

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Same Brand as New	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	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	434023A	2019	RAM	1500	21	Trade on New	YES	Yes	\$ 44,995	\$ 43,000		\$9,485	\$2,191
2	222337A	2020	NISSAN	SENTRA	156	Trade on New	YES	No	\$ 23,995	\$ 23,995		\$3,583	\$893
3	71248R	2022	HYUNDAI	KONA	145	htal Fleet (Enterprise, e	YES	No	\$ 27,995	\$ 27,995		\$5,960	\$0
4	513122A	2019	SUBARU	WRX	3	Trade on New	YES	No	\$ 44,995	\$ 36,000		\$6,025	\$0
5	508366A	2017	MITSUBISHI	OUTLANDER	2	Trade on New	YES	No	\$ 14,995	\$ 14,495		\$5,025	\$86
6	778208A	2021	LEXUS	IS	23	Trade on New	YES	No	\$ 44,995	\$ 40,680		\$6,105	\$919
7	9963R	2021	FORD	F-150	147	htal Fleet (Enterprise, e	YES	No	\$ 41,995	\$ 36,995		\$7,353	\$1,245
8	569479A	2019	JEEP	GRAND CHEROKE	2	Trade on New	No	Yes	\$ 34,995	\$ 22,000		\$925	\$0
9	500958A	2019	TOYOTA	TACOMA	5	Trade on New	YES	No	\$ 38,995	\$ 33,795		\$5,379	\$1,742
10	515110A	2018	RAM	2500	15	Trade on New	YES	Yes	\$ 64,995	\$ 63,995		\$11,173	\$141
11	106075A	2021	BMW	X3	27	Trade on New	YES	No	\$ 64,995	\$ 50,995		\$8,482	\$1,141
12	171042B	2005	NISSAN	ALTIMA	44	Trade on Used	No	No	\$ 1,809	\$ 1,809		\$1,698	\$0
13	501080A	2017	TOYOTA	COROLLA	14	Trade on New	No	No	\$ 19,995	\$ 15,079		\$4,713	\$0
14	466126A	2014	CHEVROLET	SILVERADO	75	Trade on New	No	No	\$ 20,995	\$ 14,109		\$187	\$0
15	225251A	2017	TOYOTA	HIGHLANDER	12	Trade on New	No	No	\$ 27,995	\$ 25,210		\$1,804	\$0
16	770055A	2017	JEEP	GRAND CHEROKE	2	Trade on New	YES	Yes	\$ 54,995	\$ 52,745		\$9,172	\$0
17	512169A	2021	TOYOTA	TACOMA	1	Trade on New	YES	No	\$ 40,995	\$ 41,894		\$5,210	\$2,089
18	26949P	2010	MAZDA	CX9	0	LBO Customer	No	No	\$ 5,000	\$ 4,601		\$1,991	\$0
19	03166R	2019	JEEP	WRANGLER	98	htal Fleet (Enterprise, e	No	Yes	\$ 43,995	\$ 39,812		(\$55)	\$0
20	506482A	2010	JEEP	WRANGLER	10	Trade on New	No	Yes	\$ 10,995	\$ 9,010		\$3,825	\$0
21	540928A	2013	KIA	FORTE	11	Trade on New	No	No	\$ 4,995	\$ 3,850		\$2,112	\$0
22	521142A	2020	JEEP	COMPASS	209	Trade on New	YES	Yes	\$ 24,995	\$ 22,300		\$788	\$1,140
23	501070A	2019	BMW	X5	1	Trade on New	No	No	\$ 44,995	\$ 43,600		\$1,000	\$0
24	190058A	2017	DODGE	DURANGO	12	Trade on New	No	Yes	\$ 17,995	\$ 16,833		\$2,525	\$0
25	500960A	2016	HYUNDAI	VELOSTER	15	Trade on New	No	No	\$ 15,995	\$ 10,750		\$4,454	\$0
26	559892B	2011	JEEP	WRANGLER	11	Trade on Used	No	Yes	\$ 9,999	\$ 9,010		\$825	\$0
27	526680A	2016	MAZDA	3	9	Trade on New	No	No	\$ 7,995	\$ 7,010		(\$175)	\$0
28	237722A	2015	JEEP	RENEGADE	11	Trade on New	No	Yes	\$ 6,500	\$ 6,383		\$3,198	\$0
29	501073A	2016	RAM	1500	3	Trade on New	YES	Yes	\$ 29,995	\$ 29,000		\$5,847	\$0
30	754833A	2015	JEEP	GRAND CHEROKE	0	Trade on New	YES	Yes	\$ 21,500	\$ 20,400		\$1,889	\$0
31	67819P	2018	JEEP	COMPASS	290	LBO Customer	YES	Yes	\$ 21,995	\$ 17,995		(\$2,575)	\$506
32	462081A	2019	TOYOTA	RAV4	102	Trade on New	YES	No	\$ 32,995	\$ 24,228		\$0	\$0
33	515110B	2012	TOYOTA	TUNDRA	9	Trade on Used	No	No	\$ 15,995	\$ 14,311		\$1,126	\$0

