\$ 38,888	108%	\$3,242	\$451
8	MP1207	2013	Dodge	Durango	4	Other	No	\$ 14,500	\$ 14,374	102%	\$1,612	\$879
9	C3286A	2021	Ford	Mustang	56	Trade on New	No	\$ 50,000	\$ 49,500	99%	\$610	\$0
10	MP1208	2021	Ford	Bronco	2	Other	No	\$ 33,500	\$ 33,400	100%	\$2,996	\$5,441
11	C2932A	2021	Hyundai	Ioniq	79	Trade on New	No	\$ 22,500	\$ 21,300	95%	(\$600)	\$2,776
12	MP1200	2017	Jeep	Wrangler	30	Street/Curb Buy	No	\$ 30,000	\$ 29,300	99%	(\$640)	\$5,282
13	C3345A	2022	Chevrolet	Silverado	23	Trade on New	Yes	\$ 78,000	\$ 76,800	98%	\$1,544	\$2,466
14	C3353A	2013	GMC	Sierra	38	Trade on New	No	\$ 34,000	\$ 33,835	114%	\$1,266	\$747
15	MP1210	2011	Subaru	Outback	1	Other	Yes	\$ 13,000	\$ 13,000	109%	\$3,790	\$0
16	MP1209	2021	Chevrolet	Express	8	Auction/Wholesale	Yes	\$ 50,000	\$ 49,436	105%	\$1,500	\$0
17	MP1182A	2018	Chrysler	300	24	Trade on Used	No	\$ 21,500	\$ 21,000	102%	\$1,686	\$1,169
18	MB1350A	2016	Cadillac	SRX	47	Trade on New	No	\$ 21,000	\$ 20,000	104%	\$1,369	\$0
19	C3345B	2021	Chevrolet	Silverado	9	Trade on Used	Yes	\$ 50,800	\$ 49,800	103%	\$535	\$498
20	C3246C	2019	Hyundai	Tuscon	75	Trade on Used	No	\$ 19,900	\$ 18,800	97%	\$1,283	\$714
21	C3342A	2019	GMC	Sierra	40	Trade on Used	No	\$ 43,500	\$ 42,699	99%	\$3,143	\$3,379
22	MP1212	2004	Volkswagen	Phaeton	3	Street/Curb Buy	No	\$ 10,000	\$ 10,000	119%	\$1,000	\$0
23	MB1341A	2013	Lincoln	MKS	63	Trade on New	No	\$ 16,500	\$ 16,268	100%	\$2,300	\$820
24	MP1213	2017	Lincoln	MKX	2	Other	No	\$ 25,200	\$ 25,200	105%	\$1,288	\$2,610
25	MP1214	2022	Kia	K5	3	Other	No	\$ 30,000	\$ 29,500	100%	\$831	\$1,151
26	MP1184	2021	Dodge	Challenger	51	Auction/Wholesale	No	\$ 29,000	\$ 29,000	99%	\$1,597	\$4,933
27	C3323C	2018	Ram	1500	33	Trade on Used	No	\$ 27,500	\$ 25,700	99%	\$2,306	\$2,362
28	MB1346A	2020	Buick	Encore	14	Trade on Used	Yes	\$ 20,500	\$ 20,300	102%	\$3,047	\$3,834

