

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	N12330A	2011	Ford	Ranger	17	Trade on New	No	\$ 14,595	\$ 14,595		\$2,623	\$1,294
2	N58040P	2021	Jeep	Grand Cherokee	60	Street/Curb Buy	Yes	\$ 31,500	\$ 31,500	95%	\$1,099	\$158
3	N58067P	2021	Jeep	Gladiator	28	Street/Curb Buy	No	\$ 41,588	\$ 41,588	102%	\$4,281	\$2,411
4	N12402B	2015	Chrysler	Town & Country	11	Trade on Used	No	\$ 14,914	\$ 11,500	98%	\$2,601	\$1,227
5	N12348A	2021	Ram	1500	14	Trade on New	Yes	\$ 43,112	\$ 42,700	100%	\$2,812	\$3,749
6	N12241A1	2015	Jeep	Grand Cherokee	3	Trade on New	No	\$ 21,955	\$ 21,000	102%	\$5,387	\$1,697
7	N58065A	2017	Jeep	Compass	21	Trade on Used	No	\$ 15,607	\$ 15,607		\$1,176	\$1,118
8	N58067B	2019	Jeep	Compass	4	Trade on Used	No	\$ 23,750	\$ 23,750	102%	\$2,970	\$2,001
9	N58064P	2018	Buick	Enclave	34	Street/Curb Buy	No	\$ 24,450	\$ 24,450	99%	\$2,577	\$1,637
10	N57176	2017	Jeep	Renegade	19	Street/Curb Buy	No	\$ 15,860	\$ 15,860	95%	\$7,721	\$2,224
11	N12394A	2021	Ram	1500	54	Trade on New	Yes	\$ 37,500	\$ 37,500	90%	\$1,233	\$0
12	N58075P	2019	Ram	1500	13	Street/Curb Buy	Yes	\$ 37,377	\$ 36,070	106%	\$1,645	\$158
13	N57476	2017	Kia	Forte	21	Street/Curb Buy	No	\$ 14,992	\$ 14,992	102%	\$2,537	\$789
14	N57279	2018	Kia	Forte	22	Street/Curb Buy	No	\$ 15,258	\$ 15,018	98%	\$5,559	\$1,671
15	N12408A	2016	Chevrolet	Suburban	33	Trade on New	No	\$ 27,999	\$ 26,412	94%	\$1,341	\$158
16	N58082P	2015	Buick	Lacrosse	0	Street/Curb Buy	No	\$ 15,000	\$ 15,000	101%	\$641	\$1,592
17	N12374B	2015	Lexus	RC 350	24	Trade on Used	No	\$ 29,188	\$ 28,600	101%	\$3,478	\$694
18	N58043P	2020	Honda	Civic	73	Street/Curb Buy	No	\$ 19,750	\$ 19,750		\$479	\$478
19	N12241A	2017	Ford	F150	17	Trade on New	No	\$ 26,948	\$ 26,448	97%	\$3,608	\$690
20	N57424	2018	Chevrolet	Cruze	28	Street/Curb Buy	No	\$ 14,326	\$ 14,150	94%	\$5,122	\$962
21	N12283C	2012	Nissan	Cube	42	Trade on Used	No	\$ 6,500	\$ 6,500		\$2,542	\$789
22	N12382A	2018	Jeep	Wrangler	27	Trade on New	Yes	\$ 33,911	\$ 33,911	100%	\$4,480	\$651
23	N12356B	2008	Toyota	Rav4	37	Trade on Used	No	\$ 9,899	\$ 9,899	82%	\$2,740	\$158
24	N12276A	2020	Honda	Pilot	55	Trade on New	No	\$ 34,900	\$ 34,900	93%	(\$1,198)	\$4,152
25	N57278	2016	Chevrolet	Cruze	7	Street/Curb Buy	No	\$ 12,729	\$ 12,729	99%	\$5,644	\$504
26	N58076P	2019	Ram	1500	27	Street/Curb Buy	No	\$ 29,671	\$ 29,671	95%	\$1,359	\$2,893
27	N12341A	2020	Jeep	Renegade	29	Trade on New	Yes	\$ 26,493	\$ 26,493		\$5,372	\$2,506

