

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	P1684	2021	Toyota	Sienna	11	ntal Fleet (Enterprise, et	Yes	\$ 35,988	\$ 34,288	99%	(\$4,932)	\$10,910
2	210162a	2020	Subaru	Outback	52	Trade on New	No	\$ 25,988	\$ 25,988	92%	(\$5,827)	(\$30)
3	210600B	2015	Toyota	Prius	17	Trade on New	No	\$ 18,488	\$ 18,488	92%	(\$3,552)	\$2,381
4	210629a	2020	Toyota	4Runner	13	Trade on New	Yes	\$ 39,488	\$ 39,488	95%	(\$1,608)	\$876
5	210661A	2018	Audi	A4	22	Trade on New	No	\$ 24,488	\$ 24,000	95%	(\$1,945)	\$487
6	210688A	2022	Toyota	Tacoma	35	Trade on New	Yes	\$ 34,488	\$ 34,488	93%	(\$3,676)	\$6,801
7	210780A	2022	Toyota	Rav4	18	Trade on New	Yes	\$ 33,988	\$ 33,988	95%	\$1,112	\$1,186
8	P1687	2021	Toyota	Prius	11	ntal Fleet (Enterprise, et	Yes	\$ 25,488	\$ 23,500	100%	(\$2,083)	\$1
9	210800A	2021	Toyota	Corolla	8	Trade on New	Yes	\$ 22,988	\$ 22,988	93%	(\$2,392)	\$3,717
10	210920A	2016	Honda	CRV	11	Trade on New	No	\$ 20,988	\$ 20,488	96%	(\$1,752)	\$1,161
11	211029A	2015	GMC	Canyon	13	Trade on New	No	\$ 8,988	\$ 8,988	96%	(\$4,654)	\$3,083
12	211047A	2015	Toyota	Corolla	10	Trade on New	No	\$ 16,988	\$ 15,988	92%	(\$1,402)	\$1,744
13	N210810A	2022	Nissan	Frontier	14	Trade on New	No	\$ 32,488	\$ 30,000	93%	(-5172)	\$2,986
14	P1696	2021	Toyota	Highlander Hybrid	1	Other	Yes	\$ 42,988	\$ 38,965	96%	(\$1,527)	\$702
15	1210882A	2023	Toyota	highlander Hybrid	4	Trade on New	Yes	\$ 51,988	\$ 48,179	97%	(\$4,632)	\$252
16	P1678	2021	Toyota	Sienna	15	Auction/Wholesale	Yes	\$ 35,988	\$ 35,508	100%	(\$1,536)	(\$30)
17	P1694	2022	Toyota	Corolla	7	Auction/Wholesale	Yes	\$ 22,688	\$ 23,666	95%	(\$865)	\$3,687
18	210669A	2021	Toyota	Tacoma	40	Trade on new	Yes	\$ 36,488	\$ 36,575	93%	(\$2,923)	(\$30)
19	N210671B	2017	Jeep	Wrangler	14	Trade on New	No	\$ 29,988	\$ 28,850	98%	(\$2,840)	\$1,122
20	P1690	2022	Toyota	Prius	14	Auction/Wholesale	Yes	\$ 25,488	\$ 25,488	94%	(\$1,574)	\$4,493
21	210382A	2023	Toyota	Tacoma	21	Trade on New	Yes	\$ 39,988	\$ 39,988	94%	\$249	\$2,502
22	210626A	2012	Jeep	Wrangler	43	Trade on New	No	\$ 20,988	\$ 20,788	94%	(\$2,344)	\$1,740
23	210693A	2021	Toyota	Rav4 Hybrid	39	Trade on New	Yes	\$ 39,488	\$ 39,900	95%	(\$1,868)	\$656
24	210844A	2010	Toyota	Prius	14	Trade on New	No	\$ 9,988	\$ 9,988	96%	(\$902)	\$1,730
25	210851A	2022	Toyota	Camry	30	Trade on New	Yes	\$ 30,488	\$ 30,488	93%	(\$4,466)	\$1,527
26	P1666	2021	Mitsubishi	Outlander	22	Auction/Wholesale	No	\$ 18,488	\$ 17,847	99%	(\$1,527)	\$2,986
27	210721A	2018	Lexus	NX300	27	Trade on New	No	\$ 24,988	\$ 24,988	94%	(\$1,354)	\$3,562
28	210801A	2019	Honda	Accord	5	Trade on New	No	\$ 24,388	\$ 23,700	95%	(\$2,290)	\$242
29	2109847A	2020	Toyota	Corolla Hybrid	5	Trade on New	Yes	\$ 23,988	\$ 22,988	97%	(\$578)	\$222
30	T00080	2023	Toyota	Tacoma	38	Auction/Wholesale	Yes	\$ 49,488	\$ 49,000	95%	(\$1,186)	(\$28)
31	P1713	2023	Toyota	TUNDRA	1	Street/Curb Buy	Yes	\$ 78,988	\$ 69,338	95%	(\$162)	\$1,849

