

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Same Brand as New	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	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	N01PA498T	2021	Honda	CIVIC	58	Trade on New	Yes	Yes	\$ 32,272	\$ 32,272	95%	\$2,915	\$4,000
2	N01PA499T	2017	Honda	CRV	55	Trade on New	No	Yes	\$ 27,400	\$ 27,400	102%	\$0	\$2,605
3	BC0425A	2017	Ram	1500	425	Trade on Used	No	No	\$ 23,614	\$ 23,614	85%	\$0	\$1,255
4	B10PA162	2018	Mazda	CX-5	1	Other	No	No	\$ 26,354	\$ 26,354	100%	\$0	\$1,580
5	N01QA525T	2021	Kia	SORRENTO	13	Trade on New	No	No	\$ 34,415	\$ 34,415	96%	\$0	\$3,148
6	N01PA118T	2019	Honda	ODYSSEY	197	Trade on New	No	Yes	\$ 36,935	\$ 36,935	95%	\$0	\$3,593
7	N10PA098T	2016	Honda	CRV	1	Other	No	Yes	\$ 16,989	\$ 16,989	100%	\$874	\$951
8	N01PA225T	2019	Ford	EDGE	30	Trade on New	No	No	\$ 33,107	\$ 33,107	94%	\$397	\$3,852
9	B01PA162	2017	Mazda	MAZDA3	18	Auction/Wholesale	No	No	\$ 18,043	\$ 18,043	102%	\$0	\$3,096
10	P01PA168	2020	Honda	CR-V	14	LBO Customer	Yes	Yes	\$ 35,381	\$ 35,381	98%	\$597	\$5,556
11	N01PA577 T	2020	Honda	CIVIC	26	Trade on New	Yes	Yes	\$ 30,099	\$ 30,199	99%	\$1,902	\$2,958
12	B10PA161	2018	Nissan	QASHQAI	1	Other	No	No	\$ 19,392	\$ 19,392	100%	\$0	\$4,492
13	B01PA156	2020	Ford	ESCAPE	26	Auction/Wholesale	No	No	\$ 31,607	\$ 31,607	95%	\$0	\$2,832
14	B01PA133	2018	Volkswagen	TIGUAN	61	Auction/Wholesale	No	No	\$ 26,408	\$ 26,408	92%	\$0	\$3,581
15	B01PA171	2017	Honda	CIVIC	7	Auction/Wholesale	No	Yes	\$ 23,029	\$ 23,029	101%	\$3,393	\$3,504
16	N01QA535T	2018	Honda	CR-V	50	Trade on New	No	Yes	\$ 26,350	\$ 26,350	99%	\$3,559	\$4,401
17	B01PA153	2019	Nissan	MICRA	33	Auction/Wholesale	No	No	\$ 14,784	\$ 14,784	91%	\$0	\$2,818
18	B01PA147	2020	Honda	CR-V	41	Auction/Wholesale	Yes	Yes	\$ 33,928	\$ 33,928	98%	\$44	\$3,617
19	B01PA157	2020	Honda	ACCORD	23	Auction/Wholesale	Yes	Yes	\$ 31,551	\$ 31,551	97%	\$0	\$1,525
20	B01PA174	2019	Ford	EDGE	7	Street/Curb Buy	No	No	\$ 31,500	\$ 31,500	99%	\$1,501	\$3,685
21	B01PA139	2022	Nissan	KICKS	53	Auction/Wholesale	No	No	\$ 24,258	\$ 24,258	87%	\$0	\$1,302
22	B01PA138	2021	Honda	CIVIC	53	Auction/Wholesale	Yes	Yes	\$ 29,745	\$ 29,745	95%	\$0	\$3,399
23	N01PA306T	2018	Honda	CIVIC	58	Trade on New	Yes	Yes	\$ 21,867	\$ 21,867	94%	\$0	\$4,002
24	P01NA057	2022	Honda	CRV	260	Street/Curb Buy	Yes	Yes	\$ 40,099	\$ 40,099	94%	\$637	\$6,025
25	N01QA561T	2022	Honda	crv	36	Trade on Used	Yes	Yes	\$ 38,246	\$ 38,246	97%	\$0	\$2,026
26	B01PA183	2018	Mazda	CX-5	27	Auction/Wholesale	No	No	\$ 25,613	\$ 25,613	98%	\$238	\$3,000

