

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Chris S	Austin	Chris P
Sheldon	Paul	Sam
		Jordan
		Wood
		Jen

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	U15482	2019	Subaru	Crosstrek	38	Trade on New	NO	\$ 39,979	\$ 39,979	102%	\$3,197	\$700
2	U15821	2022	Subaru	Impreza	14	LBO Customer	No	\$ 26,885	\$ 26,885	103%	\$5,663	\$0
3	U15749	2020	Subaru	Legacy	42	Trade on New	No	\$ 25,949	\$ 25,949	96%	\$698	\$2,000
4	U15807	2018	Subaru	Forester	29	Trade on New	NO	\$ 22,846	\$ 22,846	98%	\$3,543	\$0
5	U15797	2016	Honda	Fit	31	Trade on Used	NO	\$ 15,897	\$ 15,897	106%	\$4,742	\$502
6	U15827	2021	Subaru	Impreza	17	LBO Customer	Yes	\$ 22,988	\$ 22,600	102%	\$5,039	\$1,618
7	U15783	2021	Subaru	Forester	27	LBO Customer	No	\$ 26,589	\$ 26,000	99%	\$5,511	\$2,519
8	U15889	2021	Subaru	Outback	15	Loaner	Yes	\$ 29,647	\$ 29,000	102%	\$4,352	\$0
9	U15946	2022	Subaru	Ascent	21	Trade on New	Yes	\$ 35,611	\$ 35,611	102%	\$5,741	\$700
10	U15950	2021	Subaru	Forester	19	LBO Customer	No	\$ 28,949	\$ 28,749	99%	\$6,112	\$0
11	U15972	2017	Subaru	Impreza	13	Street/Curb Buy	No	\$ 16,966	\$ 16,966	97%	\$4,491	\$0
12	U15932	2018	Subaru	Outback	14	Trade on New	No	\$ 22,386	\$ 22,000	98%	\$3,096	\$1,302
13	U15948	2019	Subaru	Forester	22	Trade on New	No	\$ 26,855	\$ 26,855	100%	\$3,555	\$201
14	U15986	2016	Subaru	Outback	15	Trade on Used	No	\$ 26,402	\$ 26,402	102%	\$3,950	\$775
15	U15949	2018	Subaru	Forester	18	Trade on New	No	\$ 19,762	\$ 19,762	99%	\$2,977	\$2,000
16	U15877	2019	Subaru	Crosstrek	25	Trade on New	No	\$ 25,581	\$ 25,581	101%	\$4,018	\$2,568
17	U15867	2020	Subaru	ACENT	31	LBO Customer	Yes	\$ 29,423	\$ 29,423	96%	\$4,745	\$1,632
18	U15985	2013	Subaru	Outback	9	Trade on Used	No	\$ 11,909	\$ 11,909	99%	\$3,666	\$0
19	U15991	2021	Subaru	WRX	15	Trade on New	No	\$ 28,345	\$ 28,345	104%	\$4,689	\$2,684
20	U15947	2018	Subaru	Forester	22	Trade on New	No	\$ 23,322	\$ 23,322	97%	\$2,461	\$3,134
21	U15936	2021	Subaru	Forester	16	LBO Customer	Yes	\$ 29,372	\$ 29,372	101%	\$5,514	\$0
22	U15876	2020	Subaru	Crosstrek	37	Trade on New	No	\$ 25,285	\$ 25,285	95%	\$2,532	\$0
23	U15926	2020	Subaru	Impreza	19	LBO Customer	Yes	\$ 21,756	\$ 21,756	103%	\$7,994	\$636
24	U15858	2020	Subaru	Forester	21	Loaner	No	\$ 26,910	\$ 26,910	103%	\$5,628	\$0
25	U15918	2013	Subaru	WRX	12	Trade on Used	No	\$ 22,949	\$ 22,949	105%	\$4,778	\$0
26	U15966	2021	Subaru	Crosstrek	24	Trade on New	No	\$ 26,786	\$ 26,784	99%	\$3,501	\$1,100
27	U16009	2019	Subaru	Crosstrek	17	Trade on New	No	\$ 25,250	\$ 25,872	101%	\$4,174	\$0

