

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Advertised Price (Time of Sale)	Transaction Price	Adjusted Price to Market %	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	23-0450A	2017	Chevrolet	Traverse	23	Trade on New	No	\$ 22,984	\$ 21,984	109%	\$3,430	\$4,073
2	P16807	2020	Nissan	Frontier	63	Auction/Wholesale	Yes	\$ 39,984	\$ 38,500	116%	\$2,767	\$250
3	23-0409A	2022	Chevrolet	Equinox	58	Trade on New	Yes	\$ 38,984	\$ 35,417	107%	\$1,055	\$0
4	23-0330C	2014	Nissan	Frontier	8	Trade on Used	No	\$ 19,984	\$ 19,500	100%	\$1,975	\$2,095
5	22-1362H	2015	Audi	Q7	13	Trade on Used	No	\$ 18,984	\$ 18,984	98%	\$6,184	\$4,404
6	23-0470A	2020	Lexus	NX 300	39	Trade on New	No	\$ 39,984	\$ 38,984	100%	\$5,204	\$4,844
7	P16844	2022	Chevrolet	Silverado 3500	28	Auction/Wholesale	Yes	\$ 79,984	\$ 78,623	100%	\$4,087	\$4,660
8	P16831	2022	Chevrolet	Traverse	35	Auction/Wholesale	Yes	\$ 45,984	\$ 44,741	108%	\$4,953	\$3,003
9	23-0464A	2013	Chevrolet	Tahoe	9	Trade on New	No	\$ 33,984	\$ 30,400	100%	\$6,561	\$963
10	P16775	2019	Nissan	Sentra	112	Auction/Wholesale	Yes	\$ 20,984	\$ 19,677	109%	\$1,711	\$1,020
11	23-0368A	2019	Ford	F150	56	Trade on New	No	\$ 41,984	\$ 38,034	97%	\$2,549	\$398
12	23-0467A	2021	Chevrolet	Silverado 1500	45	Trade on New	Yes	\$ 58,984	\$ 58,010	102%	\$9,068	\$3,856
13	P16838	2022	Chevrolet	Suburban	32	Auction/Wholesale	Yes	\$ 78,984	\$ 75,300	110%	\$451	\$4,020
14	22-1157A	2019	Chevrolet	Silverado 1500	162	Trade on New	Yes	\$ 44,984	\$ 44,500	97%	\$2,363	\$5,934
15	22-1362G	2022	Chevrolet	Silverado 1500	56	Trade on Used	No	\$ 57,984	\$ 55,984	100%	\$2,735	\$4,241
16	P16841	2019	Chevrolet	Trax	29	Auction/Wholesale	Yes	\$ 19,984	\$ 19,984	118%	\$5,244	\$1,589
17	P16789	2020	Nissan	Altima	44	Auction/Wholesale	Yes	\$ 22,984	\$ 22,350	113%	\$982	\$3,473
18	P16787A	2019	Chevrolet	Colorado	80	Trade on Used	Yes	\$ 39,984	\$ 35,984	115%	\$1,260	\$917
19	23-0060D	2023	Chevrolet	Trailblazer	24	Trade on Used	Yes	\$ 34,984	\$ 34,984	100%	\$6,720	\$4,488
20	P16260	2017	Lincoln	Navigator	526	Auction/Wholesale	Yes	\$ 39,984	\$ 39,984	107%	\$3,452	\$6,301
21	22-0453B	2018	Chevrolet	Tahoe	16	Trade on Used	Yes	\$ 55,984	\$ 53,980	97%	\$2,226	\$7,310
22	22-0493B	2015	Chevrolet	Camaro	31	Trade on Used	No	\$ 23,456	\$ 23,456	100%	\$6,294	\$1,928
23	22-0842A	2021	Toyota	Tundra	235	Trade on New	No	\$ 46,984	\$ 46,498	99%	\$4,176	\$977
24	22-0830B	2019	GMC	Acadia	252	Trade on Used	Yes	\$ 29,984	\$ 29,984	115%	\$3,159	\$5,192
25	22-1166B	2005	Hummer	H2	137	Trade on Used	No	\$ 22,984	\$ 22,984	116%	\$5,229	\$868
26	23-0484A	2017	Chevrolet	Trax	53	Trade on New	No	\$ 13,984	\$ 13,000	103%	\$2,893	\$2,110
27	P16515A	2018	Toyota	Yaris	38	Trade on New	Yes	\$ 17,984	\$ 17,984	113%	\$4,703	\$11,679