27	B01PA160	2018	Nissan	ROGUE	47	No	NO	No	\$ 25,313	\$ 25,313	95%	\$0	\$3,517
28	B01PA155	2020	Subaru	WRX	53	Auction/Wholesale	No	No	\$ 29,542	\$ 29,542	96%	\$0	\$4,170
29	P01PA071	2019	Honda	CRV	242	LBO Customer	Yes	Yes	\$ 29,999	\$ 29,999	92%	\$0	\$1,554
30	N01QA665T	2022	Honda	CIVIC	31	Trade on New	Yes	Yes	\$ 30,785	\$ 30,785	99%	\$1,570	\$4,304
31	N01QA556T	2018	Honda	CIVIC	4	Trade on New	No	Yes	\$ 26,201	\$ 26,201	106%	\$3,000	\$5,157
32	N01QA702T	2023	Honda	CR-V	7	Trade on New	Yes	Yes	\$ 38,151	\$ 38,151	95%	\$2,016	\$4,293
33	BC0387	2021	Lexus	RX	506	Auction/Wholesale	No	No	\$ 48,676	\$ 48,676	91%	\$0	\$10,645
34	N01PA445T1	2021	Dodge	CHARGER	76	Trade on Used	No	No	\$ 44,533	\$ 44,533	93%	\$0	\$4,342
35	N01QA635T	2023	Honda	CRV	29	Trade on New	Yes	Yes	\$ 42,662	\$ 42,622	100%	\$450	\$0
36	R01PA203	2019	Nissan	ROGUE	15	al Fleet (Enterprise,	No	No	\$ 22,278	\$ 22,278	100%	\$0	\$4,218
37	B01PA182	2019	Honda	CR-V	31	Auction/Wholesale	Yes	Yes	\$ 27,041	\$ 27,041	99%	\$2,177	\$4,205
38	N01QA710T	2017	Honda	CR-V	7	Trade on New	Yes	Yes	\$ 30,184	\$ 30,184	105%	\$3,846	\$3,842
39	N01PA413T1	2022	Jeep	GLADIATOR	29	Trade on Used	No	No	\$ 57,197	\$ 57,197	91%	\$0	\$7,741
40	N01QA572T	2023	Honda	CR-V	61	Trade on New	Yes	Yes	\$ 36,618	\$ 36,618	95%	\$0	\$4,579
41	N01PA419T	2017	Honda	RIDGELINE	96	Trade on New	No	Yes	\$ 31,617	\$ 31,617	93%	\$0	\$4,590
42	BC0282	2021	Honda	CRV	458	Auction/Wholesale	Yes	Yes	\$ 39,500	\$ 39,500	100%	\$2,650	\$5,143
43	B01PA179	2017	Honda	CIVIC	33	Street/Curb Buy	No	Yes	\$ 26,815	\$ 26,815	100%	\$6,500	\$1,962
44	R01PA192	2018	Buick	ENCORE	27	al Fleet (Enterprise,	No	No	\$ 22,152	\$ 22,152	95%	\$0	\$6,070
45	N01PA141T	2021	Honda	CRV	259	Trade on New	Yes	Yes	\$ 36,768	\$ 36,768	95%	\$0	\$4,871
46	N01PA387T	2022	Honda	CRV	142	Trade on New	Yes	Yes	\$ 38,322	\$ 38,322	97%	\$280	\$3,813
47	B01PA177T	2023	Kia	K5	16	Trade on Used	No	No	\$ 35,495	\$ 35,495	105%	\$3,296	\$2,000
48	N01QA701T	2018	Honda	CIVIC	20	Trade on New	No	Yes	\$ 23,812	\$ 23,812	105%	\$1,826	\$1,793
49	N01QA637T	2021	Honda	CRV	27	Trade on New	Yes	Yes	\$ 34,477	\$ 34,477	99%	\$886	\$952
50	N01PA516T	2017	Ford	EXPLORER	91	Trade on New	No	No	\$ 21,863	\$ 21,863	90%	\$0	\$984
51								Blank					
52								Blank					
53								Blank					