28	U15814	2021	Subaru	Crosstrek	54	LBO Customer	No	\$	27,256	\$	27,256	94%	\$3,212	\$2,100
29	U15982	2021	Subaru	Forester	14	Loaner	Yes	\$	28,987	\$	29,987	104%	\$6,705	\$0
30	U15920	2020	Subaru	Forester	18	Trade on New	No	\$	26,724	\$	26,724	102%	\$3,982	\$2,231
31	U15828	2021	Subaru	Impreza	26	LBO Customer	No	\$	23,500	\$	23,981	99%	\$5,328	\$935
32	U15871	2021	Subaru	Outback	9	LBO Customer	No	\$	28,742	\$	28,742	103%	\$6,421	\$2,956
33	U15854	2023	Subaru	Crosstrek	12	Trade on New	No	\$	32,141	\$	32,141	105%	\$5,901	\$2,825
34	U16000	2021	Subaru	Crosstrek	15	LBO Customer	No	\$	26,744	\$	26,744	102%	\$6,038	\$2,100
35	U15966	2021	Subaru	Crosstrek	18	Trade on New	No	\$	26,786	\$	26,786	101%	\$3,315	\$816
36	U16009	2019	Subaru	Crosstrek	11	Street/Curb Buy	No	\$	25,250	\$	25,789	99%	\$2,536	\$1,000
37	U15814	2021	Subaru	Crosstrek	57	Trade on New	Yes	\$	27,256	\$	27,256	94%	\$3,212	\$2,100
38	U15982	2021	Subaru	Forester	22	LBO Customer	No	\$	28,987	\$	28,987	102%	\$6,705	\$0
39	U15713	2020	Subaru	Crosstrek	28	Trade on New	No	\$	23,762	\$	23,762	98%	\$3,761	\$0
40	U15739	2007	Honda	CRV	25	Trade on Used	No	\$	10,914	\$	10,914	101%	\$3,298	\$0
41	U15696	2021	Subaru	Outback	19	Loaner	No	\$	29,000	\$	29,546	103%	\$6,672	\$0
42	U15721	2020	Subaru	Outback	37	Trade on New	No	\$	30,872	\$	30,872	99%	\$3,613	\$670
43	U15755	2017	Subaru	Impreza	23	Trade on Used	No	\$	16,329	\$	16,329	102%	\$4,531	\$0
44	U15722	2019	Subaru	Forester	31	Trade on New	No	\$	25,925	\$	25,925	99%	\$3,909	\$898
45	U15774	2020	Subaru	Crosstrek	19	Trade on New	Yes	\$	24,799	\$	24,799	100%	\$4,271	\$2,000
46	U15727	2020	Subaru	Outback	27	LBO Customer	No	\$	32,198	\$	32,198	98%	\$6,076	\$810
47	U15720	2020	Subaru	Forester	17	Trade on New	No	\$	29,115	\$	29,115	101%	\$4,736	\$2,300
48	U15729	2016	Mercedes-Benz	METRIS VAN	21	Trade on Used	No	\$	19,889	\$	19,889	102%	\$4,487	\$0
49	U15725	2017	Subaru	Outback	12	Trade on Used	No	\$	22,479	\$	22,000	104%	\$5,017	\$0
50	U15754	2016	Subaru	Outback	22	Street/Curb Buy	No	\$	19,964	\$	19,500	101%	\$4,388	\$1,889
51	U15893	2020	Subaru	Ascent	38	Trade on New	Yes	\$	29,142	\$	28,500	98%	\$3,087	\$2,116
52	U15825	2019	Subaru	Ascent	46	Trade on New	No	\$	28,899	\$	28,500	94%	(\$96)	\$0
53	U15891	2020	Subaru	Forester	25	Trade on New	No	\$	23,974	\$	23,974	100%	\$3,299	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	5%
Total # Retail Units	60
Avg. Days to Sale	22.8
Avg. Advertised Price (Time of Sale)	\$ 25,016
Avg. Transaction Price	\$ 24,983
Avg. Market Price at 100%	\$ 24,921
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 33
Avg. Front-End Gross	\$ 4,310
Avg. Finance Gross	\$ 1,001
PUVR	\$ 5,311
Total Gross (Units & PUVR)	\$ 318,640
GROI	336%
% with Trade	50%
Avg. Over/Under Allowance	(\$17)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	5%	#DIV/0!	#DIV/0!
Total # Retail Units	60	0	0
Avg. Days to Sale	22.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,016	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,983	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,921	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 33	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,310	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,001	#DIV/0!	#DIV/0!
PUVR	\$ 5,311	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 318,640	#DIV/0!	#DIV/0!
GROI	336%	#DIV/0!	#DIV/0!
% with Trade	50%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-17	#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	5%	#DIV/0!	#DIV/0!
Total # Retail Units	60	0	0
Avg. Days to Sale	22.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,016	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,983	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,921	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 33	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,310	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,001	#DIV/0!	#DIV/0!
PUVR	\$ 5,311	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 318,640	#DIV/0!	#DIV/0!
GROI	336%	#DIV/0!	#DIV/0!
% with Trade	50%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-17	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	5%	#DIV/0!	#DIV/0!
Total # Retail Units	60	0	0
Avg. Days to Sale	22.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,016	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,983	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,921	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 33	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,310	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,001	#DIV/0!	#DIV/0!
PUVR	\$ 5,311	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 318,640	#DIV/0!	#DIV/0!
GROI	336%	#DIV/0!	#DIV/0!
% with Trade	50%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-17	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	60	10	49
Avg. Days to Sale	22.8	24.7	22.5
Avg. Advertised Price (Time of Sale)	\$ 25,016	\$ 27,898	\$ 24,366
Avg. Transaction Price	\$ 24,983	\$ 27,830	\$ 24,366
Avg. Market Price at 100%	\$ 24,921	\$ 27,877	\$ 24,325
Avg. Price to Market % (Time of Sale)	100%	100%	100%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ 33	\$ 68	\$ 27
Avg. Front-End Gross	\$ 4,310	\$ 5,066	\$ 4,124
Avg. Finance Gross	\$ 1,001	\$ 1,080	\$ 962
PUVR	\$ 5,311	\$ 6,146	\$ 5,087
Total Gross (Units & PUVR)	\$ 318,640	\$ 61,462	\$ 249,240
GROI	336%	322%	334%
% with Trade	50%	60%	47%
Avg. Over/Under Allowance	-17	0	-20