28	21-1509A	2021	Toyota	Tundra	425	Trade on New	No	\$ 43,984	\$ 43,143	95%	\$1,668	\$160
29	P16797	2021	Chevrolet	Tahoe	94	Auction/Wholesale	Yes	\$ 63,984	\$ 63,984	98%	\$8,727	\$4,468
30	P16632	2019	GMC	Acadia	279	Auction/Wholesale	Yes	\$ 36,984	\$ 35,900	99%	\$225	\$1,309
31	P16806	2022	Chevrolet	Trailblazer	76	Auction/Wholesale	Yes	\$ 35,984	\$ 35,984	115%	\$4,956	\$2,699
32	P16769	2022	Chevrolet	Camaro	129	Auction/Wholesale	Yes	\$ 49,984	\$ 45,577	100%	\$1,774	\$3,322
33	P16839	2020	Chevrolet	Silverado 3500	42	Auction/Wholesale	Yes	\$ 72,984	\$ 72,500	103%	\$7,516	\$6,086
34	23-0330A	2011	Chevrolet	Corvette	89	Trade on New	No	\$ 34,984	\$ 32,143	112%	\$3,871	\$160
35	22-1319B	2018	Chevrolet	Silverado 1500	83	Trade on Used	Yes	\$ 46,984	\$ 46,984	105%	\$4,201	\$5,215
36	23-0330B	2022	Chevrolet	Colorado	46	Trade on Used	Yes	\$ 57,984	\$ 57,984	100%	\$9,690	\$4,057
37	P16705	2022	Chevrolet	Silverado 3500	220	Auction/Wholesale	Yes	\$ 75,984	\$ 75,984	110%	\$2,787	\$4,959
38	22-1177A	2020	GMC	Sierra 2500	126	Trade on New	Yes	\$ 72,984	\$ 70,984	109%	\$3,815	\$7,176
39	P16735	2021	Ford	Explorer	187	Auction/Wholesale	Yes	\$ 39,984	\$ 38,949	103%	\$1,684	\$3,600
40	P16632	2019	GMC	ACADIA	61	Auction/Wholesale	Yes	\$ 36,984	\$ 35,900	99%	\$226	\$1,310
41	P16806	2022	Chevrolet	Trailblazer	42	Auction/Wholesale	Yes	\$ 35,984	\$ 35,984	115%	\$4,956	\$2,699
42	P16769	2022	Chevrolet	Camaro	71	Auction/Wholesale	Yes	\$ 49,984	\$ 45,577	100%	\$1,775	\$3,522
43	P16839	2020	Chevrolet	Silverado 3500	34	Auction/Wholesale	Yes	\$ 72,984	\$ 72,500	103%	\$7,516	\$5,926
44	23-0330A	2011	Chevrolet	Corvette	19	Trade on New	No	\$ 34,984	\$ 34,984	112%	\$3,871	\$160
45	22-1319B	2018	Chevrolet	Silverado 1500	73	Trade on Used	Yes	\$ 46,984	\$ 46,984	105%	\$4,201	\$5,216
46	23-0330B	2022	Chevrolet	Colorado	64	Trade on Used	Yes	\$ 58,984	\$ 57,984	100%	\$9,691	\$4,057
47	P16705	2022	Chevrolet	Silverado	12	Auction/Wholesale	Yes	\$ 75,984	\$ 75,984	110%	\$2,788	\$4,959
48	21-1509A	2021	Toyota	Tundra	146	Trade on New	No	\$ 43,984	\$ 43,143	95%	\$1,668	\$160
49	P16797	2021	Chevrolet	Tahoe	98	Auction/Wholesale	Yes	\$ 64,984	\$ 64,984	99%	\$8,727	\$4,468
50	22-0830B	2019	GMC	Acadia	61	Trade on Used	Yes	\$ 29,984	\$ 29,984	115%	\$3,160	\$5,192
51	22-1166B	2005	Hummer	H2	80	Trade on Used	No	\$ 13,984	\$ 13,984	103%	\$5,229	\$868
52	23-0484A	2017	Chevrolet	TRAX	14	Trade on New	No	\$ 15,984	\$ 13,000	117%	\$2,893	\$2,111
53	P16811	2021	Chevrolet	Traverse	37	Auction/Wholesale	Yes	\$ 36,984	\$ 36,984	105%	\$5,191	\$1,282

