

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	9908	2011	MINI	COOPER	16	Auction/Wholesale	No	\$ 13,805	\$ 12,305		\$1,003	\$1,000
2	9761R	2017	Mercedes-Benz	CLA250	162	Auction/Wholesale	No	\$ 22,999	\$ 17,650		(\$6,029)	\$0
3	23-016A	2020	Chevrolet	SUBURBAN	35	Trade on New	No	\$ 51,999	\$ 49,999		\$5,029	
4	22-456A	2019	Jaguar	FSPACE	39	Trade on New	No	\$ 46,805	\$ 46,805		\$1,306	\$300
5	22-368A	2015	Chevrolet	SILVERADO	69	Trade on New	No	\$ 39,805	\$ 36,805		\$1,290	\$1,646
6	9844	2022	Chevrolet	CORVETTE	89	Auction/Wholesale	No	\$ 92,805	\$ 88,443		\$4,065	\$0
7	9611A	2007	GMC	CANYON	14	Trade on New	No		\$ 3,995		\$301	\$0
8	9928	2020	Chevrolet	SILVERADO	7	Auction/Wholesale	No	\$ 49,805	\$ 47,750		\$2,175	\$2,362
9	9934	2015	Chevrolet	MALIBU	1	Street/Curb Buy	No	\$ 15,805	\$ 14,805		\$4,121	\$2,588
10	22-490A	2018	Chevrolet	SILVERADO	58	Trade on New	No	\$ 39,805	\$ 37,422		\$1,158	\$4,467
11	9935	2020	NISSAN	ROGUE	2	Other	No	\$ 21,988	\$ 21,988		\$3,598	\$4,079
12	23-017A	2018	Chevrolet	TRAVERSE	57	Trade on Used	No	\$ 34,805	\$ 33,805		\$1,241	\$3,753
13	9925	2016	HONDA	CIVIC	15	Street/Curb Buy	No	\$24,805.00	\$ 20,999		(\$169)	\$3,286
14	9933	2016	Chevrolet	TRAX	11	Auction/Wholesale	No	\$ 19,805	\$ 17,805		\$1,620	\$2,421
15	22-565A	2019	Chevrolet	SUBURBAN	2	Trade on New	No	\$ 43,805	\$ 41,805		\$4,005	\$5,517
16	22-363A	2019	Chevrolet	COLORADO	72	Trade on New	No	\$ 32,902	\$ 24,805		\$213	\$1,194
17	9929	2010	TOYOTA	PRIUS	18	Street/Curb Buy	No	\$ 17,805	\$ 14,000		\$1,944	\$0
18	22-473A	2017	NISSAN	TITAN	34	Trade on New	No	\$ 30,110	\$ 27,000		\$1,505	\$1,304
19	22-057A	2017	TOYOTA	PRIUS	14	Trade on New	No	\$ 25,990	\$ 24,685		\$2,151	\$1,490
20	9926R	2017	Chevrolet	SONIC	24	Rental Fleet (Enterprise, et	No	\$ 13,805	\$ 12,499		\$633	\$559
21	9912	2019	Chevrolet	TAHOE	42	LBO OEM/Leasing Co.	No	\$ 43,999	\$ 39,500		\$548	\$2,584
22	23-016B	2017	Chevrolet	SUBURBAN	26	Trade on Used	No	\$ 37,117	\$ 33,999		\$886	\$3,106
23	22-511A	2020	Chevrolet	Equinox	28	Trade on New	No	\$ 25,805	\$ 22,805		\$1,481	\$4,393
24	22-501A	2017	Chevrolet	3500HD	36	Trade on New	No	\$ 69,999	\$ 64,321		\$1,596	\$1,818
25	23-021A	2014	CADILLAC	SRX	39	Trade on New	No	\$ 19,999	\$ 18,550		\$2,413	\$2,197
26	9940	2021	GMC	SIERRA HD	14	Auction/Wholesale	No	\$ 61,999	\$ 61,990		\$4,344	\$4,087
27	9865	2014	DODGE	JOURNEY	93	Auction/Wholesale	No	\$ 14,805	\$ 14,805		(\$162)	\$3,682

