

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	R38973	2017	Acura	MDX	14	Trade on Used	Yes	\$ 31,600	\$ 31,600	104%	\$2,098	\$1,299
2	RPT03901	2020	Acura	ILX	50	Other	Yes	\$ 26,800	\$ 26,800	100%	\$1,565	\$450
3	R13054	2010	Acura	TSX	10	Trade on Used	No	\$ 12,000	\$ 10,000	116%	\$1,177	\$0
4	RPT28322	2020	Acura	MDX	63	Other	Yes	\$ 35,200	\$ 35,200	101%	\$477	\$0
5	R05740	2020	Acura	ILX	62	Trade on New	Yes	\$ 26,300	\$ 26,300	98%	\$1,591	\$307
6	R16059	2020	Acura	TLX	34	Trade on New	Yes	\$ 29,000	\$ 28,700	105%	\$2,012	\$500
7	RL18315	2022	Acura	RDX	35	Loaner	Yes	\$ 48,000	\$ 47,500	105%	\$5,570	\$1,365
8	R45791	2020	Acura	MDX	16	Trade on New	Yes	\$ 38,500	\$ 38,000	102%	\$2,662	\$0
9	R06700	2014	Acura	RLX	27	Trade on New	Yes	\$ 23,000	\$ 23,000	111%	\$4,913	\$1,979
10	RR04341	2021	Acura	TLX	26	Trade on New	Yes	\$ 37,600	\$ 37,600	103%	\$2,741	\$1,319
11	R34590	2022	Volkswagen	TIGUAN	40	Trade on New	No	\$ 30,600	\$ 30,600	100%	\$1,486	\$460
12	R10799	2020	Acura	ILX	37	Trade on New	Yes	\$ 27,000	\$ 26,000	105%	\$4,823	\$2,522
13	R14540	2016	Acura	ILX	24	Trade on Used	No	\$ 17,000	\$ 12,500	107%	\$400	\$141
14	RPT09592	2020	Acura	ILX	45	Other	Yes	\$ 27,000	\$ 27,000	106%	\$2,317	\$729
15	R47029	2018	Dodge	CARAVAN	24	Trade on Used	No	\$ 19,000	\$ 19,000	101%	\$4,487	\$1,736
16	R39077	2008	Honda	Accord	30	Trade on New	No	\$ 10,000	\$ 10,000	104%	\$2,164	\$1,517
17	RP04963	2014	Acura	ILX	22	Street/Curb Buy	No	\$ 19,000	\$ 19,000	116%	\$3,230	\$2,083
18	R35860	2020	Acura	MDX	28	LBO OEM/Leasing Co.	Yes	\$ 37,000	\$ 37,000	103%	\$4,985	\$617
19	R00390	2020	Acura	TLX	18	Trade on New	Yes	\$ 29,800	\$ 29,800	102%	\$2,075	\$368
20	R13183	2022	Acura	MDX	11	Trade on New	Yes	\$ 47,000	\$ 41,006	104%	\$1	\$100
21	R03947	2020	Acura	ILX	70	Trade on Used	Yes	\$ 25,700	\$ 25,700	99%	\$1,327	\$1,117
22	R01394	2020	Acura	TLX	24	Trade on New	Yes	\$ 29,800	\$ 29,800	106%	\$4,557	\$1,738
23	R08856	2020	Acura	RDX	43	Trade on New	Yes	\$ 36,500	\$ 36,500	105%	\$4,262	\$450
24	R33831	2022	Acura	MDX	25	Trade on Used	Yes	\$ 43,000	\$ 43,000	100%	\$6,343	\$3,337
25	R06431	2022	Acura	MDX	25	Trade on New	Yes	\$ 49,000	\$ 49,000	104%	\$6,592	\$1,320
26	R14328	2020	Acura	TLX	21	Trade on New	Yes	\$ 28,500	\$ 25,400	109%	\$715	\$100
27	R10452	2020	Acura	TLX	22	Trade on New	Yes	\$ 29,000	\$ 28,600	104%	\$695	\$849
28	R48055	2020	Acura	MDX	37	Trade on New	Yes	\$ 38,800	\$ 38,800	103%	\$2,687	\$1,425
29	R33528	2020	Acura	MDX	7	Trade on New	Yes	\$ 41,000	\$ 41,000	102%	\$2,998	\$1,780
30	R04185	2021	Acura	TLX	7	Trade on New	Yes	\$ 32,700	\$ 32,700	103%	\$1,891	\$100
31	RR43473	2020	Lexus	RX 350	69	Trade on New	No	\$ 43,000	\$ 42,600	98%	\$936	\$0
32	RP07288	2019	Acura	ILX	24	Street/Curb Buy	Yes	\$ 26,000	\$ 26,000	102%	\$2,078	\$0
33	R29192	2020	Acura	MDX	40	Trade on New	Yes	\$ 37,000	\$ 37,000	105%	\$1,326	\$833

