

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	9526127	2020	Subaru	WRX	13	LBO OEM/Leasing Co.	No	\$ 30,998	\$ 30,998	101%	\$3,053	\$2,112
2	4881A192	2021	Saturn	CROSSTREK	29	Trade on New	No	\$ 33,497	\$ 33,497	100%	\$2,560	\$3,239
3	9527160	2020	Subaru	ASCENT	14	LBO OEM/Leasing Co.	No	\$ 41,998	\$ 41,998	102%	\$344	\$4,531
4	4752A182	2019	Subaru	FORESTER	237	Trade on New	No	\$ 24,697	\$ 24,697	90%	(\$1,081)	\$4,144
5	4889A178	2020	Ford	ESCAPE	25	Trade on New	No	\$ 27,197	\$ 27,197	100%	\$3,565	\$200
6	4898A118	2012	Nissan	ROGUE	19	Trade on New	No	\$ 11,135	\$ 11,135	100%	\$1,618	\$779
7	9522A147	2021	Honda	PILOT	33	Trade on Used	No	\$ 46,397	\$ 45,489	97%	\$2,347	\$2,300
8	9086139	2019	Kia	SORENTO	649	LBO Customer	No	\$ 23,249	\$ 23,249	82%	\$0	\$1,856
9	9517A116	2020	Subaru	WRX	48	Trade on Used	No	\$ 32,989	\$ 32,989	97%	\$1,113	\$6,981
10	9529172	2023	Subaru	ASCENT	48	Auction/Wholesale	No	\$ 50,097	\$ 50,097	88%	\$4,198	\$5,768
11	9528163	2019	Subaru	IMPREZA	26	LBO OEM/Leasing Co.	No	\$ 24,447	\$ 24,447	100%	\$4,962	\$4,035
12	4896A153	2018	Subaru	IMPREZA	42	Trade on New	No	\$ 21,234	\$ 21,234	93%	\$2,474	\$2,426
13	4869A105	2019	Subaru	CROSSTREK	71	Trade on New	No	\$ 22,179	\$ 22,179	87%	(\$8)	\$537
14	4881B145	2015	Subaru	CROSSTREK	34	Trade on Used	No	\$ 12,849	\$ 12,849	91%	\$601	\$2,314
15	9531103	2020	Subaru	OUTBACK	14	LBO OEM/Leasing Co.	No	\$ 36,498	\$ 35,838	99%	\$8,279	\$4,568
16	9528143	2019	Subaru	CROSSTREK	49	LBO OEM/Leasing Co.	No	\$ 20,996	\$ 20,446	96%	(\$3,194)	\$3,024
17	9530102	2019	Saturn	FORESTER	22	LBO OEM/Leasing Co.	No	\$ 27,197	\$ 25,994	95%	(\$1,217)	\$5,280
18	4838A133	2019	Subaru	OUTBACK	147	Trade on New	No	\$ 21,784	\$ 21,784	89%	\$1,167	\$462
19	9534180	2020	Subaru	WRX	21	LBO OEM/Leasing Co.	No	\$ 32,747	\$ 32,747	99%	\$436	\$8,763
20	4901A177	2016	Subaru	CROSSTREK	20	Trade on New	No	\$ 21,231	\$ 21,000	103%	\$2,189	\$2,065
21	9542194	2018	Mazda	CX-5	6	Auction/Wholesale	No	\$ 20,686	\$ 20,686	94%	(\$350)	\$243
22	9527A151	2022	Chevrolet	SILVERADO	41	Trade on Used	No	\$ 62,949	\$ 62,949	98%	\$2,439	\$1,046
23	9536145	2020	Subaru	OUTBACK	15	LBO OEM/Leasing Co.	No	\$ 35,952	\$ 35,797	100%	\$1,763	\$2,303
24	9534119	2019	Subaru	CROSSTREK	21	LBO OEM/Leasing Co.	No	\$ 27,807	\$ 27,807	101%	\$7,974	\$4,070
25	4915A140	2020	Subaru	FORESTER	26	Trade on New	No	\$ 34,450	\$ 33,397	98%	(\$850)	\$5,654
26	4917A191	2018	Subaru	IMPREZA	32	Trade on New	No	\$ 21,279	\$ 21,279	99%	\$4,957	\$3,206
27	4929A105	2020	Subaru	OUTBACK	6	Trade on New	No	\$ 33,858	\$ 36,359	105%	\$302	\$6,103

