









Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	754411	2022	Toyota	4RUNNER	42	Auction/Wholesale	Yes	\$ 46,995	\$ 45,849	101%	\$1,758	\$2,802
2	45816A	2008	Toyota	RAV4	16	Trade on New	No	\$ 11,995	\$ 11,027	109%	\$2,857	\$0
3	754438	2021	Toyota	VENZA	19	Auction/Wholesale	No	\$ 42,995	\$ 42,295	102%	\$2,226	\$3,186
4	754044B	2020	Dodge	CHARGER	13	Trade on Used	No	\$ 36,995	\$ 35,995	107%	\$3,038	\$4,458
5	45849A	2022	Lexus	ES	15	Trade on New	No	\$ 50,995	\$ 48,995	107%	\$1,107	\$2,215
6	754406	2020	Toyota	HIGHLANDER	53	Auction/Wholesale	Yes	\$ 42,995	\$ 42,995	95%	(\$109)	\$8,428
7	45787A	2015	Nissan	VERSA	16	Trade on New	No	\$ 11,995	\$ 10,995	94%	\$2,895	\$624
8	45829A	2013	Honda	CR-V	13	Trade on New	No	\$ 17,995	\$ 17,995	99%	\$3,012	\$204
9	45585A	2015	Nissan	VERSA	102	Trade on New	No	\$ 9,949	\$ 9,949	96%	\$1,880	\$573
10	45733A	2022	Toyota	COROLLA	33	Trade on New	Yes	\$ 24,549	\$ 24,549	101%	\$1,234	\$4,608
11	754397	2013	Hyundai	SONATA HY	64	Auction/Wholesale	No	\$ 15,949	\$ 15,853	117%	(\$920)	\$0
12	45667A	2016	Toyota	CAMRY	60	Trade on New	No	\$ 23,349	\$ 22,649	109%	\$1,500	\$6,058
13	754333	2015	Toyota	PRIUS	125	Auction/Wholesale	No	\$ 28,995	\$ 23,895	138%	(\$3,186)	\$4,420
14	754410	2021	Toyota	CAMRY	45	Auction/Wholesale	Yes	\$ 27,349	\$ 27,349	101%	(\$992)	\$1,023
15	754423	2021	Toyota	RAV4 PRIM	35	Auction/Wholesale	Yes	\$ 55,995	\$ 55,995	100%	\$1,658	\$5,308
16	754416	2022	Toyota	VENZA LIM	49	Auction/Wholesale	Yes	\$ 49,649	\$ 49,649	107%	(\$1,038)	\$3,272
17	754390	2020	Toyota	RAV4	66	Rental Fleet (Enterprise, etc.)	No	\$ 30,449	\$ 30,449	96%	(\$142)	\$5,197
18	754354	2022	Toyota	SIENNA	117	Auction/Wholesale	Yes	\$ 58,849	\$ 57,949	99%	(\$3,847)	\$0
19	754378	2015	Honda	CR-V	80	Auction/Wholesale	No	\$ 23,349	\$ 23,000	98%	(\$1,972)	\$2,188
20	754449	2023	Toyota	RAV4	22	Auction/Wholesale	Yes	\$ 47,449	\$ 46,347	108%	\$1,402	\$770
21	45783A	2013	Toyota	HIGHLANDER	18	Trade on New	No	\$ 18,995	\$ 18,500	110%	\$2,534	\$325
22	45433A	2021	Dodge	CHALLENGER	49	Trade on New	No	\$ 33,649	\$ 33,649	90%	\$4,177	\$1,860
23	754430	2019	Toyota	HIGHLANDER	35	Auction/Wholesale	Yes	\$ 35,995	\$ 35,500	96%	\$2,107	\$0
24	45721A	2021	Toyota	RAV4	29	Trade on New	Yes	\$ 41,995	\$ 41,995	101%	\$3,257	\$6,485
25	45824A	2017	Toyota	4RUNNER	10	Trade on New	Yes	\$ 40,995	\$ 40,995	105%	\$7,339	\$861
26	754386	2021	Toyota	CAMRY	77	Auction/Wholesale	No	\$ 26,995	\$ 26,995	102%	\$4,349	\$3,695
27	754448	2021	Toyota	VENZA	28	Auction/Wholesale	Yes	\$ 43,995	\$ 43,295	109%	\$1,328	\$3,775
28	754482	2021	Toyota	VENZA	7	Auction/Wholesale	Yes	\$ 45,995	\$ 45,995	103%	\$2,391	\$1,048
29	754311	2017	Honda	CIVIC SED	152	Auction/Wholesale	No	\$ 18,949	\$ 18,949	94%	(\$4,162)	\$1,534
30	45656A	2018	Toyota	TACOMA	49	Trade on New	Yes	\$ 29,849	\$ 29,849	94%	\$103	\$990