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	50
Avg. Days to Sale	19.1
Avg. Advertised Price (Time of Sale)	\$ 31,984
Avg. Transaction Price	\$ 31,416
Avg. Market Price at 100%	\$ 33,611
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	93%
Avg. Transactional Discount	\$ 621
Avg. Front-End Gross	\$ (1,969)
Avg. Finance Gross	\$ 2,061
PUVR	\$ 132
Total Gross (Units & PUVR)	\$ 6,578
GROI	8%
% with Trade	38%
Avg. Over/Under Allowance	\$560



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	50	0	0
Avg. Days to Sale	19.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,984	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,416	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,611	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 621	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (1,969)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,061	#DIV/0!	#DIV/0!
PUVR	\$ 132	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 6,578	#DIV/0!	#DIV/0!
GROI	8%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	560	#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	100%	#DIV/0!	#DIV/0!
Total # Retail Units	50	0	0
Avg. Days to Sale	19.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,984	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,416	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,611	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 621	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (1,969)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,061	#DIV/0!	#DIV/0!
PUVR	\$ 132	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 6,578	#DIV/0!	#DIV/0!
GROI	8%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	560	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	50	0	0
Avg. Days to Sale	19.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,984	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,416	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,611	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 621	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (1,969)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,061	#DIV/0!	#DIV/0!
PUVR	\$ 132	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 6,578	#DIV/0!	#DIV/0!
GROI	8%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	560	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	50	29	21
Avg. Days to Sale	19.1	17.5	21.4
Avg. Advertised Price (Time of Sale)	\$ 31,984	\$ 36,243	\$ 25,522
Avg. Transaction Price	\$ 31,416	\$ 35,685	\$ 25,522
Avg. Market Price at 100%	\$ 33,611	#REF!	\$ 26,463
Avg. Price to Market % (Time of Sale)	95%	#REF!	96%
Avg. Transaction to Market	93%	#REF!	96%
Avg. Transactional Discount	\$ 621	\$ 558	\$ 708
Avg. Front-End Gross	\$ (1,969)	\$ (1,588)	\$ (2,520)
Avg. Finance Gross	\$ 2,061	\$ 2,176	\$ 1,903
PUVR	\$ 132	\$ 587	\$ (498)
Total Gross (Units & PUVR)	\$ 6,578	\$ 17,033	\$ (10,455)
GROI	8%	34%	-33%
% with Trade	38%	52%	19%
Avg. Over/Under Allowance	560	819	202



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	50	0	50
Avg. Days to Sale	19.1	#DIV/0!	19.1
Avg. Advertised Price (Time of Sale)	\$ 31,984	#DIV/0!	\$ 31,416
Avg. Transaction Price	\$ 31,416	#DIV/0!	\$ 31,416
Avg. Market Price at 100%	\$ 33,611	#DIV/0!	#REF!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#REF!
Avg. Transaction to Market	93%	#DIV/0!	#REF!
Avg. Transactional Discount	\$ 621	#DIV/0!	\$ 621
Avg. Front-End Gross	\$ (1,969)	#DIV/0!	\$ (1,969)
Avg. Finance Gross	\$ 2,061	#DIV/0!	\$ 2,061
PUVR	\$ 132	#DIV/0!	\$ 132
Total Gross (Units & PUVR)	\$ 6,578	#DIV/0!	\$ 6,578
GROI	8%	#DIV/0!	8%
% with Trade	38%	#DIV/0!	38%
Avg. Over/Under Allowance	560	#DIV/0!	560



