

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	230214a	2019	Toyota	Rav-4	43	Trade on New	No	\$ 29,888	\$ 29,988	98%	\$1,952	\$0
2	P4536	2013	Honda	CR-V	80	Trade on Used	Yes	\$ 29,488	\$ 29,488	95%	\$497	\$0
3	P5674	2019	Honda	HR-V	40	LBO OEM/Leasing Co.	No	\$ 23,988	\$ 23,988	96%	\$3,702	\$3,972
4	P4552	2020	Volkswagen	Jetta	65	Trade on New	No	\$ 23,688	\$ 23,688	99%	\$1,881	\$2,500
5	P4550	2020	Honda	CR-V	68	LBO Customer	Yes	\$ 27,988	\$ 27,988	99%	\$1,548	\$2,608
6	230183A	2019	Honda	Ridgeline	131	Trade on New	Yes	\$ 32,988	\$ 32,988	96%	\$1,915	\$3,330
7	P4701	2019	Honda	Civic	14	LBO OEM/Leasing Co.	No	\$ 21,488	\$ 21,499	101%	\$2,907	\$4,282
8	230064A	2019	Toyota	Corolla	96	Street/Curb Buy	No	\$ 20,988	\$ 20,988	97%	(\$375)	\$1,677
9	P4689	2022	Honda	HR-V	22	LBO Customer	No	\$ 26,988	\$ 26,988	95%	\$989	\$2,150
10	P4526	2020	Toyota	Rav-4	84	Trade on New	No	\$ 31,988	\$ 31,988	97%	\$340	\$2,690
11	P4555	2021	Honda	Insight	75	Trade on Used	Yes	\$ 26,988	\$ 26,750	98%	\$1,173	\$3,981
12	230289A	2022	Honda	Civic	26	LBO OEM/Leasing Co.	Yes	\$ 24,988	\$ 24,988	99%	\$1,167	\$0
13	P4554	2020	Honda	CR-V	61	Trade on Used	Yes	\$ 28,988	\$ 28,988	99%	\$1,747	\$2,076
14	P4700	2013	Honda	Civic	17	Trade on Used	Yes	\$ 16,488	\$ 16,000	98%	\$2,321	\$100
15	P4693	2020	Honda	HR-V	16	LBO OEM/Leasing Co.	Yes	\$ 25,488	\$ 25,488	97%	\$4,102	\$3,276
16	P4517	2022	Honda	CR-V	96	LBO OEM/Leasing Co.	Yes	\$ 30,852	\$ 30,531	101%	\$1,901	\$0
17	P4668	2020	Honda	Accord	43	Trade on New	No	\$ 25,988	\$ 25,988	99%	\$1,089	\$2,222
18	230317A	2021	Honda	CR-V	62	Trade on New	Yes	\$ 33,988	\$ 33,988	99%	\$1,059	\$1,370
19	230421A	2021	Honda	Civic	46	Trade on New	No	\$ 24,988	\$ 24,988	101%	\$1,579	\$3,875
20	230183A	2019	Honda	Ridgeline	131	Trade on New	No	\$ 32,988	\$ 32,988	94%	\$1,915	\$3,330
21	230449A	2020	Honda	CR-V	26	Trade on New	Yes	\$ 27,988	\$ 27,988	98%	\$842	\$4,208
22	P4681	2020	Honda	HR-V	25	LBO OEM/Leasing Co.	Yes	\$ 23,988	\$ 23,988	98%	\$1,622	\$769
23	230468A	2018	Honda	Accord	24	Trade on New	No	\$ 23,988	\$ 23,988	99%	\$1,919	\$2,811
24	P4673	2020	Honda	HR-V	28	LBO OEM/Leasing Co.	Yes	\$ 23,988	\$ 23,988	101%	\$3,145	\$1,000
25	P4654	2021	Honda	Pilot	31	LBO OEM/Leasing Co.	Yes	\$ 35,888	\$ 35,888	98%	\$1,487	\$2,440
26	P4667	2022	Mazda	CX-5	29	LBO Customer	No	\$ 23,988	\$ 32,605	104%	\$818	\$1,000
27	230409A	2019	Honda	Passport	23	Trade on New	No	\$ 28,988	\$ 28,988	101%	\$2,219	\$0
28	230307A	2020	Honda	CR-V	60	Trade on New	Yes	\$ 32,489	\$ 32,489	104%	\$1,337	\$1,970