31	754472	2021	Mini	HARDTOP 2	18	Auction/Wholesale	No	\$ 46,449	\$ 45,649	106%	\$2,571	\$617
32	45825A	2020	Toyota	TACOMA 4WD	16	Trade on New	Yes	\$ 42,995	\$ 41,995	105%	\$3,041	\$2,362
33	754405	2022	Toyota	RAV4 PRIME	79	Auction/Wholesale	Yes	\$ 63,995	\$ 63,995	109%	\$4,664	\$3,575
34	754483	2023	Toyota	RAV4	14	Auction/Wholesale	Yes	\$ 43,995	\$ 43,645	105%	\$5,513	\$1,940
35	45771A	2020	Subaru	CROSSTREK	19	Trade on New	No	\$ 31,995	\$ 31,995	108%	\$2,837	\$6,611
36	754373	2018	Nissan	LEAF	99	Auction/Wholesale	No	\$ 21,949	\$ 21,949	96%	(\$1,623)	\$0
37	754485	2018	Toyota	PRIUS PRIME	14	Auction/Wholesale	Yes	\$ 33,995	\$ 33,995	106%	\$3,272	\$1,598
38	754408	2020	Toyota	TACOMA	66	Auction/Wholesale	Yes	\$ 40,995	\$ 40,995	98%	\$747	\$5,146
39	45824B	2017	Toyota	LANDCRUISER	11	Trade on Used	Yes	\$ 66,995	\$ 66,995	102%	\$7,678	\$8,862
40	45911A	2022	Kia	SORENTO HYBRID	10	Trade on New	No	\$ 42,995	\$ 42,165	107%	\$1,311	\$7,004
41	754437	2023	Toyota	RAV4	48	Auction/Wholesale	Yes	\$ 48,995	\$ 44,500	111%	(\$906)	\$2,866
42	45659A	2019	Toyota	TACOMA	97	Trade on New	Yes	\$ 37,949	\$ 37,449	96%	\$1,434	\$1,888
43	45825B	2016	Toyota	TACOMA	15	Trade on Used	No	\$ 34,995	\$ 34,695	104%	\$5,160	\$4,689
44	754362	2022	Toyota	RAV4	132	Auction/Wholesale	Yes	\$ 37,949	\$ 37,949	98%	(\$1,745)	\$2,457
45	754480	2022	Toyota	RAV4	25	Auction/Wholesale	Yes	\$ 45,749	\$ 45,449	99%	\$1,388	\$2,270
46	754458	2022	Toyota	CAMRY	37	Auction/Wholesale	Yes	\$ 32,995	\$ 31,058	114%	(\$1,003)	\$0
47	754498	2021	Toyota	PRIUS	13	Auction/Wholesale	Yes	\$ 34,995	\$ 34,995	119%	\$2,576	\$4,050
48	45817A	2011	Subaru	OUTBACK	32	Trade on New	No	\$ 12,995	\$ 10,995	102%	\$1,742	\$0
49	754442	2020	Nissan	MAXIMA	51	Auction/Wholesale	No	\$ 38,995	\$ 38,995	124%	\$727	\$4,571
50	754476	2022	Toyota	VENZA XLE	37	Auction/Wholesale	Yes	\$ 45,649	\$ 45,000	110%	\$623	\$3,057
51	754396	2022	Toyota	GR86	95	Auction/Wholesale	Yes	\$ 33,349	\$ 33,349	95%	\$1,903	\$5,735
52	754346	2020	Hyundai	SONATA HYBRID	153	Auction/Wholesale	No	\$ 26,649	\$ 26,649	101%	(\$1,976)	\$1,032
53	754482A	2007	Acura	TL	16	Trade on Used	No	\$ 12,995	\$ 12,995	125%	\$3,091	\$215

