

[illegible]

New Car Franchise(s)

Chevrolet

Chevrolet

Chevrolet

Chevrolet

Chevrolet

[illegible]

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)	Market Price at 100%	Transaction to Market (%)	Transactional Discount (\$)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	Yes	\$ 15,000	\$ 13,800	95%	\$ 15,789	87%	\$ 1,200	\$1,500	\$500
1	L110748	2018	Chevrolet	Equinox	15	LBO Customer		Yes	\$ 19,564	\$ 19,564	92%	\$ 21,265	92%	\$ -	\$1,140	\$1,058
2	CA214510	2021	GMC	Yukon	32	Trade on New		No	\$ 84,610	\$ 84,610	92%	\$ 91,967	92%	\$ -	\$1,843	\$1,686
3	PB112411A	2013	Chevrolet	Trax	49	Auction/Wholesale		Yes	\$ 14,688	\$ 14,688	98%	\$ 14,988	98%	\$ -	\$4,111	\$0
4	L122348	2022	GMC	Sierra	11	LBO Customer		No	\$ 89,688	\$ 89,688	98%	\$ 91,518	98%	\$ -	\$7,090	\$7,058
5	GM194205A	2019	Chevrolet	Malibu	22	O OEM/Leasing Co.		Yes	\$ 25,998	\$ 25,998	97%	\$ 26,802	97%	\$ -	\$2,600	\$3,057
6	GM206845	2020	Chevrolet	Suburban	19	O OEM/Leasing Co.		Yes	\$ 66,710	\$ 66,710	101%	\$ 66,050	101%	\$ -	\$5,228	\$0
7	GM203989	2020	Buick	Encore	27	O OEM/Leasing Co.		No	\$ 28,730	\$ 28,730	99%	\$ 29,020	99%	\$ -	\$1,600	\$0
8	NG604471C	2019	GMC	Sierra	8	Trade on New		No	\$ 38,710	\$ 38,710	98%	\$ 39,500	98%	\$ -	\$3,890	\$0
9	PZ246735A	2018	GMC	Sierra	15	Trade on New		No	\$ 33,710	\$ 33,710	98%	\$ 34,398	98%	\$ -	\$2,924	\$0
10	L123596	2022	Chevrolet	Silverado	7	LBO Customer		Yes	\$ 69,688	\$ 69,688	100%	\$ 69,688	100%	\$ -	\$2,924	\$0
11	PR366896				7			Blank				#DIV/0!	#DIV/0!	BLANK		\$0
12	GM206845A	2020	Dodge	Caravan	7	LBO Customer		No	\$ 32,688	\$ 32,688	100%	\$ 32,688	100%	\$ -	\$3,338	\$0
13	NG669497A	2012	Chevrolet	Silverado	18	Other		Yes	\$ 15,612	\$ 15,612	92%	\$ 16,969	92%	\$ (0)	\$278	\$0
14	P1130778A	2018	Ford	F150	16	Trade on New		No	\$ 31,688	\$ 31,688	102%	\$ 31,067	102%	\$ -	\$7,998	\$1,181
15	L111481	2019	Chevrolet	Malibu	25	LBO Customer		Yes	\$ 24,998	\$ 24,998	98%	\$ 25,508	98%	\$ -	\$2,498	\$452
16	L123395	2022	Chevrolet	Silverado	24	LBO Customer		Yes	\$ 59,710	\$ 59,710	100%	\$ 59,710	100%	\$ -	\$4,073	\$1,100
17	GM201974	2020	GMC	Sierra	24	O OEM/Leasing Co.		No	\$ 72,998	\$ 72,998	102%	\$ 71,567	102%	\$ -	\$5,483	\$1,747
18	PZ186736A	2018	Chevrolet	Silverado	23	Trade on New		Yes	\$ 38,188	\$ 38,188	97%	\$ 39,369	97%	\$ -	\$2,061	\$2,625
19	PG214526A	2018	Chevrolet	Silverado	22	Trade on New		Yes	\$ 38,688	\$ 38,688	98%	\$ 39,478	98%	\$ -	\$2,148	\$3,611
20	PS21813A				3			Blank				#DIV/0!	#DIV/0!	BLANK		
21	PZ225745	2017	Chevrolet	Silverado	18	Trade on New		Yes	\$ 29,688	\$ 29,688	99%	\$ 29,988	99%	\$ -	\$3,567	\$1,600
22	PZ249810A	2018	Buick	Encore	13	Trade on New		No	\$ 22,788	\$ 22,788	98%	\$ 23,253	98%	\$ -	\$2,419	\$0
23	PZ131647A	2022	Chevrolet	Malibu	22	O OEM/Leasing Co.		Yes	\$ 27,652	\$ 27,652	97%	\$ 28,507	97%	\$ -	\$2,491	\$0
24	PJ250419A				5			Blank				#DIV/0!	#DIV/0!	BLANK		
25	PL250750A				31			Blank				#DIV/0!	#DIV/0!	BLANK		
26	L120420	2021	Chevrolet	Silverado	10	LBO Customer		Yes	\$ 81,998	\$ 81,988	100%	\$ 81,998	100%	\$ 10	\$22,466	\$2,360
27	PZ225745A	2021	GMC	Sierra	17	Trade on New		No	\$ 63,688	\$ 63,688	100%	\$ 63,688	100%	\$ -	\$2,295	\$6,233
28					19			Blank				#DIV/0!	#DIV/0!	BLANK		
29	CA161938				85			Blank				#DIV/0!	#DIV/0!	BLANK		
30	PZ252409A				25			Blank				#DIV/0!	#DIV/0!	BLANK		
31	PZ186401A	2018	Audi	S4	31	Auction/Wholesale		No	\$ 39,688	\$ 39,688	98%	\$ 40,498	98%	\$ -	\$2,919	\$2,159
32	CA160729	2016	Chevrolet	Colorado	20	Trade on New		Yes	\$ 26,688	\$ 26,688	98%	\$ 27,233	98%	\$ -	\$1,746	\$2,886
33	PB106341A	2018	Chevrolet	Cruze	61	Trade on New		Yes	\$ 19,688	\$ 19,688	100%	\$ 19,688	100%	\$ -	\$2,206	\$0
34	PZ209762A	2020	Chevrolet	Silverado	46	Trade on New		Yes	\$ 56,396	\$ 56,396	97%	\$ 58,140	97%	\$ (0)	\$1,467	\$3,895
35	PL189330A	2017	Ford	Escape	53	Trade on New		No	\$ 19,238	\$ 19,238	101%	\$ 19,048	101%	\$ -	\$2,221	\$2,394
36								Blank				#DIV/0!	#DIV/0!	BLANK		
37								Blank				#DIV/0!	#DIV/0!	BLANK		
38								Blank				#DIV/0!	#DIV/0!	BLANK		
39								Blank				#DIV/0!	#DIV/0!	BLANK		
40								Blank				#DIV/0!	#DIV/0!	BLANK		
41								Blank				#DIV/0!	#DIV/0!	BLANK		
42								Blank				#DIV/0!	#DIV/0!	BLANK		
43								Blank				#DIV/0!	#DIV/0!	BLANK		
44								Blank				#DIV/0!	#DIV/0!	BLANK		
45								Blank				#DIV/0!	#DIV/0!	BLANK		
46								Blank				#DIV/0!	#DIV/0!	BLANK		
47								Blank				#DIV/0!	#DIV/0!	BLANK		
48								Blank				#DIV/0!	#DIV/0!	BLANK		
49								Blank				#DIV/0!	#DIV/0!	BLANK		
50								Blank				#DIV/0!	#DIV/0!	BLANK		
51								Blank				#DIV/0!	#DIV/0!	BLANK		
52								Blank				#DIV/0!	#DIV/0!	BLANK		
53								Blank				#DIV/0!	#DIV/0!	BLANK		

