

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Neil Cozart	Matt Basaletti	Shane Sunderlin
		Mike Parker
		Ben Jackson
		Justin Woolums

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	14252A	2013	GMC	Yukon	17	Trade on Used	No	\$ 15,100	\$ 13,803	91%	\$4,654	\$0
2	14218TA	2014	Subaru	Outback	30	Street/Curb Buy	No	\$ 14,950	\$ 14,950	100%	\$2,069	\$812
3	5162P	2021	Honda	HR-V	4	Street/Curb Buy	Yes	\$ 22,700	\$ 22,700	100%	\$2,273	\$0
4	5160P	2020	Honda	Accord	1	LBO Customer	No	\$ 19,289	\$ 19,289	100%	(\$0)	\$3,028
5	14241B	2017	GMC	Sierra	2	Street/Curb Buy	No	\$ 39,500	\$ 38,500	97%	\$3,459	\$1,433
6	14217A	2023	Honda	CR-V	23	Trade on Used	Yes	\$ 41,500	\$ 40,288	97%	\$1,457	\$200
7	5159P	2020	Honda	Civic	1	LBO Customer	No	\$ 13,075	\$ 13,075	100%	(\$1)	\$2,025
8	14261A	2021	Honda	Passport	4	Street/Curb Buy	Yes	\$ 31,200	\$ 31,200	100%	\$1,912	\$3,731
9	14244A	2018	Honda	Pilot	8	Street/Curb Buy	Yes	\$ 30,950	\$ 30,950	100%	\$1,471	\$0
10	14196B	2016	Honda	CR-V	12	Street/Curb Buy	No	\$ 18,150	\$ 18,150	100%	\$3,280	\$2,248
11	14243A	2017	Toyota	Highlander	28	Street/Curb Buy	No	\$ 23,950	\$ 23,950	100%	\$2,276	\$2,593
12	5163P	2020	Honda	Accord	5	LBO Customer	No	\$ 18,505	\$ 18,505	100%	\$0	\$2,754
13	14264A	2010	Ford	Escape	11	Street/Curb Buy	No	\$ 7,950	\$ 7,950	100%	\$2,133	\$621
14	14207TB1	2016	Toyota	Prius	50	Street/Curb Buy	No	\$ 14,400	\$ 14,400	100%	(\$457)	\$3,163
15	14231A	2020	Honda	HR-V	37	Street/Curb Buy	Yes	\$ 22,400	\$ 22,400	100%	\$1,349	\$2,043
16	14262A	2020	Honda	CR-V	11	Trade on Used	Yes	\$ 28,400	\$ 27,818	98%	\$2,151	\$3,568
17	14248TA	2023	Honda	Odyssey	14	Trade on Used	Yes	\$ 44,950	\$ 44,950	100%	\$2,706	\$1,513
18	14222B	2010	Honda	CR-V	31	Street/Curb Buy	No	\$ 8,400	\$ 7,882	94%	\$2,408	\$0
19	14207TB2	2014	Kia	Soul	41	Street/Curb Buy	No	\$ 7,850	\$ 7,850	100%	\$3	\$0
20	14252B	2015	GMC	Sierra	7	Trade on Used	No	\$ 32,800	\$ 32,800	100%	\$3,067	\$2,346
21	14271A	2021	Honda	Pilot	5	Trade on Used	Yes	\$ 35,200	\$ 35,200	100%	\$2,000	\$1,620
22	14249A	2020	Honda	CR-V	37	Trade on Used	Yes	\$ 31,400	\$ 29,900	95%	\$2,390	\$1,137
23	14293A	2018	Honda	Civic	6	Trade on Used	Yes	\$ 24,900	\$ 24,900	100%	\$3,093	\$2,459
24	14285A	2015	Honda	Odyssey	5	Street/Curb Buy	Yes	\$ 18,000	\$ 18,000	100%	\$716	\$0
25	14258A	2011	Honda	Accord	17	Street/Curb Buy	No	\$ 7,800	\$ 7,800	100%	\$1,578	\$94
26	14248TB	2015	Toyota	Highlander	13	Street/Curb Buy	No	\$ 20,750	\$ 20,750	100%	\$1,012	\$0
27	14284TA	2023	Honda	Ridgeline	1	Trade on Used	Yes	\$ 46,500	\$ 45,654	98%	\$4,097	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	41
Avg. Days to Sale	17.5
Avg. Advertised Price (Time of Sale)	\$ 22,794
Avg. Transaction Price	\$ 22,567
Avg. Market Price at 100%	\$ 23,076
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 227
Avg. Front-End Gross	\$ 1,930
Avg. Finance Gross	\$ 1,303
PUVR	\$ 3,233
Total Gross (Units & PUVR)	\$ 132,535
GROI	294%
% with Trade	29%
Avg. Over/Under Allowance	(\$63)



