

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Don Scullen	Zach Nagler	Janet Beyer
Brian Kang	Jeff Little	Kevin Miller
		Kyle Hutchins
		Joe Cascio
		Joe Franscisco
		Joe Kostecki
		Shawn Edler

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	t1576a	2015	nissan	muranpo	81	trade on used	no	\$ 16,743	\$ 14,600	95%	(\$105)	\$0
2	t11373a	2019	subaru	forester	8	Trade on New	yes	\$ 25,691	\$ 25,491	97%	\$3,603	\$1,800
3	t1585	2020	subaru	impieza	47	Street/Curb Buy	Yes	\$ 23,777	\$ 22,777	103%	\$1,764	\$4,293
4	g1322a	2020	subaru	outback	32	Trade on New	yes	\$ 28,200	\$ 27,428	101%	\$1,364	\$1,564
5	t1595	2015	toyota	yaris	14	Trade on New	No	\$ 13,422	\$ 13,222	93%	\$1,337	\$1,494
6	g11340a	2016	subaru	crostrek	21	Trade on New	No	\$ 20,720	\$ 20,520	105%	\$1,840	\$0
7	g11371a	2020	kia	kona	14	Trade on Used	No	\$ 21,995	\$ 21,365	103%	\$2,017	\$2,149
8	g11280a	2014	honda	crv	74	Trade on New	No	\$ 17,995	\$ 17,795	104%	\$2,206	\$3,595
9	t1596	2019	subaru	outback	9	Street/Curb Buy	yes	\$ 29,400	\$ 28,996	98%	\$2,370	\$1,901
10	t1592	2020	subaru	impieza	22	Street/Curb Buy	Yes	\$ 26,220	\$ 26,220	102%	\$4,527	\$7,447
11	g11318b	2013	nissan	altima	15	Trade on New	No	\$ 9,943	\$ 9,743	100%	\$2,910	\$1,775
12	g11287a	2020	subaru	ascent	57	Trade on New	Yes	\$ 35,442	\$ 35,242	104%	\$2,147	\$2,000
13	g11215a	2020	subaru	outback	68	Trade on New	yes	\$ 32,400	\$ 31,995	105%	\$2,638	\$4,523
14	T1581	2021	subaru	LEGACY	73	Loaner	Yes	\$ 25,400	\$ 24,991	97%	\$5,246	\$4,310
15	T1593	2014	subaru	outback	19	Auction/Wholesale	No	\$ 17,981	\$ 17,781	99%	\$1,654	\$511
16	G11380A	2018	HYUNDAI	SANTA FE	11	Trade on New	No	\$ 23,940	\$ 23,740	108%	\$4,258	\$0
17	G11265A	2020	FORD	BRONCO	79	Trade on New	No	\$ 36,500	\$ 35,995	100%	\$245	\$3,434
18	t1597	2023	HYUNDAI	elantra	8	Other	No	\$ 26,220	\$ 26,220	99%	\$3,570	\$3,003
19	g11293a	2018	honda	odyssey	60	Trade on New	No	\$ 31,700	\$ 3,100	104%	\$1,046	\$1,861
20	t1576a	2015	nissan	muranpo	75	Trade on Used	No	\$ 15,400	\$ 14,600	95%	\$738	\$0
21	g11345b	2015	cadillac	srx	24	Trade on New	No	\$ 19,500	\$ 19,299	102%	\$2,778	\$0
22	g11387a	2013	subaru	outback	17	Trade on Used	No	\$ 14,900	\$ 14,491	104%	\$2,645	\$1,593
23	g11386a	2017	FORD	f150	18	Trade on New	No	\$ 34,420	\$ 33,840	99%	\$2,375	\$193
24	g11396a	2015	nissan	altima	8	Trade on New	No	\$ 13,400	\$ 12,900	95%	\$2,202	\$2,316
25	g11378a	2021	gmc	acadia	9	Trade on New	No	\$ 44,500	\$ 43,951	100%	\$2,941	\$282
26	g11371b	2016	FORD	focus	12	Trade on Used	No	\$ 11,695	\$ 11,495	103%	\$3,176	\$2,660
27	g11393a	2018	kia	sorrento	27	Trade on Used	No	\$ 18,519	\$ 18,219	98%	\$2,673	\$1,670
28	g11361a	2015	subaru	forester	24	Trade on New	No	\$ 17,410	\$ 17,210	102%	\$4,616	
29	g11357a	2014	subaru	outback	19	Trade on Used	No	\$ 11,900	\$ 11,700	101%	\$4,329	\$4,352
30	g11238a	2021	subaru	outback	94	Loaner	yes	\$ 27,500	\$ 26,991	100%	(\$330)	\$2,337

