

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	710953A	2014	HONDA	ACCORD	39	Trade on New	Yes	\$ 14,750	\$ 15,645	88%	\$3,882	\$2,720
2	704594A	2020	HONDA	CR-V	120	Trade on New	Yes	\$ 26,975	\$ 29,124	101%	\$1,849	\$2,737
3	006419A	2018	HONDA	ACCORD	39	Trade on New	Yes	\$ 18,975	\$ 20,273	91%	\$1,058	\$1,651
4	737287A	2019	HONDA	HR-V	48	Trade on New	Yes	\$ 24,250	\$ 25,745	100%	\$2,092	\$2,674
5	535668A	2020	HONDA	CIVIC	39	Trade on New	Yes	\$ 23,550	\$ 25,799	99%	\$1,447	\$2,622
6	P700930	2022	HONDA	HR-V	4	Street/Curb Buy	Yes	\$ 22,000	\$ 22,711	88%	\$1,591	\$2,264
7	013713A	2019	HONDA	CIVIC	16	Trade on New	Yes	\$ 21,925	\$ 23,186	100%	\$1,077	\$1,198
8	740822A	2015	HONDA	CIVIC	22	Trade on New	No	\$ 8,975	\$ 10,400	90%	\$502	\$1
9	735659A	2022	HONDA	HR-V	56	Trade on New	Yes	\$ 25,650	\$ 27,047	102%	\$1,410	\$1,607
10	727242A	2020	HONDA	CIVIC	103	Trade on New	Yes	\$ 21,950	\$ 24,600	99%	\$1,906	\$1,682
11	535496A	2018	BUICK	ENCORE	48	Trade on New	No	\$ 13,250	\$ 13,500	89%	\$546	\$1,203
12	006733A	2019	HONDA	PILOT	69	Trade on New	No	\$ 23,500	\$ 23,396	87%	(\$926)	\$251
13	000150A	2020	TOYOTA	HIGHLANDER	61	Trade on New	No	\$ 30,975	\$ 33,900	96%	\$2,136	\$2,405
14	053538A	2016	HONDA	ODYSSEY	29	Trade on New	Yes	\$ 24,750	\$ 24,643	94%	\$652	\$2,420
15	P515566	2021	HONDA	CIVIC	20	LBO Customer	Yes	\$ 23,575	\$ 22,560	101%	\$140	\$1,608
16	034421A	2019	HONDA	CR-V	194	Trade on New	Yes	\$ 24,750	\$ 27,570	97%	\$1,209	\$2,109
17	053914A	2021	HONDA	CIVIC	38	Trade on New	Yes	\$ 23,250	\$ 25,499	101%	\$1,609	\$2,713
18	016135A	2019	HONDA	ACCORD	34	Trade on New	Yes	\$ 23,750	\$ 25,899	98%	\$1,000	\$1,273
19	004301AA	2020	HONDA	CIVIC	66	Trade on Used	Yes	\$ 21,650	\$ 23,102	100%	\$1,812	\$2,005
20	530693A	2020	HONDA	CIVIC	54	Trade on New	Yes	\$ 20,850	\$ 21,970	99%	\$260	\$2,804
21	016456A	2019	HONDA	ACCORD	37	Trade on New	Yes	\$ 23,400	\$ 25,300	100%	\$2,054	\$1,773
22	005425A	2016	HONDA	CIVIC	53	Trade on New	No	\$ 20,975	\$ 22,470	98%	\$1,034	\$3,237
23	123643A	2020	HONDA	CIVIC	104	Trade on New	Yes	\$ 21,850	\$ 23,974	98%	\$3,092	\$1,940
24	017843A	2016	HONDA	CR-V	38	Trade on New	No	\$ 17,500	\$ 18,395	99%	\$844	\$1,505
25	535422A	2016	HONDA	CIVIC	62	Trade on New	Yes	\$ 20,000	\$ 20,000	100%	\$1,814	\$1,237
26	P018138	2022	HONDA	ODYSSEY	33	Street/Curb Buy	Yes	\$ 35,975	\$ 36,172	100%	\$1,943	\$1,491
27	304080A	2020	HONDA	CR-V	16	Trade on New	Yes	\$ 25,500	\$ 28,376	101%	\$5,322	\$3,176

Scoreboard Totals

% Retailed of Non-Franchise Make	8%
Total # Retail Units	37
Avg. Days to Sale	52.2
Avg. Advertised Price (Time of Sale)	\$ 23,052
Avg. Transaction Price	\$ 24,610
Avg. Market Price at 100%	\$ 23,732
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	104%
Avg. Transactional Discount	\$ (1,558)
Avg. Front-End Gross	\$ 1,686
Avg. Finance Gross	\$ 1,983
PUVR	\$ 3,670
Total Gross (Units & PUVR)	\$ 135,782
GROI	103%
% with Trade	22%
Avg. Over/Under Allowance	\$42



