

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	G22628A	21	Dodge	Ram 2500	122	Trade on New	NO	\$ 65,775	\$ 65,225	98%	\$1,264	\$3,264
2	G22369A	20	GMC	Sierra 1500	116	Trade on New	No	\$ 41,000	\$ 40,500	97%	\$495	\$2,221
3	G22498A	19	Dodge	Ram 1500	116	Trade on New	No	\$ 30,995	\$ 30,995	101%	(\$47)	\$3,568
4	G22549A	17	Ford	F350	124	Trade on New	No	\$ 52,700	\$ 52,500	95%	\$1,114	\$3,490
5	G22680A	20	Hyundai	Santa Fe	90	Trade on New	No	\$ 19,550	\$ 19,550	99%	\$960	\$300
6	G22600A	22	GMC	Sierra 2500	90	Trade on New	Yes	\$ 69,000	\$ 68,000	101%	(\$1,794)	\$1,634
7	G22649A	22	GMC	Sierra 1500	89	Trade on New	Yes	\$ 57,900	\$ 57,400	103%	\$225	\$3,446
8	G22676A	18	GMC	Sierra 1500	87	Trade on New	No	\$ 42,000	\$ 42,000	99%	(\$913)	\$3,121
9	B5125B	22	GMC	Sierra 1500	86	Trade on Used	No	\$ 54,700	\$ 53,491	100%	(\$1,330)	\$452
10	G22763A	20	GMC	Acadia	83	Trade on New	No	\$ 27,775	\$ 27,475	102%	\$63	\$3,035
11	G22523A	21	GMC	Sierra 2500	83	Trade on New	No	\$ 62,500	\$ 61,800	101%	\$824	\$6,450
12	P8725A	21	GMC	Terrain	81	Trade on Used	Yes	\$ 27,950	\$ 26,462	105%	(\$49)	\$200
13	B4969A	21	GMC	Acadia	77	Trade on New	No	\$ 37,225	\$ 36,825	105%	\$454	\$1,251
14	G22672A	18	Chevrolet	Silverado 1500	75	Trade on New	No	\$ 19,000	\$ 19,000	100%	\$935	\$0
15	B4982C	18	GMC	Canyon	75	Trade on Used	No	\$ 31,795	\$ 31,795	99%	(\$335)	\$1,658
16	P9044A	18	Honda	Accord	73	Trade on Used	No	\$ 26,995	\$ 26,995	114%	\$1,775	\$3,705
17	P9446	20	GMC	Terrain	71	Street/Curb Buy	No	\$ 20,995	\$ 20,972	102%	\$0	\$0
18	B5113A	18	GMC	Acadia	71	Trade on New	No	\$ 27,000	\$ 26,600	105%	\$1,132	\$3,756
19	P9395	22	Mitsubishi	Mirage	70	Auction/Wholesale	No	\$ 16,995	\$ 16,995	96%	(\$774)	\$2,574
20	P9413A	18	GMC	Sierra 1500	68	Trade on Used	No	\$ 31,750	\$ 31,750	106%	\$347	\$1,563
21	B5122B	19	Nissan	Armada	68	Trade on Used	No	\$ 30,500	\$ 30,500	107%	\$381	\$3,669
22	P9467	15	Buick	Enclave	67	Street/Curb Buy	No	\$ 16,775	\$ 16,575	100%	\$740	\$905
23	G22699A	17	GMC	Sierra 1500	65	Trade on New	No	\$ 35,225	\$ 35,225	105%	\$355	\$1,279
24	G22553B	17	Nissan	Maxima	65	Trade on Used	No	\$ 23,000	\$ 22,942	105%	\$223	\$2,640
25	P9378A	17	Dodge	Durango	64	Trade on Used	No	\$ 25,895	\$ 24,549	105%	(\$85)	\$0
26	B4893A	20	Cadillac	XT4	64	Trade on New	No	\$ 31,000	\$ 30,795	104%	\$1,005	\$0
27	B4960B	20	Kia	Optima	64	Trade on Used	No	\$ 20,000	\$ 20,000	107%	\$6	\$3,279
28	G22616A	20	GMC	Sierra 2500	61	Trade on New	No	\$ 56,900	\$ 56,350	98%	\$1,760	\$911