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	41	0	0
Avg. Days to Sale	17.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,794	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,567	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,076	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 227	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,930	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,303	#DIV/0!	#DIV/0!
PUVR	\$ 3,233	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 132,535	#DIV/0!	#DIV/0!
GROI	294%	#DIV/0!	#DIV/0!
% with Trade	29%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-63	#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	41	0	0
Avg. Days to Sale	17.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,794	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,567	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,076	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 227	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,930	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,303	#DIV/0!	#DIV/0!
PUVR	\$ 3,233	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 132,535	#DIV/0!	#DIV/0!
GROI	294%	#DIV/0!	#DIV/0!
% with Trade	29%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-63	#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	41	0	0
Avg. Days to Sale	17.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,794	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,567	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,076	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 227	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,930	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,303	#DIV/0!	#DIV/0!
PUVR	\$ 3,233	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 132,535	#DIV/0!	#DIV/0!
GROI	294%	#DIV/0!	#DIV/0!
% with Trade	29%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-63	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	41	18	23
Avg. Days to Sale	17.5	16.4	18.4
Avg. Advertised Price (Time of Sale)	\$ 22,794	\$ 30,683	\$ 16,411
Avg. Transaction Price	\$ 22,567	\$ 30,434	\$ 16,411
Avg. Market Price at 100%	\$ 23,076	\$ 30,954	\$ 16,864
Avg. Price to Market % (Time of Sale)	99%	99%	97%
Avg. Transaction to Market	98%	98%	97%
Avg. Transactional Discount	\$ 227	\$ 250	\$ 210
Avg. Front-End Gross	\$ 1,930	\$ 2,142	\$ 1,763
Avg. Finance Gross	\$ 1,303	\$ 1,269	\$ 1,329
PUVR	\$ 3,233	\$ 3,411	\$ 3,093
Total Gross (Units & PUVR)	\$ 132,535	\$ 61,406	\$ 71,129
GROI	294%	247%	369%
% with Trade	29%	61%	4%
Avg. Over/Under Allowance	-63	94	-187



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	41	0	41
Avg. Days to Sale	17.5	#DIV/0!	17.5
Avg. Advertised Price (Time of Sale)	\$ 22,794	#DIV/0!	\$ 22,567
Avg. Transaction Price	\$ 22,567	#DIV/0!	\$ 22,567
Avg. Market Price at 100%	\$ 23,076	#DIV/0!	\$ 23,050
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	98%
Avg. Transaction to Market	98%	#DIV/0!	98%
Avg. Transactional Discount	\$ 227	#DIV/0!	\$ 227
Avg. Front-End Gross	\$ 1,930	#DIV/0!	\$ 1,930
Avg. Finance Gross	\$ 1,303	#DIV/0!	\$ 1,303
PUVR	\$ 3,233	#DIV/0!	\$ 3,233
Total Gross (Units & PUVR)	\$ 132,535	#DIV/0!	\$ 132,535
GROI	294%	#DIV/0!	294%
% with Trade	29%	#DIV/0!	29%
Avg. Over/Under Allowance	-63	#DIV/0!	-63



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	41	0	13
% of Retail Units	100%	0%	32%
% Retailed of Non-New Franchise	100%	#DIV/0!	100%
Avg. Days to Sale	17.5	#DIV/0!	18.5
Avg. Transaction Price	\$ 22,567	#DIV/0!	\$ 31,481
Avg. Transaction to Market %	98%	#DIV/0!	97%
Avg. Transactional Discount	\$ 227	#DIV/0!	\$ 445
Avg. Front End Gross	\$ 1,930	#DIV/0!	\$ 2,536
Avg. Finance Gross	\$ 1,303	#DIV/0!	\$ 1,262
PUVR	\$ 3,233	#DIV/0!	\$ 3,798
Total Gross (Units & PUVR)	\$ 132,535	#DIV/0!	\$ 49,380
GROI	294%	#DIV/0!	235%
% with Trade	29%	#DIV/0!	92%
Avg. Over/Under Allowance	-63	#DIV/0!	-200



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
24	0	0	4
59%	0%	0%	10%
100%	#DIV/0!	#DIV/0!	100%
19.7	#DIV/0!	#DIV/0!	2.0
\$ 18,747	#DIV/0!	#DIV/0!	\$ 16,516
98%	#DIV/0!	#DIV/0!	100%
\$ 147	#DIV/0!	#DIV/0!	\$ -
\$ 1,923	#DIV/0!	#DIV/0!	\$ (0)
\$ 1,183	#DIV/0!	#DIV/0!	\$ 2,156
\$ 3,106	#DIV/0!	#DIV/0!	\$ 2,155
\$ 74,534	#DIV/0!	#DIV/0!	\$ 8,621
303%	#DIV/0!	#DIV/0!	2349%
0%	#DIV/0!	#DIV/0!	0%
0	#DIV/0!	#DIV/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	41	30	7
% of Retail Units	100%	73%	17%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	17.5	9.3	37.0
Avg. Transaction Price	\$ 22,567	\$ 23,428	\$ 17,530
Avg. Transaction to Market %	98%	98%	96%
Avg. Transactional Discount	\$ 227	\$ 222	\$ 377
Avg. Front End Gross	\$ 1,930	\$ 2,082	\$ 1,970
Avg. Finance Gross	\$ 1,303	\$ 1,218	\$ 938
PUVR	\$ 3,233	\$ 3,300	\$ 2,908
Total Gross (Units & PUVR)	\$ 132,535	\$ 99,013	\$ 20,354
GROI	294%	545%	161%
% with Trade	29%	30%	29%
Avg. Over/Under Allowance	-63	-87	0



46-60 days	61-90 days	90+ days
2	1	0
5%	2%	0%
100%	100%	#DIV/0!
51.0	61.0	#DIV/0!
\$ 23,650	\$ 17,700	#DIV/0!
100%	100%	#DIV/0!
\$ -	\$ -	#DIV/0!
\$ 411	\$ (80)	#DIV/0!
\$ 3,351	\$ 2,123	#DIV/0!
\$ 3,762	\$ 2,043	#DIV/0!
\$ 7,524	\$ 2,043	#DIV/0!
112%	68%	#DIV/0!
0%	100%	#DIV/0!
0	0	#DIV/0!