

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
1	E21377M	2013	dodge	challenger	22	Street/Curb Buy		\$ 21,949	\$ 21,949	108%	\$267	\$0
2	e21205m	2017	hyundai	sonata	54	Street/Curb Buy		\$ 17,249	\$ 17,249	99%	\$238	\$0
3	e21458	2022	subaru	forester	3	Auction/Wholesale	yes	\$ 34,199	\$ 34,199	103%	\$1,077	\$3,165
4	e21416	2020	subaru	forester - T	3	Other	yes	\$ 28,400	\$ 28,400	101%	\$2,626	\$952
5	e20712a	2017	nissan	rogue	38	Trade on Used		\$ 17,949	\$ 17,949	98%	(\$409)	\$534
6	e21206p	2022	audi	q5	54	Auction/Wholesale	yes	\$ 44,999	\$ 44,999	98%	\$562	\$3,613
7	e21438m	2020	nissan	rogue - OFF	15	Other	yes	\$ 23,799	\$ 23,799	99%	\$1,083	\$1,130
8	e21246m	2013	ford	edge	51	Street/Curb Buy		\$ 16,749	\$ 16,749	103%	(\$126)	\$690
9	E21460	2020	Land Rover	discovery	4	Auction/Wholesale	yes	\$ 27,996	\$ 27,996	88%	(\$1,688)	\$2,515
10	E21300	2018	Chevrolet	malibu	40	Auction/Wholesale		\$ 16,349	\$ 16,349	97%	\$871	\$2,134
11	E21089A	2018	jeep	compass	62	Trade on Used		\$ 22,349	\$ 22,349	104%	(\$521)	\$3,219
12	E21017A	2017	nissan	sentra	9	Trade on Used		\$ 13,450	\$ 13,450	103%	\$3,550	\$1,986
13	E21472	2018	dodge	journey	2	Auction/Wholesale		\$ 17,949	\$ 17,949	100%	(\$2,641)	\$1,130
14	e21473	2014	infiniti	qx80 - A	20	Other		\$ 22,549	\$ 22,549	99%	\$2,545	\$248
15	e21415	2021	Chevrolet	trax	6	Auction/Wholesale	yes	\$ 22,800	\$ 22,800	102%	\$1,519	\$1,869
16	e21106p	2019	jeep	cherokee	70	Auction/Wholesale	yes	\$ 23,998	\$ 23,998	97%	\$696	\$261
17	e21168	2021	Cadillac	xt5	63	Auction/Wholesale	yes	\$ 42,799	\$ 42,799	100%	\$1,090	\$459
18	e21433	2017	nissan	rogue - A	9	Other		\$ 19,549	\$ 19,549	100%	\$107	\$2,642
19	e21366p	2019	nissan	rogue	28	Auction/Wholesale		\$ 23,549	\$ 23,549	108%	\$120	\$1,147
20	e21403m	2018	dodge	challenger	15	Street/Curb Buy		\$ 36,950	\$ 36,950	88%	\$2,546	\$3,470
21	e21372	2019	Volkswagen	atlas	26	Auction/Wholesale	yes	\$ 32,799	\$ 32,799	104%	\$394	\$1,316
22	e21434m	2013	nissan	altima	10	Street/Curb Buy		\$ 9,550	\$ 9,550	88%	\$901	\$0
23	e20824	2021	ford	escape	120	Auction/Wholesale	yes	\$ 20,496	\$ 20,496	85%	(\$3,938)	\$1,446
24	e21430	2018	Volkswagen	atlas	14	Auction/Wholesale		\$ 31,950	\$ 31,950	103%	\$2,183	\$2,931
25	e21095a	2019	jeep	cherokee	65	Trade on Used	yes	\$ 25,298	\$ 25,298	96%	(\$1,860)	\$2,999
26	e21260	2018	Chevrolet	trax	83	Auction/Wholesale		\$ 15,748	\$ 15,748	98%	(\$1,851)	\$2,155
27	e21195ma	2020	jeep	wrangler	23	Trade on Used	yes	\$ 39,999	\$ 39,999	99%	\$4,458	\$1,953
28	e21305	2018	acura	tlx	44	Auction/Wholesale		\$ 29,949	\$ 29,949	97%	\$398	\$1,226

