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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	PW563203B	15	Chevrolet	SUBURBAN	3		NO	\$ 29,790	\$ 29,040	94%	2782.01	300
2	NL182953A	21	Cadillac	ESCALADE	33		NO	\$ 101,210	\$ 96,050	97%	465	0
3	PLS104045	20	Ram	1500	71		YES	\$ 38,750	\$ 38,750	112%	1823.24	2597.91
4	N8575792E	19	FORD	MUSTANG	20		NO	\$ 39,110	\$ 39,110	100%	1308.95	0
5	LN129149C	20	Chevrolet	MALIBU	5		NO	\$ 22,790	\$ 22,790	110%	2401.91	2220
6	PNL140107	22	JEEP	GLADIATOR	15		YES	\$ 52,650	\$ 48,788	107%	3815.45	3449
7	NG160792B	16	FORD	SUPER	34		NO	\$ 45,160	\$ 45,160	107%	2857.35	2344
8	MC595467A	14	HONDA	ODYSSEY	22		NO	\$ 19,140	\$ 19,140	100%	3076.42	0
9	NS205998I	17	Ram	1500	12		YES	\$ 42,790	\$ 37,929	109%	2107.45	3054
10	NN444010A	22	DODGE	CHARGER	9		YES	\$ 35,490	\$ 35,490	96%	1957.5	4487.47
11	N8631036A	17	FORD	EXPLORER	91		NO	\$ 21,790	\$ 21,790	100%	-907.25	1958.86
12	NS205998C	18		ATLAS	79		NO	\$ 28,875	\$ 28,178	104%	-794.25	700
13	NL182954B	18	JEEP	CHEROKEE	9		YES	\$ 21,995	\$ 26,780	115%	8478.71	2409
14	PLT188828	20	DODGE	JOURNEY	77		YES	\$ 26,589	\$ 24,790	127%	2006.6	1120
15	KN717990A	20	Chevrolet	SILVERADO	77		NO	\$ 36,360	\$ 36,360	99%	-3535.51	4521
16	LT188828A	20	NISSAN	ROGUE	1		NO	\$ 24,790	\$ 24,790	116%	3365.88	2518.65
17	PLH149607	20	DODGE	CHARGER	78		YES	\$ 31,975	\$ 31,875	125%	-1261.9	2700
18	PC503050A	17	NISSAN	MAXIMA	7		NO	\$ 25,790	\$ 25,712	113%	2864.07	1039
19	NN213034A	20	RAM	1500	77		YES	\$ 39,890	\$ 39,890	98%	890.49	800
20	NS168065A	19	JEEP	GRAND	95		YES	\$ 28,840	\$ 28,840	87%	-396.76	4549.31
21	NR173007C	17	RAM	1500	34		NO	\$ 30,325	\$ 27,120	105%	4642.7	2578
22	KC556516B	19	FORD	EXPLORER	80		NO	\$ 26,740	\$ 26,662	98%	-2305.47	0
23	KT656629A	15	JEEP	WRANGLER	36		YES	\$ 27,170	\$ 26,420	83%	-2193.77	600
24	LS104045A	21		PACIFICA	10		YES	\$ 33,790	\$ 33,753	101%	285.09	1800
25	KN873391A	17	RAM	1500	51		YES	\$ 29,280	\$ 29,280	98%	-1345.43	3245
26	KC740479A	20	JEEP	CHEROKEE	1		YES	\$ 31,790	\$ 32,436	140%	2739.13	1025

