

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	
1	G2549A	2022	BUICK	ENCLAVE	11	Trade on New	NO	Yes	\$ 52,200	\$ 52,200	98%	\$6,484	\$1,500
2	G2586A	2015	Chevrolet	SILVERADO	2	Trade on New	NO	No	\$ 30,995	\$ 30,995	90%	\$5,423	\$0
3	B3628B	2019	HONDA	CRV	72	Trade on Used	NO	No	\$ 24,652	\$ 23,312	88%	\$758	\$2,650
4	S9654A	2019	HONDA	CRV	5	Trade on Used	NO	No	\$ 27,202	\$ 26,500	102%	\$2,428	\$128
5	B3663B	2019	NISSAN	SENTRA	34	Trade on Used	NO	No	\$ 16,999	\$ 16,100	98%	\$1,199	\$1,078
6	G2614A	2016	RAM	1500	32	Trade on New	NO	No	\$ 29,202	\$ 28,068	101%	\$1,501	\$4,248
7	B3724A	2012	JEEP	PATRIOT	26	Trade on New	NO	No	\$ 8,452	\$ 7,732	104%	\$3,165	\$0
8	G2637B	2022	Chevrolet	COLORADO	5	Trade on Used	NO	No	\$ 39,480	\$ 39,480	96%	\$2,418	\$3,065
9	G2649A	2020	GMC	2500	6	Trade on New	NO	Yes	\$ 66,000	\$ 66,000	96%	\$7,729	\$11,581
10	S9480A	2019	SUBARU	CROSSTREK	61	Trade on New	NO	No	\$ 23,352	\$ 22,117	93%	\$1,800	\$4,105
11	20057	2021	GMC	YUKON XL	7	Street/Curb Buy	No	Yes	\$ 65,375	\$ 65,375	106%	(\$1,313)	\$0
12	G2535B	2017	GMC	SIERRA	4	Trade on Used	NO	Yes	\$ 42,000	\$ 42,000	96%	\$7,428	\$7,338
13	S9626A	2021	TOYOTA	TACOMA	7	Trade on New	NO	No	\$ 31,282	\$ 31,282	99%	\$2,200	
14	s9551a	2021	SUBARU	outback	24	TRADE ON NEW	no	YES	\$ 35,752	\$ 33,079	105%	\$800	\$2,947
15	B3719A	2017	Dodge	DURANGO	20	Trade on New	NO	No	\$ 19,859	\$ 19,859	87%	\$3,169	\$1,265
16	G2612B	2021	GMC	SIERRA	30	Trade on Used	NO	Yes	\$ 57,500	\$ 57,500	95%	\$5,928	\$3,248
17	G2578D	2017	TOYOTA	TUNDRA	43	Trade on New	NO	No	\$ 36,999	\$ 34,000	92%	\$2,798	\$178
18	B3691A	2016	Honda	PILOT	30	Trade on New	NO	No	\$ 24,202	\$ 23,872	98%	\$2,300	\$5,355
19	G2535C	2019	SUBARU	CROSSTREK	6	Trade on Used	NO	No	\$ 26,689	\$ 26,689	96%	\$5,285	\$3,881
20	B3717A	2019	NISSAN	PATHFINDER	28	Trade on New	NO	No	\$ 21,201	\$ 18,817	99%	\$115	\$1,894
21	G2549B	2016	FORD	EXPLORER	11	Trade on Used	NO	No	\$ 18,205	\$ 18,205	96%	\$6,633	\$1,107
22	S9604A	2020	SUBARU	FORESTER	8	Trade on New	NO	No	\$ 33,927	\$ 33,927	96%	\$2,855	\$1,781
23	G2695A	2022	FORD	F250	23	Trade on New	NO	No	\$ 65,772	\$ 65,772	97%	\$3,100	\$2,253
24	G2598A	2023	GMC	YUKKON	5	Trade on New	NO	Yes	\$ 88,000	\$ 88,000	105%	\$8,428	\$4,110
25	G2612A	2017	RAM	1500	16	Trade on New	NO	No	\$ 29,652	\$ 28,772	94%	\$4,095	\$2,246
26	S9689A	2015	SUBARU	FORESTER	6	Trade on New	NO	No	\$ 9,702	\$ 9,401	85%	\$2,190	\$2,190
27	G2529A	2019	GMC	CANYON	37	Trade on New	NO	Yes	\$ 37,202	\$ 36,422	100%	\$2,350	\$0
28	S9357B	2020	MAZDA	CX5	52	Trade on Used	NO	No	\$ 22,372	\$ 22,372	85%	\$5,000	\$945
29	G2645A	2023	Volkswagen	TAOS	25	Trade on New	NO	No	\$ 30,500	\$ 30,500	94%	\$3,428	\$178
30	S9601A	2020	SUBARU	CROSSTREK	36	Trade on New	NO	No	\$ 25,505	\$ 23,505	95%	\$500	\$485
31	B3687A	2019	BUICK	ENCLAVE	43	Trade on New	NO	Yes	\$ 26,702	\$ 25,801	95%	\$1,800	\$1,702
32	S9606A	2018	SUBARU	outback	14	Trade on New	NO	No	\$ 26,852	\$ 25,360	99%	\$2,288	\$250
33	G2624B	2019	RAM	1500	36	Trade on New	NO	No	\$ 28,972	\$ 28,972	94%	\$1,500	\$2,077
34	S9652A	2019	SUBARU	CROSSTREK	9	Trade on New	NO	No	\$ 24,999	\$ 23,493	98%	\$2,296	\$430
35	S9593A	2018	SUBARU	FORESTER	50	Trade on New	NO	No	\$ 25,279	\$ 25,279	95%	\$3,400	\$2,459
36	G2578B	2019	HONDA	ODYSSEY	37	Trade on Used	NO	No	\$ 27,531	\$ 27,531	97%	\$6,084	\$3,876
37	G2646A	2020	FORD	F150	34	Trade on New	NO	No	\$ 36,699	\$ 36,699	93%	\$2,400	\$227
38	G2513C	2012	JEEP	WRANGLER	23	Trade on Used	NO	No	\$ 18,274	\$ 18,274	92%	\$2,202	\$1,641
39	S9649A	2017	FORD	FUSION	17	Trade on New	NO	No	\$ 10,002	\$ 9,078	95%	\$2,006	\$0
40	S9604A	2017	kia	forte	11	Trade on New	no	No	\$ 19,937	\$ 19,931	99%	\$1,327	\$0

