

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	RBU1408	2021	NISSAN	ROGUE	2	Trade on New	Yes	\$ 25,998	\$ 25,998	104%	\$1,655	\$2,592
2	RBU1330	2015	TOYOTA	COROLLA	36	Trade on New	No	\$ 11,998	\$ 10,999	92%	\$2,029	\$1,008
3	RBU1400	2017	NISSAN	ROGUE	11	Trade on New	Yes	\$ 18,898	\$ 17,925	101%	\$389	\$5,067
4	RBU1273	2022	NISSAN	PATHFINDER	71	Loaner	Yes	\$ 38,298	\$ 38,400	101%	\$1,992	\$1,038
5	RBU1424	2022	NISSAN	PATHFINDER	1	Other	Yes	\$ 41,098	\$ 43,599	102%	\$3,782	\$3,534
6	RBU1407	2020	NISSAN	ROGUE	10	Trade on New	Yes	\$ 25,547	\$ 25,775	106%	\$3,305	\$2,034
7	RBU1386	2020	NISSAN	MAXIMA	12	Trade on New	Yes	\$ 33,998	\$ 34,210	103%	\$914	\$5,220
8	RBU1213	2013	SUBARU	FORRESTER	103	Trade on New	No	\$ 11,788	\$ 11,857	104%	\$1,030	\$1,020
9	RBU1367	2020	NISSAN	SENTRA	23	Trade on New	Yes	\$ 21,998	\$ 24,750	104%	\$3,642	\$3,833
10	RBU1406	2019	NISSAN	SENTRA	13	Trade on New	Yes	\$ 18,198	\$ 18,700	106%	\$1,500	\$3,415
11	RBU1339	2020	NISSAN	SENTRA	36	Trade on New	Yes	\$ 20,998	\$ 22,222	106%	\$1,727	\$4,683
12	RBU1435	2019	NISSAN	SENTRA	4	Trade on Used	Yes	\$ 19,898	\$ 19,904	105%	\$2,872	\$3,011
13	RBU1365	2020	NISSAN	ALTIMA	28	Trade on New	Yes	\$ 25,998	\$ 25,898	108%	\$2,526	\$2,366
14	RBU1397	2020	NISSAN	ROGUE SPORT	19	Trade on New	Yes	\$ 23,598	\$ 23,199	101%	\$1,878	\$2,690
15	RBU1415	2017	NISSAN	MURANO	16	Street/Curb Buy	No	\$ 16,998	\$ 15,175	101%	\$1,374	\$2,106
16	RBU1360	2022	NISSAN	ROGUE SPORT	32	Loaner	Yes	\$ 28,898	\$ 29,737	104%	\$1,920	\$0
17	RBU1359	2014	NISSAN	TITAN	33	Trade on New	No	\$ 25,898	\$ 26,695	111%	\$3,458	\$3,530
18	RBU1398	2008	NISSAN	ALTIMA	22	Trade on Used	No	\$ 7,998	\$ 7,042	109%	\$1,235	\$0
19	RBU1410	2010	HYUNDAI	SANTA FE	33	Trade on Used	No	\$ 8,998	\$ 9,038	100%	\$2,206	\$0
20	RBU1448	2020	NISSAN	ROGUE	2	Trade on New	Yes	\$ 24,898	\$ 24,484	106%	\$1,384	\$1,915
21	RBU1417	2019	NISSAN	ROGUE	18	Trade on New	Yes	\$ 26,398	\$ 27,418	105%	\$1,299	\$2,582
22	RBU1354	2004	TOYOTA	AVALON	40	Trade on Used	No	\$ 5,498	\$ 5,498	94%	\$2,178	\$0
23	RBU1459	2020	NISSAN	ALTIMA	1	Other	No	\$ 18,998	\$ 19,004	102%	\$4,226	\$1,463
24	RBU1442	2011	NISSAN	XTERRA	7	Street/Curb Buy	No	\$ 12,498	\$ 12,352	104%	\$4,226	\$1,463
25	RBU1411	2015	FORD	ESCAPE	22	Trade on Used	No	\$ 13,298	\$ 13,550	104%	\$2,132	\$1,495
26	RBU1463	2022	NISSAN	MAXIMA	1	Other	Yes	\$ 35,888	\$ 35,547	106%	\$1,091	\$740
27	RBU1449	2020	NISSAN	FRONTIER	5	Other	Yes	\$ 32,298	\$ 32,664	107%	\$2,288	\$906