29	e21077	2019	hyundai	tucson	81	Auction/Wholesale		\$	18,448	\$	18,448	93%	\$341	\$2,573
30	e21348m	2018	kia	optima	35	Street/Curb Buy		\$	14,349	\$	14,349	100%	\$1,593	\$1,166
31	e21471	2015	Chevrolet	silverado	59	Auction/Wholesale		\$	25,949	\$	25,949	101%	(\$1,042)	\$1,514
32	e21299a	2020	hyundai	elantra	22	Trade on Used	yes	\$	19,799	\$	19,799	101%	\$1,174	\$1,590
33	e21226	2019	ford	edge	60	Auction/Wholesale		\$	22,949	\$	22,949	100%	(\$573)	\$200
34	e20817	2020	toyota	tacoma	123	Auction/Wholesale	yes	\$	33,796	\$	33,796	92%	(\$1,870)	\$0
35	e20889	2014	jeep	cherokee	14	Auction/Wholesale		\$	15,950	\$	15,950	96%	\$2,378	\$0
36	e21476	2020	kia	sportage - A	5	Other	yes	\$	22,498	\$	22,498	100%	\$53	\$0
37	e21420	2022	nissan	pathfinder	98	Auction/Wholesale	yes	\$	35,596	\$	35,596	99%	\$1,344	\$1,700
38	e21307m	2014	honda	civic	47	Street/Curb Buy		\$	19,249	\$	19,249	101%	\$638	\$1,551
39	e21315m	2020	dodge	ram	45	Street/Curb Buy	yes	\$	40,999	\$	40,999	100%	\$2,958	\$2,045
40	e21323m	2013	jeep	patriot	80	Street/Curb Buy		\$	10,448	\$	10,448	101%	(\$1,184)	\$0
41	e21393m	2016	Mercedes-Benz	glclass	25	Street/Curb Buy		\$	29,950	\$	29,950	100%	\$2,106	\$0
42	e21496	2021	nissan	murano - A	3	Other	yes	\$	32,298	\$	32,298	97%	(\$124)	\$1,744
43	e21497m	2017	ford	fusion - OFF	3	Other		\$	17,349	\$	17,349	105%	\$1,000	\$2,295
44	e21444	2021	ford	escape	13	Auction/Wholesale	yes	\$	24,300	\$	24,300	99%	\$807	\$250
45	e21225	2019	Chevrolet	spark	62	Auction/Wholesale	yes	\$	15,548	\$	15,548	100%	\$1,097	\$131
46	e21484	2021	toyota	prius - A	5	Other		\$	23,750	\$	23,750	99%	\$1,694	\$0
47	e21453m	2021	kia	seltos	12	Street/Curb Buy	yes	\$	25,500	\$	25,500	100%	\$2,252	\$389
48	e21414m	2012	ford	focus	20	Street/Curb Buy		\$	9,950	\$	9,950	103%	\$2,445	\$328
49	e21178	2019	Cadillac	xt5	68	Auction/Wholesale	yes	\$	32,598	\$	32,598	102%	(\$1,151)	\$1,130
50	e21389p	2020	volvo	xc90	27	Auction/Wholesale	yes	\$	44,999	\$	44,999	103%	\$1,267	\$1,776
51	e21062	2022	hyundai	sante fe	110	Auction/Wholesale	yes	\$	39,297	\$	39,297	106%	(\$277)	\$0
52	e21329p	2019	Volkswagen	atlas	43	Auction/Wholesale	yes	\$	37,499	\$	37,499	104%	\$1,236	\$1,130
53	e21186a	2020	Chevrolet	equinox	28	Trade on Used	yes	\$	24,499	\$	24,499	100%	\$1,992	\$2,100

Scoreboard Totals

% Retailed of Non-Franchise Make	99%
Total # Retail Units	200
Avg. Days to Sale	38.2
Avg. Advertised Price (Time of Sale)	\$ 25,683
Avg. Transaction Price	\$ 25,683
Avg. Market Price at 100%	\$ 25,896
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ (0)
Avg. Front-End Gross	\$ 691
Avg. Finance Gross	\$ 1,343
PUVR	\$ 2,034
Total Gross (Units & PUVR)	\$ 406,861
GROI	75%
% with Trade	48%
Avg. Over/Under Allowance	\$0



