

[illegible]

[illegible]

Unit #	Stock#	Year	Make	Model	Days In Stock	Acquisition Source	CPO	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Price to Market % (Time of)	Front-End Gross	Financ e
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	\$1,300	\$500
1	H9810	2023	HYUNDAI	PALISADE	18		No	Yes	\$ 49,450	\$ 50,450	110%	\$4,510	\$3,221
2	h9820	2023	HYUNDAI	PALISADE	1		No	Yes	\$ 50,070	\$ 55,070	12500%	\$5,547	\$0
3	h9756	2023	HYUNDAI	elantra	13		no	Yes	\$ 25,230	\$ 25,067	98%	\$107	\$100
4	H9819	2023	hyundai	tucson	3		no	Yes	\$ 31,270	\$ 32,515	97%	\$1,428	\$2,629
5	e9618	2023	genesis	g90	10		no	Yes	\$ 90,360	\$ 90,260	100%	\$4,731	\$2,513
6	h9759	2023	hyundai	elantra	10		no	Yes	\$ 31,270	\$ 37,794	135%	(\$325)	\$2,986
7	h9771	2023	hyundai	kona	21		no	Yes	\$ 32,246	\$ 34,816	115%	(\$3,228)	\$2,443
8	h9704	2023	HYUNDAI	ELANTRA	27		no	Yes	\$ 25,230	\$ 26,550	118%	\$1,354	\$2,230
9	H9809	2023	HYUNDAI	TUCSON	7		no	Yes	\$ 31,270	\$ 33,677	114%	(\$219)	\$2,475
10	H9663	2023	HYUNDAI	KONA	43		no	Yes	\$ 27,002	\$ 28,264	109%	\$1,545	\$3,208
11	H9583	2023	HYUNDAI	KONA	56		no	Yes	\$ 31,375	\$ 31,375	100%	\$830	\$0
12	H9754	2023	HYUNDAI	ELANTRA	30		no	Yes	\$ 25,230	\$ 25,230	100%	\$529	\$1,087
13	H9636	2023	HYUNDAI	ELANTRA	47		no	Yes	\$ 25,820	\$ 25,820	100%	\$650	\$1,663
14	G9448	2023	GENESIS	GV80	30		no	Yes	\$ 76,325	\$ 76,325	100%	\$3,354	\$2,299
15	H9689	2023	HYUNDAI	SONATA	27		no	Yes	\$ 27,125	\$ 26,675	98%	(\$200)	\$0
16	H9641	2023	HYUNDAI	KONA	30		no	Yes	\$ 27,380	\$ 27,898	104%	\$533	\$1,707
17	H9795	2023	HYUNDAI	SANTACRUZ	18		no	Yes	\$ 38,560	\$ 38,970	102%	\$718	\$3,685
18	H9662	2023	HYUNDAI	ELANTRA	25		no	Yes	\$ 30,670	\$ 30,670	100%	\$619	\$100
19	H9757	2023	HYUNDAI	SONATA	17		no	Yes	\$ 35,862	\$ 36,500	105%	\$2,085	\$1,500
20	h9422	2023	hyundai	kona	59		no	Yes	\$ 25,530	\$ 28,091	125%	\$1,634	\$2,531
21	H9658	2023	HYUNDAI	SANATA FE	33		no	Yes	\$ 44,414	\$ 50,315	127%	\$508	\$6,201
22	H9798	2023	HYUNDAI	TUCSON	18		no	Yes	\$ 31,370	\$ 30,979	97%	(\$266)	\$100
23	G9781A	2019	GENESIS	GV0	19		no	Yes	\$ 36,970	\$ 36,970	92%	\$1,150	\$0
24	V8131	2020	HYUNDAI	SANTA FE	3		no	Yes	\$ 28,970	\$ 30,970	98%	\$7,416	\$1,614
25	GV8073	2020		F PACE	10		no	Blank	\$ 59,970	\$ 59,970	93%	\$1,769	\$2,054
26	V8120	2017		YUKON XL	33		no	Blank	\$ 30,970	\$ 30,970	89%	\$1,004	\$3,774
27	GV7988	2020		X	78		no	Blank	\$ 69,970	\$ 69,970	94%	\$2,985	\$2,627
28	G9784	2021		MIATA	4		no	Blank	\$ 29,970	\$ 29,970	90%	\$826	\$1,515
29	V8088	2018		S90	27		no	Blank	\$ 29,970	\$ 29,970	93%	\$2,478	\$4,651
30	V8009A	2021	HYUNDAI	SANTA FE	4		no	Yes	\$ 23,970	\$ 23,970	92%	\$4,257	\$2,672
31	h9775a	2015	hyundai	sonata	13		no	Yes	\$ 13,970	\$ 13,970	92%	\$2,150	\$0
32	v7960	2018		xts	19		no	Blank	\$ 20,970	\$ 20,469	88%	(\$3,938)	\$3,622
33	h9438b	2014		elantra	15		No	Blank	\$ 8,970	\$ 8,970	99%	\$780	\$1,310
34	H9729	2023	Hyundai	TUCSON	11		no	Yes	\$ 34,260	\$ 34,260	9400%	\$993	\$330
35	G96208	2018		COMPASS	25		no	Blank	\$ 18,770	\$ 18,770	95%	(\$199)	\$1,894
36	V8026	2020		MURANO	45		no	Blank	\$ 21,770	\$ 21,770	97%	(\$939)	\$3,341
37	H9567B	2020	Hyundai	KONA	9			Yes	\$ 19,770	\$ 19,770	95%	\$1,484	\$3,741
38	H9534	2023	Hyundai	KONA	12		Yes	\$ 29,685	\$ 29,685	92%	\$732	\$1,450	
39	H9748	2023	Hyundai	SANTA CRUZ	18		Yes	\$ 35,160	\$ 35,160	95%	\$1,297	\$4,554	
40	V8115	2020	Hyundai	tucson	22		Yes	\$ 17,590	\$ 17,093	88%	(\$1,081)	\$5,773	
41	H9634	2023	Hyundai	TUCSON	7		Yes	\$ 35,070	\$ 35,070	91%	\$1,746	\$1,983	
42	H9762	2023	Hyundai	SONATA	16		Yes	\$ 30,300	\$ 30,300	93%	\$4,075	\$2,033	
43	V7964	2021	Chevrolet	MALIBU	12		No	\$ 19,970	\$ 19,970	97%	\$897	\$0	
44	V8107	2021	Hyundai	TUCSON	8		Yes	\$ 27,970	\$ 27,970	92%	\$1,291	\$0	
45	H9715	2021	Hyundai	SONATA	18		Yes	\$ 28,500	\$ 28,500	92%	\$2,139	\$6,383	
46	H9574	2017	Toyota	RAV4	15		No	\$ 19,970	\$ 19,970	92%	\$641	\$2,294	
47	H9600	2023	Hyundai	KONA	36		Yes	\$ 28,250	\$ 28,250	98%	\$1,447	\$2,615	
48	H9714	2023	Hyundai	SONATA	12		Yes	\$ 29,562	\$ 29,562	98%	\$3,491	\$2,793	
49	V7958	2018	Nissan	ARMADA	36		No	\$ 28,570	\$ 28,570	94%	(\$999)	\$0	
50	H9622	2023	Hyundai	KONA	5		Yes	\$ 30,550	\$ 30,550	92%	\$1,284	\$679	
51	H9336A	2019	Hyundai	TUCSON	20		Yes	\$ 16,450	\$ 16,450	93%	(\$309)	\$1,290	
52	H9521	2023	Hyundai	ELANTRA	35		Yes	\$ 30,500	\$ 30,500	99%	\$2,882	\$1,089	
53	H9727	2023	Hyundai	VENUE	12		Yes	\$ 24,490	\$ 24,490	94%	\$1,291	\$1,779	

