







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)	Market Price at 100%	Transaction to Market (%)	Transactional Discount (\$)	Front-End Gross	Finance Gross
ex	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	92%	\$ 15,789	87%	\$ 1,200	\$1,500	\$500
1	#P9040	2020	RAM	1500	2	Street/Curb Buy	No	No	39,574	38,490	97%	40,689	95%	1,084	1,796	0
2	#230335C	2009	SCION	XB	8	Trade on Used	No	No	11,990	11,740	98%	12,245	96%	250	2,795	2,350
3	#230217C	2015	TOYOTA	COROLLA	5	Trade on Used	No	No	16,990	16,990	100%	16,990	100%	-	3,870	3,107
4	#230202A	2020	TOYOTA	RAV4	25	Trade on New	No	No	30,400	30,400	100%	30,400	100%	-	4,112	866
5	#230331C	2014	TOYOTA	AVALON	18	Trade on Used	No	No	12,911	9,025	70%	18,470	49%	3,886	1,582	0
6	#230393A	2023	TOYOTA	RAV4	23	Trade on New	No	No	43,411	42,356	98%	44,492	95%	1,055	4,385	0
7	#230387C	2021	TOYOTA	HIGHLANDER	27	Trade on Used	No	No	43,999	43,999	100%	43,999	100%	-	5,963	2,233
8	#P9028	2020	TOYOTA	COROLLA	6	Street/Curb Buy	No	No	20,998	20,279	98%	20,922	97%	319	1,194	0
9	#230349A	2015	VOLKSWAGEN	CC	16	Trade on New	No	No	17,990	17,990	100%	17,990	100%	-	3,496	1,501
10	#P90178	2015	VOLVO	S60	18	Trade on New	No	No	10,990	10,703	97%	11,283	95%	287	2,530	250
11	#230351A	2019	ALFA ROMEO	GIULIA	64	Trade on New	No	No	27,893	27,893	100%	27,893	100%	-	724	500
12	#230312A	2014	BUICK	ENCLAVE	28	Trade on New	No	No	17,111	15,911	93%	18,402	86%	1,200	4,309	688
13	#230298D	2013	BUICK	LACROSSE	18	Trade on Used	No	No	14,884	14,884	100%	14,884	100%	-	1,558	639
14	#230345A	2011	BUICK	REGAL	33	Trade on New	No	No	6,911	6,911	100%	6,911	100%	-	1,809	0
15	#P9100	2021	BUICK	ENCORE GX	15	Street/Curb Buy	No	No	26,271	25,971	99%	26,574	98%	300	500	0
16	#230456A	2016	BUICK	ENCLAVE	7	Trade on New	No	No	22,500	22,500	100%	22,500	100%	-	3,963	1,696
17	#230411A	2017	BUICK	ENCLAVE	44	Trade on New	No	No	22,999	22,999	100%	22,999	100%	-	2,589	0
18	#230136A	2023	BUICK	ENCORE GX	51	Trade on New	No	No	30,999	30,999	100%	30,999	100%	-	1,196	0
19	#230235B	2018	CADILLAC	XT5	41	Trade on Used	No	Yes	22,499	21,999	98%	23,010	96%	500	-13	2,289
20	#P9035	2019	CADILLAC	CTS SEDAN	12	Street/Curb Buy	Yes	Yes	30,991	30,991	100%	30,991	100%	-	-1,776	0
21	#230196A	2020	CADILLAC	CT4	47	Trade on New	Yes	Yes	34,860	33,000	95%	36,825	90%	1,860	969	1,514
22	#P9038	2020	CADILLAC	XT5	12	Street/Curb Buy	Yes	Yes	35,211	34,461	98%	35,971	96%	750	1,419	100
23	#P8823A	2011	CADILLAC	SRX	313	Trade on Used	No	Yes	12,302	2,722	22%	15,599	5%	9,580	-3,757	0
24	#230314A	2015	CADILLAC	SRX	7	Trade on New	No	Yes	19,411	19,411	100%	19,411	100%	-	5,112	3,163
25	#230298A	2018	CADILLAC	XT5	3	Trade on New	Yes	Yes	27,911	27,911	100%	27,911	100%	-	2,306	2,232
