

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	T22665B	2013	FORD	F-150	1	TRADE ON USED	NO	\$ 17,999	\$ 17,999	105%	\$4,148	\$1,500
2	T22665B	2009	LEXUS	RX 350	40	Trade on New	No	\$ 10,999	\$ 10,999	95%	\$1,572	\$2,378
3	1250A	2020	HYUNDAI	TUCSON	49	Trade on Used	No	\$ 21,998	\$ 21,998	92%	(\$365)	\$0
4	T22410B	2020	NISSAN	PATHFINDER	100	TRADE ON USED	NO	\$ 30,117	\$ 30,117	87%	(\$585)	\$3,963
5	T22609C	2019	SUBARU	IMPREZA	11	TRADE ON USED	NO	\$ 21,999	\$ 21,999	106%	\$4,433	\$0
6	1274B	2019	HONDA	CRV	32	TRADE ON USED	NO	\$ 32,490	\$ 32,490	96%	\$2,480	\$1,123
7	1325P	2020	SUBARU	OUTBACK	65	Auction/Wholesale	No	\$ 33,508	\$ 33,508	84%	(\$474)	\$1,907
8	1348P	2017	JEEP	GRAND CHEROKEE	16	Street/Curb Buy	NO	\$ 19,969	\$ 19,700	95%	\$1,311	\$2,983
9	T22582A	2018	Volkswagen	ATLAS	36	TRADE ON NEW	NO	\$ 26,999	\$ 26,999	101%	\$5,952	\$483
10	T23002A	2020	TOYOTA	COROLLA	11	TRADE ON NEW	YES	\$ 23,999	\$ 23,000	105%	\$3,183	\$2,824
11	T22647A	2017	HONDA	FIT	20	TRADE ON NEW	NO	\$ 15,499	\$ 14,999	103%	\$2,724	\$2,228
12	1322P	2020	TOYOTA	TACOMA	73	Auction/Wholesale	YES	\$ 39,999	\$ 39,999	95%	\$323	\$1,006
13	1307P	2020	TOYOTA	CAMRY	85	Auction/Wholesale	YES	\$ 23,834	\$ 20,584	86%	(\$3,688)	\$2,115
14	T22588A	2018	SUBARU	LEGACY	57	TRADE ON NEW	NO	\$ 23,873	\$ 23,873	96%	\$4,181	\$2,177
15	T22564B	2021	TOYOTA	4RUNNER	7	TRADE ON USED	YES	\$ 42,387	\$ 42,387	105%	\$5,082	\$4,104
16	T22712A	2008	TOYOTA	RAV4	22	TRADE ON NEW	NO	\$ 12,879	\$ 12,879	107%	\$3,867	\$2,476
17	1349P	2021	TOYOTA	COROLLA	15	Auction/Wholesale	YES	\$ 24,999	\$ 24,999	99%	\$263	\$1,642
18	1322A	2020	TOYOTA	RAV4	15	TRADE ON USED	YES	\$ 31,999	\$ 31,999	102%	\$1,168	\$2,963
19	T22560B	2019	TOYOTA	HIGHLANDER	45	TRADE ON USED	YES	\$ 33,998	\$ 33,000	99%	\$3,041	\$251
20	1303P	2019	HYUNDAI	ACCENT	88	Auction/Wholesale	NO	\$ 19,498	\$ 17,500	79%	(\$1,179)	\$308
21	T22661A	2019	HONDA	CRV	20	TRADE ON NEW	NO	\$ 27,999	\$ 26,780	97%	\$3,722	\$1,919
22	T22595A	2017	Chevrolet	MALIBU	40	TRADE ON NEW	NO	\$ 13,999	\$ 13,999	89%	\$4,231	\$1,068
23	1366P	2020	TOYOTA	TACOMA	1	LBO Customer	YES	\$ 46,665	\$ 46,665	108%	\$1,732	\$1,732
24	1322B	2022	TOYOTA	TACOMA	2	TRADE ON USED	YES	\$ 46,999	\$ 46,999	105%	\$7,815	\$3,633
25	T22656B	2014	SUBARU	LEGACY	12	TRADE ON USED	No	\$ 15,998	\$ 15,998	102%	\$1,727	\$2,096
26	1366A	2018	SUBARU	IMPREZA	3	TRADE ON USED	No	\$ 23,419	\$ 23,419	107%	\$3,336	\$344
27	T22633B	2016	VOLVO	XC90	1	TRADE ON USED	NO	\$ 23,619	\$ 23,619	101%	\$3,786	\$0
28	T23040A	2013	TOYOTA	TACOMA	7	TRADE ON NEW	NO	\$ 19,987	\$ 18,724	104%	\$2,407	\$0

