

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	27136P	2020	LEXUS	UX250H	5	TRADE ON NEW	Yes	\$ 32,483	\$ 32,000	100%	\$1,716	\$6,321
2	PU011227D	2019	INFINITI	Q50	15	Trade on Used	No	\$ 23,987	\$ 23,987	98%	\$2,537	\$3,399
3	PC030149A	2017	LEXUS	NX300	12	Trade on New	No	\$ 27,989	\$ 27,489	102%	\$3,370	\$2,031
4	PC007619C	2013	VOLKSWAGEN	PASSAT	23	Trade on Used	No	\$ 12,999	\$ 12,835	95%	\$2,629	\$967
5	P5346561D	2022	SUBARU	OUTBACK	18	Trade on New	No	\$ 35,883	\$ 35,300	99%	\$1,306	\$922
6	PU011227C	2018	TOYOTA	AVALON	12	Trade on New	No	\$ 20,987	\$ 20,487	102%	\$2,221	\$4,492
7	AD18965A	2018	LEXUS	RX350	11	Trade on New	Yes	\$ 40,987	\$ 40,987	100%	\$3,537	\$3,645
8	PC028328A	2021	Mercedes-Benz	GLC	21	Trade on New	No	\$ 42,883	\$ 42,290	98%	\$2,523	\$1,465
9	36473P	2021	LEXUS	NX300	8	Trade on Used	Yes	\$ 39,698	\$ 39,698	103%	\$2,464	\$2,561
10	41827P	2020	LEXUS	IS350	1	LBO Customer	Yes	\$ 25,473	\$ 25,473	95%	\$1,000	\$3,935
11	PC029941B	2016	HONDA	CRV	22	Trade on Used	No	\$ 18,983	\$ 18,784	100%	\$1,154	\$2,955
12	25130P	2021	LEXUS	NX300	1	LBO Customer	Yes	\$ 33,793	\$ 33,793	102%	\$1,200	\$4,072
13	75425S	2012	JEEP	WRANGLER	19	Trade on Used	No	\$ 17,983	\$ 17,315	98%	\$983	\$239
14	P2068004E	2015	TOYOTA	4RUNNER	31	Trade on Used	No	\$ 24,983	\$ 23,784	96%	\$1,235	\$2,570
15	9788NB	2018	JEEP	WRANGLER	25	Auction/Wholesale	No	\$ 24,950	\$ 24,950	100%	\$1,753	\$0
16	PC008327A	2018	JEEP	GRAND CHEROKE	14	Trade on New	No	\$ 25,987	\$ 25,000	95%	\$289	\$1,939
17	28971P	2020	LEXUS	GS350	2	Street/Curb Buy	Yes	\$ 43,971	\$ 43,971	100%	\$2,339	\$3,285
18	16464P	2019	LEXUS	RX350	12	Trade on Used	Yes	\$ 44,825	\$ 44,825	103%	\$3,093	\$2,938
19	79011P	2021	LEXUS	RX350	17	Trade on New	Yes	\$ 43,883	\$ 43,000	100%	\$1,954	\$0
20	X53650	2020	LEXUS	RX450	9	Street/Curb Buy	Yes	\$ 51,000	\$ 51,000	102%	\$1,549	\$4,007
21	P2067269B	2018	INFINITI	QX30	29	Trade on New	No	\$ 21,987	\$ 19,992	95%	\$489	\$1,541
22	10303TB	2022	TOYOTA	GR86	16	Auction/Wholesale	No	\$ 35,987	\$ 33,523	102%	\$2,657	\$0
23	PC016272A	2020	LEXUS	GX460	8	Trade on New	Yes	\$ 46,784	\$ 46,784	98%	\$3,441	\$5,813
24	10755HC	2011	HONDA	ACCORD	22	Trade on Used	No	\$ 12,900	\$ 12,900	97%	\$2,040	\$1,098
25	46266P	2021	TOYOTA	TACOMA	18	Street/Curb Buy	No	\$ 38,784	\$ 38,000	100%	\$1,716	\$0
26	AD18965E	2019	HONDA	CRV	15	Trade on Used	No	\$ 23,487	\$ 23,487	97%	\$3,141	\$7,010
27	PD014295A	2016	LEXUS	RX350	13	Trade on New	No	\$ 32,997	\$ 32,997	100%	\$4,823	\$239
28	27763P	2020	LEXUS	NX300	20	LBO Customer	Yes	\$ 22,983	\$ 22,552	102%	\$100	\$1,836
29	10222P	2020	SUBARU	LEGACY	21	Trade on New	No	\$ 23,568	\$ 23,133	99%	\$1,784	\$6,421
30	36473S	2015	Jeep	GR CHEROKE	18	Trade on Used	No	\$ 19,000	\$ 18,137	96%	\$4,606	\$0