29	230448A	2019	Honda	HR-V	13	trade on new	Yes	\$	23,488	\$	23,488	97%	\$3,051	\$3,633
30	P4677	2015	Honda	Civic	18	Street/Curb Buy	No	\$	16,988	\$	16,988	98%	\$3,271	\$483
31	P4684	2020	Honda	CR-V	12	Trade on Used	Yes	\$	26,988	\$	26,988	101%	\$791	\$200
32	230050B	2019	Chevrolet	Trax	96	Trade on Used	No	\$	16,988	\$	16,988	102%	\$1,798	\$0
33	230334A	2020	Honda	CR-V	51	Trade on New	Yes	\$	30,688	\$	30,688	98%	\$2,308	\$3,338
34	230413A	2013	Toyota	Prius	48	Trade on New	No	\$	13,688	\$	13,688	99%	\$3,644	\$1,050
35	230323B	2011	Infiniti	FX35	8	Trade on Used	No	\$	15,988	\$	15,988	99%	\$3,631	\$1,500
36	P4538	2020	Honda	CR-V	57	Trade on New	Yes	\$	30,988	\$	30,988	99%	\$3,001	\$996
37	P4669	2020	Honda	CR-V	21	LBO Customer	Yes	\$	25,000	\$	25,000	99%	\$ 3,508.00	\$0
38	220863A	2022	Honda	Accord	63	LBO OEM/Leasing Co.	Yes	\$	29,988	\$	29,988	98%	\$2,355	\$2,293
39	220865A	2022	Honda	Passport	19	LBO OEM/Leasing Co.	Yes	\$	39,988	\$	39,988	100%	\$3,205	\$1,850
40	230487A	2020	Honda	Accord	14	Trade on New	Yes	\$	25,688	\$	25,688	100%	\$2,244	\$0
41	P4691	2020	Honda	HR-V	9	LBO Customer	No	\$	15,954	\$	15,954	98%	\$0	\$1,913
42	230058A	2019	Volvo	v90	142	Trade on New	No	\$	38,988	\$	38,988	95%	(\$65)	\$1,673
43	230199A	2022	Nissan	Rougue	90	LBO OEM/Leasing Co.	No	\$	27,988	\$	27,988	102%	\$2,135	\$0
44	P4539	2020	Honda	CR-V	18	LBO Customer	Yes	\$	28,988	\$	28,988	101%	\$2,485	\$0
45	P4531	2020	Toyota	corolla	28	Trade on New	No	\$	23,488	\$	23,488	101%	\$2,375	\$3,542
46	P4493	2020	Honda	Pilot	56	LBO OEM/Leasing Co.	No	\$	34,988	\$	34,988	97%	\$1,647	\$2,350
47	P4528	2020	Honda	Civic	33	LBO Customer	Yes	\$	22,688	\$	22,688	99%	\$3,979	\$3,601
48	P4490	2020	Honda	Pilot	59	LBO OEM/Leasing Co.	Yes	\$	33,988	\$	33,988	101%	\$1,235	\$2,738
49	P4494	2020	Honda	Pilot	58	LBO Customer	Yes	\$	29,988	\$	29,988	103%	\$1,646	\$1,550
50	P4481	2019	Honda	HR-V	70	LBO OEM/Leasing Co.	Yes	\$	22,988	\$	22,988	104%	\$1,389	\$1,140
51	P4556	2020	Honda	Cr-v	12	LBO Customer	Yes	\$	26,988	\$	26,988	101%	\$4,017	\$0
52	230381A	2016	Honda	HR-V	14	LBO OEM/Leasing Co.	No	\$	17,988	\$	17,988	101%	\$2,070	\$1,146
53	P4474	2019	Honda	HR-V	76	Other	No	\$	23,488	\$	23,488	98%	(\$341)	\$800