27	NN440310A	14	RAM	1500	1		YES	\$	31,790	\$	28,283	136%	6659.64	2324
28	NL182953C	21	DODGE	DURANGO	1		YES	\$	94,710	\$	94,710	104%	2504.39	0
29	NN353972A	21	RAM	2500	29		YES	\$	71,970	\$	71,970	119%	456.55	1291.87
30	LN129149D	19	NISSAN	SENTRA	11		NO	\$	17,970	\$	17,970	99%	757.21	1355
31	NC223786A	22	DODGE	CHARGER	3		YES	\$	59,790	\$	57,830	92%	3631.6	1425
32	NN402467A	22	RAM	1500	27		YES	\$	58,420	\$	58,420	100%	10006.89	3410
33	PMRA47354	21	FORD	BRONCO	27		NO	\$	36,210	\$	36,210	104%	1946.49	1505
34	NL182953D	18	DODGE	DURANGO	4		YES	\$	39,790	\$	39,790	123%	1311.54	2825
35	NT187215A	17	JEEP	CHEROKEE	5		YES	\$	20,475	\$	18,929	107%	1408.78	500
36	NC223786B	22	JEEP	RENEGADE	6		YES	\$	33,800	\$	33,800	108%	-1822.62	4602.32
37	PLC145839	20	DODGE	DURANGO	57		YES	\$	30,460	\$	30,460	103%	-27.26	2625
38	NS205998J	19		JETTA	13		NO	\$	19,020	\$	19,020	97%	-2263.69	3271.43
39	NN301494B	22	RAM	1500	42		YES	\$	48,270	\$	48,270	99%	-620	0
40	NH196165B	18	JEEP	GRAND	88		YES	\$	30,790	\$	30,790	119%	-981.63	0
41	PLH156125	20	DODGE	CHARGER	65		YES	\$	30,100	\$	26,790	105%	-1376.01	1765.44
42	NL164430A	15	FORD	F-150	10		NO	\$	16,790	\$	16,790	84%	4755.33	0
43	NN391821B	17	DODGE	DURANGO	25		YES	\$	24,790	\$	23,790	117%	3022.39	1425
44	NL182953B	22	JEEP	GRAND	9		YES	\$	96,720	\$	96,720	91%	-1818.1	4838.01
45	MRA47354A	14		SONATA	6		NO	\$	16,790	\$	16,790	109%	3448.71	3099
46	PW571889C	20	JEEP	GRAND	28		YES	\$	34,775	\$	29,000	92%	350.5	2370
47	NS155040A	19	NISSAN	FRONTIER	1		NO	\$	26,875	\$	26,875	114%	2452.56	2729.88
48	NN372787A	19	RAM	1500	35		YES	\$	44,790	\$	44,790	118%	-2412.15	2025
49	PMH629162	21	DODGE	CHARGER	28		YES	\$	37,990	\$	35,990	107%	980.31	3714
50	KC740479B	17	Chevrolet	MALIBU	14		NO	\$	14,790	\$	14,789	88%	3529	2336.32
51	NC223786C	21	DODGE	CHARGER	1		YES	\$	48,790	\$	48,790	105%	6717.69	2995
52	MRA47354B	12	TOYOTA	FJ	6		NO	\$	19,790	\$	19,290	69%	2015.68	0
53	PLG283455	20	RAM	2500	15		YES	\$	64,740	\$	64,662	98%	1413.68	0

Scoreboard Totals

% Retailed of Non-Franchise Make	34%
Total # Retail Units	189
Avg. Days to Sale	33.8
Avg. Advertised Price (Time of Sale)	\$ 36,096
Avg. Transaction Price	\$ 35,451
Avg. Market Price at 100%	\$ 35,926
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 645
Avg. Front-End Gross	\$ 1,810
Avg. Finance Gross	\$ 2,036
PUVR	\$ 3,865
Total Gross (Units & PUVR)	\$ 730,445
GROI	116%
% with Trade	52%
Avg. Over/Under Allowance	(\$7)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	34%	#DIV/0!	#DIV/0!
Total # Retail Units	189	0	0
Avg. Days to Sale	33.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,096	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,451	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 35,926	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 645	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,810	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,036	#DIV/0!	#DIV/0!
PUVR	\$ 3,865	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 730,445	#DIV/0!	#DIV/0!
GROI	116%	#DIV/0!	#DIV/0!
% with Trade	52%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-7	#DIV/0!	#DIV/0!



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Scoreboard

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Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	34%	#DIV/0!	#DIV/0!
Total # Retail Units	189	0	0
Avg. Days to Sale	33.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,096	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,451	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 35,926	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 645	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,810	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,036	#DIV/0!	#DIV/0!
PUVR	\$ 3,865	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 730,445	#DIV/0!	#DIV/0!
GROI	116%	#DIV/0!	#DIV/0!
% with Trade	52%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-7	#DIV/0!	#DIV/0!