Scoreboard Totals

% Retailed of Non-Franchise Make	30%
Total # Retail Units	30
Avg. Days to Sale	73.2
Avg. Advertised Price (Time of Sale)	\$ 29,438
Avg. Transaction Price	\$ 29,363
Avg. Market Price at 100%	\$ 30,665
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 75
Avg. Front-End Gross	\$ 1,807
Avg. Finance Gross	\$ 3,097
PUVR	\$ 4,905
Total Gross (Units & PUVR)	\$ 147,143
GROI	82%
% with Trade	43%
Avg. Over/Under Allowance	\$4,905



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	30%	#DIV/0!	#DIV/0!
Total # Retail Units	30	0	0
Avg. Days to Sale	73.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,438	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,363	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,665	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 75	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,807	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,097	#DIV/0!	#DIV/0!
PUVR	\$ 4,905	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 147,143	#DIV/0!	#DIV/0!
GROI	82%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	4,905	#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	30%	#DIV/0!	#DIV/0!
Total # Retail Units	30	0	0
Avg. Days to Sale	73.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,438	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,363	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,665	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 75	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,807	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,097	#DIV/0!	#DIV/0!
PUVR	\$ 4,905	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 147,143	#DIV/0!	#DIV/0!
GROI	82%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	4,905	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	30%	#DIV/0!	#DIV/0!
Total # Retail Units	30	0	0
Avg. Days to Sale	73.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,438	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,363	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,665	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 75	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,807	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,097	#DIV/0!	#DIV/0!
PUVR	\$ 4,905	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 147,143	#DIV/0!	#DIV/0!
GROI	82%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	4,905	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	30	0	30
Avg. Days to Sale	73.2	#DIV/0!	73.2
Avg. Advertised Price (Time of Sale)	\$ 29,438	#DIV/0!	\$ 29,363
Avg. Transaction Price	\$ 29,363	#DIV/0!	\$ 29,363
Avg. Market Price at 100%	\$ 30,665	#DIV/0!	\$ 30,568
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	96%
Avg. Transaction to Market	96%	#DIV/0!	96%
Avg. Transactional Discount	\$ 75	#DIV/0!	\$ 75
Avg. Front-End Gross	\$ 1,807	#DIV/0!	\$ 1,807
Avg. Finance Gross	\$ 3,097	#DIV/0!	\$ 3,097
PUVR	\$ 4,905	#DIV/0!	\$ 4,905
Total Gross (Units & PUVR)	\$ 147,143	#DIV/0!	\$ 147,143
GROI	82%	#DIV/0!	82%
% with Trade	43%	#DIV/0!	43%
Avg. Over/Under Allowance	4,905	#DIV/0!	4,905



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	30	21	9
Avg. Days to Sale	73.2	43.3	143.0
Avg. Advertised Price (Time of Sale)	\$ 29,438	\$ 29,314	\$ 29,493
Avg. Transaction Price	\$ 29,363	\$ 29,307	\$ 29,493
Avg. Market Price at 100%	\$ 30,665	\$ 30,196	\$ 31,438
Avg. Price to Market % (Time of Sale)	96%	97%	94%
Avg. Transaction to Market	96%	97%	94%
Avg. Transactional Discount	\$ 75	\$ 7	\$ 235
Avg. Front-End Gross	\$ 1,807	\$ 2,195	\$ 903
Avg. Finance Gross	\$ 3,097	\$ 3,713	\$ 1,660
PUVR	\$ 4,905	\$ 5,908	\$ 2,564
Total Gross (Units & PUVR)	\$ 147,143	\$ 124,071	\$ 23,072
GROI	82%	168%	22%
% with Trade	43%	38%	56%
Avg. Over/Under Allowance	4,905	5,908	2,564