29	1308P	2017	TOYOTA	HIGHLANDER	93	Auction/Wholesale	NO	\$	32,628	\$	29,500	91%	(\$4,704)	\$0
30	1353P	2013	TOYOTA	SEQUOIA	17	Street/Curb Buy	NO	\$	29,535	\$	28,535	111%	\$5,007	\$2,640
31	T22661B	2011	Chevrolet	MALIBU	7	TRADE ON USED	NO	\$	7,999	\$	6,720	94%	\$898	\$0
32	T22582B	2016	NISSAN	VERSA	13	TRADE ON USED	NO	\$	12,499	\$	8,500	98%	\$864	\$0
33	T22696A	2017	JEEP	CHEROKEE	31	TRADE ON NEW	NO	\$	19,997	\$	19,997	95%	\$5,552	\$3,828
34	T22644A	2020	NISSAN	PRO 4X	41	TRADE ON NEW	NO	\$	39,999	\$	39,999	98%	\$3,573	\$2,655
35	T23016A	2015	GMC	ACADIA	16	TRADE ON NEW	NO	\$	25,499	\$	25,299	101%	\$3,621	\$1,922
36	T23038A	2006	TOYOTA	TUNDRA	2	TRADE ON NEW	NO	\$	5,000	\$	5,000	78%	\$540	\$0
37	T22640A	2022	TOYOTA	4RUNNER	52	Trade on New	YES	\$	46,999	\$	43,000	81%	\$149	
38	T22682A	2022	TOYOTA	HIGHLANDER	49	Trade on New	YES	\$	45,481	\$	44,278	92%	\$1,589	
39	T22600B	2017	TOYOTA	TUNDRA	33	TRADE ON USED	NO	\$	37,999	\$	37,999	111%	\$6,420	\$4,810
40	T22558A	2019	JEEP	WRANGLER	92	TRADE ON USED	NO	\$	43,862	\$	43,862	100%	\$2,395	\$3,378
41	T22430B	2018	DODGE	RAM 3500	161	TRADE ON USED	NO	\$	54,533	\$	54,533	86%	(\$462)	\$0
42	T22677A	2021	TOYOTA	COROLLA	23	Trade on New	YES	\$	27,981	\$	27,981	95%	\$1,166	\$3,329
43	1356P	2020	Chevrolet	TAHOE	26	ntal Fleet (Enterprise, etc.)		\$	38,759	\$	38,759	97%	\$980	\$2,838
44	T23025A	2019	TOYOTA	RAV4	5	TRADE ON NEW	YES	\$	31,576	\$	31,576	108%	\$4,821	\$2,000
45	T22710B	2016	TOYOTA	CAMRY	2	TRADE ON USED	NO	\$	19,971	\$	18,000	102%	\$508	\$1,278
46	1309A	2020	TOYOTA	TACOMA	90	TRADE ON USED	YES	\$	37,707	\$	37,707	87%	(\$2,543)	\$1,550
47	T22686A	2021	TOYOTA	HIGHLANDER	24	TRADE ON NEW	YES	\$	49,999	\$	49,999	97%	\$389	\$0
48	T22703A	2017	TOYOTA	TUNDRA	1	TRADE ON NEW	YES	\$	31,997	\$	30,000	106%	\$2,789	\$2,239
49	T22623A	2018	TOYOTA	SIENNA	35	TRADE ON NEW	YES	\$	37,999	\$	37,999	98%	\$2,007	\$1,818
50	1343A	2017	TOYOTA	COROLLA	40	TRADE ON USED	NO	\$	21,094	\$	21,094	93%	\$1,592	\$825
51	T22564C	2018	Chevrolet	SILVERADO	21	TRADE ON USED	NO	\$	31,995	\$	31,995	86%	\$395	\$3,291
52	1357P	2020	CADILLAC	ESCALADE	27	ntal Fleet (Enterprise, et	NO	\$	56,917	\$	54,917	92%	\$1,381	\$2,108
53	T23061A	2022	TOYOTA	COROLLA	17	TRADE ON NEW	YES	\$	28,999	\$	28,999	105%	\$1,507	\$1,259