Scoreboard Totals

% Retailed of Non-Franchise Make	22%
Total # Retail Units	79
Avg. Days to Sale	43.2
Avg. Advertised Price (Time of Sale)	\$ 26,453
Avg. Transaction Price	\$ 26,548
Avg. Market Price at 100%	\$ 26,557
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ (95)
Avg. Front-End Gross	\$ 2,154
Avg. Finance Gross	\$ 1,685
PUVR	\$ 3,839
Total Gross (Units & PUVR)	\$ 303,269
GROI	121%
% with Trade	28%
Avg. Over/Under Allowance	\$37



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	22%	#DIV/0!	#DIV/0!
Total # Retail Units	79	0	0
Avg. Days to Sale	43.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,453	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,548	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,557	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (95)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,154	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,685	#DIV/0!	#DIV/0!
PUVR	\$ 3,839	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 303,269	#DIV/0!	#DIV/0!
GROI	121%	#DIV/0!	#DIV/0!
% with Trade	28%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	37	#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	22%	#DIV/0!	#DIV/0!
Total # Retail Units	79	0	0
Avg. Days to Sale	43.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,453	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,548	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,557	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (95)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,154	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,685	#DIV/0!	#DIV/0!
PUVR	\$ 3,839	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 303,269	#DIV/0!	#DIV/0!
GROI	121%	#DIV/0!	#DIV/0!
% with Trade	28%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	37	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	22%	#DIV/0!	#DIV/0!
Total # Retail Units	79	0	0
Avg. Days to Sale	43.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,453	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,548	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,557	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (95)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,154	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,685	#DIV/0!	#DIV/0!
PUVR	\$ 3,839	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 303,269	#DIV/0!	#DIV/0!
GROI	121%	#DIV/0!	#DIV/0!
% with Trade	28%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	37	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	79	37	42
Avg. Days to Sale	43.2	42.2	44.0
Avg. Advertised Price (Time of Sale)	\$ 26,453	\$ 27,928	\$ 25,357
Avg. Transaction Price	\$ 26,548	\$ 27,900	\$ 25,357
Avg. Market Price at 100%	\$ 26,557	\$ 27,979	#REF!
Avg. Price to Market % (Time of Sale)	100%	100%	#REF!
Avg. Transaction to Market	100%	100%	#REF!
Avg. Transactional Discount	\$ (95)	\$ 28	\$ (203)
Avg. Front-End Gross	\$ 2,154	\$ 2,191	\$ 2,122
Avg. Finance Gross	\$ 1,685	\$ 1,581	\$ 1,776
PUVR	\$ 3,839	\$ 3,771	\$ 3,898
Total Gross (Units & PUVR)	\$ 303,269	\$ 139,534	\$ 163,735
GROI	121%	115%	126%
% with Trade	28%	27%	29%
Avg. Over/Under Allowance	37	36	38



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	79	62	17
Avg. Days to Sale	43.2	40.9	51.6
Avg. Advertised Price (Time of Sale)	\$ 26,453	\$ 26,890	\$ 25,401
Avg. Transaction Price	\$ 26,548	\$ 26,863	\$ 25,401
Avg. Market Price at 100%	\$ 26,557	#REF!	\$ 25,020
Avg. Price to Market % (Time of Sale)	100%	#REF!	102%
Avg. Transaction to Market	100%	#REF!	102%
Avg. Transactional Discount	\$ (95)	\$ 28	\$ (542)
Avg. Front-End Gross	\$ 2,154	\$ 2,105	\$ 2,332
Avg. Finance Gross	\$ 1,685	\$ 1,766	\$ 1,386
PUVR	\$ 3,839	\$ 3,872	\$ 3,718
Total Gross (Units & PUVR)	\$ 303,269	\$ 240,056	\$ 63,213
GROI	121%	127%	102%
% with Trade	28%	27%	29%
Avg. Over/Under Allowance	37	34	47