31	g11282a	2020	subaru	outback	87	Trade on New	yes	\$	28,991	\$	27,991	101%	(\$229)	\$1,206
32	t1596a	2017	subaru	outback	20	Trade on Used	yes	\$	23,500	\$	23,130	105%	\$1,723	\$335
33	g11205a	2019	Mercedes-Benz	gla	83	Trade on New	No	\$	27,300	\$	26,450	97%	\$1,023	\$3,001
34	g11404a	2023	subaru	outback	8	Trade on New	yes	\$	39,300	\$	38,941	102%	\$2,131	\$721
35	t1569b	2021	subaru	LEGACY	81	Trade on New	yes	\$	24,900	\$	24,531	93%	\$719	\$2,311
36	g11348b	2016	jeep	wrangler	22	Trade on New	No	\$	26,991	\$	26,991	99%	\$2,441	\$0
37	t1591a	2019	subaru	outback	40	Trade on Used	yes	\$	28,200	\$	28,000	103%	\$2,033	\$3,354
38	g11395a	2019	subaru	impreza	21	Trade on Used	yes	\$	22,220	\$	22,500	99%	\$2,186	\$0
39	g11386b	2013	FORD	f150	14	Trade on New	No	\$	17,900	\$	17,000	100%	\$2,467	\$0
40	g11230a	2017	subaru	impreza	104	Trade on New	No	\$	(1,042)	\$	108	100%	(\$1,042)	\$108
41	g11235a	2020	FORD	explorer	84	Trade on New	No	\$	26,931	\$	26,031	97%	(\$170)	\$3,089
42	g11378b	2020	dodge	ram	11	trade on new	No	\$	48,500	\$	48,237	97%	\$3,985	\$1,600
43	g11347a	2013	honda	ridgeline	52	trade on used	no	\$	17,800	\$	17,421	106%	\$1,511	\$4,155
44	g11368a	2022	toyota	highlander	21	trade on new	no	\$	41,942	\$	41,742	97%	\$4,395	\$2,564
45	g11378c	2014	gmc	yukon	3	trade on used	No	\$	21,800	\$	21,500	104%	\$2,411	\$1,699
46	g11400a	2017	subaru	LEGACY	23	trade on new	no	\$	19,500	\$	19,003		\$1,800	\$160
47	g11192b	2021	subaru	wrx	105	trade on used	yes	\$	26,400	\$	25,400	95%	\$0	\$3,697
48	g11394a	2015	subaru	LEGACY	27	trade on new	no	\$	14,520	\$	14,320	100%	\$4,036	\$0
49	g11419a	2020	subaru	outback	8	trade on new	yes	\$	28,700	\$	28,500	103%	\$2,705	\$534
50	t1597a	2016	Chevrolet	colorado	17	trade on used	no	\$	27,740	\$	27,540	104%	\$2,059	\$1,896
51	g11414a	2019	subaru	forester	12	trade on new	yes	\$	27,100	\$	27,991	103%	\$1,740	\$0
52	g11286a	2014	Mercedes-Benz	mclass	87	trade on used	no	\$	12,500	\$	11,900	95%	\$2,858	\$0
53	t1594	2012	HYUNDAI	veloster	43	Auction/Wholesale	no	\$	6,995	\$	7,400	96%	\$1,447	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	49%
Total # Retail Units	82
Avg. Days to Sale	37.2
Avg. Advertised Price (Time of Sale)	\$ 23,476
Avg. Transaction Price	\$ 22,785
Avg. Market Price at 100%	\$ 23,616
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 691
Avg. Front-End Gross	\$ 2,143
Avg. Finance Gross	\$ 1,869
PUVR	\$ 3,989
Total Gross (Units & PUVR)	\$ 327,118
GROI	170%
% with Trade	70%
Avg. Over/Under Allowance	\$50



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	49%	#DIV/0!	#DIV/0!
Total # Retail Units	82	0	0
Avg. Days to Sale	37.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,476	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,785	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,616	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 691	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,143	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,869	#DIV/0!	#DIV/0!
PUVR	\$ 3,989	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 327,118	#DIV/0!	#DIV/0!
GROI	170%	#DIV/0!	#DIV/0!
% with Trade	70%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	50	#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	49%	#DIV/0!	#DIV/0!
Total # Retail Units	82	0	0
Avg. Days to Sale	37.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,476	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,785	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,616	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 691	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,143	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,869	#DIV/0!	#DIV/0!
PUVR	\$ 3,989	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 327,118	#DIV/0!	#DIV/0!
GROI	170%	#DIV/0!	#DIV/0!
% with Trade	70%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	50	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	49%	#DIV/0!	#DIV/0!
Total # Retail Units	82	0	0
Avg. Days to Sale	37.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,476	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,785	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,616	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 691	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,143	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,869	#DIV/0!	#DIV/0!
PUVR	\$ 3,989	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 327,118	#DIV/0!	#DIV/0!
GROI	170%	#DIV/0!	#DIV/0!
% with Trade	70%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	50	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	82	29	53
Avg. Days to Sale	37.2	35.9	37.8
Avg. Advertised Price (Time of Sale)	\$ 23,476	\$ 29,343	\$ 19,375
Avg. Transaction Price	\$ 22,785	\$ 29,019	\$ 19,375
Avg. Market Price at 100%	\$ 23,616	\$ 28,995	#VALUE!
Avg. Price to Market % (Time of Sale)	99%	101%	#VALUE!
Avg. Transaction to Market	96%	100%	#VALUE!
Avg. Transactional Discount	\$ 691	\$ 324	\$ 892
Avg. Front-End Gross	\$ 2,143	\$ 1,923	\$ 2,263
Avg. Finance Gross	\$ 1,869	\$ 2,590	\$ 1,467
PUVR	\$ 3,989	\$ 4,513	\$ 3,702
Total Gross (Units & PUVR)	\$ 327,118	\$ 130,890	\$ 196,228
GROI	170%	156%	182%
% with Trade	70%	83%	62%
Avg. Over/Under Allowance	50	57	46