Scoreboard Totals

% Retailed of Non-Franchise Make	52%
Total # Retail Units	100
Avg. Days to Sale	32.2
Avg. Advertised Price (Time of Sale)	\$ 29,082
Avg. Transaction Price	\$ 28,411
Avg. Market Price at 100%	\$ 29,642
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 671
Avg. Front-End Gross	\$ 2,131
Avg. Finance Gross	\$ 1,856
PUVR	\$ 3,949
Total Gross (Units & PUVR)	\$ 394,930
GROI	156%
% with Trade	41%
Avg. Over/Under Allowance	(\$1,359)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Julian Baraza
% Retailed of Non-New Franchise	52%	#DIV/0!	52%
Total # Retail Units	100	0	44
Avg. Days to Sale	32.2	#DIV/0!	38.4
Avg. Advertised Price (Time of Sale)	\$ 29,082	#DIV/0!	\$ 29,280
Avg. Transaction Price	\$ 28,411	#DIV/0!	\$ 28,480
Avg. Market Price at 100%	\$ 29,642	#DIV/0!	\$ 30,137
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	97%
Avg. Transaction to Market	96%	#DIV/0!	95%
Avg. Transactional Discount	\$ 671	#DIV/0!	\$ 800
Avg. Front-End Gross	\$ 2,131	#DIV/0!	\$ 1,668
Avg. Finance Gross	\$ 1,856	#DIV/0!	\$ 1,884
PUVR	\$ 3,949	#DIV/0!	\$ 3,552
Total Gross (Units & PUVR)	\$ 394,930	#DIV/0!	\$ 156,279
GROI	156%	#DIV/0!	117%
% with Trade	41%	#DIV/0!	45%
Avg. Over/Under Allowance	-1,359	#DIV/0!	-1,680



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Rick Herrera
% Retailed of Non-New Franchise	52%	#DIV/0!	60%
Total # Retail Units	100	0	15
Avg. Days to Sale	32.2	#DIV/0!	33.7
Avg. Advertised Price (Time of Sale)	\$ 29,082	#DIV/0!	\$ 29,139
Avg. Transaction Price	\$ 28,411	#DIV/0!	\$ 29,006
Avg. Market Price at 100%	\$ 29,642	#DIV/0!	\$ 29,498
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	99%
Avg. Transaction to Market	96%	#DIV/0!	98%
Avg. Transactional Discount	\$ 671	#DIV/0!	\$ 133
Avg. Front-End Gross	\$ 2,131	#DIV/0!	\$ 2,821
Avg. Finance Gross	\$ 1,856	#DIV/0!	\$ 2,066
PUVR	\$ 3,949	#DIV/0!	\$ 4,887
Total Gross (Units & PUVR)	\$ 394,930	#DIV/0!	\$ 73,299
GROI	156%	#DIV/0!	180%
% with Trade	41%	#DIV/0!	47%
Avg. Over/Under Allowance	-1,359	#DIV/0!	-210



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	52%	#DIV/0!	#DIV/0!
Total # Retail Units	100	0	0
Avg. Days to Sale	32.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,082	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 28,411	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,642	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 671	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,131	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,856	#DIV/0!	#DIV/0!
PUVR	\$ 3,949	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 394,930	#DIV/0!	#DIV/0!
GROI	156%	#DIV/0!	#DIV/0!
% with Trade	41%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-1,359	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	100	35	63
Avg. Days to Sale	32.2	25.7	35.5
Avg. Advertised Price (Time of Sale)	\$ 29,082	\$ 37,342	\$ 23,725
Avg. Transaction Price	\$ 28,411	\$ 36,548	\$ 23,725
Avg. Market Price at 100%	\$ 29,642	\$ 37,808	\$ 25,812
Avg. Price to Market % (Time of Sale)	98%	99%	92%
Avg. Transaction to Market	96%	97%	92%
Avg. Transactional Discount	\$ 671	\$ 794	\$ 589
Avg. Front-End Gross	\$ 2,131	\$ 1,803	\$ 2,354
Avg. Finance Gross	\$ 1,856	\$ 2,125	\$ 1,676
PUVR	\$ 3,949	\$ 3,807	\$ 4,030
Total Gross (Units & PUVR)	\$ 394,930	\$ 133,233	\$ 253,872
GROI	156%	146%	172%
% with Trade	41%	46%	40%
Avg. Over/Under Allowance	-1,359	-1,409	-1,322