34	RPT10587	2023	Acura	INTEGRA	56	Other	Yes	\$	36,000	\$	36,000	98%	\$1,842	\$1,061
35	R36833	2021	Jeep	GRAND CHEROKE	84	Trade on Used	No	\$	33,000	\$	33,000	96%	\$565	\$2,019
36	R00111	2020	Acura	MDX	49	Trade on New	Yes	\$	35,300	\$	35,300	99%	\$1,832	\$500
37	R49164	2010	Nissan	ROGUE	74	Trade on Used	No	\$	6,995	\$	6,995	90%	\$2,628	\$0
38	RR11723	2021	Acura	RDX	20	Trade on New	Yes	\$	38,000	\$	37,800	104%	\$3,403	\$350
39	R46505	2017	Mitsubishi	OUTLANDER	51	Trade on Used	No	\$	18,000	\$	18,000	104%	\$813	\$2,418
40	RR44285	2014	Acura	MDX	9	Trade on Used	Yes	\$	20,900	\$	20,083	111%	\$1,851	\$2,058
41	R35182	2020	Acura	RDX	32	Trade on New	Yes	\$	35,600	\$	35,600	103%	\$3,211	\$1,020
42	R04646	2023	Acura	INTEGRA	34	Trade on New	Yes	\$	35,400	\$	35,400	96%	\$5,401	\$2,635
43	R26520	2020	Acura	MDX	30	Trade on New	Yes	\$	36,400	\$	36,400	103%	\$3,418	\$0
44	R08619	2020	Acura	ILX	12	Trade on New	Yes	\$	28,000	\$	28,000	108%	\$4,390	\$251
45	R09913	2019	Acura	RDX	54	Trade on New	Yes	\$	32,300	\$	32,300	104%	\$2,695	\$1,421
46	R02219	2021	Acura	TLX	55	Trade on New	Yes	\$	37,300	\$	37,300	103%	\$3,466	\$2,760
47	RPT34727	2020	Acura	MDX	27	Other	Yes	\$	37,500	\$	36,438	101%	\$2,600	\$0
48	RR24956	2021	Acura	RDX	13	Trade on Used	Yes	\$	41,700	\$	41,700	105%	\$3,894	\$2,914
49	RL20791	2023	Acura	MDX	15	Loaner	Yes	\$	49,900	\$	49,900	102%	\$4,393	\$100
50	RP21636	2021	Acura	RDX	6	Street/Curb Buy	Yes	\$	39,500	\$	39,500	105%	\$4,755	\$100
51	R11128	2021	Acura	TLX	19	Trade on New	Yes	\$	32,000	\$	32,000	104%	\$3,282	\$2,569
52	R05411	2020	Acura	ILX	19	Trade on New	Yes	\$	24,400	\$	24,400	106%	\$2,661	\$620
53	R32328	2020	Acura	MDX	102	Trade on New	Yes	\$	36,500	\$	36,300	95%	(\$2,157)	\$1,586

Scoreboard Totals

% Retailed of Non-Franchise Make	12%
Total # Retail Units	73
Avg. Days to Sale	36.9
Avg. Advertised Price (Time of Sale)	\$ 32,649
Avg. Transaction Price	\$ 32,313
Avg. Market Price at 100%	\$ 31,762
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ 337
Avg. Front-End Gross	\$ 2,730
Avg. Finance Gross	\$ 989
PUVR	\$ 3,719
Total Gross (Units & PUVR)	\$ 271,457
GROI	112%
% with Trade	48%
Avg. Over/Under Allowance	\$102



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	12%	#DIV/0!	#DIV/0!
Total # Retail Units	73	0	0
Avg. Days to Sale	36.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,649	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 32,313	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 31,762	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 337	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,730	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 989	#DIV/0!	#DIV/0!
PUVR	\$ 3,719	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 271,457	#DIV/0!	#DIV/0!
GROI	112%	#DIV/0!	#DIV/0!
% with Trade	48%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	102	#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	12%	#DIV/0!	#DIV/0!
Total # Retail Units	73	0	0
Avg. Days to Sale	36.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,649	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 32,313	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 31,762	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 337	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,730	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 989	#DIV/0!	#DIV/0!
PUVR	\$ 3,719	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 271,457	#DIV/0!	#DIV/0!
GROI	112%	#DIV/0!	#DIV/0!
% with Trade	48%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	102	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	12%	#DIV/0!	#DIV/0!
Total # Retail Units	73	0	0
Avg. Days to Sale	36.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,649	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 32,313	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 31,762	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 337	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,730	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 989	#DIV/0!	#DIV/0!
PUVR	\$ 3,719	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 271,457	#DIV/0!	#DIV/0!
GROI	112%	#DIV/0!	#DIV/0!
% with Trade	48%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	102	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	73	60	13
Avg. Days to Sale	36.9	35.2	44.8
Avg. Advertised Price (Time of Sale)	\$ 32,649	\$ 35,007	\$ 21,161
Avg. Transaction Price	\$ 32,313	\$ 34,729	\$ 21,161
Avg. Market Price at 100%	\$ 31,762	\$ 34,122	\$ 21,654
Avg. Price to Market % (Time of Sale)	103%	103%	98%
Avg. Transaction to Market	102%	102%	98%
Avg. Transactional Discount	\$ 337	\$ 278	\$ 608
Avg. Front-End Gross	\$ 2,730	\$ 2,928	\$ 1,815
Avg. Finance Gross	\$ 989	\$ 1,011	\$ 883
PUVR	\$ 3,719	\$ 3,940	\$ 2,699
Total Gross (Units & PUVR)	\$ 271,457	\$ 236,374	\$ 35,083
GROI	112%	116%	103%
% with Trade	48%	52%	31%
Avg. Over/Under Allowance	102	137	-62