34	71248RA	2010	MINI	COOPER	12	Trade on New	No	No	\$ 3,500	\$ 3,010		\$23,254	\$0
35	443204A	2022	JEEP	COMPASS	50	Trade on New	YES	Yes	\$ 29,995	\$ 28,469		\$4,826	\$2,095
36	501076A	2022	TOYOTA	RAV4	0	Trade on New	YES	No	\$ 43,995	\$ 41,495		\$5,980	\$296
37	13890I	2022	TOYOTA	COROLLA	57	Other	YES	No	\$ 28,995	\$ 27,995		\$1,469	\$4,105
38	181478B	2020	RAM	1500	5	Trade on Used	YES	Yes	\$ 50,995	\$ 40,995		\$7,741	\$250
39	N70764A	2016	LAND ROVER	LR4	187	Trade on New	YES	No	\$ 28,995	\$ 25,000		(\$1,230)	\$0
40	161799A	2020	GENESIS	G70	327	Trade on New	YES	No	\$ 39,995	\$ 24,050		(\$1,200)	\$0
41	508365A	2020	JEEP	WRANGLER	11	Trade on New	YES	Yes	\$ 42,995	\$ 39,156		\$3,855	\$0
42	500944A	2020	FORD	F-150	27	Trade on New	YES	No	\$ 43,995	\$ 42,295		\$4,537	\$0
43	744056A	2021	BMW	X3	40	Trade on New	YES	No	\$ 59,995	\$ 55,995		\$5,515	\$388
44	204413A	2021	JEEP	GRAND CHEROKE	5	Trade on New	YES	Yes	\$ 41,995	\$ 36,500		\$5,724	\$0
45	346279A	2020	JEEP	COMPASS	52	Trade on New	YES	Yes	\$ 23,995	\$ 25,995		\$1,485	\$1,984
46	509748B	2021	MITSUBISHI	OUTLANDER	124	Trade on Used	YES	No	\$ 28,995	\$ 26,057		\$1,694	\$679
47	283310A	2020	DODGE	DURANGO	202	Trade on New	No	Yes	\$ 39,995	\$ 27,275			
48	448317B	2016	JEEP	WRANGLER	42	Trade on Used	YES	Yes	\$ 30,995	\$ 29,000		\$6,547	\$667
49	407444A	2022	NISSAN	PATHFINDER	22	Trade on New	YES	No	\$ 54,995	\$ 52,000		\$6,452	\$800
50	235613A	2021	JEEP	GRAND CHEROKE	20	Trade on New	YES	Yes	\$ 34,995	\$ 33,995		\$4,938	\$3,240
51	508373A	2019	JEEP	COMPASS	23	Trade on New	YES	Yes	\$ 26,995	\$ 24,495		\$4,622	\$1,694
52	161803A	2021	RAM	1500	303	Trade on New	YES	Yes	\$ 31,995	\$ 24,995		\$5,546	\$0
53	500967A	2022	TOYOTA	TACOMA	32	Trade on New	YES	No	\$ 46,995	\$ 46,995		\$7,500	\$3,699

Scoreboard Totals

% Retailed of Non-Franchise Make	51%
Total # Retail Units	161
Avg. Days to Sale	39.0
Avg. Advertised Price (Time of Sale)	\$ 31,699
Avg. Transaction Price	\$ 29,318
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ 2,381
Avg. Front-End Gross	\$ 4,102
Avg. Finance Gross	\$ 668
PUVR	\$ 4,741
Total Gross (Units & PUVR)	\$ 763,233
GROI	149%
% with Trade	13%
Avg. Over/Under Allowance	\$2,048



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	51%	#DIV/0!	#DIV/0!
Total # Retail Units	161	0	0
Avg. Days to Sale	39.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,699	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,318	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2,381	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,102	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 668	#DIV/0!	#DIV/0!
PUVR	\$ 4,741	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 763,233	#DIV/0!	#DIV/0!
GROI	149%	#DIV/0!	#DIV/0!
% with Trade	13%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,048	#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	51%	#DIV/0!	#DIV/0!
Total # Retail Units	161	0	0
Avg. Days to Sale	39.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,699	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,318	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2,381	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,102	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 668	#DIV/0!	#DIV/0!
PUVR	\$ 4,741	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 763,233	#DIV/0!	#DIV/0!
GROI	149%	#DIV/0!	#DIV/0!
% with Trade	13%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,048	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	51%	#DIV/0!	#DIV/0!
Total # Retail Units	161	0	0
Avg. Days to Sale	39.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,699	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,318	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2,381	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,102	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 668	#DIV/0!	#DIV/0!
PUVR	\$ 4,741	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 763,233	#DIV/0!	#DIV/0!
GROI	149%	#DIV/0!	#DIV/0!
% with Trade	13%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,048	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	161	101	60
Avg. Days to Sale	39.0	43.2	32.0
Avg. Advertised Price (Time of Sale)	\$ 31,699	\$ 38,762	\$ 17,246
Avg. Transaction Price	\$ 29,318	\$ 36,489	\$ 17,246
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2,381	\$ 2,273	\$ 2,563
Avg. Front-End Gross	\$ 4,102	\$ 5,123	\$ 2,353
Avg. Finance Gross	\$ 668	\$ 1,059	\$ -
PUVR	\$ 4,741	\$ 6,182	\$ 2,314
Total Gross (Units & PUVR)	\$ 763,233	\$ 624,418	\$ 138,815
GROI	149%	141%	151%
% with Trade	13%	20%	2%
Avg. Over/Under Allowance	2,048	2,831	535