Scoreboard Totals

% Retailed of Non-Franchise Make	43%
Total # Retail Units	28
Avg. Days to Sale	29.5
Avg. Advertised Price (Time of Sale)	\$ 41,935
Avg. Transaction Price	\$ 41,935
Avg. Market Price at 100%	\$ 42,697
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 0
Avg. Front-End Gross	\$ 3,751
Avg. Finance Gross	\$ 1,555
PUVR	\$ 5,362
Total Gross (Units & PUVR)	\$ 150,124
GROI	156%
% with Trade	0%
Avg. Over/Under Allowance	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	43%	#DIV/0!	#DIV/0!
Total # Retail Units	28	0	0
Avg. Days to Sale	29.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 41,935	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 41,935	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 42,697	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 0	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,751	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,555	#DIV/0!	#DIV/0!
PUVR	\$ 5,362	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 150,124	#DIV/0!	#DIV/0!
GROI	156%	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



n list, then scroll up to select your staff member for each column.)

[illegible]

[illegible]

[illegible]

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	43%	#DIV/0!	#DIV/0!
Total # Retail Units	28	0	0
Avg. Days to Sale	29.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 41,935	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 41,935	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 42,697	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 0	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,751	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,555	#DIV/0!	#DIV/0!
PUVR	\$ 5,362	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 150,124	#DIV/0!	#DIV/0!
GROI	156%	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



n list, then scroll up to select your staff member for each column.)

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	43%	#DIV/0!	#DIV/0!
Total # Retail Units	28	0	0
Avg. Days to Sale	29.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 41,935	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 41,935	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 42,697	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 0	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,751	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,555	#DIV/0!	#DIV/0!
PUVR	\$ 5,362	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 150,124	#DIV/0!	#DIV/0!
GROI	156%	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



n list, then scroll up to select your staff member for each column.)