29	P9479	22	Hyundai	Palisade	59	Street/Curb Buy	No	\$	43,400	\$	42,900	101%	\$1,362	\$2,692
30	G22520A	22	GMC	Sierra 1500	58	Trade on New	No	\$	50,700	\$	50,350	99%	\$2,258	\$3,825
31	G22843A	23	GMC	Sierra 1500	57	Trade on New	No	\$	67,300	\$	66,050	99%	\$936	\$4,783
32	G22841A	21	GMC	Yukon	55	Trade on New	No	\$	56,900	\$	56,550	95%	\$1,726	\$5,342
33	G22811A	20	Ford	F150	55	Trade on New	No	\$	36,200	\$	36,000	101%	\$990	\$990
34	G22728A	16	GMC	Sierra 1500	54	Trade on New	No	\$	30,800	\$	30,800	98%	\$1,163	\$0
35	P9421	20	GMC	Sierra 1500	53	Street/Curb Buy	No	\$	40,800	\$	40,800	103%	\$3,180	\$3,396
36	B5124B	21	Hyundai	Santa Fe	50	Trade on Used	No	\$	24,500	\$	23,249	101%	(\$22)	\$0
37	G22536C	22	Kia	Sorento	50	Trade on Used	No	\$	38,150	\$	37,320	102%	\$1,000	\$837
38	G22825A	23	Jeep	Wrangler	48	Trade on New	No	\$	53,650	\$	53,150	103%	\$1,963	\$6,483
39	B5213A	21	Buick	Encore GX	47	Trade on New	No	\$	25,250	\$	24,950	100%	\$628	\$2,646
40	G22668A	22	GMC	Sierra 1500	46	Trade on New	No	\$	59,900	\$	59,200	100%	\$2,137	\$3,399
41	B5076A	18	GMC	Acadia	45	Trade on New	No	\$	24,825	\$	24,525	110%	\$668	\$814
42	P9421A	18	Ford	F150	45	Trade on Used	No	\$	33,800	\$	33,800	102%	\$910	\$0
43	G22586B	21	GMC	Sierra 1500	45	Trade on Used	No	\$	50,350	\$	49,550	101%	\$528	\$0
44	G22806A	22	GMC	Sierra 1500	44	Trade on New	No	\$	56,300	\$	56,000	102%	\$2,434	\$0
45	P9463	20	GMC	Acadia	43	Street/Curb Buy	No	\$	39,450	\$	38,999	105%	(\$11)	\$886
46	B5123A	23	Buick	Encore GX	43	Trade on New	Yes	\$	27,400	\$	26,900	100%	\$861	\$0
47	G22619A	17	GMC	Sierra 1500	42	Trade on New	No	\$	32,925	\$	32,700	105%	\$768	\$4,236
48	B5168A	20	Ford	Edge	42	Trade on New	No	\$	32,200	\$	31,800	100%	\$505	\$1,087
49	G22749A	21	GMC	Yukon	40	Trade on New	No	\$	52,995	\$	49,990	102%	\$1,990	\$2,081
50	G22715A	16	Audi	S3	39	Trade on New	No	\$	27,750	\$	27,306	102%	\$1,440	\$2,100
51	G22721A	20	GMC	Sierra 3500	39	Trade on New	No	\$	71,900	\$	71,400	103%	(\$328)	\$3,285
52	G22657A	20	Chevrolet	Silverado 1500	39	Trade on New	No	\$	46,100	\$	45,425	104%	\$290	\$0
53	G22513A	19	Chevrolet	Silverado 1500	39	Trade on New	No	\$	40,800	\$	39,800	99%	\$851	\$1,000

Scoreboard Totals

% Retailed of Non-Franchise Make	40%
Total # Retail Units	200
Avg. Days to Sale	35.8
Avg. Advertised Price (Time of Sale)	\$ 37,633
Avg. Transaction Price	\$ 37,222
Avg. Market Price at 100%	\$ 36,440
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	102%
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 1,079
Avg. Finance Gross	\$ 2,100
PUVR	\$ 3,180
Total Gross (Units & PUVR)	\$ 635,902
GROI	86%
% with Trade	43%
Avg. Over/Under Allowance	\$3,238