28	RBU1412	2020	JEEP	GRND CHROKEE	24	Trade on New	No	\$	35,398	\$	35,000	102%	\$1,990	\$1,572
29	RBU1420	2020	HONDA	CRV	20	Trade on New	No	\$	27,198	\$	26,600	108%	\$1,991	\$1,218
30	RBU1242	2020	Chevrolet	TRAVERSE	106	Trade on New	No	\$	39,298	\$	39,648	104%	\$3,702	\$400
31	RBU1423	2019	NISSAN	MURANO	17	Street/Curb Buy	Yes	\$	27,698	\$	27,435	105%	\$3,148	\$1,633
32	RBU1475	2020	INFINITI	QX60	1	LBO Customer	No	\$	29,052	\$	29,052	97%	\$225	\$1,461
33	RBU1399	2020	NISSAN	ALTIMA	31	Trade on New	Yes	\$	22,698	\$	21,565	105%	\$2,161	\$5,397
34	RBU1368	2020	NISSAN	MURANO	40	Trade on Used	Yes	\$	25,288	\$	26,470	104%	\$2,360	\$1,079
35	RBU1366	2022	NISSAN	PATHFINDER	45	Loaner	Yes	\$	45,998	\$	43,750	103%	\$1,273	\$2,709
36	RBU1295	2012	VOLKSWAGEN	JETTA	78	Trade on Used	No	\$	8,298	\$	8,999	106%	\$3,166	\$0
37	RBU1455	2022	NISSAN	ROGUE SPORT	12	Loaner	Yes	\$	28,498	\$	28,830	103%	\$1,865	\$1,659
38	RBU1447	2013	NISSAN	ROGUE	25	Street/Curb Buy	No	\$	11,498	\$	12,420	110%	\$2,680	\$2,380
39	RBU1473	2020	NISSAN	ROGUE	14	Trade on New	Yes	\$	23,798	\$	25,999	106%	\$3,766	\$4,522
40	RBU1491	2020	NISSAN	PATHFINDER	1	Other	Yes	\$	28,852	\$	28,852	102%	\$2,056	\$0
41	RBU1166	2022	NISSAN	ROGUE	149	Loaner	Yes	\$	34,388	\$	35,303	100%	\$1,480	\$266
42	RBU1485	2020	SUBARU	IMPREZA	6	Trade on New	No	\$	25,998	\$	22,493	107%	\$1,523	\$970
43	RBU1493	2020	NISSAN	SENTRA	8	Trade on New	Yes	\$	22,898	\$	22,888	111%	\$3,032	\$0
44	RBU1274	2016	HONDA	ACCORD	101	Trade on New	No	\$	15,598	\$	15,300	100%	\$1,950	\$783
45	RBU1334	2018	HONDA	PILOT	68	Trade on New	No	\$	30,698	\$	31,775	103%	\$2,468	\$3,065
46	RBU1384	2020	HYUNDAI	ELANTRA	47	Trade on New	No	\$	19,098	\$	20,500	103%	\$3,971	\$1,630
47	RBU1488	2012	Chevrolet	EXPRESS	2	Other	No	\$	17,998	\$	15,801	95%	\$5,286	\$1,252
48	RBU1510	2020	NISSAN	SENTRA	7	Trade on New	Yes	\$	22,298	\$	22,675	105%	\$2,101	\$4,655
49	RBU1457	2023	NISSAN	ROGUE	23	Loaner	Yes	\$	34,598	\$	34,300	105%	\$2,861	\$2,004
50	RBU1416	2021	NISSAN	SENTRA	39	Trade on New	Yes	\$	25,798	\$	27,900	107%	\$3,458	\$5,340
51	RBU1499	2020	NISSAN	ALTIMA	6	Trade on New	Yes	\$	23,298	\$	27,194	105%	\$2,543	\$1,246
52	RBU1489	2020	NISSAN	PATHFINDER	12	Trade on New	Yes	\$	27,198	\$	28,147	101%	\$2,141	\$1,306
53	RBU1310	2013	LEXUS	GS350	87	Trade on Used	No	\$	15,793	\$	15,793	97%	\$1,930	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	31%
Total # Retail Units	64
Avg. Days to Sale	30.0
Avg. Advertised Price (Time of Sale)	\$ 23,337
Avg. Transaction Price	\$ 23,484
Avg. Market Price at 100%	\$ 22,644
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	104%
Avg. Transactional Discount	\$ (146)
Avg. Front-End Gross	\$ 2,143
Avg. Finance Gross	\$ 1,977
PUVR	\$ 4,120
Total Gross (Units & PUVR)	\$ 263,673
GROI	210%
% with Trade	31%
Avg. Over/Under Allowance	\$113