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	100	48	52
Avg. Days to Sale	32.2	25.3	38.5
Avg. Advertised Price (Time of Sale)	\$ 29,082	\$ 33,216	\$ 24,667
Avg. Transaction Price	\$ 28,411	\$ 32,468	\$ 24,667
Avg. Market Price at 100%	\$ 29,642	\$ 33,415	\$ 27,338
Avg. Price to Market % (Time of Sale)	98%	99%	90%
Avg. Transaction to Market	96%	97%	90%
Avg. Transactional Discount	\$ 671	\$ 749	\$ 599
Avg. Front-End Gross	\$ 2,131	\$ 2,025	\$ 2,228
Avg. Finance Gross	\$ 1,856	\$ 1,913	\$ 1,805
PUVR	\$ 3,949	\$ 3,858	\$ 4,033
Total Gross (Units & PUVR)	\$ 394,930	\$ 185,198	\$ 209,732
GROI	156%	169%	153%
% with Trade	41%	48%	35%
Avg. Over/Under Allowance	-1,359	-1,158	-1,637



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	100	41	33
% of Retail Units	100%	41%	33%
% Retailed of Non-New Franchise	52%	41%	61%
Avg. Days to Sale	32.2	21.7	32.8
Avg. Transaction Price	\$ 28,411	\$ 26,682	\$ 27,820
Avg. Transaction to Market %	96%	97%	97%
Avg. Transactional Discount	\$ 671	\$ 802	\$ 363
Avg. Front End Gross	\$ 2,131	\$ 2,928	\$ 2,546
Avg. Finance Gross	\$ 1,856	\$ 1,863	\$ 1,749
PUVR	\$ 3,949	\$ 4,700	\$ 4,295
Total Gross (Units & PUVR)	\$ 394,930	\$ 192,713	\$ 141,734
GROI	156%	292%	170%
% with Trade	41%	37%	48%
Avg. Over/Under Allowance	-1,359	-1,350	-1,192



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	16	0	1
3%	16%	0%	1%
67%	44%	#DIV/0!	0%
28.7	59.6	#DIV/0!	1.0
\$ 20,245	\$ 31,046	#DIV/0!	\$ 46,665
94%	90%	#DIV/0!	108%
\$ 955	\$ 949	#DIV/0!	\$ -
\$ 2,302	\$ (531)	#DIV/0!	\$ 1,732
\$ 1,961	\$ 1,641	#DIV/0!	\$ 1,732
\$ 4,263	\$ 1,111	#DIV/0!	\$ 3,464
\$ 12,790	\$ 17,771	#DIV/0!	\$ 3,464
264%	22%	#DIV/0!	2672%
67%	38%	#DIV/0!	0%
-750	-1,559	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	6	0
0%	6%	0%
#DIV/0!	100%	#DIV/0!
#DIV/0!	34.2	#DIV/0!
#DIV/0!	\$ 37,494	#DIV/0!
#DIV/0!	83%	#DIV/0!
#DIV/0!	\$ 694	#DIV/0!
#DIV/0!	\$ 1,471	#DIV/0!
#DIV/0!	\$ 2,939	#DIV/0!
#DIV/0!	\$ 4,410	#DIV/0!
#DIV/0!	\$ 26,458	#DIV/0!
#DIV/0!	124%	#DIV/0!
#DIV/0!	33%	#DIV/0!
#DIV/0!	-4,200	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	100	61	16
% of Retail Units	100%	61%	16%
% Retailed of Non-New Franchise	52%	44%	56%
Avg. Days to Sale	32.2	12.4	37.7
Avg. Transaction Price	\$ 28,411	\$ 27,900	\$ 27,686
Avg. Transaction to Market %	96%	97%	98%
Avg. Transactional Discount	\$ 671	\$ 606	\$ 437
Avg. Front End Gross	\$ 2,131	\$ 2,722	\$ 3,141
Avg. Finance Gross	\$ 1,856	\$ 1,848	\$ 2,045
PUVR	\$ 3,949	\$ 4,570	\$ 5,186
Total Gross (Units & PUVR)	\$ 394,930	\$ 278,792	\$ 82,975
GROI	156%	477%	179%
% with Trade	41%	43%	44%
Avg. Over/Under Allowance	-1,359	-1,398	-540



46-60 days	61-90 days	90+ days
8	7	8
8%	7%	8%
75%	57%	75%
51.6	75.3	114.9
\$ 27,143	\$ 27,042	\$ 36,226
89%	88%	88%
\$ 1,366	\$ 750	\$ 866
\$ 1,471	\$ (419)	\$ (1,512)
\$ 1,627	\$ 1,675	\$ 1,868
\$ 3,098	\$ 1,256	\$ 356
\$ 24,781	\$ 8,791	\$ 2,845
80%	22%	3%
13%	57%	38%
-4,200	-1,662	-2,000