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	82	42	40
Avg. Days to Sale	37.2	35.6	38.8
Avg. Advertised Price (Time of Sale)	\$ 23,476	\$ 25,054	\$ 20,684
Avg. Transaction Price	\$ 22,785	\$ 24,786	\$ 20,684
Avg. Market Price at 100%	\$ 23,616	#VALUE!	\$ 22,187
Avg. Price to Market % (Time of Sale)	99%	#VALUE!	93%
Avg. Transaction to Market	96%	#VALUE!	93%
Avg. Transactional Discount	\$ 691	\$ 268	\$ 1,135
Avg. Front-End Gross	\$ 2,143	\$ 2,125	\$ 2,161
Avg. Finance Gross	\$ 1,869	\$ 2,102	\$ 1,630
PUVR	\$ 3,989	\$ 4,178	\$ 3,791
Total Gross (Units & PUVR)	\$ 327,118	\$ 175,464	\$ 151,654
GROI	170%	171%	170%
% with Trade	70%	79%	60%
Avg. Over/Under Allowance	50	62	38



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	82	47	21
% of Retail Units	100%	57%	26%
% Retailed of Non-New Franchise	49%	51%	57%
Avg. Days to Sale	37.2	36.4	35.9
Avg. Transaction Price	\$ 22,785	\$ 23,963	\$ 20,238
Avg. Transaction to Market %	96%	#VALUE!	98%
Avg. Transactional Discount	\$ 691	\$ 898	\$ 421
Avg. Front End Gross	\$ 2,143	\$ 2,157	\$ 2,091
Avg. Finance Gross	\$ 1,869	\$ 1,473	\$ 1,984
PUVR	\$ 3,989	\$ 3,599	\$ 4,075
Total Gross (Units & PUVR)	\$ 327,118	\$ 169,158	\$ 85,581
GROI	170%	149%	202%
% with Trade	70%	68%	67%
Avg. Over/Under Allowance	50	50	18



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
9	2	2	0
11%	2%	2%	0%
22%	50%	0%	#DIV/0!
38.3	31.0	83.5	#DIV/0!
\$ 23,750	\$ 12,591	\$ 25,991	#DIV/0!
96%	100%	97%	#DIV/0!
\$ 545	\$ (103)	\$ 459	#DIV/0!
\$ 2,093	\$ 1,551	\$ 2,458	#DIV/0!
\$ 3,533	\$ 256	\$ 3,324	#DIV/0!
\$ 5,626	\$ 1,806	\$ 5,782	#DIV/0!
\$ 50,631	\$ 3,612	\$ 11,563	#DIV/0!
222%	167%	96%	#DIV/0!
67%	100%	100%	#DIV/0!
33	500	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	1
0%	0%	1%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	8.0
#DIV/0!	#DIV/0!	\$ 26,220
#DIV/0!	#DIV/0!	99%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 3,570
#DIV/0!	#DIV/0!	\$ 3,003
#DIV/0!	#DIV/0!	\$ 6,573
#DIV/0!	#DIV/0!	\$ 6,573
#DIV/0!	#DIV/0!	1128%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	82	49	8
% of Retail Units	100%	60%	10%
% Retailed of Non-New Franchise	49%	47%	38%
Avg. Days to Sale	37.2	15.9	35.3
Avg. Transaction Price	\$ 22,785	\$ 23,228	\$ 22,419
Avg. Transaction to Market %	96%	#VALUE!	98%
Avg. Transactional Discount	\$ 691	\$ 266	\$ 221
Avg. Front End Gross	\$ 2,143	\$ 2,671	\$ 2,465
Avg. Finance Gross	\$ 1,869	\$ 1,735	\$ 1,980
PUVR	\$ 3,989	\$ 4,406	\$ 4,445
Total Gross (Units & PUVR)	\$ 327,118	\$ 215,877	\$ 35,563
GROI	170%	430%	203%
% with Trade	70%	69%	75%
Avg. Over/Under Allowance	50	50	83



46-60 days	61-90 days	90+ days
6	14	5
7%	17%	6%
67%	64%	20%
54.2	78.9	111.6
\$ 23,036	\$ 22,806	\$ 18,676
86%	95%	70%
\$ 5,147	\$ 634	\$ 416
\$ 1,507	\$ 1,431	\$ (788)
\$ 2,677	\$ 2,148	\$ 1,228
\$ 4,184	\$ 3,579	\$ 440
\$ 25,102	\$ 50,110	\$ 2,201
121%	72%	8%
67%	79%	40%
0	25	67