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	73	63	9
Avg. Days to Sale	36.9	34.4	55.9
Avg. Advertised Price (Time of Sale)	\$ 32,649	\$ 33,657	\$ 24,288
Avg. Transaction Price	\$ 32,313	\$ 33,289	\$ 24,288
Avg. Market Price at 100%	\$ 31,762	\$ 32,720	\$ 24,941
Avg. Price to Market % (Time of Sale)	103%	103%	97%
Avg. Transaction to Market	102%	102%	97%
Avg. Transactional Discount	\$ 337	\$ 368	\$ 156
Avg. Front-End Gross	\$ 2,730	\$ 2,817	\$ 1,721
Avg. Finance Gross	\$ 989	\$ 953	\$ 974
PUVR	\$ 3,719	\$ 3,770	\$ 2,695
Total Gross (Units & PUVR)	\$ 271,457	\$ 237,520	\$ 24,257
GROI	112%	118%	71%
% with Trade	48%	48%	44%
Avg. Over/Under Allowance	102	147	-89



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	73	42	13
% of Retail Units	100%	58%	18%
% Retailed of Non-New Franchise	12%	12%	31%
Avg. Days to Sale	36.9	38.5	36.0
Avg. Transaction Price	\$ 32,313	\$ 33,707	\$ 23,337
Avg. Transaction to Market %	102%	101%	99%
Avg. Transactional Discount	\$ 337	\$ 374	\$ 563
Avg. Front End Gross	\$ 2,730	\$ 2,321	\$ 2,387
Avg. Finance Gross	\$ 989	\$ 918	\$ 1,535
PUVR	\$ 3,719	\$ 3,239	\$ 3,921
Total Gross (Units & PUVR)	\$ 271,457	\$ 136,051	\$ 50,978
GROI	112%	90%	168%
% with Trade	48%	50%	46%
Avg. Over/Under Allowance	102	118	-100



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	0	4	0
7%	0%	5%	0%
0%	#DIV/0!	0%	#DIV/0!
25.6	#DIV/0!	25.3	#DIV/0!
\$ 29,300	#DIV/0!	\$ 48,700	#DIV/0!
106%	#DIV/0!	101%	#DIV/0!
\$ -	#DIV/0!	\$ 125	#DIV/0!
\$ 3,859	#DIV/0!	\$ 5,122	#DIV/0!
\$ 1,047	#DIV/0!	\$ 610	#DIV/0!
\$ 4,906	#DIV/0!	\$ 5,732	#DIV/0!
\$ 24,530	#DIV/0!	\$ 22,928	#DIV/0!
235%	#DIV/0!	168%	#DIV/0!
40%	#DIV/0!	75%	#DIV/0!
-100	#DIV/0!	250	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
2	0	7
3%	0%	10%
0%	#DIV/0!	0%
39.0	#DIV/0!	43.3
\$ 36,000	#DIV/0!	\$ 32,348
102%	#DIV/0!	102%
\$ -	#DIV/0!	\$ 152
\$ 7,096	#DIV/0!	\$ 2,403
\$ 939	#DIV/0!	\$ 583
\$ 8,034	#DIV/0!	\$ 2,986
\$ 16,068	#DIV/0!	\$ 20,902
206%	#DIV/0!	77%
100%	#DIV/0!	14%
1,419	#DIV/0!	66

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	73	38	12
% of Retail Units	100%	52%	16%
% Retailed of Non-New Franchise	12%	8%	8%
Avg. Days to Sale	36.9	20.6	37.8
Avg. Transaction Price	\$ 32,313	\$ 31,419	\$ 33,675
Avg. Transaction to Market %	102%	102%	103%
Avg. Transactional Discount	\$ 337	\$ 528	\$ 150
Avg. Front End Gross	\$ 2,730	\$ 3,138	\$ 3,320
Avg. Finance Gross	\$ 989	\$ 965	\$ 1,072
PUVR	\$ 3,719	\$ 4,103	\$ 4,391
Total Gross (Units & PUVR)	\$ 271,457	\$ 155,902	\$ 52,697
GROI	112%	228%	124%
% with Trade	48%	50%	42%
Avg. Over/Under Allowance	102	37	-45



46-60 days	61-90 days	90+ days
12	9	2
16%	12%	3%
8%	33%	50%
50.6	72.0	102.0
\$ 32,983	\$ 32,522	\$ 36,150
102%	97%	94%
\$ 33	\$ 233	\$ 100
\$ 3,092	\$ 738	\$ (1,766)
\$ 1,049	\$ 941	\$ 793
\$ 4,141	\$ 1,678	\$ (973)
\$ 49,697	\$ 15,106	\$ (1,945)
89%	26%	-9%
50%	56%	0%
258	389	0