28	22-473C	2008	NISSAN	TITAN	9	Trade on Used	No		\$ 11,601		\$1,400	\$1,006
29	23-.047A	2020	Chevrolet	Equinox	71	Trade on New	No	\$ 24,632	\$ 19,632		\$0	\$1,000
30	9882R	2020	FORD	MUSTANG	84	LBO OEM/Leasing Co.	No	\$ 38,805	\$ 34,805		(\$1,045)	\$4,121
31	23-078A	2014	HONDA	CIVIC	7	Trade on Used	No		\$ 11,438		\$1,030	\$2,599
32	9923	2014	MAZDA	CX5	41	Auction/Wholesale	No	\$ 16,805	\$ 15,684		\$1,044	\$0
33	22-462A	2017	RAM	1500	31	Trade on New	No	\$ 26,805	\$ 25,400		\$2,633	\$579
34	9959	2021	Chevrolet	SILVERADO	1	Other	No	\$ 42,805	\$ 39,966		(\$34)	\$1,423
35	9942	2017	KIA	OPTIMA	27	Auction/Wholesale	No	\$ 19,805	\$ 17,499		\$471	\$2,421
36	23-026A	2019	KIA	SORENTO	97	Trade on New	No	\$ 23,805	\$ 21,987		(\$3,386)	\$1,271
37	9925	2020	Chevrolet	Equinox	51	LBO OEM/Leasing Co.	No	\$ 29,999	\$ 29,999		\$3,410	\$1,401
38	9892	2016	Chevrolet	CORVETTE	75	Street/Curb Buy	No	\$ 26,805	\$ 54,999		\$492	\$3,653
39	9941	2018	HONDA	CIVIC	32	Auction/Wholesale	No	\$ 25,805	\$ 23,999		\$1,228	\$2,191
40	9927	2019	JEEP	GR.CHEROKEE	55	Auction/Wholesale	No	\$ 33,999	\$ 31,998		\$702	\$2,726
41	23-088A	2015	Chevrolet	2500HD	26	Trade on New	No	\$ 35,999	\$ 32,805		\$1,885	\$3,074
42	23-129A	2019	Chevrolet	TRAVERSE	49	Trade on New	No	\$ 34,805	\$ 33,000		\$1,625	\$1,322
43	9831	2016	RAM	1500	178	Auction/Wholesale	No	\$ 32,805	\$ 31,990		(\$697)	\$2,533
44	22-581A	2015	TOYOTA	PRIUS	1	Trade on New	No		\$ 15,814		\$2,500	\$144
45	23-106A	2013	LEXUS	IS250	47	Trade on New	No	\$ 18,805	\$ 17,499		\$1,161	\$1,390
46	22-541A	2019	TOYOTA	TACOMA	39	Trade on New	No	\$ 36,530	\$ 31,750		\$1,513	\$3,422
47	22-570A	2021	Chevrolet	TRAX	28	Trade on New	No	\$ 24,999	\$ 24,124		\$4,069	\$3,015
48	23-066A	2020	Chevrolet	SILVERADO	73	Trade on New	No	\$ 54,805	\$ 53,500		(\$80)	\$1,152
49	9882A	2022	Chevrolet	CAMARO	39	Trade on Used	Yes	\$ 31,805	\$ 31,805		\$2,472	\$2,044
50	22-470A	2022	Chevrolet	MALIBU	125	Trade on New	Yes	\$ 28,805	\$ 27,799		\$1,136	\$4,766
51	23-011A	2017	MASERATI	GHIBLI	3	Trade on New	No	\$ 26,990	\$ 26,990		\$4,869	\$4,509
52	22-551A	2017	Chevrolet	TAHOE	35	Trade on New	No	\$ 38,805	\$ 35,750		\$2,037	\$327
53	22-498A	2021	Chevrolet	SILVERADO	114	Trade on New	No	\$ 49,805	\$ 49,805		\$1,391	\$3,218

Scoreboard Totals

% Retailed of Non-Franchise Make	46%
Total # Retail Units	56
Avg. Days to Sale	45.1
Avg. Advertised Price (Time of Sale)	\$ 34,089
Avg. Transaction Price	\$ 30,925
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ 729
Avg. Front-End Gross	\$ 1,338
Avg. Finance Gross	\$ 2,158
PUVR	\$ 3,458
Total Gross (Units & PUVR)	\$ 193,639
GROI	89%
% with Trade	38%
Avg. Over/Under Allowance	\$239



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	46%	#DIV/0!	#DIV/0!
Total # Retail Units	56	0	0
Avg. Days to Sale	45.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,089	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,925	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 729	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,338	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,158	#DIV/0!	#DIV/0!
PUVR	\$ 3,458	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 193,639	#DIV/0!	#DIV/0!
GROI	89%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	239	#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	46%	#DIV/0!	#DIV/0!
Total # Retail Units	56	0	0
Avg. Days to Sale	45.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,089	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,925	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 729	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,338	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,158	#DIV/0!	#DIV/0!
PUVR	\$ 3,458	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 193,639	#DIV/0!	#DIV/0!
GROI	89%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	239	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	46%	#DIV/0!	#DIV/0!
Total # Retail Units	56	0	0
Avg. Days to Sale	45.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,089	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,925	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 729	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,338	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,158	#DIV/0!	#DIV/0!
PUVR	\$ 3,458	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 193,639	#DIV/0!	#DIV/0!
GROI	89%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	239	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	56	3	53
Avg. Days to Sale	45.1	91.7	42.4
Avg. Advertised Price (Time of Sale)	\$ 34,089	\$ 42,138	\$ 30,352
Avg. Transaction Price	\$ 30,925	\$ 41,035	\$ 30,352
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 729	\$ 1,104	\$ 708
Avg. Front-End Gross	\$ 1,338	\$ 1,356	\$ 1,337
Avg. Finance Gross	\$ 2,158	\$ 3,154	\$ 2,101
PUVR	\$ 3,458	\$ 4,510	\$ 3,398
Total Gross (Units & PUVR)	\$ 193,639	\$ 13,529	\$ 180,110
GROI	89%	43%	95%
% with Trade	38%	33%	38%
Avg. Over/Under Allowance	239	-500	273