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	161	79	82
Avg. Days to Sale	39.0	41.3	36.8
Avg. Advertised Price (Time of Sale)	\$ 31,699	\$ 35,749	\$ 25,973
Avg. Transaction Price	\$ 29,318	\$ 32,790	\$ 25,973
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2,381	\$ 2,959	\$ 1,825
Avg. Front-End Gross	\$ 4,102	\$ 4,212	\$ 3,997
Avg. Finance Gross	\$ 668	\$ 764	\$ 578
PUVR	\$ 4,741	\$ 4,913	\$ 4,575
Total Gross (Units & PUVR)	\$ 763,233	\$ 388,119	\$ 375,114
GROI	149%	131%	172%
% with Trade	13%	14%	12%
Avg. Over/Under Allowance	2,048	2,392	1,710



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	161	129	15
% of Retail Units	100%	80%	9%
% Retailed of Non-New Franchise	51%	48%	73%
Avg. Days to Sale	39.0	35.1	30.4
Avg. Transaction Price	\$ 29,318	\$ 29,786	\$ 17,507
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2,381	\$ 2,364	\$ 2,378
Avg. Front End Gross	\$ 4,102	\$ 4,323	\$ 3,250
Avg. Finance Gross	\$ 668	\$ 722	\$ 168
PUVR	\$ 4,741	\$ 5,006	\$ 3,418
Total Gross (Units & PUVR)	\$ 763,233	\$ 645,724	\$ 51,273
GROI	149%	173%	231%
% with Trade	13%	12%	7%
Avg. Over/Under Allowance	2,048	2,214	423



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	0	2	11
0%	0%	1%	7%
#DIV/0!	#DIV/0!	0%	55%
#DIV/0!	#DIV/0!	57.5	67.3
#DIV/0!	#DIV/0!	\$ 75,098	\$ 30,191
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	\$ 3,898	\$ 2,259
#DIV/0!	#DIV/0!	\$ 3,073	\$ 3,028
#DIV/0!	#DIV/0!	\$ 273	\$ 560
#DIV/0!	#DIV/0!	\$ 3,346	\$ 3,588
#DIV/0!	#DIV/0!	\$ 6,691	\$ 39,469
#DIV/0!	#DIV/0!	28%	64%
#DIV/0!	#DIV/0!	100%	18%
#DIV/0!	#DIV/0!	-1,038	2,989

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	3	1
0%	2%	1%
#DIV/0!	67%	100%
#DIV/0!	130.0	57.0
#DIV/0!	\$ 34,934	\$ 27,995
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,061	\$ 1,000
#DIV/0!	\$ 4,419	\$ 1,469
#DIV/0!	\$ 415	\$ 4,105
#DIV/0!	\$ 4,834	\$ 5,574
#DIV/0!	\$ 14,502	\$ 5,574
#DIV/0!	38%	126%
#DIV/0!	33%	0%
#DIV/0!	-331	3,436

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	161	105	11
% of Retail Units	100%	65%	7%
% Retailed of Non-New Franchise	51%	52%	45%
Avg. Days to Sale	39.0	12.6	37.8
Avg. Transaction Price	\$ 29,318	\$ 26,899	\$ 35,451
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 2,381	\$ 1,810	\$ 629
Avg. Front End Gross	\$ 4,102	\$ 4,862	\$ 4,587
Avg. Finance Gross	\$ 668	\$ 651	\$ 1,350
PUVR	\$ 4,741	\$ 5,513	\$ 5,937
Total Gross (Units & PUVR)	\$ 763,233	\$ 578,895	\$ 65,310
GROI	149%	584%	159%
% with Trade	13%	12%	9%
Avg. Over/Under Allowance	2,048	2,367	3,277



46-60 days	61-90 days	90+ days
6	7	21
4%	4%	13%
17%	43%	48%
55.2	73.0	176.2
\$ 37,992	\$ 29,440	\$ 32,575
#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,503	\$ 5,984	\$ 5,324
\$ 3,453	\$ 1,281	\$ 1,606
\$ 1,361	\$ 283	\$ 520
\$ 4,813	\$ 1,564	\$ 2,126
\$ 28,880	\$ 10,945	\$ 44,640
83%	26%	13%
17%	14%	14%
2,672	-190	827