









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	NTUP210421	2021	Toyota	CAMRY	1	Auction/Wholesale	No	\$ 19,924	\$ 19,924	100%	\$ 520.00	1,888.71
2	NKLS210130	2021	Ford	EDGE	75	Street/Curb Buy	No	\$ 22,991	\$ 22,991	100%	-2,959.70	1,687.70
3	NKL230834	2017	Ford	ESCAPE	52	Auction/Wholesale	No	\$ 10,994	\$ 10,994	100%	1,366.71	###
4	NKLP220714	2022	Kia	FORTE	16	Auction/Wholesale	Yes	\$ 22,928	\$ 22,000	96%	1,502.66	3,029.06
5	NKLP200085	2020	Kia	FORTE	3	Auction/Wholesale	Yes	\$ 20,991	\$ 20,991	100%	6,081.00	2,440.69
6	NKL230967A	2017	BMW	I3	5	Trade on New	No	\$ 17,491	\$ 17,150	98%	2,567.83	1,618.10
7	MAP240032A	2022	Kia	K5	15	Trade on Used	Yes	\$ 28,476	\$ 26,995	95%	1,945.00	3,053.18
8	NBDP210482B	2021	Kia	K5	14	Trade on Used	Yes	\$ 26,962	\$ 24,991	93%	1,955.00	1,311.38
9	NID230402B	2021	Kia	K5	11	Trade on Used	Yes	\$ 28,043	\$ 27,991	100%	\$(728.29)	3,256.75
10	NKL240061A	2022	Kia	K5	10	Trade on New	Yes	\$ 25,991	\$ 25,991	100%	\$ 518.00	4,864.06
11	NKL230965A	2020	Chevrolet	MALIBU	14	Trade on New	No	\$ 16,963	\$ 16,963	100%	-1,237.00	\$ -
12	NKLS200082	2020	Kia	OPTIMA	20	Street/Curb Buy	Yes	\$ 22,883	\$ 22,883	100%	2,647.00	3,742.62
13	NKL240034A	2019	Lexus	RDX	35	Trade on New	No	\$ 26,980	\$ 25,998	96%	\$ 644.14	###
14	NKL230833A	2018	Jeep	Renegade	83	Trade on New	No	\$ 12,751	\$ 12,590	99%	-1,750.27	\$ -
15	nkl240003a	2019	Kia	rio	101	Trade on New	Yes	\$ 14,689	\$ 12,991	88%	\$ 990.71	2,288.78
16	NKLP160014	2016	Lexus	RX350	116	Auction/Wholesale	No	\$ 26,083	\$ 26,083	100%	-2,783.51	3,627.34
17	NKL230843A	2021	Kia	SORENTO	28	Trade on New	Yes	\$ 29,790	\$ 29,790	100%	\$ 479.85	5,568.94
18	NKL220131A	2022	Kia	SOUL		Trade on New	Yes	\$ 13,778	\$ 13,778	100%	\$ -	2,322.10
19	L7735248	2020	Kia	SOUL	5	Trade on Used	Yes	\$ 12,882	\$ 12,882	100%	\$(697.00)	###
20	NKLP220715	2022	Kia	SPORTAGE	11	Auction/Wholesale	Yes	\$ 26,991	\$ 24,548	91%	-1,177.00	3,166.94
21	NKL240062A	2009	Kia	SPORTAGE	14	Trade on New	No	\$ 5,780	\$ 5,780	100%	2,225.84	###
22	NKL230844A	2023	Kia	SPORTAGE	78	Trade on New	Yes	\$ 31,684	\$ 31,684	100%	-1,506.00	1,462.56
23	MAP231298B	2022	Kia	SPORTAGE	31	Trade on Used	Yes	\$ 26,840	\$ 25,400	95%	1,206.00	2,677.37
24	NKL230898A	2018	Subaru	STI	63	Trade on New	No	\$ 29,315	\$ 29,315	100%	-1,700.00	###
25	NKL230789A	2023	Kia	STINGER	86	Trade on New	Yes	\$ 36,206	\$ 36,206	100%	2,910.29	###
26	NTR231322B	2023	Kia	TELLURID	36	Trade on Used	Yes	\$ 48,781	\$ 48,781	100%	1,804.89	4,909.46
27	NKL230758A	2019	Ford	TRANSIT	53	Trade on New	No	\$ 41,490	\$ 41,990	101%	2,022.20	\$ -
28	NHYP210095	2021	Hyundai	VENUE	11	Trade on Used	No	\$ 18,980	\$ 18,980	100%	\$(989.00)	###