26	#230308A	2016	CADILLAC	ESCALADE	21	Trade on New	No	Yes	39,997	39,997	100%	39,997	100%	-	2,438	1,776
27	#P9030	2020	CADILLAC	XT4	25	Street/Curb Buy	Yes	Yes	31,498	31,498	100%	31,498	100%	-	1,178	1,760
28	#230322A	2018	CADILLAC	XT5	14	Trade on New	Yes	Yes	26,599	25,300	95%	27,965	90%	1,299	1,515	100
29	#230316A	2013	CADILLAC	SRX	18	Trade on New	No	Yes	11,911	11,300	95%	12,555	90%	611	2,520	579
30	#230330A	2017	CADILLAC	XT5	20	Trade on New	No	Yes	22,998	22,668	99%	23,333	97%	330	2,737	0
31	#230331A	2020	CADILLAC	XT6	9	Trade on New	No	Yes	39,493	39,493	100%	39,493	100%	-	2,022	401
32	#230309A	2020	CADILLAC	XT5	16	Trade on New	Yes	Yes	34,494	34,494	100%	34,494	100%	-	1,440	200
33	#P9019	2021	CADILLAC	XT5	44	Street/Curb Buy	Yes	Yes	37,493	37,000	99%	37,923	97%	493	-413	880
34	#P9011	2020	CADILLAC	XT6	80	Street/Curb Buy	No	Yes	35,911	35,611	99%	36,213	98%	300	276	5,238
35	#230302A	2019	CADILLAC	ESCALADE	5	Trade on New	No	Yes	55,997	55,997	100%	55,997	100%	-	6,208	7,132
36	#230325A	2015	CADILLAC	ESCALADE	3	Trade on New	No	Yes	39,911	39,911	100%	39,911	100%	-	2,801	4,834
37	#P9031	2019	CADILLAC	XT5	30	Street/Curb Buy	Yes	Yes	32,492	32,492	100%	32,492	100%	-	311	608
38	#P9029	2019	CADILLAC	XT5	31	Street/Curb Buy	Yes	Yes	29,997	29,997	97%	31,028	93%	997	1,672	2,343
39	#230307A	2020	CADILLAC	XT5	4	Trade on New	Yes	Yes	37,990	37,990	100%	37,990	100%	-	1,389	0
40	#230298C	2016	CADILLAC	XT5	11	Trade on Used	No	Yes	20,890	20,890	100%	20,890	100%	-	3,159	0
41	#230285A	2016	CADILLAC	CTS-V	27	Trade on New	No	Yes	61,999	58,600	95%	64,332	91%	2,799	1,999	1,707
42	#230336A	2020	CADILLAC	XT6	10	Trade on New	No	Yes	44,598	43,998	99%	45,206	97%	600	4,130	687
43	#P9044	2023	CADILLAC	XT4	15	Street/Curb Buy	Yes	Yes	45,998	45,998	100%	45,998	100%	-	3,894	3,001
44	#230254A	2017	CADILLAC	XT5	3	Trade on New	No	Yes	24,499	24,499	100%	24,499	100%	-	3,495	1,787
45	#230244A	2020	CADILLAC	XT4	21	Trade on New	Yes	Yes	34,711	34,000	98%	35,437	96%	711	3,944	3,015
46	#230284A	2020	CADILLAC	XT4	40	Trade on New	Yes	Yes	30,997	29,463	95%	32,611	90%	1,534	534	0
47	#230307B	2017	CADILLAC	XT5	10	Trade on Used	No	Yes	21,984	21,984	100%	21,984	100%	-	888	2,009
48	#P90118	2010	CADILLAC	CTS	11	Trade on Used	No	Yes	12,265	12,265	94%	13,768	89%	730	3,170	1,370
49	#P8998	2021	CADILLAC	XT5	105	Street/Curb Buy	No	Yes	30,500	29,215	96%	31,842	92%	1,285	-3,273	250
50	#230254B	2012	CADILLAC	SRX	5	Trade on Used	No	Yes	8,000	7,775	97%	8,232	94%	225	2,548	0
51	#230208A	2015	CADILLAC	CTS	55	Trade on New	No	Yes	18,499	18,499	100%	18,499	100%	-	1,653	917
52	#P9030A	2016	CADILLAC	CTS	20	Trade on Used	No	Yes	19,490	18,999	97%	19,994	95%	491	1,731	1,289
53	#230275A	2020	CADILLAC	XT6	57	Trade on New	No	Yes	37,390	37,399	100%	37,381	100%	(9)	1,293	3,698

