

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	DVX0027A	2019	BMW	640	37	Trade on New	No	\$ 33,750	\$ 33,490	98%	\$1,946	\$0
2	DU00083	2017	Chevrolet	SILVERADO	24	Street/Curb Buy	No	\$ 37,995	\$ 37,190	97%	\$3,766	\$3,804
3	DVX0029A	2017	Chevrolet	SILVERADO	41	Trade on New	No	\$ 35,850	\$ 35,650	96%	\$1,687	\$0
4	DVX0067A	2020	Chevrolet	TAHOE	15	Trade on New	No	\$ 39,995	\$ 39,690	100%	\$4,283	\$3,044
5	DV00013A	2015	Chevrolet	TRAVERSE	17	Trade on New	No	\$ 19,990	\$ 19,990	101%	\$1,230	\$1,537
6	DV00053A	2014	Dodge	CHALLENGER	5	Trade on New	No	\$ 29,995	\$ 29,300	102%	\$3,904	\$1,291
7	DVX0042A	2022	Dodge	CHALLENGER	4	Trade on New	No	\$ 82,500	\$ 82,500	104%	\$4,646	\$6,289
8	DU00047	2015	Dodge	Gr. Caravan	81	Street/Curb Buy	No	\$ 10,000	\$ 10,000	88%	(\$769)	\$0
9	DU00096	2017	Ford	FUSION	1	Street/Curb Buy	No	\$ 13,995	\$ 13,000	103%	\$2,761	\$1,765
10	DU00095	2018	Jeep	COMPASS	1	Street/Curb Buy	No	\$ 17,995	\$ 17,600	102%	\$2,136	\$1,389
11	DU00099	2020	Jeep	GR. CHEROKEE	0	Street/Curb Buy	No	\$ 39,000	\$ 39,000	101%	\$1,168	\$200
12	DU00070A	2016	Jeep	WRANGLER	50	Trade on Used	No	\$ 26,995	\$ 26,500	96%	\$4,119	\$2,321
13	DVX0046A	2019	RAM	1500	29	Trade on New	No	\$ 32,995	\$ 32,800	98%	\$3,474	\$2,820
14	DVX0048A	2019	RAM	2500	9	Trade on New	No	\$ 29,900	\$ 29,900	99%	\$1,649	\$309
15	DU00086	2022	RAM	2500	7	Street/Curb Buy	No	\$ 51,995	\$ 51,000	99%	\$4,351	\$0
16	DU00029C	2020	RAM	3500	43	Trade on Used	No	\$ 73,900	\$ 73,900	94%	\$914	\$0
17	DU00084A	2014	Acura	TL	13	Trade on Used	No	\$16,250	\$16,250	98%	\$4,203	\$832
18	DVX0032C	2015	Chevrolet	Camaro	53	Trade on Used	No	\$18,800	\$18,800	93%	\$485	\$2,669
19	DU00060	2021	Dodge	Challenger	89	Street/Curb Buy	No	\$50,000	\$50,000	92%	(\$1,838)	\$0
20	DV00095A	2012	Ram	1500	6	Trade on New	No	\$18,900	\$18,900	104%	\$4,980	\$438
21	DU00064	2021	Ford	Bronco	73	Auction/Wholesale	No	\$49,500	\$49,500	99%	(\$555)	\$652
22	DU00107	2019	GMC	Acadia	3	Street/Curb Buy	No	\$33,995	\$33,000	104%	\$1,813	\$1,107
23	DVX0031A	2018	Jeep	Compass	17	Trade on New	No	\$18,800	\$18,800	99%	\$2,015	\$1,246
24	DU00084	2018	Jeep	Gr. Cherokee	32	Street/Curb Buy	No	\$59,100	\$59,100	94%	\$3,423	\$4,629
25	DU00089	2019	Jeep	Gr. Cherokee	41	Street/Curb Buy	No	\$34,955	\$34,550	93%	\$781	\$358
26	DVX0058A	2018	Jeep	Gr. Cherokee	68	Trade on New	No	\$21,600	\$21,600	90%	(\$2,242)	\$1,126
27	DV00072A	2016	Jeep	Renegade	21	Trade on New	No	\$17,660	\$17,660	98%	\$1,387	\$1,390

Scoreboard Totals

% Retailed of Non-Franchise Make	42%
Total # Retail Units	38
Avg. Days to Sale	26.0
Avg. Advertised Price (Time of Sale)	\$ 32,605
Avg. Transaction Price	\$ 32,343
Avg. Market Price at 100%	\$ 33,387
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 271
Avg. Front-End Gross	\$ 2,070
Avg. Finance Gross	\$ 1,474
PUVR	\$ 2,697
Total Gross (Units & PUVR)	\$ 102,488
GROI	116%
% with Trade	42%
Avg. Over/Under Allowance	\$294