29	NKL230875A	2017	Jeep	WRANGLER	50	Trade on New	No	\$ 21,889	\$ 21,889	100%	3,475.49	1,014.66
30	HAH230586C	2017	Subaru	WRX	30	Trade on Used	No	\$ 19,575	\$ 19,575	100%	3,765.00	2,644.79
31	CMTL231988B	2021	Volkswagen	ATLAS	5	Trade on Used	No	\$ 32,680	\$ 33,561	103%	\$ (36.13)	2,478.22
32	NKL230834B	2017	Ford	ESCAPE	52	Trade on Used	No	\$ 10,994	\$ 9,076	83%	1,196.61	###
33	NKL240014A	2016	Ford	EXPLORER	91	Trade on New	No	\$ 19,767	\$ 19,767	100%	\$(535.75)	\$ -
34	NKL240108A	2018	Ford	EXPLORER	17	Trade on New	No	\$ 27,830	\$ 27,030	97%	\$ 852.71	\$ -
35	NKL230352A	2016	Ford	FIESTA	8	Trade on New	No	\$ 17,945	\$ 17,000	95%	2,716.23	\$ -
36	NKL240098A	2021	Kia	FORTE	8	Trade on New	Yes	\$ 21,173	\$ 21,173	100%	3,051.89	2,153.12
37	NKLP220718	2022	Kia	FORTE	9	Trade on Used	Yes	\$ 21,280	\$ 21,280	100%	1,471.17	\$ -
38	NKL230985A	2022	Kia	FORTE	18	Trade on New	Yes	\$ 22,398	\$ 22,598	101%	1,259.59	3,829.63
39	NKLP231012	2023	Kia	FORTE	7	Auction/Wholesale	Yes	\$ 27,519	\$ 27,519	100%	1,599.00	2,836.12
40	NKLP231011	2023	Kia	FORTE	15	Auction/Wholesale	Yes	\$ 23,375	\$ 22,875	98%	\$ 343.00	\$ -
41	NKLP23100	2023	Kia	FORTE	18	Auction/Wholesale	Yes	\$ 22,675	\$ 21,393	94%	\$(691.02)	\$ -
42	NKLP231009	2023	Kia	FORTE	18	Street/Curb Buy	Yes	\$ 22,675	\$ 22,675	100%	-1,410.00	\$ -
43	NHY230724C	2022	Kia	K5	24	Trade on Used	Yes	\$ 28,405	\$ 27,905	98%	\$ 896.16	\$ -
44	NKL240061B	2021	Kia	K5	11	Trade on Used	Yes	\$ 19,333	\$ 19,333	100%	\$ 766.92	2,332.40
45	MAP231004A	2021	Kia	K5	17	Trade on Used	Yes	\$ 26,130	\$ 25,431	97%	1,406.00	\$ -
46	NKL240080A	2019	Kia	OPTIMA		Trade on New	Yes	\$ 16,750	\$ 16,750	100%	\$(529.84)	2,411.93
47	NKL240109A	2019	Kia	OPTIMA	10	Trade on New	Yes	\$ 17,759	\$ 16,991	96%	\$ 375.00	1,462.00
48	NKL240032B	2023	Kia	RIO	55	Trade on Used	Yes	\$ 19,987	\$ 19,987	100%	\$ 873.14	1,021.00
49	MG020405	2021	Kia	SORENTO	11	Trade on New	Yes	\$ 23,244	\$ 22,547	97%	-1,177.00	###
50	NKL230525	2019	Kia	SORENTO	227	Trade on New	Yes	\$ 21,991	\$ 22,000	100%	2,381.28	###
51	NKL230976A	2020	Kia	SORENTO	16	Trade on New	Yes	\$ 23,330	\$ 23,330	100%	2,805.00	\$ -
52	NKL230942A	2020	Kia	SOUL	22	Trade on New	Yes	\$ 18,418	\$ 18,991	103%	2,471.39	1,830.80
53	NID230563A	2019	Kia	SOUL	8	Trade on Used	Yes	\$ 18,590	\$ 18,590	100%	3,705.87	###