Scoreboard Totals

% Retailed of Non-Franchise Make	42%
Total # Retail Units	50
Avg. Days to Sale	77.6
Avg. Advertised Price (Time of Sale)	\$ 30,660
Avg. Transaction Price	\$ 30,661
Avg. Market Price at 100%	\$ 11,070
Avg. Price to Market % (Time of Sale)	277%
Avg. Transaction to Market	277%
Avg. Transactional Discount	\$ (1)
Avg. Front-End Gross	\$ 891
Avg. Finance Gross	\$ 3,551
PUVR	\$ 4,442
Total Gross (Units & PUVR)	\$ 222,101
GROI	67%
% with Trade	22%
Avg. Over/Under Allowance	\$786



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Total # Retail Units	50	0	0
Avg. Days to Sale	77.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,660	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,661	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 11,070	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	277%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	277%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 891	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,551	#DIV/0!	#DIV/0!
PUVR	\$ 4,442	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 222,101	#DIV/0!	#DIV/0!
GROI	67%	#DIV/0!	#DIV/0!
% with Trade	22%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	786	#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	42%	#DIV/0!	#DIV/0!
Total # Retail Units	50	0	0
Avg. Days to Sale	77.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,660	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,661	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 11,070	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	277%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	277%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 891	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,551	#DIV/0!	#DIV/0!
PUVR	\$ 4,442	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 222,101	#DIV/0!	#DIV/0!
GROI	67%	#DIV/0!	#DIV/0!
% with Trade	22%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	786	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	42%	#DIV/0!	#DIV/0!
Total # Retail Units	50	0	0
Avg. Days to Sale	77.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,660	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,661	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 11,070	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	277%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	277%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 891	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,551	#DIV/0!	#DIV/0!
PUVR	\$ 4,442	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 222,101	#DIV/0!	#DIV/0!
GROI	67%	#DIV/0!	#DIV/0!
% with Trade	22%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	786	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	50	20	30
Avg. Days to Sale	77.6	93.2	67.3
Avg. Advertised Price (Time of Sale)	\$ 30,660	\$ 33,885	\$ 28,510
Avg. Transaction Price	\$ 30,661	\$ 33,888	\$ 28,510
Avg. Market Price at 100%	\$ 11,070	\$ 34,898	#REF!
Avg. Price to Market % (Time of Sale)	277%	97%	#REF!
Avg. Transaction to Market	277%	97%	#REF!
Avg. Transactional Discount	\$ (1)	\$ (3)	\$ -
Avg. Front-End Gross	\$ 891	\$ 998	\$ 819
Avg. Finance Gross	\$ 3,551	\$ 3,533	\$ 3,563
PUVR	\$ 4,442	\$ 4,532	\$ 4,382
Total Gross (Units & PUVR)	\$ 222,101	\$ 90,634	\$ 131,467
GROI	67%	52%	82%
% with Trade	22%	40%	10%
Avg. Over/Under Allowance	786	750	1,000



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	50	29	21
Avg. Days to Sale	77.6	80.2	74.0
Avg. Advertised Price (Time of Sale)	\$ 30,660	\$ 31,615	\$ 29,340
Avg. Transaction Price	\$ 30,661	\$ 31,617	\$ 29,340
Avg. Market Price at 100%	\$ 11,070	#REF!	\$ 30,970
Avg. Price to Market % (Time of Sale)	277%	#REF!	95%
Avg. Transaction to Market	277%	#REF!	95%
Avg. Transactional Discount	\$ (1)	\$ (2)	\$ -
Avg. Front-End Gross	\$ 891	\$ 1,349	\$ 259
Avg. Finance Gross	\$ 3,551	\$ 3,421	\$ 3,730
PUVR	\$ 4,442	\$ 4,770	\$ 3,989
Total Gross (Units & PUVR)	\$ 222,101	\$ 138,342	\$ 83,759
GROI	67%	68%	66%
% with Trade	22%	28%	14%
Avg. Over/Under Allowance	786	750	1,000