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	99%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	38.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,683	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,683	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,896	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (0)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 691	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,343	#DIV/0!	#DIV/0!
PUVR	\$ 2,034	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 406,861	#DIV/0!	#DIV/0!
GROI	75%	#DIV/0!	#DIV/0!
% with Trade	48%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#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	99%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	38.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,683	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,683	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,896	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (0)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 691	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,343	#DIV/0!	#DIV/0!
PUVR	\$ 2,034	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 406,861	#DIV/0!	#DIV/0!
GROI	75%	#DIV/0!	#DIV/0!
% with Trade	48%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	99%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	38.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,683	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,683	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,896	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (0)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 691	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,343	#DIV/0!	#DIV/0!
PUVR	\$ 2,034	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 406,861	#DIV/0!	#DIV/0!
GROI	75%	#DIV/0!	#DIV/0!
% with Trade	48%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	98	0
Avg. Days to Sale	38.2	43.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,683	\$ 30,520	#DIV/0!
Avg. Transaction Price	\$ 25,683	\$ 30,520	#DIV/0!
Avg. Market Price at 100%	\$ 25,896	\$ 30,751	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	99%	#DIV/0!
Avg. Transaction to Market	99%	99%	#DIV/0!
Avg. Transactional Discount	\$ (0)	\$ -	#DIV/0!
Avg. Front-End Gross	\$ 691	\$ 531	#DIV/0!
Avg. Finance Gross	\$ 1,343	\$ 1,441	#DIV/0!
PUVR	\$ 2,034	\$ 1,973	#DIV/0!
Total Gross (Units & PUVR)	\$ 406,861	\$ 193,315	#DIV/0!
GROI	75%	54%	#DIV/0!
% with Trade	48%	56%	#DIV/0!
Avg. Over/Under Allowance	0	0	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	0	198
Avg. Days to Sale	38.2	#DIV/0!	38.0
Avg. Advertised Price (Time of Sale)	\$ 25,683	#DIV/0!	\$ 25,702
Avg. Transaction Price	\$ 25,683	#DIV/0!	\$ 25,702
Avg. Market Price at 100%	\$ 25,896	#DIV/0!	\$ 25,922
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	99%
Avg. Transaction to Market	99%	#DIV/0!	99%
Avg. Transactional Discount	\$ (0)	#DIV/0!	\$ (0)
Avg. Front-End Gross	\$ 691	#DIV/0!	\$ 710
Avg. Finance Gross	\$ 1,343	#DIV/0!	\$ 1,326
PUVR	\$ 2,034	#DIV/0!	\$ 2,035
Total Gross (Units & PUVR)	\$ 406,861	#DIV/0!	\$ 403,024
GROI	75%	#DIV/0!	75%
% with Trade	48%	#DIV/0!	48%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	0	33
% of Retail Units	100%	0%	17%
% Retailed of Non-New Franchise	99%	#DIV/0!	94%
Avg. Days to Sale	38.2	#DIV/0!	38.4
Avg. Transaction Price	\$ 25,683	#DIV/0!	\$ 23,644
Avg. Transaction to Market %	99%	#DIV/0!	100%
Avg. Transactional Discount	\$ (0)	#DIV/0!	\$ -
Avg. Front End Gross	\$ 691	#DIV/0!	\$ 1,328
Avg. Finance Gross	\$ 1,343	#DIV/0!	\$ 1,616
PUVR	\$ 2,034	#DIV/0!	\$ 2,944
Total Gross (Units & PUVR)	\$ 406,861	#DIV/0!	\$ 97,161
GROI	75%	#DIV/0!	117%
% with Trade	48%	#DIV/0!	42%
Avg. Over/Under Allowance	0	#DIV/0!	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
43	77	0	0
22%	39%	0%	0%
100%	100%	#DIV/0!	#DIV/0!
40.7	48.5	#DIV/0!	#DIV/0!
\$ 25,351	\$ 27,320	#DIV/0!	#DIV/0!
99%	100%	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 1,652	\$ 68	#DIV/0!	#DIV/0!
\$ 1,047	\$ 1,508	#DIV/0!	#DIV/0!
\$ 2,700	\$ 1,576	#DIV/0!	#DIV/0!
\$ 116,085	\$ 121,316	#DIV/0!	#DIV/0!
94%	43%	#DIV/0!	#DIV/0!
33%	56%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	47
0%	0%	24%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	19.0
#DIV/0!	#DIV/0!	\$ 24,738
#DIV/0!	#DIV/0!	98%
#DIV/0!	#DIV/0!	\$ (0)
#DIV/0!	#DIV/0!	\$ 384
#DIV/0!	#DIV/0!	\$ 1,154
#DIV/0!	#DIV/0!	\$ 1,538
#DIV/0!	#DIV/0!	\$ 72,299
#DIV/0!	#DIV/0!	118%
#DIV/0!	#DIV/0!	53%
#DIV/0!	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	109	23
% of Retail Units	100%	55%	12%
% Retailed of Non-New Franchise	99%	100%	100%
Avg. Days to Sale	38.2	14.5	38.7
Avg. Transaction Price	\$ 25,683	\$ 24,884	\$ 28,353
Avg. Transaction to Market %	99%	99%	101%
Avg. Transactional Discount	\$ (0)	\$ -	\$ -
Avg. Front End Gross	\$ 691	\$ 1,159	\$ 1,456
Avg. Finance Gross	\$ 1,343	\$ 1,367	\$ 1,317
PUVR	\$ 2,034	\$ 2,526	\$ 2,774
Total Gross (Units & PUVR)	\$ 406,861	\$ 275,383	\$ 63,798
GROI	75%	252%	91%
% with Trade	48%	48%	52%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
20	28	20
10%	14%	10%
100%	93%	100%
54.2	70.9	105.5
\$ 26,292	\$ 25,150	\$ 27,109
101%	99%	94%
\$ -	\$ -	\$ (1)
\$ 1,044	\$ (203)	\$ (1,843)
\$ 1,332	\$ 1,506	\$ 1,026
\$ 2,376	\$ 1,303	\$ (816)
\$ 47,524	\$ 36,483	\$ (16,327)
60%	26%	-10%
55%	39%	50%
0	0	0