28	N57581	2016	Kia	Forte	36	Street/Curb Buy	No	\$	13,800	\$	13,800	93%	\$5,267	\$1,448
29	N58044P	2021	Jeep	Wrangler	27	Street/Curb Buy	No	\$	44,850	\$	44,824	97%	\$4,656	\$4,521
30	N58051P	2019	Chrysler	Pacifica	18	Street/Curb Buy	No	\$	33,795	\$	33,795	100%	\$1,697	\$3,535
31	N12188A2	2016	Dodge	Grand Caravan	17	Trade on New	No	\$	11,873	\$	10,900	94%	\$3,919	\$254
32	N123614A	2021	Jeep	Gladiator	39	Trade on New	No	\$	36,600	\$	35,362	93%	\$1,267	\$158
33	N12383A	2016	GMC	Yukon	30	Trade on New	No	\$	31,439	\$	31,439	96%	\$3,337	\$158
34	N58066P	2020	Jeep	Gladiator	0	Street/Curb Buy	No	\$	32,995	\$	32,995		\$260	\$2,442
35	N12390A	2015	Jeep	Renegade	72	Trade on New	No	\$	16,000	\$	16,000	94%	\$2,607	\$2,630
36	N58060P	2017	Ram	2500	9	Street/Curb Buy	No	\$	33,800	\$	33,800		\$1,855	\$1,237
37	N12283B	2014	Subaru	Crosstrek	28	Trade on Used	No	\$	15,300	\$	15,300	96%	\$2,627	\$523
38	N58038P	2021	Jeep	Wrangler	38	Street/Curb Buy	No	\$	45,200	\$	44,448	96%	\$2,246	\$158
39	N12337A	2016	Chevrolet	Silverado	31	Trade on New	No	\$	28,445	\$	27,900	92%	\$2,326	\$3,362
40	N12240A	2015	Jeep	Wrangler	3	Trade on New	No	\$	29,894	\$	29,000	99%	\$2,589	\$2,201
41	N58047P	2019	Chevrolet	Silverado	28	Street/Curb Buy	No	\$	38,992	\$	38,992	96%	\$1,524	\$2,602
42	N12272A	2020	Jeep	Grand Cherokee	56	Trade on New	No	\$	32,300	\$	31,800	94%	\$176	\$1,365
43	N12307A	2020	Kia	Sorento	19	Trade on New	No	\$	29,376	\$	29,376	104%	\$3,441	\$2,157
44	N12430A	2012	Jeep	Liberty	4	Trade on New	No	\$	10,539	\$	9,975	90%	\$2,335	\$949
45	N12306A	2020	Ram	1500	72	Trade on New	No	\$	38,400	\$	38,400	94%	\$874	\$1,314
46	N58046P	2020	Chrysler	Pacifica	36	Street/Curb Buy	No	\$	25,000	\$	25,000		\$2,158	\$1,653
47	N12356A	2020	Jeep	Grand Cherokee	11	Trade on New	No	\$	38,258	\$	37,500	98%	\$5,003	\$3,956
48	N58069P	2017	Kia	Sportage	2	Street/Curb Buy	No	\$	12,994	\$	10,724	90%	\$260	\$626
49	N58065P	2019	Jeep	Cherokee	12	Street/Curb Buy	No			\$	19,745		\$2,637	\$2,159
50	N58051A	2019	Jeep	Cherokee	15	Trade on New	No	\$	24,880	\$	23,500	99%	\$368	\$2,095
51	N58057P	2019	GMC	Acadia	24	Street/Curb Buy	No	\$	28,400	\$	28,400	97%	\$863	\$789
52	N58049P	2022	Honda	Civic	39	Street/Curb Buy	No	\$	26,890	\$	26,890	96%	\$1,008	\$4,007
53	N58046A	2014	Chrysler	Town & Country	7	Trade on New	No	\$	11,998	\$	11,998	83%	\$2,825	\$1,448

Scoreboard Totals

% Retailed of Non-Franchise Make	76%
Total # Retail Units	110
Avg. Days to Sale	29.7
Avg. Advertised Price (Time of Sale)	\$ 25,214
Avg. Transaction Price	\$ 25,050
Avg. Market Price at 100%	\$ 26,192
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ (65)
Avg. Front-End Gross	\$ 2,269
Avg. Finance Gross	\$ 1,447
PUVR	\$ 3,716
Total Gross (Units & PUVR)	\$ 408,744
GROI	180%
% with Trade	43%
Avg. Over/Under Allowance	\$41