## Scoreboard Totals

% Retailed of Non-Franchise Make	31%
Total # Retail Units	93
Avg. Days to Sale	43.5
Avg. Advertised Price (Time of Sale)	\$ 34,735
Avg. Transaction Price	\$ 34,241
Avg. Market Price at 100%	\$ 32,926
Avg. Price to Market % (Time of Sale)	105%
Avg. Transaction to Market	104%
Avg. Transactional Discount	\$ 494
Avg. Front-End Gross	\$ 1,517
Avg. Finance Gross	\$ 2,841
PUVR	\$ 4,358
Total Gross (Units & PUVR)	\$ 405,268
GROI	105%
% with Trade	22%
Avg. Over/Under Allowance	\$1,326



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	31%	#DIV/0!	#DIV/0!
Total # Retail Units	93	0	0
Avg. Days to Sale	43.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,735	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,241	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,926	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 494	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,517	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,841	#DIV/0!	#DIV/0!
PUVR	\$ 4,358	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 405,268	#DIV/0!	#DIV/0!
GROI	105%	#DIV/0!	#DIV/0!
% with Trade	22%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,326	#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	31%	#DIV/0!	#DIV/0!
Total # Retail Units	93	0	0
Avg. Days to Sale	43.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,735	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,241	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,926	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 494	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,517	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,841	#DIV/0!	#DIV/0!
PUVR	\$ 4,358	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 405,268	#DIV/0!	#DIV/0!
GROI	105%	#DIV/0!	#DIV/0!
% with Trade	22%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,326	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	31%	#DIV/0!	#DIV/0!
Total # Retail Units	93	0	0
Avg. Days to Sale	43.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,735	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,241	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,926	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 494	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,517	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,841	#DIV/0!	#DIV/0!
PUVR	\$ 4,358	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 405,268	#DIV/0!	#DIV/0!
GROI	105%	#DIV/0!	#DIV/0!
% with Trade	22%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,326	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	93	53	40
Avg. Days to Sale	43.5	38.5	50.2
Avg. Advertised Price (Time of Sale)	\$ 34,735	\$ 40,927	\$ 25,970
Avg. Transaction Price	\$ 34,241	\$ 40,484	\$ 25,970
Avg. Market Price at 100%	\$ 32,926	\$ 39,129	\$ 25,030
Avg. Price to Market % (Time of Sale)	105%	105%	104%
Avg. Transaction to Market	104%	103%	104%
Avg. Transactional Discount	\$ 494	\$ 443	\$ 561
Avg. Front-End Gross	\$ 1,517	\$ 1,560	\$ 1,460
Avg. Finance Gross	\$ 2,841	\$ 3,261	\$ 2,284
PUVR	\$ 4,358	\$ 4,821	\$ 3,744
Total Gross (Units & PUVR)	\$ 405,268	\$ 255,489	\$ 149,779
GROI	105%	111%	103%
% with Trade	22%	25%	18%
Avg. Over/Under Allowance	1,326	1,408	1,175



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	93	64	29
Avg. Days to Sale	43.5	40.2	50.9
Avg. Advertised Price (Time of Sale)	\$ 34,735	\$ 39,013	\$ 24,839
Avg. Transaction Price	\$ 34,241	\$ 38,501	\$ 24,839
Avg. Market Price at 100%	\$ 32,926	\$ 37,098	\$ 24,164
Avg. Price to Market % (Time of Sale)	105%	105%	103%
Avg. Transaction to Market	104%	104%	103%
Avg. Transactional Discount	\$ 494	\$ 512	\$ 455
Avg. Front-End Gross	\$ 1,517	\$ 1,593	\$ 1,349
Avg. Finance Gross	\$ 2,841	\$ 3,212	\$ 2,021
PUVR	\$ 4,358	\$ 4,806	\$ 3,369
Total Gross (Units & PUVR)	\$ 405,268	\$ 307,555	\$ 97,713
GROI	105%	112%	96%
% with Trade	22%	20%	24%
Avg. Over/Under Allowance	1,326	1,408	1,175