## Scoreboard Totals

% Retailed of Non-Franchise Make	43%
Total # Retail Units	200
Avg. Days to Sale	29.7
Avg. Advertised Price (Time of Sale)	\$ 30,156
Avg. Transaction Price	\$ 29,548
Avg. Market Price at 100%	\$ 31,400
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 608
Avg. Front-End Gross	\$ 2,515
Avg. Finance Gross	\$ 1,183
PUVR	\$ 3,698
Total Gross (Units & PUVR)	\$ 739,546
GROI	152%
% with Trade	22%
Avg. Over/Under Allowance	(\$159)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	366	701
% Retailed of Non-New Franchise	43%	52%	47%
Total # Retail Units	200	27	144
Avg. Days to Sale	29.7	31.4	29.3
Avg. Advertised Price (Time of Sale)	\$ 30,156	\$ 32,801	\$ 30,106
Avg. Transaction Price	\$ 29,548	\$ 31,903	\$ 29,493
Avg. Market Price at 100%	\$ 31,400	\$ 34,472	\$ 31,501
Avg. Price to Market % (Time of Sale)	96%	95%	96%
Avg. Transaction to Market	94%	93%	94%
Avg. Transactional Discount	\$ 608	\$ 898	\$ 613
Avg. Front-End Gross	\$ 2,515	\$ 3,264	\$ 2,499
Avg. Finance Gross	\$ 1,183	\$ 1,210	\$ 1,096
PUVR	\$ 3,698	\$ 4,474	\$ 3,596
Total Gross (Units & PUVR)	\$ 739,546	\$ 120,796	\$ 517,768
GROI	152%	161%	150%
% with Trade	22%	30%	22%
Avg. Over/Under Allowance	-159	-419	-179



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909			
14%	#DIV/0!	#DIV/0!	#DIV/0!
28	0	0	0
30.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,085	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,759	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,647	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 325	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,817	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,601	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,418	#DIV/0!	#DIV/0!	#DIV/0!
\$ 95,712	#DIV/0!	#DIV/0!	#DIV/0!
144%	#DIV/0!	#DIV/0!	#DIV/0!
14%	#DIV/0!	#DIV/0!	#DIV/0!
117	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	531	356
% Retailed of Non-New Franchise	43%	64%	47%
Total # Retail Units	200	25	19
Avg. Days to Sale	29.7	21.5	22.1
Avg. Advertised Price (Time of Sale)	\$ 30,156	\$ 29,486	\$ 24,703
Avg. Transaction Price	\$ 29,548	\$ 28,681	\$ 24,134
Avg. Market Price at 100%	\$ 31,400	\$ 32,547	\$ 25,673
Avg. Price to Market % (Time of Sale)	96%	91%	96%
Avg. Transaction to Market	94%	88%	94%
Avg. Transactional Discount	\$ 608	\$ 805	\$ 569
Avg. Front-End Gross	\$ 2,515	\$ 3,554	\$ 2,449
Avg. Finance Gross	\$ 1,183	\$ 1,436	\$ 2,078
PUVR	\$ 3,698	\$ 4,990	\$ 4,527
Total Gross (Units & PUVR)	\$ 739,546	\$ 124,757	\$ 86,014
GROI	152%	291%	306%
% with Trade	22%	28%	21%
Avg. Over/Under Allowance	-159	-89	-500



