

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	P03290	2022	Jeep	GR CHEROKEE	1	Other	No	\$ 39,450	\$ 39,450	98%	\$1,200	\$1,607
2	P03289	2020	Ford	F250	1	Other	No	\$ 61,000	\$ 61,000	96%	\$810	\$1,849
3	22G3206AA	2018	Honda	ACCORD	2	Trade on Used	No	\$ 22,998	\$ 22,185	99%	\$2,685	\$3,141
4	23G3276A	2019	GMC	SIERRA	17	Trade on New	No	\$ 39,998	\$ 37,693	99%	\$1,331	\$1,110
5	23G3223AA	2011	GMC	SIERRA 2500	5	Trade on Used	No	\$ 25,000	\$ 18,000	96%	\$500	\$202
6	P03295	2019	GMC	YUKON	1	Other	No	\$ 36,500	\$ 36,500	98%	\$1,060	\$3,129
7	22G3212AA	2022	GMC	CANYON	9	Trade on Used	No	\$ 35,998	\$ 35,998	98%	\$1,811	\$0
8	23G3374A	2021	GMC	SIERRA	11	Trade on New	No	\$ 54,998	\$ 54,368	98%	\$4,168	\$0
9	23G3263A	2020	GMC	SIERRA	28	Trade on New	No	\$ 43,650	\$ 43,650	100%	\$3,100	\$3,580
10	23G3246A	2020	GMC	SIERRA	47	Trade on New	No	\$ 41,990	\$ 40,998	97%	\$1,832	\$3,539
11	22G3276A	2022	GMC	SIERRA 2500	36	Trade on New	No	\$ 71,900	\$ 71,400	95%	\$3,502	\$2,403
12	22G3250A	2021	Chevrolet	SILVERADO	57	Trade on Used	No	\$ 54,988	\$ 54,988	96%	\$2,064	\$5,781
13	P03297	2020	Cadillac	CTS	1	Other	No	\$ 34,993	\$ 34,993	94%	\$2,218	\$4,228
14	23G3308A	2017	GMC	SIERRA	16	Trade on Used	No	\$ 29,900	\$ 28,500	100%	\$2,500	\$0
15	P03299	2021	Kia	K5	1	Other	No	\$ 22,998	\$ 22,998	93%	(\$73)	\$789
16	P03298	2021	Kia	K5	1	Other	No	\$ 21,900	\$ 21,900	97%	\$852	\$1,675
17	23G3276AA	2008	Chevrolet	SILVERADO	14	Trade on Used	No	\$ 8,800	\$ 4,700	99%	\$2,100	\$0
18	23G3212A	2020	GMC	SIERRA	8	Trade on New	No	\$ 43,998	\$ 43,998	100%	\$7,903	\$750
19	23G3451AA	2021	Ram	2500	11	Trade on Used	No	\$ 61,998	\$ 61,900	100%	\$8,900	\$5,036
20	22G3212AAA	2021	Chevrolet	SILVERADO	9	Trade on Used	No	\$ 39,998	\$ 36,750	99%	\$842	\$1,651
21	23G3378A	2016	Ford	F250	19	Trade on New	No	\$ 44,990	\$ 43,689	97%	\$2,689	\$880
22	P03292	2018	Chevrolet	EQUINOX	7	Auction/Wholesale	No	\$ 20,900	\$ 20,000	99%	\$1,222	\$3,649
23	22G3259A	2020	GMC	SIERRA	28	Trade on New	No	\$ 46,980	\$ 43,900	99%	\$3,447	\$745
24	23G3453A	2018	FORD	F150	6	Trade on New	No	\$ 32,998	\$ 32,500	100%	\$4,744	\$232
25	23G3078A	2016	GMC	CANYON	32	Trade on New	No	\$ 15,900	\$ 15,000	100%	\$3,500	\$0
26	23G3403A	2022	GMC	SIERRA	5	Trade on New	No	\$ 66,990	\$ 61,990	94%	\$595	\$4,047
27	23G3310A	2017	GMC	SIERRA	13	Trade on New	No	\$ 33,980	\$ 31,998	98%	\$848	\$3,434
28	23B3054A	2020	BUICK	ENVISION	1	Trade on New	No	\$ 24,990	\$ 24,990	100%	\$5,090	\$2,776
29	23G3252AB	2017	GMC	SIERRA	9	Trade on Used	No	\$ 28,998	\$ 25,000	98%	\$1,733	\$0

