

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	13T550A	2017	Honda	Ridgeline	2	Trade on New	Yes		\$ -		\$3,006	\$0
2	13T511A	2021	Honda	Passport	57	Trade on New		\$ 33,200	\$ 37,900	96%	\$4,220	\$2,282
3	13p412	2016	Ford	Fusion	70	Auction/Wholesale		\$ 18,072	\$ 16,795	96%	(\$3,702)	\$273
4	13T550P	2020	Honda	Hr-v	3	Trade on New		\$ 27,800	\$ 26,900	94%	\$4,898	\$3,953
5	13t547A	2019	Ford	Ecosport	7	Trade on New		\$ 20,995	\$ 20,012	99%	\$3,459	\$2,664
6	13X236	2019	Kia	Sorento	58	Auction/Wholesale		\$ 24,454	\$ 25,309	102%	\$948	\$129
7	13T558A	2020	Honda	Cr-v	3	Trade on New		\$ 35,000	\$ 36,900	97%	\$8,472	\$2,645
8	13T488C	2014	Chevrolet	Impala	16	Trade on Used		\$ 12,750	\$ 10,951	103%	(\$233)	\$723
9	13P418A	2016	Chevrolet	Silverado	46	Trade on Used		\$ 23,700	\$ 28,700		\$1,143	\$4,531
10	13T544A	2017	Ford	Fusion	14	Trade on New		\$ 18,995	\$ 16,000	104%	\$3,830	\$0
11	13P428A	2010	Mitsubishi	Outlander	6	Trade on Used		\$ 6,800	\$ 3,001	105%	\$2,121	\$0
12	13X210B	2017	Ford	Explorer	1	Trade on Used		\$ 27,750	\$ 27,000	98%	\$3,860	\$739
13	13C216A	2021	Honda	Civic	4	Trade on New		\$ 28,155	\$ 25,779		\$3,031	\$4,057
14	13T538B	2013	Dodge	Journey	20	Trade on Used		\$ 10,000	\$ 6,399	101%	\$1,512	\$1,576
15	13P361B	2011	Honda	Cr-v	8	Trade on Used		\$ 17,800	\$ 15,250	106%	\$2,745	\$742
16	13X235	2020	Nissan	Altima	62	Trade on Used		\$ 20,137	\$ 24,995	99%	\$4,112	\$855
17	13T456R	2021	Honda	Hr-v	38	Trade on Used		\$ 24,990	\$ 24,964	98%	3174..46	\$4,398
18	13T514B	2010	Chrysler	Town and c	23	Trade on Used		\$ 5,995	\$ 6,000	119%	\$2,452	\$0
19	13X236A	2015	Ford	Fusion	6	Trade on Used		\$ 13,995	\$ 13,995	101%	\$3,660	\$2,034
20	13T547B	2011	Ford	Fiesta	4	Trade on Used			\$ -		\$1,048	\$0
21	13P409	2020	Ford	Edge	86	Auction/Wholesale		\$ 24,700	\$ 26,995	98%	\$2,820	\$5,142
22	13P401	2019	Ford	Escape	94	Auction/Wholesale		\$ 23,400	\$ 22,475	96%	(\$1,484)	\$0
23	13X220	2020	Jeep	Renegade	96	Auction/Wholesale		\$ 23,400	\$ 21,319	100%	(\$2,706)	\$3,166
24	13P428B	2020	Honda	Civic	24	Trade on Used		\$ 26,550	\$ 25,985	98%	\$4,668	\$1,445
25	13T530B	2015	Honda	CR-V	1	Trade on Used		\$ 19,800	\$ 20,500	107%	\$5,123	\$1,259
26	13X225	2020	Dodge	Journey	100	Auction/Wholesale		\$ 20,800	\$ 19,999	96%	(\$820)	\$2,705
27	13P440	2020	Gmc	Terrain	19	Auction/Wholesale		\$ 26,700	\$ 26,700	101%	\$2,707	\$2,930
28	13X243	2020	Kia	Sportage	74	Auction/Wholesale		\$ 19,839	\$ 22,946	99%	\$3,063	\$1,838