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754	900	737	765
30%	48%	14%	40%
10	21	14	20
25.9	27.4	43.1	25.4
\$ 21,378	\$ 24,778	\$ 33,014	\$ 25,952
\$ 21,070	\$ 24,207	\$ 32,714	\$ 25,658
\$ 21,698	\$ 25,716	\$ 33,328	\$ 26,258
99%	96%	99%	99%
97%	94%	98%	98%
\$ 309	\$ 572	\$ 300	\$ 295
\$ 2,914	\$ 2,019	\$ 1,948	\$ 2,906
\$ 410	\$ 973	\$ 1,163	\$ 614
\$ 3,324	\$ 2,992	\$ 3,111	\$ 3,520
\$ 33,241	\$ 62,827	\$ 43,559	\$ 70,396
219%	162%	79%	195%
30%	14%	29%	10%
-500	500	-367	500

429	778	914	325
24%	50%	48%	33%
21	8	25	24
25.4	45.9	29.7	38.3
\$ 39,799	\$ 36,589	\$ 32,145	\$ 35,342
\$ 39,247	\$ 36,168	\$ 31,223	\$ 34,462
\$ 40,834	\$ 37,031	\$ 33,556	\$ 38,083
97%	99%	96%	93%
96%	98%	93%	90%
\$ 553	\$ 421	\$ 922	\$ 881
\$ 3,711	\$ 309	\$ 2,292	\$ 2,033
\$ 2,048	\$ 630	\$ 909	\$ 1,196
\$ 5,759	\$ 939	\$ 3,201	\$ 3,229
\$ 120,935	\$ 7,510	\$ 80,027	\$ 77,496
208%	20%	124%	88%
33%	13%	28%	17%
-300	-1,067	-16	-67

920	37		
69%	#DIV/0!	#DIV/0!	#DIV/0!
13	0	0	0
36.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,308	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,818	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,855	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 489	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,862	#DIV/0!	#DIV/0!	#DIV/0!
\$ 660	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,522	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,786	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
15%	#DIV/0!	#DIV/0!	#DIV/0!
-100	#DIV/0!	#DIV/0!	#DIV/0!

























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	321	2
% Retailed of Non-New Franchise	43%	50%	20%
Total # Retail Units	200	154	46
Avg. Days to Sale	29.7	29.1	31.5
Avg. Advertised Price (Time of Sale)	\$ 30,156	\$ 28,597	\$ 35,375
Avg. Transaction Price	\$ 29,548	\$ 27,938	\$ 34,936
Avg. Market Price at 100%	\$ 31,400	\$ 29,943	\$ 36,560
Avg. Price to Market % (Time of Sale)	96%	96%	97%
Avg. Transaction to Market	94%	93%	96%
Avg. Transactional Discount	\$ 608	\$ 659	\$ 439
Avg. Front-End Gross	\$ 2,515	\$ 2,468	\$ 2,671
Avg. Finance Gross	\$ 1,183	\$ 1,273	\$ 879
PUVR	\$ 3,698	\$ 3,742	\$ 3,550
Total Gross (Units & PUVR)	\$ 739,546	\$ 576,252	\$ 163,294
GROI	152%	166%	116%
% with Trade	22%	0%	0%
Avg. Over/Under Allowance	-159	-172	-104







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	48	152
Avg. Days to Sale	29.7	25.2	31.1
Avg. Advertised Price (Time of Sale)	\$ 30,156	\$ 34,373	\$ 28,114
Avg. Transaction Price	\$ 29,548	\$ 34,087	\$ 28,114
Avg. Market Price at 100%	\$ 31,400	\$ 34,672	\$ 30,452
Avg. Price to Market % (Time of Sale)	96%	99%	92%
Avg. Transaction to Market	94%	98%	92%
Avg. Transactional Discount	\$ 608	\$ 287	\$ 710
Avg. Front-End Gross	\$ 2,515	\$ 1,999	\$ 2,678
Avg. Finance Gross	\$ 1,183	\$ 1,658	\$ 1,033
PUVR	\$ 3,698	\$ 3,657	\$ 3,711
Total Gross (Units & PUVR)	\$ 739,546	\$ 175,515	\$ 564,031
GROI	152%	153%	153%
% with Trade	22%	19%	23%
Avg. Over/Under Allowance	-159	-116	-184