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Total # Retail Units	38	0	0
Avg. Days to Sale	26.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,605	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 32,343	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,387	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 271	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,070	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,474	#DIV/0!	#DIV/0!
PUVR	\$ 2,697	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 102,488	#DIV/0!	#DIV/0!
GROI	116%	#DIV/0!	#DIV/0!
% with Trade	42%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	294	#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	42%	#DIV/0!	#DIV/0!
Total # Retail Units	38	0	0
Avg. Days to Sale	26.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,605	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 32,343	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,387	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 271	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,070	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,474	#DIV/0!	#DIV/0!
PUVR	\$ 2,697	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 102,488	#DIV/0!	#DIV/0!
GROI	116%	#DIV/0!	#DIV/0!
% with Trade	42%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	294	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Total # Retail Units	38	0	0
Avg. Days to Sale	26.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,605	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 32,343	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,387	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 271	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,070	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,474	#DIV/0!	#DIV/0!
PUVR	\$ 2,697	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 102,488	#DIV/0!	#DIV/0!
GROI	116%	#DIV/0!	#DIV/0!
% with Trade	42%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	294	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	38	0	38
Avg. Days to Sale	26.0	#DIV/0!	26.0
Avg. Advertised Price (Time of Sale)	\$ 32,605	#DIV/0!	\$ 32,343
Avg. Transaction Price	\$ 32,343	#DIV/0!	\$ 32,343
Avg. Market Price at 100%	\$ 33,387	#DIV/0!	\$ 16,186
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	200%
Avg. Transaction to Market	97%	#DIV/0!	200%
Avg. Transactional Discount	\$ 271	#DIV/0!	\$ 271
Avg. Front-End Gross	\$ 2,070	#DIV/0!	\$ 2,070
Avg. Finance Gross	\$ 1,474	#DIV/0!	\$ 1,474
PUVR	\$ 2,697	#DIV/0!	\$ 2,697
Total Gross (Units & PUVR)	\$ 102,488	#DIV/0!	\$ 102,488
GROI	116%	#DIV/0!	116%
% with Trade	42%	#DIV/0!	42%
Avg. Over/Under Allowance	294	#DIV/0!	294



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	38	0	16
Avg. Days to Sale	26.0	#DIV/0!	22.8
Avg. Advertised Price (Time of Sale)	\$ 32,605	#DIV/0!	\$ 35,719
Avg. Transaction Price	\$ 32,343	#DIV/0!	\$ 35,719
Avg. Market Price at 100%	\$ 33,387	#DIV/0!	\$ 36,488
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	98%
Avg. Transaction to Market	97%	#DIV/0!	98%
Avg. Transactional Discount	\$ 271	#DIV/0!	\$ 334
Avg. Front-End Gross	\$ 2,070	#DIV/0!	\$ 2,579
Avg. Finance Gross	\$ 1,474	#DIV/0!	\$ 1,548
PUVR	\$ 2,697	#DIV/0!	\$ 4,127
Total Gross (Units & PUVR)	\$ 102,488	#DIV/0!	\$ 66,033
GROI	116%	#DIV/0!	183%
% with Trade	42%	#DIV/0!	44%
Avg. Over/Under Allowance	294	#DIV/0!	222



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	38	17	6
% of Retail Units	100%	45%	16%
% Retailed of Non-New Franchise	42%	47%	33%
Avg. Days to Sale	26.0	22.6	30.3
Avg. Transaction Price	\$ 32,343	\$ 32,905	\$ 29,705
Avg. Transaction to Market %	97%	99%	94%
Avg. Transactional Discount	\$ 271	\$ 166	\$ 124
Avg. Front End Gross	\$ 2,070	\$ 2,396	\$ 2,640
Avg. Finance Gross	\$ 1,474	\$ 1,674	\$ 1,108
PUVR	\$ 2,697	\$ 2,011	\$ 1,726
Total Gross (Units & PUVR)	\$ 102,488	\$ 34,189	\$ 10,354
GROI	116%	97%	69%
% with Trade	42%	47%	17%
Avg. Over/Under Allowance	294	157	500



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
14	1	0	0
37%	3%	0%	0%
43%	0%	#DIV/0!	#DIV/0!
24.8	73.0	#DIV/0!	#DIV/0!
\$ 31,567	\$ 49,500	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 453	\$ -	#DIV/0!	#DIV/0!
\$ 1,619	\$ (555)	#DIV/0!	#DIV/0!
\$ 1,448	\$ 652	#DIV/0!	#DIV/0!
\$ 3,996	\$ 2,000	#DIV/0!	#DIV/0!
\$ 55,945	\$ 2,000	#DIV/0!	#DIV/0!
184%	20%	#DIV/0!	#DIV/0!
43%	100%	#DIV/0!	#DIV/0!
379	200	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	38	23	5
% of Retail Units	100%	61%	13%
% Retailed of Non-New Franchise	42%	43%	60%
Avg. Days to Sale	26.0	11.3	38.8
Avg. Transaction Price	\$ 32,343	\$ 30,459	\$ 47,338
Avg. Transaction to Market %	97%	99%	96%
Avg. Transactional Discount	\$ 271	\$ 387	\$ 173
Avg. Front End Gross	\$ 2,070	\$ 2,995	\$ 1,750
Avg. Finance Gross	\$ 1,474	\$ 1,501	\$ 997
PUVR	\$ 2,697	\$ 4,497	\$ 2,748
Total Gross (Units & PUVR)	\$ 102,488	\$ 103,424	\$ 13,738
GROI	116%	470%	54%
% with Trade	42%	39%	60%
Avg. Over/Under Allowance	294	175	879



46-60 days	61-90 days	90+ days
3	5	0
8%	13%	0%
33%	20%	#DIV/0!
52.0	75.4	#DIV/0!
\$ 23,433	\$ 33,200	#DIV/0!
94%	88%	#DIV/0!
\$ 165	\$ -	#DIV/0!
\$ 1,154	\$ (829)	#DIV/0!
\$ 2,516	\$ 1,182	#DIV/0!
\$ 3,670	\$ 354	#DIV/0!
\$ 11,009	\$ 1,768	#DIV/0!
108%	5%	#DIV/0!
0%	40%	#DIV/0!
0	50	#DIV/0!