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Luke Sillar	Mike Rizzotti
% Retailed of Non-New Franchise	40%	37%	44%
Total # Retail Units	200	94	54
Avg. Days to Sale	35.8	36.0	40.9
Avg. Advertised Price (Time of Sale)	\$ 37,633	\$ 38,588	\$ 37,433
Avg. Transaction Price	\$ 37,222	\$ 38,256	\$ 36,900
Avg. Market Price at 100%	\$ 36,440	\$ 37,703	#REF!
Avg. Price to Market % (Time of Sale)	103%	102%	#REF!
Avg. Transaction to Market	102%	101%	#REF!
Avg. Transactional Discount	#REF!	\$ 332	#REF!
Avg. Front-End Gross	\$ 1,079	\$ 902	\$ 1,151
Avg. Finance Gross	\$ 2,100	\$ 2,054	\$ 2,032
PUVR	\$ 3,180	\$ 2,957	\$ 3,183
Total Gross (Units & PUVR)	\$ 635,902	\$ 277,919	\$ 171,907
GROI	86%	77%	76%
% with Trade	43%	45%	41%
Avg. Over/Under Allowance	3,238	2,780	3,852



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Julio Bernal-Diaz	Connor Mcdermott	Nick D'Arcy	
37%	48%	0%	#DIV/0!
30	21	1	0
33.5	23.2	81.0	#DIV/0!
\$ 37,831	\$ 34,056	\$ 27,950	#DIV/0!
\$ 37,426	\$ 33,646	\$ 26,462	#DIV/0!
\$ 37,316	\$ 33,041	\$ 26,619	#DIV/0!
101%	103%	105%	#DIV/0!
100%	102%	99%	#DIV/0!
\$ 405	\$ 410	\$ 1,488	#DIV/0!
\$ 1,477	\$ 1,173	\$ (49)	#DIV/0!
\$ 1,995	\$ 2,721	\$ 200	#DIV/0!
\$ 3,472	\$ 3,894	\$ 151	#DIV/0!
\$ 104,148	\$ 81,777	\$ 151	#DIV/0!
100%	180%	3%	#DIV/0!
30%	52%	100%	#DIV/0!
5,774	-48	6,000	#DIV/0!

Scoreboard

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Sales Consultant	Totals	J.R. Spina	Mitch Christy
% Retailed of Non-New Franchise	40%	44%	61%
Total # Retail Units	200	25	18
Avg. Days to Sale	35.8	35.1	38.2
Avg. Advertised Price (Time of Sale)	\$ 37,633	\$ 38,943	\$ 31,522
Avg. Transaction Price	\$ 37,222	\$ 38,217	\$ 31,177
Avg. Market Price at 100%	\$ 36,440	#REF!	\$ 31,139
Avg. Price to Market % (Time of Sale)	103%	#REF!	101%
Avg. Transaction to Market	102%	#REF!	100%
Avg. Transactional Discount	#REF!	#REF!	\$ 345
Avg. Front-End Gross	\$ 1,079	\$ 893	\$ 1,303
Avg. Finance Gross	\$ 2,100	\$ 1,623	\$ 1,574
PUVR	\$ 3,180	\$ 2,516	\$ 2,877
Total Gross (Units & PUVR)	\$ 635,902	\$ 62,899	\$ 51,779
GROI	86%	67%	87%
% with Trade	43%	48%	44%
Avg. Over/Under Allowance	3,238	4,901	5,834



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Kevin O'Boyle	Mark Hardman	Carlos Gonzales	Jesus Barajas
48%	44%	23%	50%
23	27	13	10
35.0	32.9	30.1	33.2
\$ 35,984	\$ 32,227	\$ 41,606	\$ 39,366
\$ 35,278	\$ 32,813	\$ 41,042	\$ 38,834
\$ 34,806	\$ 31,327	\$ 41,025	\$ 38,366
103%	103%	101%	103%
101%	105%	100%	101%
\$ 706	\$ (585)	\$ 564	\$ 531
\$ 695	\$ 1,316	\$ 1,231	\$ 1,125
\$ 2,185	\$ 2,484	\$ 2,483	\$ 2,489
\$ 2,880	\$ 3,800	\$ 3,714	\$ 3,614
\$ 66,239	\$ 102,613	\$ 48,283	\$ 36,135
84%	127%	108%	101%
57%	33%	62%	20%
1,911	1,939	6,066	2,777

Dom Gentilini	Kyle Lopez	Herman Vazquez	Sandra Alvarado
43%	33%	45%	23%
14	12	20	13
47.7	33.3	40.5	33.4
\$ 42,109	\$ 46,753	\$ 30,747	\$ 47,758
\$ 41,514	\$ 46,207	\$ 30,274	\$ 46,903
\$ 41,694	\$ 45,103	\$ 29,979	\$ 46,837
101%	104%	103%	102%
100%	102%	101%	100%
\$ 595	\$ 546	\$ 473	\$ 855
\$ 1,261	\$ 1,501	\$ 819	\$ 789
\$ 2,650	\$ 1,389	\$ 1,645	\$ 2,684
\$ 3,911	\$ 2,890	\$ 2,464	\$ 3,473
\$ 54,760	\$ 34,685	\$ 49,288	\$ 45,152
71%	68%	72%	80%
36%	50%	25%	38%
1,100	5,111	1,586	2,644