Scoreboard Totals

% Retailed of Non-Franchise Make	15%
Total # Retail Units	177
Avg. Days to Sale	17.0
Avg. Advertised Price (Time of Sale)	\$ 33,669
Avg. Transaction Price	\$ 33,837
Avg. Market Price at 100%	\$ 8,908
Avg. Price to Market % (Time of Sale)	378%
Avg. Transaction to Market	380%
Avg. Transactional Discount	\$ (169)
Avg. Front-End Gross	\$ 1,399
Avg. Finance Gross	\$ 1,940
PUVR	\$ 3,339
Total Gross (Units & PUVR)	\$ 591,046
GROI	209%
% with Trade	56%
Avg. Over/Under Allowance	\$1,283



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	15%	#DIV/0!	#DIV/0!
Total # Retail Units	177	0	0
Avg. Days to Sale	17.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,669	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,837	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 8,908	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	378%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	380%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (169)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,399	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,940	#DIV/0!	#DIV/0!
PUVR	\$ 3,339	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 591,046	#DIV/0!	#DIV/0!
GROI	209%	#DIV/0!	#DIV/0!
% with Trade	56%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,283	#DIV/0!	#DIV/0!



n list, then scroll up to select your staff member for each column.)

[illegible]

[illegible]

[illegible]

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	15%	#DIV/0!	#DIV/0!
Total # Retail Units	177	0	0
Avg. Days to Sale	17.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,669	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,837	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 8,908	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	378%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	380%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (169)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,399	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,940	#DIV/0!	#DIV/0!
PUVR	\$ 3,339	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 591,046	#DIV/0!	#DIV/0!
GROI	209%	#DIV/0!	#DIV/0!
% with Trade	56%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,283	#DIV/0!	#DIV/0!



n list, then scroll up to select your staff member for each column.)