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	64	0	0
Avg. Days to Sale	30.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,337	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 23,484	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 22,644	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (146)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,143	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,977	#DIV/0!	#DIV/0!
PUVR	\$ 4,120	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 263,673	#DIV/0!	#DIV/0!
GROI	210%	#DIV/0!	#DIV/0!
% with Trade	31%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	113	#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	64	0	0
Avg. Days to Sale	30.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,337	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 23,484	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 22,644	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (146)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,143	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,977	#DIV/0!	#DIV/0!
PUVR	\$ 4,120	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 263,673	#DIV/0!	#DIV/0!
GROI	210%	#DIV/0!	#DIV/0!
% with Trade	31%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	113	#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	64	0	0
Avg. Days to Sale	30.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,337	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 23,484	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 22,644	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (146)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,143	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,977	#DIV/0!	#DIV/0!
PUVR	\$ 4,120	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 263,673	#DIV/0!	#DIV/0!
GROI	210%	#DIV/0!	#DIV/0!
% with Trade	31%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	113	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	64	36	28
Avg. Days to Sale	30.0	20.0	43.0
Avg. Advertised Price (Time of Sale)	\$ 23,337	\$ 26,735	\$ 18,700
Avg. Transaction Price	\$ 23,484	\$ 27,205	\$ 18,700
Avg. Market Price at 100%	\$ 22,644	\$ 25,751	\$ 18,623
Avg. Price to Market % (Time of Sale)	103%	104%	100%
Avg. Transaction to Market	104%	106%	100%
Avg. Transactional Discount	\$ (146)	\$ (470)	\$ 270
Avg. Front-End Gross	\$ 2,143	\$ 2,117	\$ 2,176
Avg. Finance Gross	\$ 1,977	\$ 2,523	\$ 1,275
PUVR	\$ 4,120	\$ 4,640	\$ 3,451
Total Gross (Units & PUVR)	\$ 263,673	\$ 167,057	\$ 96,616
GROI	210%	307%	155%
% with Trade	31%	44%	14%
Avg. Over/Under Allowance	113	119	88



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	64	44	20
Avg. Days to Sale	30.0	19.7	52.9
Avg. Advertised Price (Time of Sale)	\$ 23,337	\$ 24,585	\$ 20,219
Avg. Transaction Price	\$ 23,484	\$ 24,968	\$ 20,219
Avg. Market Price at 100%	\$ 22,644	\$ 23,629	\$ 20,439
Avg. Price to Market % (Time of Sale)	103%	104%	99%
Avg. Transaction to Market	104%	106%	99%
Avg. Transactional Discount	\$ (146)	\$ (383)	\$ 375
Avg. Front-End Gross	\$ 2,143	\$ 2,208	\$ 2,000
Avg. Finance Gross	\$ 1,977	\$ 2,376	\$ 1,100
PUVR	\$ 4,120	\$ 4,584	\$ 3,100
Total Gross (Units & PUVR)	\$ 263,673	\$ 201,674	\$ 61,999
GROI	210%	336%	104%
% with Trade	31%	41%	10%
Avg. Over/Under Allowance	113	106	175