41	s9649a	2017	FORD	FOCUS	17	Trade on New	NO	No	\$ 9,078	\$ 9,078	77%	\$2,006	\$0
42	G2513C	2012	JEEP	WRANGLER	23	Trade on Used	NO	No	\$ 18,274	\$ 18,274	89%	\$2,002	\$1,642
43	G2646A	2020	FORD	F 150	34	Trade on New	NO	No	\$ 36,699	\$ 36,699	90%	\$2,402	\$227
44	20011	2019	TOYOTA	TUNDRA	68	TRAD ON NEW	NO	No	\$ 44,187	\$ 44,187	94%	\$4,999	\$2,805
45	G2704B	2022	JEEP	GRAND	7	Trade on Used	NO	No	\$ 73,500	\$ 73,000	93%	\$3,628	\$399
46	G2578B	2019	HONDA	ODYSSEY	37	Trade on Used	NO	No	\$ 27,531	\$ 27,537	95%	\$6,084	\$3,876
47	G2699D	2019	GMC	2500HD	2	Trade on New	NO	Yes	\$ 44,000	\$ 44,000	98%	\$3,800	\$0
48	S9583A	2018	SUBARU	FORESTER	50	Trade on New	NO	No	\$ 25,729	\$ 25,279	93%	\$3,400	\$2,459
49	S9652A	2019	SUBARU	CROSSTREK	9	Trade on New	NO	No	\$ 23,473	\$ 23,473	95%	\$2,296	\$430
50	G2614A	2016	RAM	1500	32	Trade on New	NO	No	\$ 28,068	\$ 28,068	99%	\$1,500	\$4,228
51	B3663A	2019	NISSAN	SENTRA	34	Trade on New	NO	No	\$ 16,999	\$ 16,191	92%	\$1,199	\$1,078
52	20057	2021	GMC	YUKON XL	7	Street/Curb Buy	NO	Yes	\$ 65,735	\$ 65,735	99%	(\$1,322)	\$0
53	S9480A	2019	SUBARU	CROSSTREK	61	Trade on New	NO	No	\$ 22,117	\$ 22,117	93%	\$1,800	\$4,105

Scoreboard Totals

% Retailed of Non-Franchise Make	67%
Total # Retail Units	200
Avg. Days to Sale	24.6
Avg. Advertised Price (Time of Sale)	\$ 30,821
Avg. Transaction Price	\$ 30,263
Avg. Market Price at 100%	\$ 31,824
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 559
Avg. Front-End Gross	\$ 2,992
Avg. Finance Gross	\$ 1,931
PUVR	\$ 4,681
Total Gross (Units & PUVR)	\$ 936,180
GROI	227%
% with Trade	21%
Avg. Over/Under Allowance	\$1,430



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	67%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	24.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,821	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,263	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 31,824	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 559	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,992	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,931	#DIV/0!	#DIV/0!
PUVR	\$ 4,681	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 936,180	#DIV/0!	#DIV/0!
GROI	227%	#DIV/0!	#DIV/0!
% with Trade	21%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,430	#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	67%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	24.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,821	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,263	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 31,824	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 559	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,992	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,931	#DIV/0!	#DIV/0!
PUVR	\$ 4,681	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 936,180	#DIV/0!	#DIV/0!
GROI	227%	#DIV/0!	#DIV/0!
% with Trade	21%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,430	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	67%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	24.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,821	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,263	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 31,824	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 559	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,992	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,931	#DIV/0!	#DIV/0!
PUVR	\$ 4,681	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 936,180	#DIV/0!	#DIV/0!
GROI	227%	#DIV/0!	#DIV/0!
% with Trade	21%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,430	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	200
Avg. Days to Sale	24.6	#DIV/0!	24.6
Avg. Advertised Price (Time of Sale)	\$ 30,821	#DIV/0!	\$ 30,263
Avg. Transaction Price	\$ 30,263	#DIV/0!	\$ 30,263
Avg. Market Price at 100%	\$ 31,824	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 559	#DIV/0!	\$ 559
Avg. Front-End Gross	\$ 2,992	#DIV/0!	\$ 2,992
Avg. Finance Gross	\$ 1,931	#DIV/0!	\$ 1,931
PUVR	\$ 4,681	#DIV/0!	\$ 4,681
Total Gross (Units & PUVR)	\$ 936,180	#DIV/0!	\$ 936,180
GROI	227%	#DIV/0!	227%
% with Trade	21%	#DIV/0!	21%
Avg. Over/Under Allowance	1,430	#DIV/0!	1,430