30	23G3147A	2020	BUICK	ENVISION	36	Trade on Used	No	\$	24,998	\$	24,000	93%	\$392	\$1,697
31	23g3150A	2020	GMC	SIERRA 2500	62	Trade on New	No	\$	59,900	\$	53,500	92%	(\$15)	\$2,692
32	23G3388A	2015	GMC	ACADIA	8	Trade on New	No	\$	17,998	\$	16,998	101%	\$1,633	\$2,690
33	23G3236A	2020	GMC	SIERRA	24	Trade on New	No	\$	49,998	\$	47,800	97%	\$3,443	\$3,321
34	P03266	2020	BUICK	ENCLAVE	38	Street/Curb Buy	No	\$	31,998	\$	31,998	95%	\$2,885	\$4,544
35	23G3267AA	2020	FORD	EXPLORER	26	Trade on New	No	\$	30,780	\$	26,500	95%	(\$42)	\$1,725
36	P03274A	2020	GMC	TERRAIN	29	Trade on Used	No	\$	23,998	\$	24,500	94%	\$1,146	\$800
37	23G3071AA	2022	CHEVROLET	SILVERADO 3500	33	Trade on New	No	\$	73,950	\$	71,950	94%	\$1,472	\$6,816
38	22G3256A	2021	GMC	SIERRA	29	Trade on New	No	\$	41,750	\$	41,750	97%	\$4,922	\$3,340
39	23G3332A	2019	TOYOTA	TACOMA	11	Trade on Used	No	\$	31,998	\$	29,500	101%	\$1,043	\$0
40	P03285	2019	CHEVROLET	MALIBU	1	Other	No	\$	21,998	\$	21,998	94%	\$4,613	\$2,797
41	P03286	2017	CHEVROLET	TAHOE	1	Other	No	\$	25,995	\$	25,995	96%	\$4,147	\$2,115
42	23G3429A	2021	GMC	YUKON	9	Trade on New	No	\$	69,998	\$	68,998	96%	(\$647)	\$2,797
43	22B2045A	2015	MITSUBISHI	OUTLANDER	3	Trade on New	No	\$	12,998	\$	12,998	100%	\$2,798	\$2,356
44	22G3235AA	2019	CHEVROLET	SILVERADO	7	Trade on Used	No	\$	34,998	\$	33,000	99%	\$2,700	\$2,827
45	23G3142A	2021	CHEVROLET	TAHOE	61	Trade on New	No	\$	63,998	\$	62,998	96%	(\$647)	\$2,797
46	P03287	2021	KIA	K5	1	Other	No	\$	22,998	\$	22,998	98%	\$799	\$2,150
47	23G3223A	2018	GMC	YUKON	40	Trade on New	No	\$	38,980	\$	38,998	100%	\$5,120	\$2,509
48	22G3098A	2016	RAM	1500	7	Trade on New	No	\$	21,998	\$	21,998	96%	\$1,703	\$3,131
49	P03283	2011	BUICK	REGAL	6	Street/Curb Buy	No	\$	10,998	\$	9,998	94%	\$2,298	\$0
50	23G3402A	2005	CHEVROLET	SILVERADO	3	Trade on New	No	\$	9,900	\$	6,700	94%	\$2,200	\$0
51	22G3240AA	2020	GMC	SIERRA	9	Trade on New	NO	\$	37,990	\$	34,478	97%	\$1,003	\$0
52	23G3065AA	2015	BMW	X3	7	Trade on New	No	\$	19,995	\$	16,750	98%	\$2,123	\$789
53	23G3333A	2021	GMC	SIERRA 2500	8	Trade on New	No	\$	65,998	\$	65,000	96%	\$3,361	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	50%
Total # Retail Units	72
Avg. Days to Sale	18.1
Avg. Advertised Price (Time of Sale)	\$ 35,902
Avg. Transaction Price	\$ 34,612
Avg. Market Price at 100%	\$ 37,018
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 1,290
Avg. Front-End Gross	\$ 2,066
Avg. Finance Gross	\$ 2,061
PUVR	\$ 4,127
Total Gross (Units & PUVR)	\$ 297,156
GROI	237%
% with Trade	53%
Avg. Over/Under Allowance	(\$81)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	50%	#DIV/0!	#DIV/0!
Total # Retail Units	72	0	0