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	50	20	5
% of Retail Units	100%	40%	10%
% Retailed of Non-New Franchise	42%	15%	80%
Avg. Days to Sale	77.6	63.1	116.4
Avg. Transaction Price	\$ 30,661	\$ 31,698	\$ 39,817
Avg. Transaction to Market %	277%	#REF!	94%
Avg. Transactional Discount	\$ (1)	\$ (3)	\$ -
Avg. Front End Gross	\$ 891	\$ 1,132	\$ 659
Avg. Finance Gross	\$ 3,551	\$ 3,387	\$ 3,473
PUVR	\$ 4,442	\$ 4,519	\$ 4,132
Total Gross (Units & PUVR)	\$ 222,101	\$ 90,385	\$ 20,660
GROI	67%	81%	32%
% with Trade	22%	20%	20%
Avg. Over/Under Allowance	786	833	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	14	0	2
6%	28%	0%	4%
33%	57%	#DIV/0!	0%
100.0	99.3	#DIV/0!	128.0
\$ 32,805	\$ 28,838	#DIV/0!	\$ 32,690
98%	96%	#DIV/0!	95%
\$ -	\$ -	#DIV/0!	\$ -
\$ 2,879	\$ 607	#DIV/0!	\$ 299
\$ 3,891	\$ 3,774	#DIV/0!	\$ 3,555
\$ 6,770	\$ 4,381	#DIV/0!	\$ 3,853
\$ 20,310	\$ 61,338	#DIV/0!	\$ 7,707
74%	55%	#DIV/0!	33%
33%	21%	#DIV/0!	0%
1,000	500	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	2	3
0%	4%	6%
#DIV/0!	100%	67%
#DIV/0!	21.0	1.0
#DIV/0!	\$ 22,215	\$ 20,912
#DIV/0!	98%	100%
#DIV/0!	\$ -	\$ -
#DIV/0!	\$ -	\$ 291
#DIV/0!	\$ 5,144	\$ 2,341
#DIV/0!	\$ 5,144	\$ 2,632
#DIV/0!	\$ 10,288	\$ 7,897
#DIV/0!	397%	4532%
#DIV/0!	50%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	50	23	6
% of Retail Units	100%	46%	12%
% Retailed of Non-New Franchise	42%	52%	17%
Avg. Days to Sale	77.6	16.3	34.2
Avg. Transaction Price	\$ 30,661	\$ 29,989	\$ 28,600
Avg. Transaction to Market %	277%	99%	99%
Avg. Transactional Discount	\$ (1)	\$ (3)	\$ -
Avg. Front End Gross	\$ 891	\$ 1,053	\$ 1,715
Avg. Finance Gross	\$ 3,551	\$ 3,315	\$ 3,155
PUVR	\$ 4,442	\$ 4,368	\$ 4,870
Total Gross (Units & PUVR)	\$ 222,101	\$ 100,467	\$ 29,222
GROI	67%	322%	179%
% with Trade	22%	22%	17%
Avg. Over/Under Allowance	786	1,000	1,000



46-60 days	61-90 days	90+ days
8	3	10
16%	6%	20%
38%	67%	30%
53.4	66.0	267.6
\$ 27,093	\$ 35,853	\$ 34,739
#REF!	93%	93%
\$ -	\$ -	\$ -
\$ 809	\$ -	\$ 357
\$ 3,425	\$ 4,167	\$ 4,247
\$ 4,234	\$ 4,167	\$ 4,604
\$ 33,870	\$ 12,502	\$ 46,040
105%	63%	18%
25%	0%	30%
750	#DIV/0!	667