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	93	24	8
% of Retail Units	100%	26%	9%
% Retailed of Non-New Franchise	31%	46%	75%
Avg. Days to Sale	43.5	33.2	17.8
Avg. Transaction Price	\$ 34,241	\$ 28,851	\$ 29,875
Avg. Transaction to Market %	104%	101%	102%
Avg. Transactional Discount	\$ 494	\$ 514	\$ 734
Avg. Front End Gross	\$ 1,517	\$ 2,431	\$ 3,891
Avg. Finance Gross	\$ 2,841	\$ 2,605	\$ 3,016
PUVR	\$ 4,358	\$ 5,036	\$ 6,907
Total Gross (Units & PUVR)	\$ 405,268	\$ 120,859	\$ 55,259
GROI	105%	189%	469%
% with Trade	22%	17%	38%
Avg. Over/Under Allowance	1,326	2,375	1,000



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	57	3	0
0%	61%	3%	0%
#DIV/0!	21%	0%	#DIV/0!
#DIV/0!	52.9	8.3	#DIV/0!
#DIV/0!	\$ 37,430	\$ 29,667	#DIV/0!
#DIV/0!	105%	97%	#DIV/0!
#DIV/0!	\$ 399	\$ 1,662	#DIV/0!
#DIV/0!	\$ 746	\$ 3,072	#DIV/0!
#DIV/0!	\$ 2,881	\$ 2,701	#DIV/0!
#DIV/0!	\$ 3,628	\$ 5,773	#DIV/0!
#DIV/0!	\$ 206,775	\$ 17,320	#DIV/0!
#DIV/0!	66%	841%	#DIV/0!
#DIV/0!	21%	33%	#DIV/0!
#DIV/0!	1,085	1,000	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	1	0
0%	1%	0%
#DIV/0!	0%	#DIV/0!
#DIV/0!	66.0	#DIV/0!
#DIV/0!	\$ 30,449	#DIV/0!
#DIV/0!	96%	#DIV/0!
#DIV/0!	\$ -	#DIV/0!
#DIV/0!	\$ (142)	#DIV/0!
#DIV/0!	\$ 5,197	#DIV/0!
#DIV/0!	\$ 5,055	#DIV/0!
#DIV/0!	\$ 5,055	#DIV/0!
#DIV/0!	91%	#DIV/0!
#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	93	41	18
% of Retail Units	100%	44%	19%
% Retailed of Non-New Franchise	31%	29%	28%
Avg. Days to Sale	43.5	16.8	37.3
Avg. Transaction Price	\$ 34,241	\$ 36,419	\$ 33,627
Avg. Transaction to Market %	104%	105%	104%
Avg. Transactional Discount	\$ 494	\$ 567	\$ 399
Avg. Front End Gross	\$ 1,517	\$ 2,973	\$ 1,447
Avg. Finance Gross	\$ 2,841	\$ 2,950	\$ 2,851
PUVR	\$ 4,358	\$ 5,923	\$ 4,298
Total Gross (Units & PUVR)	\$ 405,268	\$ 242,851	\$ 77,372
GROI	105%	349%	123%
% with Trade	22%	22%	22%
Avg. Over/Under Allowance	1,326	1,191	1,450



46-60 days	61-90 days	90+ days
13	10	11
14%	11%	12%
23%	30%	55%
51.3	71.4	118.9
\$ 36,833	\$ 28,988	\$ 28,840
104%	103%	98%
\$ 626	\$ 44	\$ 632
\$ 743	\$ (163)	\$ (1,354)
\$ 3,485	\$ 2,705	\$ 1,777
\$ 4,228	\$ 2,542	\$ 423
\$ 54,966	\$ 25,422	\$ 4,658
81%	44%	4%
31%	0%	27%
1,250	#DIV/0!	1,667