Jorge Maldonado	Alex Derrick		
17%	29%	#DIV/0!	#DIV/0!
18	7	0	0
35.6	33.1	#DIV/0!	#DIV/0!
\$ 42,964	\$ 27,671	#DIV/0!	#DIV/0!
\$ 42,674	\$ 27,081	#DIV/0!	#DIV/0!
\$ 42,036	\$ 27,276	#DIV/0!	#DIV/0!
102%	101%	#DIV/0!	#DIV/0!
102%	99%	#DIV/0!	#DIV/0!
\$ (166)	\$ 591	#DIV/0!	#DIV/0!
\$ 1,397	\$ 552	#DIV/0!	#DIV/0!
\$ 2,324	\$ 1,889	#DIV/0!	#DIV/0!
\$ 3,721	\$ 2,441	#DIV/0!	#DIV/0!
\$ 66,982	\$ 17,087	#DIV/0!	#DIV/0!
88%	98%	#DIV/0!	#DIV/0!
44%	57%	#DIV/0!	#DIV/0!
4,552	-1,105	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	Diego Rivera	Mike Lorenzo
% Retailed of Non-New Franchise	40%	36%	44%
Total # Retail Units	200	88	80
Avg. Days to Sale	35.8	38.3	29.6
Avg. Advertised Price (Time of Sale)	\$ 37,633	\$ 37,793	\$ 37,110
Avg. Transaction Price	\$ 37,222	\$ 37,559	\$ 36,541
Avg. Market Price at 100%	\$ 36,440	\$ 37,055	#REF!
Avg. Price to Market % (Time of Sale)	103%	102%	#REF!
Avg. Transaction to Market	102%	101%	#REF!
Avg. Transactional Discount	#REF!	\$ 233	#REF!
Avg. Front-End Gross	\$ 1,079	\$ 938	\$ 1,200
Avg. Finance Gross	\$ 2,100	\$ 1,883	\$ 2,670
PUVR	\$ 3,180	\$ 2,821	\$ 3,870
Total Gross (Units & PUVR)	\$ 635,902	\$ 248,255	\$ 309,572
GROI	86%	71%	129%
% with Trade	43%	40%	46%
Avg. Over/Under Allowance	3,238	3,516	2,161



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Connor Mcderm		Jen Minuik			
46%		25%		#DIV/0!	#DIV/0!
24		8		0	0
51.9		22.9		#DIV/0!	#DIV/0!
\$ 38,977		\$ 37,086		#DIV/0!	#DIV/0!
\$ 38,365		\$ 36,897		#DIV/0!	#DIV/0!
\$ 37,828		\$ 36,119		#DIV/0!	#DIV/0!
103%		103%		#DIV/0!	#DIV/0!
101%		102%		#DIV/0!	#DIV/0!
\$ 612		\$ 188		#DIV/0!	#DIV/0!
\$ 1,009		\$ 1,637		#DIV/0!	#DIV/0!
\$ 1,439		\$ 776		#DIV/0!	#DIV/0!
\$ 2,449		\$ 2,413		#DIV/0!	#DIV/0!
\$ 58,769		\$ 19,306		#DIV/0!	#DIV/0!
44%		103%		#DIV/0!	#DIV/0!
38%		50%		#DIV/0!	#DIV/0!
3,688		9,588		#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	6	194
Avg. Days to Sale	35.8	62.0	35.0
Avg. Advertised Price (Time of Sale)	\$ 37,633	\$ 40,762	\$ 37,138
Avg. Transaction Price	\$ 37,222	\$ 39,930	\$ 37,138
Avg. Market Price at 100%	\$ 36,440	\$ 39,598	#REF!
Avg. Price to Market % (Time of Sale)	103%	103%	#REF!
Avg. Transaction to Market	102%	101%	#REF!
Avg. Transactional Discount	#REF!	\$ 832	#REF!
Avg. Front-End Gross	\$ 1,079	\$ 280	\$ 1,104
Avg. Finance Gross	\$ 2,100	\$ 903	\$ 2,137
PUVR	\$ 3,180	\$ 1,183	\$ 3,241
Total Gross (Units & PUVR)	\$ 635,902	\$ 7,095	\$ 628,807
GROI	86%	17%	90%
% with Trade	43%	50%	42%
Avg. Over/Under Allowance	3,238	10,246	3,021