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	79	22	13
% of Retail Units	100%	28%	16%
% Retailed of Non-New Franchise	22%	32%	54%
Avg. Days to Sale	43.2	51.2	40.6
Avg. Transaction Price	\$ 26,548	\$ 28,015	\$ 24,509
Avg. Transaction to Market %	100%	99%	99%
Avg. Transactional Discount	\$ (95)	\$ (5)	\$ 17
Avg. Front End Gross	\$ 2,154	\$ 1,930	\$ 2,349
Avg. Finance Gross	\$ 1,685	\$ 2,046	\$ 1,215
PUVR	\$ 3,839	\$ 3,977	\$ 3,564
Total Gross (Units & PUVR)	\$ 303,269	\$ 87,489	\$ 46,337
GROI	121%	100%	129%
% with Trade	28%	5%	38%
Avg. Over/Under Allowance	37	0	94



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	0	0	22
4%	0%	0%	28%
33%	#DIV/0!	#DIV/0!	5%
41.0	#DIV/0!	#DIV/0!	35.3
\$ 18,321	#DIV/0!	#DIV/0!	\$ 26,188
99%	#DIV/0!	#DIV/0!	102%
\$ -	#DIV/0!	#DIV/0!	\$ (392)
\$ 1,872	#DIV/0!	#DIV/0!	\$ 2,329
\$ 720	#DIV/0!	#DIV/0!	\$ 1,691
\$ 2,592	#DIV/0!	#DIV/0!	\$ 4,020
\$ 7,777	#DIV/0!	#DIV/0!	\$ 88,437
124%	#DIV/0!	#DIV/0!	156%
33%	#DIV/0!	#DIV/0!	32%
100	#DIV/0!	#DIV/0!	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
18	0	1
23%	0%	1%
6%	#DIV/0!	0%
43.3	#DIV/0!	76.0
\$ 28,208	#DIV/0!	\$ 23,488
#REF!	#DIV/0!	98%
\$ 55	#DIV/0!	\$ -
\$ 2,258	#DIV/0!	\$ (341)
\$ 1,784	#DIV/0!	\$ 800
\$ 4,043	#DIV/0!	\$ 459
\$ 72,770	#DIV/0!	\$ 459
119%	#DIV/0!	9%
39%	#DIV/0!	100%
72	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	79	37	9
% of Retail Units	100%	47%	11%
% Retailed of Non-New Franchise	22%	22%	11%
Avg. Days to Sale	43.2	18.0	38.3
Avg. Transaction Price	\$ 26,548	\$ 24,775	\$ 25,555
Avg. Transaction to Market %	100%	#REF!	98%
Avg. Transactional Discount	\$ (95)	\$ (234)	\$ (11)
Avg. Front End Gross	\$ 2,154	\$ 2,483	\$ 2,454
Avg. Finance Gross	\$ 1,685	\$ 1,497	\$ 1,521
PUVR	\$ 3,839	\$ 3,980	\$ 3,975
Total Gross (Units & PUVR)	\$ 303,269	\$ 147,257	\$ 35,775
GROI	121%	322%	146%
% with Trade	28%	22%	22%
Avg. Over/Under Allowance	37	49	0



46-60 days	61-90 days	90+ days
13	14	6
16%	18%	8%
15%	21%	50%
53.0	72.8	115.3
\$ 29,650	\$ 27,979	\$ 28,912
100%	99%	97%
\$ -	\$ 66	\$ 54
\$ 2,429	\$ 1,255	\$ 1,182
\$ 2,425	\$ 1,605	\$ 1,668
\$ 4,853	\$ 2,861	\$ 2,850
\$ 63,091	\$ 40,047	\$ 17,099
111%	51%	31%
46%	29%	33%
58	21	0