29	13T539A	2017	Honda	Hr-v	11	Trade on New		\$ 21,662	\$ 23,900	104%	\$7,719	\$361
30	13T565A	2008	Honda	Odyssey	4	Trade on New		\$ 7,500	\$ 6,449	110%	\$4,088	\$0
31	13T559A	2020	Honda	Cr-v	6	Trade on New		\$ 28,990	\$ 28,695	99%	\$3,412	\$100
32	13X200	2019	Honda	Pilot	151	Auction/Wholesale		\$ 26,312	\$ 23,843	101%	(\$1,762)	\$4,334
33	13P473	2020	Honda	Accord	0	LBO OEM/Leasing Co.			\$ -		\$1,448	\$0
34	13X250A	2020	Honda	Cr-v	22	Trade on Used		\$ 28,700	\$ 29,675	100%	\$5,938	\$100
35	13P384A	2012	Chevrolet	Cruze	27	Trade on Used		\$ 8,990	\$ 6,749	107%	\$2,115	\$0
36	13T456S	2013	Ford	Escape	2	Trade on Used		\$ 10,233	\$ 8,278	102%	\$2,974	\$0
37	13T570A	2010	Honda	Accord	1	Trade on New		\$ 13,995	\$ 13,700	92%	\$5,524	\$0
38	13X252	2007	Chevrolet	Avalanche	5	Auction/Wholesale			\$ -		\$2,454	\$510
39	13X250B	2015	Honda	Cr-v	0	Trade on Used		\$ 19,400	\$ 18,383	96%	\$2,872	\$0
40	13X253	2008	Jeep	Wrangler	4	Auction/Wholesale		\$ 12,800	\$ 10,176	100%	\$1,394	\$2,566
41	13P443	2020	Buick	Encore	24	Auction/Wholesale		\$ 22,979	\$ 22,979	102%	\$805	\$2,395
42	13T547C	2021	Honda	Civic	16	Trade on Used		\$ 25,970	\$ 27,225		\$5,562	\$3,893
43	13T562A	2017	Kia	Optima	14	Trade on New		\$ 15,995	\$ 14,995	103%	\$4,222	\$1,729
44	13X254	2007	Chevrolet	Silverado	0	Auction/Wholesale			\$ -		\$2,770	\$0
45	13P442	2021	Ram	1500	27	Auction/Wholesale		\$ 40,730	\$ 41,892	102%	\$4,787	\$5,077
46	13X250C	2008	Honda	Cr-v	4	Auction/Wholesale		\$ 5,800	\$ 3,382	87%	\$1,498	\$0
47	13T485A	2020	Honda	Pilot	25	Trade on New		\$ 31,840	\$ 30,166	98%	\$1,196	\$1,442
48	13T485B	2018	Jeep	Compass	1	Trade on Used			\$ -		\$2,698	\$2,884
49	13P475	2022	Honda	Hr-v	7	Auction/Wholesale		\$ 27,795	\$ 32,514	102%	\$6,792	\$5,007
50	13T560A	2021	Honda	Cr-v	0	Trade on New		\$ 31,089	\$ 32,514	100%	\$5,307	\$4,148
51	13P423	2021	Kia	Sportage	77	Auction/Wholesale		\$ 21,780	\$ 21,780	98%	(\$1,299)	\$145
52	13P459	2019	Honda	Cr-v	15	Auction/Wholesale		\$ 27,800	\$ 28,995	107%	\$4,135	\$3,182
53	13X242	2018	Chevrolet	Trax	85	Auction/Wholesale		\$ 19,995	\$ 19,995	118%	(\$270)	\$3,709

Scoreboard Totals

% Retailed of Non-Franchise Make	59%
Total # Retail Units	99
Avg. Days to Sale	23.2
Avg. Advertised Price (Time of Sale)	\$ 20,999
Avg. Transaction Price	\$ 16,370
Avg. Market Price at 100%	\$ 20,735
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	79%
Avg. Transactional Discount	\$ 221
Avg. Front-End Gross	\$ 2,769
Avg. Finance Gross	\$ 1,780
PUVR	\$ 4,498
Total Gross (Units & PUVR)	\$ 445,303
GROI	425%
% with Trade	34%
Avg. Over/Under Allowance	(\$47)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	59%	#DIV/0!	#DIV/0!
Total # Retail Units	99	0	0
Avg. Days to Sale	23.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,999	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 16,370	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 20,735	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	79%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 221	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,769	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,780	#DIV/0!	#DIV/0!
PUVR	\$ 4,498	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 445,303	#DIV/0!	#DIV/0!
GROI	425%	#DIV/0!	#DIV/0!
% with Trade	34%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-47	#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	59%	#DIV/0!	#DIV/0!
Total # Retail Units	99	0	0
Avg. Days to Sale	23.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,999	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 16,370	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 20,735	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	79%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 221	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,769	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,780	#DIV/0!	#DIV/0!
PUVR	\$ 4,498	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 445,303	#DIV/0!	#DIV/0!
GROI	425%	#DIV/0!	#DIV/0!
% with Trade	34%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-47	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	59%	#DIV/0!	#DIV/0!
Total # Retail Units	99	0	0
Avg. Days to Sale	23.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,999	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 16,370	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 20,735	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	79%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 221	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,769	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,780	#DIV/0!	#DIV/0!
PUVR	\$ 4,498	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 445,303	#DIV/0!	#DIV/0!
GROI	425%	#DIV/0!	#DIV/0!
% with Trade	34%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-47	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	99	1	0
Avg. Days to Sale	23.2	2.0	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,999	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 16,370	\$ -	#DIV/0!
Avg. Market Price at 100%	\$ 20,735	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	79%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 221	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,769	\$ 3,006	#DIV/0!
Avg. Finance Gross	\$ 1,780	\$ -	#DIV/0!
PUVR	\$ 4,498	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 445,303	#DIV/0!	#DIV/0!
GROI	425%	#DIV/0!	#DIV/0!
% with Trade	34%	0%	#DIV/0!
Avg. Over/Under Allowance	-47	0	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	99	41	58
Avg. Days to Sale	23.2	13.5	29.8
Avg. Advertised Price (Time of Sale)	\$ 20,999	\$ 24,709	\$ 15,192
Avg. Transaction Price	\$ 16,370	\$ 18,037	\$ 15,192
Avg. Market Price at 100%	\$ 20,735	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	79%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 221	\$ 58	\$ 323
Avg. Front-End Gross	\$ 2,769	\$ 3,783	\$ 2,070
Avg. Finance Gross	\$ 1,780	\$ 1,859	\$ 1,724
PUVR	\$ 4,498	\$ 5,770	\$ 3,703
Total Gross (Units & PUVR)	\$ 445,303	\$ 236,583	\$ 214,764
GROI	425%	856%	294%
% with Trade	34%	34%	34%
Avg. Over/Under Allowance	-47	-28	-61