[illegible]

[illegible]

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	28	0	0
Avg. Days to Sale	29.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 41,935	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 41,935	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 42,697	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 0	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,751	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,555	#DIV/0!	#DIV/0!
PUVR	\$ 5,362	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 150,124	#DIV/0!	#DIV/0!
GROI	156%	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	28	16	12
Avg. Days to Sale	29.5	37.7	21.2
Avg. Advertised Price (Time of Sale)	\$ 41,935	\$ 38,497	\$ 46,519
Avg. Transaction Price	\$ 41,935	\$ 38,497	\$ 46,519
Avg. Market Price at 100%	\$ 42,697	\$ 39,086	\$ 47,351
Avg. Price to Market % (Time of Sale)	98%	98%	98%
Avg. Transaction to Market	98%	98%	98%
Avg. Transactional Discount	\$ 0	\$ 1	\$ -
Avg. Front-End Gross	\$ 3,751	\$ 3,813	\$ 3,668
Avg. Finance Gross	\$ 1,555	\$ 1,415	\$ 1,871
PUVR	\$ 5,362	\$ 5,228	\$ 5,540
Total Gross (Units & PUVR)	\$ 150,124	\$ 83,646	\$ 66,478
GROI	156%	130%	203%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	28	13	0
% of Retail Units	100%	46%	0%
% Retailed of Non-New Franchise	43%	54%	#DIV/0!
Avg. Days to Sale	29.5	26.5	#DIV/0!
Avg. Transaction Price	\$ 41,935	\$ 38,751	#DIV/0!
Avg. Transaction to Market %	98%	98%	#DIV/0!
Avg. Transactional Discount	\$ 0	\$ (0)	#DIV/0!
Avg. Front End Gross	\$ 3,751	\$ 2,830	#DIV/0!
Avg. Finance Gross	\$ 1,555	\$ 2,008	#DIV/0!
PUVR	\$ 5,362	\$ 4,838	#DIV/0!
Total Gross (Units & PUVR)	\$ 150,124	\$ 62,895	#DIV/0!
GROI	156%	170%	#DIV/0!
% with Trade	0%	0%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	2	0	7
0%	7%	0%	25%
#DIV/0!	50%	#DIV/0!	29%
#DIV/0!	40.0	#DIV/0!	14.1
#DIV/0!	\$ 27,188	#DIV/0!	\$ 54,046
#DIV/0!	98%	#DIV/0!	98%
#DIV/0!	\$ -	#DIV/0!	\$ 1
#DIV/0!	\$ 3,515	#DIV/0!	\$ 6,218
#DIV/0!	\$ 1,080	#DIV/0!	\$ 1,718
#DIV/0!	\$ 4,594	#DIV/0!	\$ 7,937
#DIV/0!	\$ 9,189	#DIV/0!	\$ 55,557
#DIV/0!	152%	#DIV/0!	374%
#DIV/0!	0%	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
5	0	1
18%	0%	4%
40%	#DIV/0!	0%
63.2	#DIV/0!	18.0
\$ 44,418	#DIV/0!	\$ 15,612
99%	#DIV/0!	92%
\$ -	#DIV/0!	\$ (0)
\$ 3,480	#DIV/0!	\$ 278
\$ 961	#DIV/0!	\$ -
\$ 4,441	#DIV/0!	\$ 278
\$ 22,206	#DIV/0!	\$ 278
57%	#DIV/0!	36%
0%	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	28	26	3
% of Retail Units	100%	93%	11%
% Retailed of Non-New Franchise	43%	35%	67%
Avg. Days to Sale	29.5	16.2	31.3
Avg. Transaction Price	\$ 41,935	\$ 43,438	\$ 62,149
Avg. Transaction to Market %	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 0	\$ 0	\$ -
Avg. Front End Gross	\$ 3,751	\$ 4,179	\$ 2,381
Avg. Finance Gross	\$ 1,555	\$ 1,589	\$ 1,923
PUVR	\$ 5,362	\$ 5,769	\$ 4,303
Total Gross (Units & PUVR)	\$ 150,124	\$ 149,988	\$ 12,910
GROI	156%	296%	80%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
3	2	1
11%	7%	4%
33%	0%	0%
49.3	73.0	224.0
\$ 30,107	\$ 19,688	\$ 27,652
99%	#DIV/0!	97%
\$ (0)	\$ -	\$ -
\$ 2,600	\$ 2,206	\$ 2,491
\$ 2,096	\$ -	\$ -
\$ 4,696	\$ 2,206	\$ 2,491
\$ 14,087	\$ 4,412	\$ 2,491
114%	55%	14%
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!