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	30	11	6
% of Retail Units	100%	37%	20%
% Retailed of Non-New Franchise	30%	27%	50%
Avg. Days to Sale	73.2	59.5	105.3
Avg. Transaction Price	\$ 29,363	\$ 24,887	\$ 33,187
Avg. Transaction to Market %	96%	97%	93%
Avg. Transactional Discount	\$ 75	\$ (111)	\$ 151
Avg. Front End Gross	\$ 1,807	\$ 1,536	\$ 1,824
Avg. Finance Gross	\$ 3,097	\$ 2,620	\$ 2,267
PUVR	\$ 4,905	\$ 4,155	\$ 4,091
Total Gross (Units & PUVR)	\$ 147,143	\$ 45,708	\$ 24,548
GROI	82%	101%	42%
% with Trade	43%	45%	17%
Avg. Over/Under Allowance	4,905	4,155	4,091



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	2	0	1
0%	7%	0%	3%
#DIV/0!	50%	#DIV/0!	100%
#DIV/0!	27.0	#DIV/0!	649.0
#DIV/0!	\$ 35,392	#DIV/0!	\$ 23,249
#DIV/0!	91%	#DIV/0!	82%
#DIV/0!	\$ -	#DIV/0!	\$ -
#DIV/0!	\$ 1,924	#DIV/0!	\$ -
#DIV/0!	\$ 3,005	#DIV/0!	\$ 1,856
#DIV/0!	\$ 4,929	#DIV/0!	\$ 1,856
#DIV/0!	\$ 9,858	#DIV/0!	\$ 1,856
#DIV/0!	186%	#DIV/0!	4%
#DIV/0!	50%	#DIV/0!	100%
#DIV/0!	4,929	#DIV/0!	1,856

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
10	0	0
33%	0%	0%
10%	#DIV/0!	#DIV/0!
20.7	#DIV/0!	#DIV/0!
\$ 31,397	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!
\$ 257	#DIV/0!	#DIV/0!
\$ 2,254	#DIV/0!	#DIV/0!
\$ 4,264	#DIV/0!	#DIV/0!
\$ 6,517	#DIV/0!	#DIV/0!
\$ 65,173	#DIV/0!	#DIV/0!
361%	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!
6,517	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	30	17	5
% of Retail Units	100%	57%	17%
% Retailed of Non-New Franchise	30%	29%	40%
Avg. Days to Sale	73.2	17.8	36.4
Avg. Transaction Price	\$ 29,363	\$ 29,788	\$ 32,760
Avg. Transaction to Market %	96%	100%	95%
Avg. Transactional Discount	\$ 75	\$ 47	\$ 182
Avg. Front End Gross	\$ 1,807	\$ 2,473	\$ 2,564
Avg. Finance Gross	\$ 3,097	\$ 3,462	\$ 2,258
PUVR	\$ 4,905	\$ 5,935	\$ 4,822
Total Gross (Units & PUVR)	\$ 147,143	\$ 100,899	\$ 24,110
GROI	82%	404%	146%
% with Trade	43%	41%	20%
Avg. Over/Under Allowance	4,905	5,935	4,822



46-60 days	61-90 days	90+ days
3	1	4
10%	3%	13%
0%	0%	50%
48.3	71.0	374.0
\$ 34,511	\$ 22,179	\$ 21,244
93%	87%	84%
\$ 183	\$ -	\$ -
\$ 705	\$ (8)	\$ (687)
\$ 5,258	\$ 537	\$ 1,616
\$ 5,963	\$ 528	\$ 929
\$ 17,890	\$ 528	\$ 3,716
129%	12%	4%
67%	100%	50%
5,963	528	929