Avg. Days to Sale	18.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,902	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,612	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 37,018	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,290	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,066	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,061	#DIV/0!	#DIV/0!
PUVR	\$ 4,127	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 297,156	#DIV/0!	#DIV/0!
GROI	237%	#DIV/0!	#DIV/0!
% with Trade	53%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-81	#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	50%	#DIV/0!	#DIV/0!
Total # Retail Units	72	0	0
Avg. Days to Sale	18.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,902	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,612	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 37,018	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,290	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,066	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,061	#DIV/0!	#DIV/0!
PUVR	\$ 4,127	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 297,156	#DIV/0!	#DIV/0!
GROI	237%	#DIV/0!	#DIV/0!
% with Trade	53%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-81	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	50%	#DIV/0!	#DIV/0!
Total # Retail Units	72	0	0
Avg. Days to Sale	18.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,902	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,612	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 37,018	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,290	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,066	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,061	#DIV/0!	#DIV/0!
PUVR	\$ 4,127	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 297,156	#DIV/0!	#DIV/0!
GROI	237%	#DIV/0!	#DIV/0!
% with Trade	53%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-81	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	72	0	72
Avg. Days to Sale	18.1	#DIV/0!	18.1
Avg. Advertised Price (Time of Sale)	\$ 35,902	#DIV/0!	\$ 34,612
Avg. Transaction Price	\$ 34,612	#DIV/0!	\$ 34,612
Avg. Market Price at 100%	\$ 37,018	#DIV/0!	\$ 37,097
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	93%
Avg. Transaction to Market	94%	#DIV/0!	93%
Avg. Transactional Discount	\$ 1,290	#DIV/0!	\$ 1,290
Avg. Front-End Gross	\$ 2,066	#DIV/0!	\$ 2,066
Avg. Finance Gross	\$ 2,061	#DIV/0!	\$ 2,061
PUVR	\$ 4,127	#DIV/0!	\$ 4,127
Total Gross (Units & PUVR)	\$ 297,156	#DIV/0!	\$ 297,156
GROI	237%	#DIV/0!	237%
% with Trade	53%	#DIV/0!	53%
Avg. Over/Under Allowance	-81	#DIV/0!	-81