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	64	33	9
% of Retail Units	100%	52%	14%
% Retailed of Non-New Franchise	31%	33%	67%
Avg. Days to Sale	30.0	30.2	53.7
Avg. Transaction Price	\$ 23,484	\$ 24,458	\$ 13,809
Avg. Transaction to Market %	104%	106%	101%
Avg. Transactional Discount	\$ (146)	\$ (298)	\$ 20
Avg. Front End Gross	\$ 2,143	\$ 2,205	\$ 1,886
Avg. Finance Gross	\$ 1,977	\$ 2,490	\$ 649
PUVR	\$ 4,120	\$ 4,695	\$ 2,535
Total Gross (Units & PUVR)	\$ 263,673	\$ 154,921	\$ 22,813
GROI	210%	229%	123%
% with Trade	31%	42%	0%
Avg. Over/Under Allowance	113	104	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	0	6	1
8%	0%	9%	2%
0%	#DIV/0!	0%	100%
19.2	#DIV/0!	55.3	1.0
\$ 16,106	#DIV/0!	\$ 35,053	\$ 29,052
106%	#DIV/0!	103%	97%
\$ 52	#DIV/0!	\$ 60	\$ -
\$ 2,641	#DIV/0!	\$ 1,899	\$ 225
\$ 1,726	#DIV/0!	\$ 1,279	\$ 1,461
\$ 4,367	#DIV/0!	\$ 3,178	\$ 1,686
\$ 21,834	#DIV/0!	\$ 19,067	\$ 1,686
508%	#DIV/0!	59%	2089%
40%	#DIV/0!	50%	0%
0	#DIV/0!	100	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	10
0%	0%	16%
#DIV/0!	#DIV/0!	20%
#DIV/0!	#DIV/0!	1.5
#DIV/0!	#DIV/0!	\$ 25,169
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	\$ (34)
#DIV/0!	#DIV/0!	\$ 2,259
#DIV/0!	#DIV/0!	\$ 2,076
#DIV/0!	#DIV/0!	\$ 4,335
#DIV/0!	#DIV/0!	\$ 43,352
#DIV/0!	#DIV/0!	4134%
#DIV/0!	#DIV/0!	10%
#DIV/0!	#DIV/0!	500

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	64	41	11
% of Retail Units	100%	64%	17%
% Retailed of Non-New Franchise	31%	17%	27%
Avg. Days to Sale	30.0	10.6	36.0
Avg. Transaction Price	\$ 23,484	\$ 23,800	\$ 21,548
Avg. Transaction to Market %	104%	104%	104%
Avg. Transactional Discount	\$ (146)	\$ (136)	\$ (260)
Avg. Front End Gross	\$ 2,143	\$ 2,178	\$ 2,231
Avg. Finance Gross	\$ 1,977	\$ 2,179	\$ 2,254
PUVR	\$ 4,120	\$ 4,357	\$ 4,485
Total Gross (Units & PUVR)	\$ 263,673	\$ 178,639	\$ 49,340
GROI	210%	623%	208%
% with Trade	31%	34%	36%
Avg. Over/Under Allowance	113	114	75



46-60 days	61-90 days	90+ days
1	6	5
2%	9%	8%
100%	83%	80%
47.0	71.7	123.2
\$ 20,500	\$ 24,928	\$ 24,018
111%	102%	99%
\$ (1,402)	\$ 18	\$ 74
\$ 3,971	\$ 2,044	\$ 1,411
\$ 1,630	\$ 1,342	\$ 545
\$ 5,601	\$ 3,386	\$ 1,956
\$ 5,601	\$ 20,313	\$ 9,780
209%	68%	24%
0%	0%	40%
#DIV/0!	#DIV/0!	175