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	15%	#DIV/0!	#DIV/0!
Total # Retail Units	177	0	0
Avg. Days to Sale	17.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,669	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,837	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 8,908	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	378%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	380%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (169)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,399	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,940	#DIV/0!	#DIV/0!
PUVR	\$ 3,339	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 591,046	#DIV/0!	#DIV/0!
GROI	209%	#DIV/0!	#DIV/0!
% with Trade	56%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,283	#DIV/0!	#DIV/0!



n list, then scroll up to select your staff member for each column.)

[illegible]

[illegible]

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	177	0	35
Avg. Days to Sale	17.0	#DIV/0!	22.5
Avg. Advertised Price (Time of Sale)	\$ 33,669	#DIV/0!	\$ 35,786
Avg. Transaction Price	\$ 33,837	#DIV/0!	\$ 35,786
Avg. Market Price at 100%	\$ 8,908	#DIV/0!	\$ 32,136
Avg. Price to Market % (Time of Sale)	378%	#DIV/0!	111%
Avg. Transaction to Market	380%	#DIV/0!	111%
Avg. Transactional Discount	\$ (169)	#DIV/0!	\$ (910)
Avg. Front-End Gross	\$ 1,399	#DIV/0!	\$ 1,378
Avg. Finance Gross	\$ 1,940	#DIV/0!	\$ 1,964
PUVR	\$ 3,339	#DIV/0!	\$ 3,342
Total Gross (Units & PUVR)	\$ 591,046	#DIV/0!	\$ 116,966
GROI	209%	#DIV/0!	150%
% with Trade	56%	#DIV/0!	57%
Avg. Over/Under Allowance	1,283	#DIV/0!	529



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	177	150	27
Avg. Days to Sale	17.0	15.8	19.7
Avg. Advertised Price (Time of Sale)	\$ 33,669	\$ 33,970	\$ 32,430
Avg. Transaction Price	\$ 33,837	\$ 34,182	\$ 32,430
Avg. Market Price at 100%	\$ 8,908	\$ 33,759	\$ 34,089
Avg. Price to Market % (Time of Sale)	378%	101%	95%
Avg. Transaction to Market	380%	101%	95%
Avg. Transactional Discount	\$ (169)	\$ (212)	\$ -
Avg. Front-End Gross	\$ 1,399	\$ 1,646	\$ 319
Avg. Finance Gross	\$ 1,940	\$ 1,833	\$ 2,263
PUVR	\$ 3,339	\$ 3,479	\$ 2,582
Total Gross (Units & PUVR)	\$ 591,046	\$ 521,837	\$ 69,708
GROI	209%	232%	145%
% with Trade	56%	59%	30%
Avg. Over/Under Allowance	1,283	1,168	3,155



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	177	0	0
% of Retail Units	100%	0%	0%
% Retailed of Non-New Franchise	15%	#DIV/0!	#DIV/0!
Avg. Days to Sale	17.0	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,837	#DIV/0!	#DIV/0!
Avg. Transaction to Market %	380%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (169)	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 1,399	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,940	#DIV/0!	#DIV/0!
PUVR	\$ 3,339	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 591,046	#DIV/0!	#DIV/0!
GROI	209%	#DIV/0!	#DIV/0!
% with Trade	56%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,283	#DIV/0!	#DIV/0!



[illegible]

[illegible]

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	177	163	14
% of Retail Units	100%	92%	8%
% Retailed of Non-New Franchise	15%	14%	7%
Avg. Days to Sale	17.0	12.7	37.3
Avg. Transaction Price	\$ 33,837	\$ 33,870	\$ 32,376
Avg. Transaction to Market %	380%	306%	99%
Avg. Transactional Discount	\$ (169)	\$ (133)	\$ (512)
Avg. Front End Gross	\$ 1,399	\$ 1,426	\$ 913
Avg. Finance Gross	\$ 1,940	\$ 1,906	\$ 2,296
PUVR	\$ 3,339	\$ 3,332	\$ 3,209
Total Gross (Units & PUVR)	\$ 591,046	\$ 543,157	\$ 44,931
GROI	209%	278%	96%
% with Trade	56%	56%	43%
Avg. Over/Under Allowance	1,283	1,345	493



46-60 days	61-90 days	90+ days
5	4	0
3%	2%	0%
40%	25%	#DIV/0!
54.0	72.0	#DIV/0!
\$ 29,050	\$ 43,623	#DIV/0!
2046%	96%	#DIV/0!
\$ (512)	\$ -	#DIV/0!
\$ 1,086	\$ 2,382	#DIV/0!
\$ 2,252	\$ 1,698	#DIV/0!
\$ 3,338	\$ 4,080	#DIV/0!
\$ 16,691	\$ 16,320	#DIV/0!
77%	47%	#DIV/0!
20%	50%	#DIV/0!
1,250	710	#DIV/0!