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	120	80
Avg. Days to Sale	35.8	33.9	38.7
Avg. Advertised Price (Time of Sale)	\$ 37,633	\$ 41,192	\$ 31,766
Avg. Transaction Price	\$ 37,222	\$ 40,860	\$ 31,766
Avg. Market Price at 100%	\$ 36,440	\$ 40,495	#REF!
Avg. Price to Market % (Time of Sale)	103%	102%	#REF!
Avg. Transaction to Market	102%	101%	#REF!
Avg. Transactional Discount	#REF!	\$ 264	#REF!
Avg. Front-End Gross	\$ 1,079	\$ 1,060	\$ 1,108
Avg. Finance Gross	\$ 2,100	\$ 2,251	\$ 1,873
PUVR	\$ 3,180	\$ 3,312	\$ 2,981
Total Gross (Units & PUVR)	\$ 635,902	\$ 397,419	\$ 238,483
GROI	86%	86%	87%
% with Trade	43%	46%	38%
Avg. Over/Under Allowance	3,238	3,981	2,122



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	123	41
% of Retail Units	100%	62%	21%
% Retailed of Non-New Franchise	40%	33%	59%
Avg. Days to Sale	35.8	34.0	41.8
Avg. Transaction Price	\$ 37,222	\$ 38,451	\$ 31,926
Avg. Transaction to Market %	102%	101%	#REF!
Avg. Transactional Discount	#REF!	\$ 478	#REF!
Avg. Front End Gross	\$ 1,079	\$ 1,127	\$ 810
Avg. Finance Gross	\$ 2,100	\$ 2,073	\$ 1,690
PUVR	\$ 3,180	\$ 3,200	\$ 2,500
Total Gross (Units & PUVR)	\$ 635,902	\$ 393,627	\$ 102,513
GROI	86%	88%	68%
% with Trade	43%	41%	37%
Avg. Over/Under Allowance	3,238	3,158	2,429



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
30	6	0	0
15%	3%	0%	0%
43%	50%	#DIV/0!	#DIV/0!
35.6	33.2	#DIV/0!	#DIV/0!
\$ 41,850	\$ 25,082	#DIV/0!	#DIV/0!
103%	100%	#DIV/0!	#DIV/0!
\$ 557	\$ 645	#DIV/0!	#DIV/0!
\$ 1,400	\$ 340	#DIV/0!	#DIV/0!
\$ 2,742	\$ 2,244	#DIV/0!	#DIV/0!
\$ 4,142	\$ 2,583	#DIV/0!	#DIV/0!
\$ 124,262	\$ 15,500	#DIV/0!	#DIV/0!
100%	112%	#DIV/0!	#DIV/0!
57%	50%	#DIV/0!	#DIV/0!
4,586	3,650	#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	84	52	9
% of Retail Units	100%	62%	11%
% Retailed of Non-New Franchise	95%	81%	133%
Avg. Days to Sale	35.8	17.1	37.6
Avg. Transaction Price	\$ 37,222	\$ 35,828	\$ 38,910
Avg. Transaction to Market %	102%	#REF!	100%
Avg. Transactional Discount	#REF!	#REF!	\$ 693
Avg. Front End Gross	\$ 1,079	\$ 1,240	\$ 1,026
Avg. Finance Gross	\$ 2,100	\$ 2,256	\$ 1,348
PUVR	\$ 3,180	\$ 3,496	\$ 2,375
Total Gross (Units & PUVR)	\$ 267,079	\$ 181,801	\$ 21,372
GROI	86%	205%	58%
% with Trade	43%	94%	89%
Avg. Over/Under Allowance	3,238	2,940	4,053



46-60 days	61-90 days	90+ days
10	9	4
12%	11%	4%
100%	133%	100%
52.0	74.5	117.5
\$ 41,652	\$ 35,509	\$ 41,444
106%	102%	99%
\$ (587)	\$ 392	\$ 442
\$ 1,339	\$ 396	\$ 671
\$ 2,245	\$ 1,807	\$ 2,750
\$ 3,583	\$ 2,203	\$ 3,420
\$ 35,833	\$ 19,828	\$ 13,682
60%	30%	25%
110%	167%	50%
2,887	3,446	5,933