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Scoreboard

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Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	34%	#DIV/0!	#DIV/0!
Total # Retail Units	189	0	0
Avg. Days to Sale	33.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,096	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,451	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 35,926	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 645	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,810	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,036	#DIV/0!	#DIV/0!
PUVR	\$ 3,865	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 730,445	#DIV/0!	#DIV/0!
GROI	116%	#DIV/0!	#DIV/0!
% with Trade	52%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-7	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	189	125	75
Avg. Days to Sale	33.8	34.6	32.5
Avg. Advertised Price (Time of Sale)	\$ 36,096	\$ 39,152	\$ 30,605
Avg. Transaction Price	\$ 35,451	\$ 38,382	\$ 30,605
Avg. Market Price at 100%	\$ 35,926	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 645	\$ 769	\$ 440
Avg. Front-End Gross	\$ 1,810	\$ 2,136	\$ 1,266
Avg. Finance Gross	\$ 2,036	\$ 2,152	\$ 1,842
PUVR	\$ 3,865	\$ 4,322	\$ 3,108
Total Gross (Units & PUVR)	\$ 730,445	\$ 540,289	\$ 233,126
GROI	116%	117%	112%
% with Trade	52%	53%	44%
Avg. Over/Under Allowance	-7	-9	-3



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	189	125	64
Avg. Days to Sale	33.8	35.0	32.0
Avg. Advertised Price (Time of Sale)	\$ 36,096	\$ 38,697	\$ 33,253
Avg. Transaction Price	\$ 35,451	\$ 38,042	\$ 33,253
Avg. Market Price at 100%	\$ 35,926	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 645	\$ 655	\$ 693
Avg. Front-End Gross	\$ 1,810	\$ 2,172	\$ 1,372
Avg. Finance Gross	\$ 2,036	\$ 2,160	\$ 1,904
PUVR	\$ 3,865	\$ 4,367	\$ 3,276
Total Gross (Units & PUVR)	\$ 730,445	\$ 545,921	\$ 209,653
GROI	116%	118%	111%
% with Trade	52%	52%	50%
Avg. Over/Under Allowance	-7	-9	-57



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	189	0	0
% of Retail Units	100%	0%	0%
% Retailed of Non-New Franchise	34%	#DIV/0!	#DIV/0!
Avg. Days to Sale	33.8	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,451	#DIV/0!	#DIV/0!
Avg. Transaction to Market %	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 645	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 1,810	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,036	#DIV/0!	#DIV/0!
PUVR	\$ 3,865	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 730,445	#DIV/0!	#DIV/0!
GROI	116%	#DIV/0!	#DIV/0!
% with Trade	52%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-7	#DIV/0!	#DIV/0!



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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	189	114	26
% of Retail Units	100%	60%	14%
% Retailed of Non-New Franchise	34%	32%	46%
Avg. Days to Sale	33.8	11.8	36.8
Avg. Transaction Price	\$ 35,451	\$ 37,173	\$ 35,261
Avg. Transaction to Market %	99%	#DIV/0!	96%
Avg. Transactional Discount	\$ 645	\$ 624	\$ 924
Avg. Front End Gross	\$ 1,810	\$ 2,595	\$ 666
Avg. Finance Gross	\$ 2,036	\$ 2,147	\$ 1,878
PUVR	\$ 3,865	\$ 4,743	\$ 2,544
Total Gross (Units & PUVR)	\$ 730,445	\$ 540,675	\$ 66,145
GROI	116%	388%	70%
% with Trade	52%	52%	35%
Avg. Over/Under Allowance	-7	-39	181



46-60 days	61-90 days	90+ days
14	34	12
7%	18%	6%
29%	24%	33%
52.6	73.6	101.7
\$ 28,917	\$ 31,634	\$ 37,623
103%	#DIV/0!	96%
\$ 157	\$ 617	\$ 887
\$ 81	\$ 1,028	\$ 1,057
\$ 2,021	\$ 1,763	\$ 2,106
\$ 2,102	\$ 2,791	\$ 3,162
\$ 29,429	\$ 94,899	\$ 37,948
50%	43%	30%
43%	50%	67%
-213	-77	333