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	8%	#DIV/0!	#DIV/0!
Total # Retail Units	37	0	0
Avg. Days to Sale	52.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,052	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,610	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,732	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,558)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,686	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,983	#DIV/0!	#DIV/0!
PUVR	\$ 3,670	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 135,782	#DIV/0!	#DIV/0!
GROI	103%	#DIV/0!	#DIV/0!
% with Trade	22%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	42	#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	8%	#DIV/0!	#DIV/0!
Total # Retail Units	37	0	0
Avg. Days to Sale	52.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,052	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,610	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,732	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,558)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,686	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,983	#DIV/0!	#DIV/0!
PUVR	\$ 3,670	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 135,782	#DIV/0!	#DIV/0!
GROI	103%	#DIV/0!	#DIV/0!
% with Trade	22%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	42	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	8%	#DIV/0!	#DIV/0!
Total # Retail Units	37	0	0
Avg. Days to Sale	52.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,052	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,610	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,732	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,558)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,686	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,983	#DIV/0!	#DIV/0!
PUVR	\$ 3,670	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 135,782	#DIV/0!	#DIV/0!
GROI	103%	#DIV/0!	#DIV/0!
% with Trade	22%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	42	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	37	30	7
Avg. Days to Sale	52.2	52.7	50.3
Avg. Advertised Price (Time of Sale)	\$ 23,052	\$ 23,897	\$ 20,558
Avg. Transaction Price	\$ 24,610	\$ 25,556	\$ 20,558
Avg. Market Price at 100%	\$ 23,732	\$ 24,369	\$ 20,673
Avg. Price to Market % (Time of Sale)	97%	98%	99%
Avg. Transaction to Market	104%	105%	99%
Avg. Transactional Discount	\$ (1,558)	\$ (1,659)	\$ (1,126)
Avg. Front-End Gross	\$ 1,686	\$ 1,898	\$ 780
Avg. Finance Gross	\$ 1,983	\$ 2,085	\$ 1,550
PUVR	\$ 3,670	\$ 3,982	\$ 2,330
Total Gross (Units & PUVR)	\$ 135,782	\$ 119,473	\$ 16,309
GROI	103%	106%	81%
% with Trade	22%	20%	29%
Avg. Over/Under Allowance	42	278	-550



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	37	34	3
Avg. Days to Sale	52.2	51.9	56.7
Avg. Advertised Price (Time of Sale)	\$ 23,052	\$ 23,172	\$ 23,082
Avg. Transaction Price	\$ 24,610	\$ 24,745	\$ 23,082
Avg. Market Price at 100%	\$ 23,732	\$ 23,739	\$ 22,883
Avg. Price to Market % (Time of Sale)	97%	98%	101%
Avg. Transaction to Market	104%	104%	101%
Avg. Transactional Discount	\$ (1,558)	\$ (1,573)	\$ (1,390)
Avg. Front-End Gross	\$ 1,686	\$ 1,717	\$ 1,335
Avg. Finance Gross	\$ 1,983	\$ 1,986	\$ 1,952
PUVR	\$ 3,670	\$ 3,704	\$ 3,287
Total Gross (Units & PUVR)	\$ 135,782	\$ 125,921	\$ 9,861
GROI	103%	104%	90%
% with Trade	22%	21%	33%
Avg. Over/Under Allowance	42	315	-1,600



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	37	32	2
% of Retail Units	100%	86%	5%
% Retailed of Non-New Franchise	8%	6%	50%
Avg. Days to Sale	52.2	54.7	63.5
Avg. Transaction Price	\$ 24,610	\$ 24,506	\$ 22,474
Avg. Transaction to Market %	104%	104%	104%
Avg. Transactional Discount	\$ (1,558)	\$ (1,729)	\$ (1,224)
Avg. Front End Gross	\$ 1,686	\$ 1,737	\$ 1,568
Avg. Finance Gross	\$ 1,983	\$ 1,993	\$ 2,126
PUVR	\$ 3,670	\$ 3,730	\$ 3,694
Total Gross (Units & PUVR)	\$ 135,782	\$ 119,357	\$ 7,388
GROI	103%	100%	93%
% with Trade	22%	25%	0%
Avg. Over/Under Allowance	42	42	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	0	0	1
5%	0%	0%	3%
0%	#DIV/0!	#DIV/0!	0%
18.5	#DIV/0!	#DIV/0!	20.0
\$ 29,442	#DIV/0!	#DIV/0!	\$ 22,560
96%	#DIV/0!	#DIV/0!	97%
\$ (454)	#DIV/0!	#DIV/0!	\$ 1,015
\$ 1,767	#DIV/0!	#DIV/0!	\$ 140
\$ 1,878	#DIV/0!	#DIV/0!	\$ 1,608
\$ 3,645	#DIV/0!	#DIV/0!	\$ 1,748
\$ 7,289	#DIV/0!	#DIV/0!	\$ 1,748
241%	#DIV/0!	#DIV/0!	139%
0%	#DIV/0!	#DIV/0!	0%
#DIV/0!	#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	37	9	11
% of Retail Units	100%	24%	30%
% Retailed of Non-New Franchise	8%	0%	0%
Avg. Days to Sale	52.2	18.9	36.7
Avg. Transaction Price	\$ 24,610	\$ 22,388	\$ 26,385
Avg. Transaction to Market %	104%	103%	104%
Avg. Transactional Discount	\$ (1,558)	\$ (1,257)	\$ (1,785)
Avg. Front End Gross	\$ 1,686	\$ 1,779	\$ 1,716
Avg. Finance Gross	\$ 1,983	\$ 1,569	\$ 2,245
PUVR	\$ 3,670	\$ 3,348	\$ 3,961
Total Gross (Units & PUVR)	\$ 135,782	\$ 30,131	\$ 43,567
GROI	103%	285%	147%
% with Trade	22%	22%	9%
Avg. Over/Under Allowance	42	1,000	-3,500



46-60 days	61-90 days	90+ days
6	6	5
16%	16%	14%
17%	33%	0%
53.0	68.2	126.4
\$ 22,122	\$ 25,596	\$ 26,509
103%	101%	109%
\$ (1,134)	\$ (1,271)	\$ (2,454)
\$ 991	\$ 1,780	\$ 2,177
\$ 1,954	\$ 1,933	\$ 2,249
\$ 2,946	\$ 3,713	\$ 4,427
\$ 17,674	\$ 22,276	\$ 22,134
90%	77%	48%
17%	50%	20%
500	731	100