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	50	34	0
% of Retail Units	100%	68%	0%
% Retailed of Non-New Franchise	100%	100%	#DIV/0!
Avg. Days to Sale	19.1	21.4	#DIV/0!
Avg. Transaction Price	\$ 31,416	\$ 29,331	#DIV/0!
Avg. Transaction to Market %	93%	15303%	#DIV/0!
Avg. Transactional Discount	\$ 621	\$ 306	#DIV/0!
Avg. Front End Gross	\$ (1,969)	\$ (2,133)	#DIV/0!
Avg. Finance Gross	\$ 2,061	\$ 1,839	#DIV/0!
PUVR	\$ 132	\$ (232)	#DIV/0!
Total Gross (Units & PUVR)	\$ 6,578	\$ (7,884)	#DIV/0!
GROI	8%	-13%	#DIV/0!
% with Trade	38%	32%	#DIV/0!
Avg. Over/Under Allowance	560	625	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	8	0	0
4%	16%	0%	0%
100%	100%	#DIV/0!	#DIV/0!
1.0	18.6	#DIV/0!	#DIV/0!
\$ 53,244	\$ 35,366	#DIV/0!	#DIV/0!
88%	#REF!	#DIV/0!	#DIV/0!
\$ 5,745	\$ (103)	#DIV/0!	#DIV/0!
\$ (476)	\$ (1,177)	#DIV/0!	#DIV/0!
\$ 925	\$ 3,236	#DIV/0!	#DIV/0!
\$ 449	\$ 2,059	#DIV/0!	#DIV/0!
\$ 898	\$ 16,468	#DIV/0!	#DIV/0!
304%	113%	#DIV/0!	#DIV/0!
0%	63%	#DIV/0!	#DIV/0!
0	406	#DIV/0!	#DIV/0!

BO OEM/Leasing central Fleet (Enterprise, etc	Other
0	3
0%	4%
#DIV/0!	100%
#DIV/0!	9.3
#DIV/0! \$	\$ 27,596
#DIV/0!	92%
#DIV/0! \$	\$ 1,625
#DIV/0! \$	\$ (3,088)
#DIV/0! \$	\$ 3,687
#DIV/0! \$	\$ 599
#DIV/0! \$	\$ 1,798
#DIV/0!	84%
#DIV/0!	33%
#DIV/0!	500
	1,000

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	50	41	5
% of Retail Units	100%	82%	10%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	19.1	13.1	39.0
Avg. Transaction Price	\$ 31,416	\$ 29,794	\$ 36,150
Avg. Transaction to Market %	93%	12706%	#REF!
Avg. Transactional Discount	\$ 621	\$ 925	\$ 38
Avg. Front End Gross	\$ (1,969)	\$ (1,725)	\$ (2,399)
Avg. Finance Gross	\$ 2,061	\$ 1,982	\$ 1,828
PUVR	\$ 132	\$ 257	\$ (572)
Total Gross (Units & PUVR)	\$ 6,578	\$ 10,533	\$ (2,858)
GROI	8%	24%	-15%
% with Trade	38%	41%	0%
Avg. Over/Under Allowance	560	610	0



46-60 days	61-90 days	90+ days
3	1	0
6%	2%	0%
100%	100%	#DIV/0!
52.3	67.0	#DIV/0!
\$ 45,321	\$ 32,538	#DIV/0!
90%	124%	#DIV/0!
\$ -	\$ (7,050)	#DIV/0!
\$ (5,281)	\$ 370	#DIV/0!
\$ 3,392	\$ 2,477	#DIV/0!
\$ (1,890)	\$ 2,847	#DIV/0!
\$ (5,669)	\$ 2,847	#DIV/0!
-29%	47%	#DIV/0!
33%	100%	#DIV/0!
1,000	0	#DIV/0!