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	99	27	34
% of Retail Units	100%	27%	34%
% Retailed of Non-New Franchise	59%	33%	68%
Avg. Days to Sale	23.2	9.1	12.1
Avg. Transaction Price	\$ 16,370	\$ 16,970	\$ 13,403
Avg. Transaction to Market %	79%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 221	\$ 255	\$ 498
Avg. Front End Gross	\$ 2,769	\$ 4,163	\$ 3,118
Avg. Finance Gross	\$ 1,780	\$ 1,437	\$ 1,556
PUVR	\$ 4,498	\$ 5,505	\$ 4,729
Total Gross (Units & PUVR)	\$ 445,303	\$ 148,625	\$ 160,786
GROI	425%	1280%	1048%
% with Trade	34%	30%	29%
Avg. Over/Under Allowance	-47	-165	5



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	32	0	0
1%	32%	0%	0%
0%	81%	#DIV/0!	#DIV/0!
4.0	50.3	#DIV/0!	#DIV/0!
\$ 12,781	\$ 21,687	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,019	\$ (201)	#DIV/0!	#DIV/0!
\$ 2,459	\$ 1,334	#DIV/0!	#DIV/0!
\$ 915	\$ 2,219	#DIV/0!	#DIV/0!
\$ 3,374	\$ 3,620	#DIV/0!	#DIV/0!
\$ 3,374	\$ 115,825	#DIV/0!	#DIV/0!
2376%	119%	#DIV/0!	#DIV/0!
0%	47%	#DIV/0!	#DIV/0!
0	3	#DIV/0!	#DIV/0!

	BO OEM/Leasing central Fleet (Enterprise, etc	Other
	5	0
	5%	0%
	0%	#DIV/0!
	0.0	#DIV/0!
\$	-	#DIV/0!
	#DIV/0!	#DIV/0!
	#DIV/0!	#DIV/0!
\$	2,192	#DIV/0!
\$	2,510	#DIV/0!
	#DIV/0!	#DIV/0!
	#DIV/0!	#DIV/0!
	#DIV/0!	#DIV/0!
	20%	#DIV/0!
	-100	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	99	62	5
% of Retail Units	100%	63%	5%
% Retailed of Non-New Franchise	59%	56%	40%
Avg. Days to Sale	23.2	9.4	35.8
Avg. Transaction Price	\$ 16,370	\$ 15,895	\$ 30,919
Avg. Transaction to Market %	79%	#DIV/0!	106%
Avg. Transactional Discount	\$ 221	\$ 666	\$ (1,202)
Avg. Front End Gross	\$ 2,769	\$ 3,317	\$ 3,475
Avg. Finance Gross	\$ 1,780	\$ 1,563	\$ 2,167
PUVR	\$ 4,498	\$ 4,880	\$ 5,642
Total Gross (Units & PUVR)	\$ 445,303	\$ 302,572	\$ 28,212
GROI	425%	1177%	184%
% with Trade	34%	29%	60%
Avg. Over/Under Allowance	-47	-32	-200



46-60 days	61-90 days	90+ days
3	7	7
3%	7%	7%
67%	100%	86%
53.7	74.1	116.3
\$ 30,636	\$ 22,269	\$ 19,170
#DIV/0!	107%	#DIV/0!
\$ (3,518)	\$ (1,283)	\$ 1,042
\$ 2,104	\$ 884	\$ (1,098)
\$ 2,314	\$ 1,833	\$ 2,372
\$ 4,418	\$ 2,716	\$ 1,274
\$ 13,253	\$ 19,015	\$ 8,921
97%	59%	21%
33%	43%	29%
0	-59	0