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	56	30	26
Avg. Days to Sale	45.1	47.1	42.7
Avg. Advertised Price (Time of Sale)	\$ 34,089	\$ 39,018	\$ 23,201
Avg. Transaction Price	\$ 30,925	\$ 37,619	\$ 23,201
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 729	\$ 1,400	\$ (45)
Avg. Front-End Gross	\$ 1,338	\$ 1,643	\$ 986
Avg. Finance Gross	\$ 2,158	\$ 2,358	\$ 1,936
PUVR	\$ 3,458	\$ 3,922	\$ 2,922
Total Gross (Units & PUVR)	\$ 193,639	\$ 117,674	\$ 75,965
GROI	89%	80%	106%
% with Trade	38%	53%	19%
Avg. Over/Under Allowance	239	359	-100



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	56	27	6
% of Retail Units	100%	48%	11%
% Retailed of Non-New Franchise	46%	41%	33%
Avg. Days to Sale	45.1	44.5	29.0
Avg. Transaction Price	\$ 30,925	\$ 31,495	\$ 25,409
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 729	\$ 1,484	\$ (2,987)
Avg. Front End Gross	\$ 1,338	\$ 1,572	\$ 1,459
Avg. Finance Gross	\$ 2,158	\$ 2,109	\$ 2,354
PUVR	\$ 3,458	\$ 3,603	\$ 3,813
Total Gross (Units & PUVR)	\$ 193,639	\$ 97,273	\$ 22,876
GROI	89%	93%	186%
% with Trade	38%	48%	33%
Avg. Over/Under Allowance	239	-157	-400



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	12	0	0
9%	21%	0%	0%
40%	75%	#DIV/0!	#DIV/0!
44.0	60.4	#DIV/0!	#DIV/0!
\$ 33,661	\$ 31,827	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (3,456)	\$ 1,944	#DIV/0!	#DIV/0!
\$ 1,370	\$ 814	#DIV/0!	#DIV/0!
\$ 2,436	\$ 1,952	#DIV/0!	#DIV/0!
\$ 3,805	\$ 2,766	#DIV/0!	#DIV/0!
\$ 19,026	\$ 33,187	#DIV/0!	#DIV/0!
92%	52%	#DIV/0!	#DIV/0!
40%	17%	#DIV/0!	#DIV/0!
250	2,167	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
3	1	2
5%	2%	4%
33%	0%	50%
59.0	24.0	1.5
\$ 34,768	\$ 12,499	\$ 30,977
#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,833	\$ 1,306	\$ 1,420
\$ 971	\$ 633	\$ 1,782
\$ 2,702	\$ 559	\$ 2,751
\$ 3,673	\$ 1,192	\$ 4,533
\$ 11,019	\$ 1,192	\$ 9,066
64%	143%	3512%
33%	0%	50%
0	#DIV/0!	1,500

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	56	23	13
% of Retail Units	100%	41%	23%
% Retailed of Non-New Franchise	46%	52%	54%
Avg. Days to Sale	45.1	13.7	36.8
Avg. Transaction Price	\$ 30,925	\$ 24,659	\$ 33,874
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 729	\$ (279)	\$ 2,300
Avg. Front End Gross	\$ 1,338	\$ 1,867	\$ 1,927
Avg. Finance Gross	\$ 2,158	\$ 2,365	\$ 1,532
PUVR	\$ 3,458	\$ 4,231	\$ 3,459
Total Gross (Units & PUVR)	\$ 193,639	\$ 97,319	\$ 44,961
GROI	89%	450%	100%
% with Trade	38%	35%	46%
Avg. Over/Under Allowance	239	-333	317



46-60 days	61-90 days	90+ days
6	7	7
11%	13%	13%
33%	14%	57%
52.8	76.1	125.7
\$ 30,621	\$ 44,713	\$ 32,505
#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,416	\$ (347)	\$ 1,613
\$ 1,550	\$ 705	\$ (1,041)
\$ 2,510	\$ 1,824	\$ 2,589
\$ 4,059	\$ 2,529	\$ 1,548
\$ 24,356	\$ 17,701	\$ 10,834
90%	27%	14%
0%	71%	29%
0	1,420	-250