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	60	57	3
Avg. Days to Sale	22.8	22.6	25.7
Avg. Advertised Price (Time of Sale)	\$ 25,016	\$ 25,514	\$ 15,567
Avg. Transaction Price	\$ 24,983	\$ 25,479	\$ 15,567
Avg. Market Price at 100%	\$ 24,921	\$ 25,471	\$ 15,101
Avg. Price to Market % (Time of Sale)	100%	100%	103%
Avg. Transaction to Market	100%	100%	103%
Avg. Transactional Discount	\$ 33	\$ 35	\$ -
Avg. Front-End Gross	\$ 4,310	\$ 4,317	\$ 4,176
Avg. Finance Gross	\$ 1,001	\$ 1,045	\$ 167
PUVR	\$ 5,311	\$ 5,362	\$ 4,343
Total Gross (Units & PUVR)	\$ 318,640	\$ 305,611	\$ 13,029
GROI	336%	335%	391%
% with Trade	50%	49%	67%
Avg. Over/Under Allowance	-17	-18	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	60	27	10
% of Retail Units	100%	45%	17%
% Retailed of Non-New Franchise	5%	0%	30%
Avg. Days to Sale	22.8	26.4	18.9
Avg. Transaction Price	\$ 24,983	\$ 26,717	\$ 18,473
Avg. Transaction to Market %	100%	99%	102%
Avg. Transactional Discount	\$ 33	\$ 30	\$ 98
Avg. Front End Gross	\$ 4,310	\$ 3,511	\$ 4,154
Avg. Finance Gross	\$ 1,001	\$ 1,319	\$ 338
PUVR	\$ 5,311	\$ 4,830	\$ 4,492
Total Gross (Units & PUVR)	\$ 318,640	\$ 130,412	\$ 44,921
GROI	336%	246%	463%
% with Trade	50%	52%	40%
Avg. Over/Under Allowance	-17	-37	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	0	4	14
8%	0%	7%	23%
0%	#DIV/0!	0%	0%
16.4	#DIV/0!	17.3	22.2
\$ 19,603	#DIV/0!	\$ 28,861	\$ 27,103
100%	#DIV/0!	104%	100%
\$ 81	#DIV/0!	\$ (225)	\$ 50
\$ 3,737	#DIV/0!	\$ 5,839	\$ 5,728
\$ 733	#DIV/0!	\$ -	\$ 1,243
\$ 4,470	#DIV/0!	\$ 5,839	\$ 6,972
\$ 22,348	#DIV/0!	\$ 23,357	\$ 97,602
501%	#DIV/0!	422%	417%
40%	#DIV/0!	75%	50%
0	#DIV/0!	0	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	60	48	8
% of Retail Units	100%	80%	13%
% Retailed of Non-New Franchise	5%	4%	13%
Avg. Days to Sale	22.8	19.0	35.6
Avg. Transaction Price	\$ 24,983	\$ 24,400	\$ 27,729
Avg. Transaction to Market %	100%	101%	99%
Avg. Transactional Discount	\$ 33	\$ 20	\$ 80
Avg. Front End Gross	\$ 4,310	\$ 4,603	\$ 3,315
Avg. Finance Gross	\$ 1,001	\$ 986	\$ 1,065
PUVR	\$ 5,311	\$ 5,589	\$ 4,380
Total Gross (Units & PUVR)	\$ 318,640	\$ 268,294	\$ 35,040
GROI	336%	435%	160%
% with Trade	50%	46%	75%
Avg. Over/Under Allowance	-17	-10	-63



46-60 days	61-90 days	90+ days
3	0	0
5%	0%	0%
0%	#DIV/0!	#DIV/0!
52.3	#DIV/0!	#DIV/0!
\$ 27,671	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!
\$ 133	#DIV/0!	#DIV/0!
\$ 2,109	#DIV/0!	#DIV/0!
\$ 1,400	#DIV/0!	#DIV/0!
\$ 3,509	#DIV/0!	#DIV/0!
\$ 10,528	#DIV/0!	#DIV/0!
87%	#DIV/0!	#DIV/0!
67%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!