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	114	86
Avg. Days to Sale	29.7	27.1	33.0
Avg. Advertised Price (Time of Sale)	\$ 30,156	\$ 34,173	\$ 24,018
Avg. Transaction Price	\$ 29,548	\$ 33,720	\$ 24,018
Avg. Market Price at 100%	\$ 31,400	\$ 35,090	\$ 26,660
Avg. Price to Market % (Time of Sale)	96%	97%	90%
Avg. Transaction to Market	94%	96%	90%
Avg. Transactional Discount	\$ 608	\$ 454	\$ 813
Avg. Front-End Gross	\$ 2,515	\$ 2,676	\$ 2,302
Avg. Finance Gross	\$ 1,183	\$ 1,458	\$ 818
PUVR	\$ 3,698	\$ 4,134	\$ 3,119
Total Gross (Units & PUVR)	\$ 739,546	\$ 471,283	\$ 268,263
GROI	152%	163%	142%
% with Trade	22%	22%	22%
Avg. Over/Under Allowance	-159	-153	-169



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	103	71
% of Retail Units	100%	52%	36%
% Retailed of Non-New Franchise	43%	37%	56%
Avg. Days to Sale	29.7	26.8	32.3
Avg. Transaction Price	\$ 29,548	\$ 33,493	\$ 20,637
Avg. Transaction to Market %	94%	96%	89%
Avg. Transactional Discount	\$ 608	\$ 474	\$ 884
Avg. Front End Gross	\$ 2,515	\$ 2,839	\$ 2,504
Avg. Finance Gross	\$ 1,183	\$ 1,321	\$ 1,055
PUVR	\$ 3,698	\$ 4,160	\$ 3,559
Total Gross (Units & PUVR)	\$ 739,546	\$ 428,499	\$ 252,700
GROI	152%	167%	192%
% with Trade	22%	26%	23%
Avg. Over/Under Allowance	-159	-256	-211



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
26	0	0	0
13%	0%	0%	0%
31%	#DIV/0!	#DIV/0!	#DIV/0!
33.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 38,252	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 387	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,262	#DIV/0!	#DIV/0!	#DIV/0!
\$ 983	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,244	#DIV/0!	#DIV/0!	#DIV/0!
\$ 58,347	#DIV/0!	#DIV/0!	#DIV/0!
62%	#DIV/0!	#DIV/0!	#DIV/0!
4%	#DIV/0!	#DIV/0!	#DIV/0!
933	#DIV/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	129	32
% of Retail Units	100%	65%	16%
% Retailed of Non-New Franchise	43%	37%	47%
Avg. Days to Sale	29.7	14.8	38.0
Avg. Transaction Price	\$ 29,548	\$ 30,528	\$ 29,465
Avg. Transaction to Market %	94%	94%	97%
Avg. Transactional Discount	\$ 608	\$ 562	\$ 383
Avg. Front End Gross	\$ 2,515	\$ 3,074	\$ 2,478
Avg. Finance Gross	\$ 1,183	\$ 1,162	\$ 1,349
PUVR	\$ 3,698	\$ 4,237	\$ 3,827
Total Gross (Units & PUVR)	\$ 739,546	\$ 546,541	\$ 122,451
GROI	152%	338%	123%
% with Trade	22%	25%	13%
Avg. Over/Under Allowance	-159	-93	-433



46-60 days	61-90 days	90+ days
18	16	5
9%	8%	3%
56%	63%	60%
52.2	68.1	157.0
\$ 26,451	\$ 26,468	\$ 25,785
87%	99%	79%
\$ 1,301	\$ 162	\$ 2,172
\$ 1,771	\$ 304	\$ (1,927)
\$ 1,089	\$ 1,308	\$ 582
\$ 2,860	\$ 1,613	\$ (1,345)
\$ 51,477	\$ 25,804	\$ (6,727)
75%	32%	-12%
28%	19%	0%
-267	-300	#DIV/0!