31	100686P	2019	LEXUS	NX300H	1	LBO Customer	No	\$	21,600	\$	21,600	88%	\$100	\$3,013
32	25166P	2020	HONDA	CRV	25	Trade on New	No	\$	30,983	\$	30,628	97%	\$971	\$2,245
33	27292P	2020	LEXUS	NX300	6	Trade on New	Yes	\$	32,729	\$	32,729	100%	\$1,512	\$3,947
34	PC008581A	2023	LEXUS	RX350	4	Street/Curb Buy	No	\$	53,989	\$	53,989	102%	\$3,987	\$1,265
35	X47563	2022	LEXUS	UX200H	28	Street/Curb Buy	Yes	\$	32,883	\$	32,138	98%	\$254	\$2,556
36	5017873P	2020	LEXUS	NX300	17	Trade on New	Yes	\$	36,883	\$	36,500	99%	\$3,602	\$5,276
37	10240TC	2018	TOYOTA	RAV4	32	Trade on Used	No	\$	19,765	\$	19,765	96%	\$1,300	\$439
38	PC031430B	2023	LEXUS	NX350	9	Trade on New	Yes	\$	44,759	\$	44,756	100%	\$663	\$1,940
39	10260TB	2013	TOYOTA	RAV4	19	Auction/Wholesale	No	\$	19,500	\$	19,500	101%	\$1,478	\$579
40	X03352	2021	LEXUS	RX350	8	Street/Curb Buy	Yes	\$	49,998	\$	49,998	103%	\$2,441	\$9,824
41	11683P	2021	LEXUS	NX300	16	Trade on New	No	\$	38,987	\$	38,987	102%	\$10,047	\$4,802
42	PC011803A	2017	LEXUS	RX350	22	Trade on New	No	\$	36,883	\$	36,088	99%	\$2,419	\$1,523
43	AD18965D	2018	FORD	F150	16	Trade on Used	No	\$	27,388	\$	27,388	100%	\$398	\$759
44	PA107126C	2010	LEXUS	IS350C	10	Trade on New	No	\$	20,836	\$	20,836	105%	\$2,822	\$811
45	60183L	2021	LEXUS	NX300	22	Loaner	Yes	\$	37,487	\$	37,487	102%	\$9,125	\$5,262
46	5005407P	2019	LEXUS	LS500	20	Trade on New	Yes	\$	54,883	\$	54,500	99%	\$4,079	\$3,467
47	P5008895A	2015	BUICK	ENCORE	23	Trade on New	No	\$	17,883	\$	17,050	96%	\$229	\$3,792
48	PGA43201A	2020	FORD	F150	9	Auction/Wholesale	No	\$	42,988	\$	37,103	104%	\$500	\$510
49	202254P	2019	LEXUS	NX300	11	Trade on New	Yes	\$	33,984	\$	33,984	102%	\$5,786	\$6,870
50	307881L	2021	LEXUS	RX350	3	Loaner	Yes	\$	44,500	\$	44,500	103%	\$7,010	\$0
51	11683P	2020	LEXUS	NX300	9	Trade on New	Yes	\$	38,983	\$	38,200	102%	\$883	\$896
52	37062P	2019	LEXUS	IS300	12	Trade on New	Yes	\$	31,789	\$	31,789	100%	\$1,398	\$1,342
53	2000583L	2022	LEXUS	NX250	5	Loaner	Yes	\$	38,989	\$	38,989	103%	\$7,458	\$439

Scoreboard Totals

% Retailed of Non-Franchise Make	50%
Total # Retail Units	101
Avg. Days to Sale	16.1
Avg. Advertised Price (Time of Sale)	\$ 32,142
Avg. Transaction Price	\$ 31,562
Avg. Market Price at 100%	\$ 32,558
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 580
Avg. Front-End Gross	\$ 2,114
Avg. Finance Gross	\$ 2,344
PUVR	\$ 4,458
Total Gross (Units & PUVR)	\$ 450,210
GROI	316%
% with Trade	34%
Avg. Over/Under Allowance	\$106



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	101	0	0
Avg. Days to Sale	16.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,142	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,562	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,558	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 580	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,114	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,344	#DIV/0!	#DIV/0!
PUVR	\$ 4,458	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 450,210	#DIV/0!	#DIV/0!
GROI	316%	#DIV/0!	#DIV/0!
% with Trade	34%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	106	#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	101	0	0
Avg. Days to Sale	16.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,142	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,562	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,558	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 580	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,114	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,344	#DIV/0!	#DIV/0!
PUVR	\$ 4,458	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 450,210	#DIV/0!	#DIV/0!
GROI	316%	#DIV/0!	#DIV/0!
% with Trade	34%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	106	#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	101	0	0
Avg. Days to Sale	16.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,142	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,562	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,558	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 580	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,114	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,344	#DIV/0!	#DIV/0!
PUVR	\$ 4,458	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 450,210	#DIV/0!	#DIV/0!
GROI	316%	#DIV/0!	#DIV/0!
% with Trade	34%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	106	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	101	35	66
Avg. Days to Sale	16.1	10.8	18.9
Avg. Advertised Price (Time of Sale)	\$ 32,142	\$ 39,490	\$ 27,463
Avg. Transaction Price	\$ 31,562	\$ 39,292	\$ 27,463
Avg. Market Price at 100%	\$ 32,558	\$ 39,168	\$ 28,839
Avg. Price to Market % (Time of Sale)	99%	101%	95%
Avg. Transaction to Market	97%	100%	95%
Avg. Transactional Discount	\$ 580	\$ 197	\$ 782
Avg. Front-End Gross	\$ 2,114	\$ 2,594	\$ 1,859
Avg. Finance Gross	\$ 2,344	\$ 2,994	\$ 1,999
PUVR	\$ 4,458	\$ 5,589	\$ 3,858
Total Gross (Units & PUVR)	\$ 450,210	\$ 195,603	\$ 254,607
GROI	316%	474%	268%
% with Trade	34%	34%	33%
Avg. Over/Under Allowance	106	62	130