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	72	36	36
Avg. Days to Sale	18.1	24.2	12.0
Avg. Advertised Price (Time of Sale)	\$ 35,902	\$ 40,420	\$ 30,441
Avg. Transaction Price	\$ 34,612	\$ 38,783	\$ 30,441
Avg. Market Price at 100%	\$ 37,018	\$ 41,830	\$ 32,365
Avg. Price to Market % (Time of Sale)	97%	97%	94%
Avg. Transaction to Market	94%	93%	94%
Avg. Transactional Discount	\$ 1,290	\$ 1,637	\$ 943
Avg. Front-End Gross	\$ 2,066	\$ 1,992	\$ 2,140
Avg. Finance Gross	\$ 2,061	\$ 1,548	\$ 2,574
PUVR	\$ 4,127	\$ 3,540	\$ 4,714
Total Gross (Units & PUVR)	\$ 297,156	\$ 127,452	\$ 169,704
GROI	237%	136%	465%
% with Trade	53%	58%	47%
Avg. Over/Under Allowance	-81	-172	32



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	72	39	16
% of Retail Units	100%	54%	22%
% Retailed of Non-New Franchise	50%	33%	50%
Avg. Days to Sale	18.1	23.4	19.3
Avg. Transaction Price	\$ 34,612	\$ 39,101	\$ 28,635
Avg. Transaction to Market %	94%	93%	86%
Avg. Transactional Discount	\$ 1,290	\$ 1,268	\$ 2,406
Avg. Front End Gross	\$ 2,066	\$ 2,279	\$ 1,983
Avg. Finance Gross	\$ 2,061	\$ 1,940	\$ 1,575
PUVR	\$ 4,127	\$ 4,219	\$ 3,559
Total Gross (Units & PUVR)	\$ 297,156	\$ 164,554	\$ 56,936
GROI	237%	166%	232%
% with Trade	53%	67%	31%
Avg. Over/Under Allowance	-81	-85	-403



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	3	0	0
3%	4%	0%	0%
100%	100%	#DIV/0!	#DIV/0!
22.0	9.7	#DIV/0!	#DIV/0!
\$ 20,998	\$ 23,326	#DIV/0!	#DIV/0!
90%	96%	#DIV/0!	#DIV/0!
\$ 500	\$ 1,300	#DIV/0!	#DIV/0!
\$ 2,592	\$ 1,114	#DIV/0!	#DIV/0!
\$ 2,272	\$ 4,659	#DIV/0!	#DIV/0!
\$ 4,864	\$ 5,774	#DIV/0!	#DIV/0!
\$ 9,727	\$ 17,321	#DIV/0!	#DIV/0!
379%	922%	#DIV/0!	#DIV/0!
50%	67%	#DIV/0!	#DIV/0!
500	-125	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	12
0%	0%	17%
#DIV/0!	#DIV/0!	83%
#DIV/0!	#DIV/0!	1.0
#DIV/0!	#DIV/0!	\$ 33,083
#DIV/0!	#DIV/0!	96%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 1,635
#DIV/0!	#DIV/0!	\$ 2,416
#DIV/0!	#DIV/0!	\$ 4,052
#DIV/0!	#DIV/0!	\$ 48,618
#DIV/0!	#DIV/0!	4409%
#DIV/0!	#DIV/0!	33%
#DIV/0!	#DIV/0!	225

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	72	55	10
% of Retail Units	100%	76%	14%
% Retailed of Non-New Franchise	50%	56%	30%
Avg. Days to Sale	18.1	9.3	36.5
Avg. Transaction Price	\$ 34,612	\$ 32,398	\$ 39,305
Avg. Transaction to Market %	94%	93%	92%
Avg. Transactional Discount	\$ 1,290	\$ 1,247	\$ 758
Avg. Front End Gross	\$ 2,066	\$ 2,296	\$ 2,142
Avg. Finance Gross	\$ 2,061	\$ 2,038	\$ 1,865
PUVR	\$ 4,127	\$ 4,334	\$ 4,007
Total Gross (Units & PUVR)	\$ 297,156	\$ 238,377	\$ 40,065
GROI	237%	517%	101%
% with Trade	53%	51%	50%
Avg. Over/Under Allowance	-81	-20	400



46-60 days	61-90 days	90+ days
3	4	0
4%	6%	0%
33%	25%	#DIV/0!
53.3	66.8	#DIV/0!
\$ 38,145	\$ 50,674	#DIV/0!
85%	89%	#DIV/0!
\$ 2,847	\$ 2,048	#DIV/0!
\$ 1,405	\$ (790)	#DIV/0!
\$ 3,331	\$ 1,916	#DIV/0!
\$ 4,736	\$ 1,127	#DIV/0!
\$ 14,208	\$ 4,506	#DIV/0!
84%	12%	#DIV/0!
67%	75%	#DIV/0!
-250	-1,333	#DIV/0!