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	66	134
Avg. Days to Sale	24.6	22.8	25.4
Avg. Advertised Price (Time of Sale)	\$ 30,821	\$ 41,888	\$ 24,949
Avg. Transaction Price	\$ 30,263	\$ 41,051	\$ 24,949
Avg. Market Price at 100%	\$ 31,824	#DIV/0!	\$ 26,333
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	95%
Avg. Transaction to Market	95%	#DIV/0!	95%
Avg. Transactional Discount	\$ 559	\$ 837	\$ 422
Avg. Front-End Gross	\$ 2,992	\$ 3,432	\$ 2,775
Avg. Finance Gross	\$ 1,931	\$ 2,413	\$ 1,697
PUVR	\$ 4,681	\$ 5,517	\$ 4,269
Total Gross (Units & PUVR)	\$ 936,180	\$ 364,102	\$ 572,078
GROI	227%	213%	242%
% with Trade	21%	24%	19%
Avg. Over/Under Allowance	1,430	1,390	1,460



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	125	59
% of Retail Units	100%	63%	30%
% Retailed of Non-New Franchise	67%	69%	71%
Avg. Days to Sale	24.6	25.0	22.4
Avg. Transaction Price	\$ 30,263	\$ 29,934	\$ 28,791
Avg. Transaction to Market %	95%	94%	95%
Avg. Transactional Discount	\$ 559	\$ 685	\$ 454
Avg. Front End Gross	\$ 2,992	\$ 3,038	\$ 2,890
Avg. Finance Gross	\$ 1,931	\$ 1,849	\$ 2,099
PUVR	\$ 4,681	\$ 4,665	\$ 4,740
Total Gross (Units & PUVR)	\$ 936,180	\$ 583,152	\$ 279,641
GROI	227%	225%	265%
% with Trade	21%	18%	20%
Avg. Over/Under Allowance	1,430	1,497	1,233



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
13	1	0	0
7%	1%	0%	0%
31%	0%	#DIV/0!	#DIV/0!
13.5	209.0	#DIV/0!	#DIV/0!
\$ 38,310	\$ 36,999	#DIV/0!	#DIV/0!
#DIV/0!	108%	#DIV/0!	#DIV/0!
\$ (50)	\$ -	#DIV/0!	#DIV/0!
\$ 2,856	\$ 927	#DIV/0!	#DIV/0!
\$ 1,602	\$ 2,874	#DIV/0!	#DIV/0!
\$ 4,088	\$ 3,801	#DIV/0!	#DIV/0!
\$ 53,138	\$ 3,801	#DIV/0!	#DIV/0!
285%	18%	#DIV/0!	#DIV/0!
23%	100%	#DIV/0!	#DIV/0!
1,800	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	200	142	27
% of Retail Units	100%	71%	14%
% Retailed of Non-New Franchise	67%	63%	78%
Avg. Days to Sale	24.6	12.5	36.5
Avg. Transaction Price	\$ 30,263	\$ 30,154	\$ 29,677
Avg. Transaction to Market %	95%	#DIV/0!	93%
Avg. Transactional Discount	\$ 559	\$ 617	\$ 623
Avg. Front End Gross	\$ 2,992	\$ 3,367	\$ 2,454
Avg. Finance Gross	\$ 1,931	\$ 1,937	\$ 1,581
PUVR	\$ 4,681	\$ 5,304	\$ 4,034
Total Gross (Units & PUVR)	\$ 936,180	\$ 753,130	\$ 108,931
GROI	227%	505%	134%
% with Trade	21%	22%	22%
Avg. Over/Under Allowance	1,430	1,371	267



46-60 days	61-90 days	90+ days
14	10	5
7%	5%	3%
86%	60%	80%
51.8	71.2	141.2
\$ 28,606	\$ 34,423	\$ 33,235
92%	93%	94%
\$ 412	\$ 88	\$ 136
\$ 2,746	\$ 2,168	\$ (1,430)
\$ 2,310	\$ 2,563	\$ 2,480
\$ 5,056	\$ 4,731	\$ 1,050
\$ 70,785	\$ 47,306	\$ 5,249
123%	69%	8%
14%	10%	20%
6,500	3,000	0