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	101	51	50
Avg. Days to Sale	16.1	9.9	22.4
Avg. Advertised Price (Time of Sale)	\$ 32,142	\$ 36,758	\$ 26,505
Avg. Transaction Price	\$ 31,562	\$ 36,520	\$ 26,505
Avg. Market Price at 100%	\$ 32,558	\$ 36,787	\$ 27,962
Avg. Price to Market % (Time of Sale)	99%	100%	95%
Avg. Transaction to Market	97%	99%	95%
Avg. Transactional Discount	\$ 580	\$ 237	\$ 929
Avg. Front-End Gross	\$ 2,114	\$ 2,532	\$ 1,687
Avg. Finance Gross	\$ 2,344	\$ 2,848	\$ 1,830
PUVR	\$ 4,458	\$ 5,380	\$ 3,517
Total Gross (Units & PUVR)	\$ 450,210	\$ 274,383	\$ 175,827
GROI	316%	536%	213%
% with Trade	34%	37%	30%
Avg. Over/Under Allowance	106	159	52



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	101	48	24
% of Retail Units	100%	48%	24%
% Retailed of Non-New Franchise	50%	50%	75%
Avg. Days to Sale	16.1	15.7	24.9
Avg. Transaction Price	\$ 31,562	\$ 33,154	\$ 26,001
Avg. Transaction to Market %	97%	98%	95%
Avg. Transactional Discount	\$ 580	\$ 509	\$ 776
Avg. Front End Gross	\$ 2,114	\$ 2,163	\$ 2,018
Avg. Finance Gross	\$ 2,344	\$ 2,489	\$ 1,890
PUVR	\$ 4,458	\$ 4,652	\$ 3,908
Total Gross (Units & PUVR)	\$ 450,210	\$ 223,307	\$ 93,781
GROI	316%	322%	217%
% with Trade	34%	38%	38%
Avg. Over/Under Allowance	106	156	31



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
9	5	6	9
9%	5%	6%	9%
33%	100%	0%	0%
11.6	18.2	8.7	3.1
\$ 40,796	\$ 30,410	\$ 37,804	\$ 25,152
98%	97%	102%	93%
\$ 702	\$ 1,670	\$ 64	\$ 48
\$ 1,906	\$ 1,491	\$ 5,636	\$ 311
\$ 2,625	\$ 338	\$ 2,599	\$ 3,443
\$ 4,532	\$ 1,830	\$ 8,234	\$ 3,754
\$ 40,784	\$ 9,148	\$ 49,405	\$ 33,785
346%	119%	905%	1727%
22%	40%	50%	0%
0	100	333	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	101	90	8
% of Retail Units	100%	89%	8%
% Retailed of Non-New Franchise	50%	43%	100%
Avg. Days to Sale	16.1	13.1	34.3
Avg. Transaction Price	\$ 31,562	\$ 32,093	\$ 28,098
Avg. Transaction to Market %	97%	98%	91%
Avg. Transactional Discount	\$ 580	\$ 473	\$ 1,736
Avg. Front End Gross	\$ 2,114	\$ 2,178	\$ 1,497
Avg. Finance Gross	\$ 2,344	\$ 2,444	\$ 1,772
PUVR	\$ 4,458	\$ 4,623	\$ 3,269
Total Gross (Units & PUVR)	\$ 450,210	\$ 416,029	\$ 26,154
GROI	316%	396%	122%
% with Trade	34%	34%	38%
Avg. Over/Under Allowance	106	108	125



46-60 days	61-90 days	90+ days
1	2	0
1%	2%	0%
100%	100%	#DIV/0!
47.0	62.0	#DIV/0!
\$ 25,683	\$ 24,499	#DIV/0!
94%	94%	#DIV/0!
\$ 1,101	\$ 501	#DIV/0!
\$ 1,382	\$ 2,027	#DIV/0!
\$ -	\$ 1,296	#DIV/0!
\$ 1,382	\$ 3,323	#DIV/0!
\$ 1,382	\$ 6,645	#DIV/0!
41%	79%	#DIV/0!
0%	0%	#DIV/0!
0	0	#DIV/0!