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	76%	#DIV/0!	#DIV/0!
Total # Retail Units	110	0	0
Avg. Days to Sale	29.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,214	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,050	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,192	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (65)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,269	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,447	#DIV/0!	#DIV/0!
PUVR	\$ 3,716	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 408,744	#DIV/0!	#DIV/0!
GROI	180%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	41	#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	76%	#DIV/0!	#DIV/0!
Total # Retail Units	110	0	0
Avg. Days to Sale	29.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,214	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,050	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,192	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (65)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,269	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,447	#DIV/0!	#DIV/0!
PUVR	\$ 3,716	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 408,744	#DIV/0!	#DIV/0!
GROI	180%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	41	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	76%	#DIV/0!	#DIV/0!
Total # Retail Units	110	0	0
Avg. Days to Sale	29.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,214	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,050	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,192	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (65)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,269	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,447	#DIV/0!	#DIV/0!
PUVR	\$ 3,716	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 408,744	#DIV/0!	#DIV/0!
GROI	180%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	41	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	110	6	104
Avg. Days to Sale	29.7	32.8	29.5
Avg. Advertised Price (Time of Sale)	\$ 25,214	\$ 34,982	\$ 24,494
Avg. Transaction Price	\$ 25,050	\$ 34,696	\$ 24,494
Avg. Market Price at 100%	\$ 26,192	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (65)	\$ 287	\$ (85)
Avg. Front-End Gross	\$ 2,269	\$ 2,774	\$ 2,239
Avg. Finance Gross	\$ 1,447	\$ 1,204	\$ 1,461
PUVR	\$ 3,716	\$ 3,977	\$ 3,701
Total Gross (Units & PUVR)	\$ 408,744	\$ 23,863	\$ 384,881
GROI	180%	126%	184%
% with Trade	43%	33%	43%
Avg. Over/Under Allowance	41	191	34



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	110	26	84
Avg. Days to Sale	29.7	27.9	30.3
Avg. Advertised Price (Time of Sale)	\$ 25,214	\$ 21,968	\$ 26,030
Avg. Transaction Price	\$ 25,050	\$ 21,885	\$ 26,030
Avg. Market Price at 100%	\$ 26,192	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (65)	\$ 83	\$ (111)
Avg. Front-End Gross	\$ 2,269	\$ 2,485	\$ 2,202
Avg. Finance Gross	\$ 1,447	\$ 1,475	\$ 1,439
PUVR	\$ 3,716	\$ 3,960	\$ 3,640
Total Gross (Units & PUVR)	\$ 408,744	\$ 102,964	\$ 305,780
GROI	180%	234%	166%
% with Trade	43%	38%	44%
Avg. Over/Under Allowance	41	-170	98



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	110	49	18
% of Retail Units	100%	45%	16%
% Retailed of Non-New Franchise	76%	78%	83%
Avg. Days to Sale	29.7	36.4	28.7
Avg. Transaction Price	\$ 25,050	\$ 25,618	\$ 20,706
Avg. Transaction to Market %	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (65)	\$ (88)	\$ 540
Avg. Front End Gross	\$ 2,269	\$ 2,344	\$ 2,164
Avg. Finance Gross	\$ 1,447	\$ 1,411	\$ 958
PUVR	\$ 3,716	\$ 3,755	\$ 3,122
Total Gross (Units & PUVR)	\$ 408,744	\$ 184,004	\$ 56,199
GROI	180%	145%	189%
% with Trade	43%	49%	39%
Avg. Over/Under Allowance	41	124	-179



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
43	0	0	0
39%	0%	0%	0%
72%	#DIV/0!	#DIV/0!	#DIV/0!
22.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,222	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (292)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,226	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,693	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,920	#DIV/0!	#DIV/0!	#DIV/0!
\$ 168,541	#DIV/0!	#DIV/0!	#DIV/0!
240%	#DIV/0!	#DIV/0!	#DIV/0!
37%	#DIV/0!	#DIV/0!	#DIV/0!
13	#DIV/0!	#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	110	63	21
% of Retail Units	100%	57%	19%
% Retailed of Non-New Franchise	76%	75%	76%
Avg. Days to Sale	29.7	14.6	35.7
Avg. Transaction Price	\$ 25,050	\$ 23,584	\$ 23,322
Avg. Transaction to Market %	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (65)	\$ (83)	\$ 369
Avg. Front End Gross	\$ 2,269	\$ 2,872	\$ 2,461
Avg. Finance Gross	\$ 1,447	\$ 1,574	\$ 1,002
PUVR	\$ 3,716	\$ 4,447	\$ 3,463
Total Gross (Units & PUVR)	\$ 408,744	\$ 280,132	\$ 72,729
GROI	180%	464%	150%
% with Trade	43%	40%	57%
Avg. Over/Under Allowance	41	-7	25



46-60 days	61-90 days	90+ days
11	10	2
10%	9%	2%
82%	70%	100%
53.8	75.7	123.5
\$ 34,190	\$ 28,765	\$ 22,400
95%	#DIV/0!	#DIV/0!
\$ 538	\$ (1,556)	\$ -
\$ 704	\$ 890	\$ (447)
\$ 1,395	\$ 1,619	\$ 558
\$ 2,099	\$ 2,508	\$ 112
\$ 23,091	\$ 25,081	\$ 223
41%	41%	1%
55%	10%	100%
-83	500	150