29	C3313A	2017	GMC	Canyon	30	Trade on Used	No	\$	34,000	\$	33,800	101%	\$923	\$3,742
30	C3338A	2016	Ford	F150	25	Trade on Used	No	\$	29,000	\$	29,000	100%	\$1,736	\$3,038
31	MB1370A	2017	Chevrolet	Trax	9	Trade on New	No	\$	17,500	\$	17,500	105%	\$4,750	\$908
32	MB1314A	2020	Buick	Envision	86	Trade on New	Yes	\$	25,000	\$	24,800	100%	\$3,050	\$0
33	C3326A	2015	Nissan	Altima	20	Trade on New	No	\$	15,000	\$	14,300	105%	\$1,244	\$1,000
34	MP1155A	2021	Chevrolet	Blazer	108	Trade on Used	Yes	\$	38,000	\$	36,499	97%	\$3,256	\$806
35	MP1217	2019	Chevrolet	Silverado	1	LBO Customer	No	\$	35,935	\$	35,935	95%	\$0	\$3,711
36	MP1218	2021	GMC	Terrain	1	Other	Yes	\$	28,000	\$	28,000	99%	\$1,511	\$0
37	MP1215	2018	GMC	Terrain	1	Other	Yes	\$	20,900	\$	20,900	102%	\$851	\$462
38	MP1219	2021	Kia	Sorento	3	Other	No	\$	28,000	\$	28,000	100%	(\$2,333)	\$3,841
39	C3286B	2017	Cadillac	XT5	26	Trade on Used	No	\$	32,000	\$	32,000	98%	(\$210)	\$2,965
40	MP1220	2019	Chevrolet	Express Van	5	Street/Curb Buy	Yes	\$	45,900	\$	44,399	108%	\$6,101	\$0
41	C3203B	2016	Cadillac	Escalade	46	Trade on Used	No	\$	46,400	\$	45,500	99%	(\$465)	\$1,000
42	MP1221	2020	Chevrolet	Traverse	3	Other	Yes	\$	32,000	\$	31,500	101%	\$1,106	\$1,729
43	MP1177C	2019	Chevrolet	Trax	46	Trade on Used	Yes	\$	18,200	\$	18,200	100%	(\$153)	\$1,975
44	MP1211	2014	Jeep	Patriot	24	Street/Curb Buy	No	\$	14,700	\$	14,000	110%	\$625	\$0
45	MP1223	2020	Cadillac	XT4	1	Other	No	\$	33,500	\$	32,150	101%	\$16	\$708
46	MP1224	2020	Chevrolet	Trax	1	Other	Yes	\$	18,000	\$	18,000	101%	\$3,950	\$448
47	MP1226	2018	Chevrolet	Malibu	1	Other	Yes	\$	19,000	\$	19,000	102%	\$1,937	\$1,265
48	MP1223A	2017	Buick	Encore	5	Trade on Used	No	\$	20,000	\$	19,500	100%	\$1,887	\$1,036
49	MP1196	2017	Chevrolet	Silverado	73	Street/Curb Buy	No	\$	53,500	\$	53,500	97%	\$1,055	\$913
50	MP1227	2021	Chevrolet	Blazer	1	LBO Customer	No	\$	37,100	\$	37,100	94%	\$650	\$0
51	MP1228	2019	Chevrolet	Equinox	1	LBO Customer	No	\$	16,871	\$	16,871	93%	\$0	\$450
52	C3354A	2021	Chevrolet	Silverado	26	Trade on New	Yes	\$	47,500	\$	47,500	99%	\$1,949	\$3,558
53	MB1347A	2018	Chevrolet	Equinox	3	Trade on New	No	\$	17,900	\$	17,900	105%	\$4,002	\$381

Scoreboard Totals

% Retailed of Non-Franchise Make	54%
Total # Retail Units	57
Avg. Days to Sale	23.6
Avg. Advertised Price (Time of Sale)	\$ 29,396
Avg. Transaction Price	\$ 28,965
Avg. Market Price at 100%	\$ 29,035
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 431
Avg. Front-End Gross	\$ 1,510
Avg. Finance Gross	\$ 1,538
PUVR	\$ 3,048
Total Gross (Units & PUVR)	\$ 173,740
GROI	161%
% with Trade	42%
Avg. Over/Under Allowance	(\$111)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	54%	#DIV/0!	#DIV/0!
Total # Retail Units	57	0	0
Avg. Days to Sale	23.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,396	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 28,965	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,035	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 431	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,510	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,538	#DIV/0!	#DIV/0!
PUVR	\$ 3,048	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 173,740	#DIV/0!	#DIV/0!
GROI	161%	#DIV/0!	#DIV/0!
% with Trade	42%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-111	#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	54%	#DIV/0!	#DIV/0!
Total # Retail Units	57	0	0
Avg. Days to Sale	23.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,396	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 28,965	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,035	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 431	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,510	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,538	#DIV/0!	#DIV/0!
PUVR	\$ 3,048	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 173,740	#DIV/0!	#DIV/0!
GROI	161%	#DIV/0!	#DIV/0!
% with Trade	42%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-111	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	54%	#DIV/0!	#DIV/0!
Total # Retail Units	57	0	0
Avg. Days to Sale	23.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,396	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 28,965	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,035	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 431	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,510	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,538	#DIV/0!	#DIV/0!
PUVR	\$ 3,048	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 173,740	#DIV/0!	#DIV/0!
GROI	161%	#DIV/0!	#DIV/0!
% with Trade	42%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-111	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	57	18	39
Avg. Days to Sale	23.6	22.4	24.1
Avg. Advertised Price (Time of Sale)	\$ 29,396	\$ 32,761	\$ 27,384
Avg. Transaction Price	\$ 28,965	\$ 32,391	\$ 27,384
Avg. Market Price at 100%	\$ 29,035	\$ 32,412	\$ 27,962
Avg. Price to Market % (Time of Sale)	101%	101%	98%
Avg. Transaction to Market	100%	100%	98%
Avg. Transactional Discount	\$ 431	\$ 370	\$ 459
Avg. Front-End Gross	\$ 1,510	\$ 2,136	\$ 1,221
Avg. Finance Gross	\$ 1,538	\$ 1,413	\$ 1,596
PUVR	\$ 3,048	\$ 3,548	\$ 2,817
Total Gross (Units & PUVR)	\$ 173,740	\$ 63,872	\$ 109,868
GROI	161%	176%	154%
% with Trade	42%	56%	36%
Avg. Over/Under Allowance	-111	-111	-110