Scoreboard Totals

% Retailed of Non-Franchise Make	45%
Total # Retail Units	141
Avg. Days to Sale	78.7
Avg. Advertised Price (Time of Sale)	\$ 41,306
Avg. Transaction Price	\$ 39,887
Avg. Market Price at 100%	\$ 39,326
Avg. Price to Market % (Time of Sale)	105%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ 1,419
Avg. Front-End Gross	\$ 3,954
Avg. Finance Gross	\$ 3,056
PUVR	\$ 7,010
Total Gross (Units & PUVR)	\$ 988,405
GROI	80%
% with Trade	40%
Avg. Over/Under Allowance	\$312



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	45%	#DIV/0!	#DIV/0!
Total # Retail Units	141	0	0
Avg. Days to Sale	78.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 41,306	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,887	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 39,326	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,419	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,954	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,056	#DIV/0!	#DIV/0!
PUVR	\$ 7,010	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 988,405	#DIV/0!	#DIV/0!
GROI	80%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	312	#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	45%	#DIV/0!	#DIV/0!
Total # Retail Units	141	0	0
Avg. Days to Sale	78.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 41,306	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,887	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 39,326	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,419	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,954	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,056	#DIV/0!	#DIV/0!
PUVR	\$ 7,010	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 988,405	#DIV/0!	#DIV/0!
GROI	80%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	312	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	45%	#DIV/0!	#DIV/0!
Total # Retail Units	141	0	0
Avg. Days to Sale	78.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 41,306	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,887	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 39,326	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,419	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,954	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,056	#DIV/0!	#DIV/0!
PUVR	\$ 7,010	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 988,405	#DIV/0!	#DIV/0!
GROI	80%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	312	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	141	75	66
Avg. Days to Sale	78.7	77.2	80.4
Avg. Advertised Price (Time of Sale)	\$ 41,306	\$ 47,637	\$ 32,616
Avg. Transaction Price	\$ 39,887	\$ 46,286	\$ 32,616
Avg. Market Price at 100%	\$ 39,326	\$ 45,718	\$ 33,046
Avg. Price to Market % (Time of Sale)	105%	104%	99%
Avg. Transaction to Market	101%	101%	99%
Avg. Transactional Discount	\$ 1,419	\$ 1,351	\$ 1,496
Avg. Front-End Gross	\$ 3,954	\$ 4,013	\$ 3,887
Avg. Finance Gross	\$ 3,056	\$ 3,648	\$ 2,383
PUVR	\$ 7,010	\$ 7,661	\$ 6,270
Total Gross (Units & PUVR)	\$ 988,405	\$ 574,565	\$ 413,840
GROI	80%	77%	86%
% with Trade	40%	41%	39%
Avg. Over/Under Allowance	312	435	165