## Scoreboard Totals

% Retailed of Non-Franchise Make	33%
Total # Retail Units	60
Avg. Days to Sale	34.4
Avg. Advertised Price (Time of Sale)	\$ 22,981
Avg. Transaction Price	\$ 22,658
Avg. Market Price at 100%	\$ 23,340
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 323
Avg. Front-End Gross	\$ 823
Avg. Finance Gross	\$ 1,472
PUVR	\$ 2,295
Total Gross (Units & PUVR)	\$ 137,682
GROI	106%
% with Trade	13%
Avg. Over/Under Allowance	(\$45)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	33%	#DIV/0!	#DIV/0!
Total # Retail Units	60	0	0
Avg. Days to Sale	34.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,981	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,658	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,340	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 323	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 823	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,472	#DIV/0!	#DIV/0!
PUVR	\$ 2,295	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 137,682	#DIV/0!	#DIV/0!
GROI	106%	#DIV/0!	#DIV/0!
% with Trade	13%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-45	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Leggin,	Matt Vollmers
% Retailed of Non-New Franchise	33%	10%	#DIV/0!
Total # Retail Units	60	10	0
Avg. Days to Sale	34.4	29.1	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,981	\$ 26,927	#DIV/0!
Avg. Transaction Price	\$ 22,658	\$ 26,571	#DIV/0!
Avg. Market Price at 100%	\$ 23,340	\$ 27,317	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	99%	#DIV/0!
Avg. Transaction to Market	97%	97%	#DIV/0!
Avg. Transactional Discount	\$ 323	\$ 357	#DIV/0!
Avg. Front-End Gross	\$ 823	\$ 1,171	#DIV/0!
Avg. Finance Gross	\$ 1,472	\$ 2,575	#DIV/0!
PUVR	\$ 2,295	\$ 3,746	#DIV/0!
Total Gross (Units & PUVR)	\$ 137,682	\$ 37,461	#DIV/0!
GROI	106%	174%	#DIV/0!
% with Trade	13%	10%	#DIV/0!
Avg. Over/Under Allowance	-45	50	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	LEWIS, H	
% Retailed of Non-New Franchise	33%	45%	#DIV/0!
Total # Retail Units	60	33	0
Avg. Days to Sale	34.4	39.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,981	\$ 21,545	#DIV/0!
Avg. Transaction Price	\$ 22,658	\$ 21,386	#DIV/0!
Avg. Market Price at 100%	\$ 23,340	\$ 21,719	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	99%	#DIV/0!
Avg. Transaction to Market	97%	98%	#DIV/0!
Avg. Transactional Discount	\$ 323	\$ 159	#DIV/0!
Avg. Front-End Gross	\$ 823	\$ 328	#DIV/0!
Avg. Finance Gross	\$ 1,472	\$ 1,600	#DIV/0!
PUVR	\$ 2,295	\$ 1,928	#DIV/0!
Total Gross (Units & PUVR)	\$ 137,682	\$ 63,617	#DIV/0!
GROI	106%	82%	#DIV/0!
% with Trade	13%	0%	#DIV/0!
Avg. Over/Under Allowance	-45	10	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	60	38	22
Avg. Days to Sale	34.4	31.1	39.8
Avg. Advertised Price (Time of Sale)	\$ 22,981	\$ 24,176	\$ 20,746
Avg. Transaction Price	\$ 22,658	\$ 23,765	\$ 20,746
Avg. Market Price at 100%	\$ 23,340	\$ 24,616	\$ 21,114
Avg. Price to Market % (Time of Sale)	98%	98%	98%
Avg. Transaction to Market	97%	97%	98%
Avg. Transactional Discount	\$ 323	\$ 411	\$ 171
Avg. Front-End Gross	\$ 823	\$ 1,033	\$ 459
Avg. Finance Gross	\$ 1,472	\$ 1,766	\$ 963
PUVR	\$ 2,295	\$ 2,800	\$ 1,422
Total Gross (Units & PUVR)	\$ 137,682	\$ 106,390	\$ 31,292
GROI	106%	136%	62%
% with Trade	13%	13%	14%
Avg. Over/Under Allowance	-45	-66	-8