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	57	26	31
Avg. Days to Sale	23.6	20.8	25.9
Avg. Advertised Price (Time of Sale)	\$ 29,396	\$ 30,397	\$ 28,133
Avg. Transaction Price	\$ 28,965	\$ 29,958	\$ 28,133
Avg. Market Price at 100%	\$ 29,035	\$ 30,446	\$ 28,463
Avg. Price to Market % (Time of Sale)	101%	100%	99%
Avg. Transaction to Market	100%	98%	99%
Avg. Transactional Discount	\$ 431	\$ 439	\$ 424
Avg. Front-End Gross	\$ 1,510	\$ 1,970	\$ 1,125
Avg. Finance Gross	\$ 1,538	\$ 1,174	\$ 1,843
PUVR	\$ 3,048	\$ 3,144	\$ 2,968
Total Gross (Units & PUVR)	\$ 173,740	\$ 81,738	\$ 92,002
GROI	161%	182%	147%
% with Trade	42%	50%	35%
Avg. Over/Under Allowance	-111	-81	-135



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	57	16	14
% of Retail Units	100%	28%	25%
% Retailed of Non-New Franchise	54%	50%	57%
Avg. Days to Sale	23.6	35.3	36.8
Avg. Transaction Price	\$ 28,965	\$ 29,462	\$ 29,624
Avg. Transaction to Market %	100%	100%	97%
Avg. Transactional Discount	\$ 431	\$ 532	\$ 754
Avg. Front End Gross	\$ 1,510	\$ 2,011	\$ 1,463
Avg. Finance Gross	\$ 1,538	\$ 1,222	\$ 1,911
PUVR	\$ 3,048	\$ 3,233	\$ 3,374
Total Gross (Units & PUVR)	\$ 173,740	\$ 51,724	\$ 47,233
GROI	161%	112%	111%
% with Trade	42%	44%	57%
Avg. Over/Under Allowance	-111	-384	239



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	3	1	3
9%	5%	2%	5%
60%	33%	0%	0%
27.0	22.0	4.0	1.0
\$ 30,240	\$ 30,479	\$ 22,900	\$ 29,969
104%	106%	107%	94%
\$ 580	\$ 188	\$ (1,000)	\$ -
\$ 1,628	\$ 1,266	\$ 2,788	\$ 217
\$ 1,239	\$ 1,865	\$ 2,153	\$ 1,387
\$ 2,867	\$ 3,131	\$ 4,941	\$ 1,604
\$ 14,336	\$ 9,392	\$ 4,941	\$ 4,811
126%	168%	1942%	1926%
40%	0%	0%	0%
100	0	0	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	3	12
0%	5%	21%
#DIV/0!	67%	75%
#DIV/0!	10.7	1.9
#DIV/0!	\$ 38,807	\$ 24,419
#DIV/0!	91%	101%
#DIV/0!	\$ 156	\$ 215
#DIV/0!	\$ 167	\$ 1,463
#DIV/0!	\$ 1,571	\$ 1,545
#DIV/0!	\$ 1,738	\$ 3,007
#DIV/0!	\$ 5,214	\$ 36,089
#DIV/0!	151%	2313%
#DIV/0!	0%	58%
#DIV/0!	0	-333

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	57	41	4
% of Retail Units	100%	72%	7%
% Retailed of Non-New Franchise	54%	51%	75%
Avg. Days to Sale	23.6	10.3	36.3
Avg. Transaction Price	\$ 28,965	\$ 28,512	\$ 31,044
Avg. Transaction to Market %	100%	101%	100%
Avg. Transactional Discount	\$ 431	\$ 296	\$ 1,206
Avg. Front End Gross	\$ 1,510	\$ 1,568	\$ 2,054
Avg. Finance Gross	\$ 1,538	\$ 1,575	\$ 1,682
PUVR	\$ 3,048	\$ 3,143	\$ 3,736
Total Gross (Units & PUVR)	\$ 173,740	\$ 128,850	\$ 14,944
GROI	161%	386%	120%
% with Trade	42%	37%	50%
Avg. Over/Under Allowance	-111	-259	750



46-60 days	61-90 days	90+ days
6	5	1
11%	9%	2%
67%	60%	0%
48.8	75.2	108.0
\$ 31,117	\$ 26,934	\$ 36,499
98%	95%	93%
\$ 567	\$ 546	\$ 1,501
\$ 542	\$ 1,418	\$ 3,256
\$ 1,721	\$ 1,045	\$ 806
\$ 2,262	\$ 2,462	\$ 4,062
\$ 13,573	\$ 12,311	\$ 4,062
54%	44%	37%
50%	60%	100%
-33	0	1,500