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	141	78	63
Avg. Days to Sale	78.7	57.5	105.0
Avg. Advertised Price (Time of Sale)	\$ 41,306	\$ 45,131	\$ 35,247
Avg. Transaction Price	\$ 39,887	\$ 43,635	\$ 35,247
Avg. Market Price at 100%	\$ 39,326	\$ 43,607	\$ 35,056
Avg. Price to Market % (Time of Sale)	105%	103%	101%
Avg. Transaction to Market	101%	100%	101%
Avg. Transactional Discount	\$ 1,419	\$ 1,496	\$ 1,324
Avg. Front-End Gross	\$ 3,954	\$ 4,244	\$ 3,595
Avg. Finance Gross	\$ 3,056	\$ 3,151	\$ 2,939
PUVR	\$ 7,010	\$ 7,395	\$ 6,533
Total Gross (Units & PUVR)	\$ 988,405	\$ 576,808	\$ 411,597
GROI	80%	106%	64%
% with Trade	40%	42%	38%
Avg. Over/Under Allowance	312	439	138



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	141	58	35
% of Retail Units	100%	41%	25%
% Retailed of Non-New Franchise	45%	40%	43%
Avg. Days to Sale	78.7	68.1	65.5
Avg. Transaction Price	\$ 39,887	\$ 37,513	\$ 36,272
Avg. Transaction to Market %	101%	98%	103%
Avg. Transactional Discount	\$ 1,419	\$ 1,436	\$ 1,211
Avg. Front End Gross	\$ 3,954	\$ 4,293	\$ 4,261
Avg. Finance Gross	\$ 3,056	\$ 2,862	\$ 2,943
PUVR	\$ 7,010	\$ 7,155	\$ 7,204
Total Gross (Units & PUVR)	\$ 988,405	\$ 414,972	\$ 252,142
GROI	80%	101%	109%
% with Trade	40%	43%	46%
Avg. Over/Under Allowance	312	200	750



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	48	0	0
0%	34%	0%	0%
#DIV/0!	52%	#DIV/0!	#DIV/0!
#DIV/0!	101.1	#DIV/0!	#DIV/0!
#DIV/0!	\$ 45,392	#DIV/0!	#DIV/0!
#DIV/0!	103%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,551	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,320	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,373	#DIV/0!	#DIV/0!
#DIV/0!	\$ 6,694	#DIV/0!	#DIV/0!
#DIV/0!	\$ 321,291	#DIV/0!	#DIV/0!
#DIV/0!	52%	#DIV/0!	#DIV/0!
#DIV/0!	33%	#DIV/0!	#DIV/0!
#DIV/0!	50	#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	141	42	21
% of Retail Units	100%	30%	15%
% Retailed of Non-New Franchise	45%	26%	48%
Avg. Days to Sale	78.7	15.1	38.6
Avg. Transaction Price	\$ 39,887	\$ 37,450	\$ 42,267
Avg. Transaction to Market %	101%	99%	105%
Avg. Transactional Discount	\$ 1,419	\$ 1,130	\$ 1,026
Avg. Front End Gross	\$ 3,954	\$ 4,346	\$ 4,757
Avg. Finance Gross	\$ 3,056	\$ 3,140	\$ 3,479
PUVR	\$ 7,010	\$ 7,485	\$ 8,236
Total Gross (Units & PUVR)	\$ 988,405	\$ 314,383	\$ 172,959
GROI	80%	477%	182%
% with Trade	40%	50%	33%
Avg. Over/Under Allowance	312	452	214



46-60 days	61-90 days	90+ days
12	26	40
9%	18%	28%
42%	42%	65%
53.9	74.7	176.6
\$ 36,120	\$ 40,566	\$ 41,887
99%	103%	100%
\$ 1,697	\$ 1,534	\$ 1,772
\$ 3,820	\$ 4,022	\$ 3,117
\$ 2,172	\$ 2,943	\$ 3,085
\$ 5,993	\$ 6,965	\$ 6,202
\$ 71,910	\$ 181,082	\$ 248,071
111%	83%	30%
33%	38%	38%
375	500	20