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	60	40	20
Avg. Days to Sale	34.4	30.1	42.6
Avg. Advertised Price (Time of Sale)	\$ 22,981	\$ 23,336	\$ 22,082
Avg. Transaction Price	\$ 22,658	\$ 22,946	\$ 22,082
Avg. Market Price at 100%	\$ 23,340	\$ 23,754	\$ 22,487
Avg. Price to Market % (Time of Sale)	98%	98%	98%
Avg. Transaction to Market	97%	97%	98%
Avg. Transactional Discount	\$ 323	\$ 390	\$ 188
Avg. Front-End Gross	\$ 823	\$ 1,077	\$ 315
Avg. Finance Gross	\$ 1,472	\$ 1,697	\$ 1,023
PUVR	\$ 2,295	\$ 2,773	\$ 1,338
Total Gross (Units & PUVR)	\$ 137,682	\$ 110,924	\$ 26,758
GROI	106%	145%	51%
% with Trade	13%	13%	15%
Avg. Over/Under Allowance	-45	-63	-9



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	60	28	19
% of Retail Units	100%	47%	32%
% Retailed of Non-New Franchise	33%	39%	26%
Avg. Days to Sale	34.4	47.3	20.4
Avg. Transaction Price	\$ 22,658	\$ 22,882	\$ 23,000
Avg. Transaction to Market %	97%	98%	96%
Avg. Transactional Discount	\$ 323	\$ 248	\$ 378
Avg. Front End Gross	\$ 823	\$ 805	\$ 1,084
Avg. Finance Gross	\$ 1,472	\$ 1,261	\$ 1,492
PUVR	\$ 2,295	\$ 2,066	\$ 2,576
Total Gross (Units & PUVR)	\$ 137,682	\$ 57,841	\$ 48,947
GROI	106%	69%	197%
% with Trade	13%	14%	5%
Avg. Over/Under Allowance	-45	-18	-132



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	9	0	0
7%	15%	0%	0%
25%	33%	#DIV/0!	#DIV/0!
34.8	26.6	#DIV/0!	#DIV/0!
\$ 21,362	\$ 21,814	#DIV/0!	#DIV/0!
100%	96%	#DIV/0!	#DIV/0!
\$ 23	\$ 573	#DIV/0!	#DIV/0!
\$ (132)	\$ 751	#DIV/0!	#DIV/0!
\$ 1,700	\$ 1,985	#DIV/0!	#DIV/0!
\$ 1,568	\$ 2,736	#DIV/0!	#DIV/0!
\$ 6,271	\$ 24,623	#DIV/0!	#DIV/0!
76%	170%	#DIV/0!	#DIV/0!
25%	22%	#DIV/0!	#DIV/0!
0	36	#DIV/0!	#DIV/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	37	4
% of Retail Units	100%	62%	7%
% Retailed of Non-New Franchise	33%	24%	25%
Avg. Days to Sale	34.4	13.3	35.3
Avg. Transaction Price	\$ 22,658	\$ 21,644	\$ 30,043
Avg. Transaction to Market %	97%	97%	96%
Avg. Transactional Discount	\$ 323	\$ 320	\$ 606
Avg. Front End Gross	\$ 823	\$ 1,164	\$ 907
Avg. Finance Gross	\$ 1,472	\$ 1,613	\$ 2,122
PUVR	\$ 2,295	\$ 2,777	\$ 3,029
Total Gross (Units & PUVR)	\$ 137,682	\$ 102,752	\$ 12,117
GROI	106%	348%	103%
% with Trade	13%	14%	25%
Avg. Over/Under Allowance	-45	-14	-625



46-60 days	61-90 days	90+ days
7	6	4
12%	10%	7%
57%	67%	50%
51.1	78.3	133.8
\$ 24,405	\$ 26,049	\$ 20,210
94%	100%	95%
\$ 466	\$ 27	\$ 422
\$ 1,358	\$ (1,059)	\$ 13
\$ 570	\$ 843	\$ 1,588
\$ 1,928	\$ (216)	\$ 1,601
\$ 13,499	\$ (1,296)	\$ 6,406
56%	-4%	21%
0%	0%	50%
0	0	81