

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	T16256	2021	AUDI	Q3	47	Auction/Wholesale	No	27199	\$ 27,199	100%	(\$941)	\$0
2	23T956B	2021	SUBARU	CROSSTREK	29	Trade on Used	NO	\$ 24,640	\$ 24,640	100%	\$141	\$3,979
3	T16290	2022	TOYOTA	RAV4	21	Auction/Wholesale	NO	\$ 29,900	\$ 29,900	100%	\$2,475	\$0
4	T16255W	2022	BMW	228XI	47	Auction/Wholesale	NO	\$ 34,499	\$ 34,499	100%	(\$902)	\$2,519
5	23T1044A	2020	HONDA	CRV	29	Trade on New	NO	\$ 27,384	\$ 27,384	100%	\$2,964	\$198
6	23T1023A	2021	TOYOTA	HIGHLANDER	59	Trade on New	NO	\$ 39,989	\$ 39,989	100%	\$1,074	\$2,205
7	T16209	2023	AUDI	Q5	46	Auction/Wholesale	No	\$ 42,849	\$ 42,849	100%	\$2,349	\$5,493
8	T16348	2019	VOLKSWAGEN	TIGUAN	22	Auction/Wholesale	NO	\$ 24,350	\$ 24,350	100%	\$1,680	\$750
9	23K761A	2018	AUDI	A3	13	Trade on New	NO	\$ 25,000	\$ 25,000	100%	\$4,441	\$1,459
10	23A1114A	2019	VOLKSWAGEN	TIGUAN	20	Trade on New	No	\$ 27,753	\$ 27,753	100%	\$699	\$1,046
11	T16256	2021	AUDI	Q3	41	Auction/Wholesale	NO	\$ 27,199	\$ 27,199	100%	(\$941)	\$0
12	T16265	2022	AUDI	Q3	38	Auction/Wholesale	NO	\$ 36,299	\$ 36,299	100%	\$1,227	\$0
13	T16273X	2016	AUDI	Q3	33	Trade on Used	NO	\$ 13,050	\$ 13,050	100%	\$3,650	\$0
14	T16209	2023	AUDI	Q5	76	Auction/Wholesale	NO	\$ 42,849	\$ 42,849	100%	\$2,349	\$5,492
15	T16294	2022	AUDI	Q5	18	Auction/Wholesale	NO	\$ 41,200	\$ 41,200	100%	\$759	\$489
16	24W063A	2022	AUDI	Q5	17	Trade on New	NO	\$ 40,500	\$ 40,500	100%	\$3,032	\$2,446
17	T16333	2019	AUDI	Q5	32	Auction/Wholesale	NO	\$ 29,500	\$ 27,896	94%	\$3,446	\$1,862
18	T16332	2020	VOLKSWAGEN	JETTA	43	Auction/Wholesale	NO	\$ 21,000	\$ 21,000	100%	\$1,527	\$1,056
19	T16255W	2022	BMW	228XI	41	Auction/Wholesale	NO	\$ 34,499	\$ 34,499	100%	(\$902)	\$2,474
20	T16270W	2021	BUICK	ENCOR	47	Auction/Wholesale	NO	\$ 20,999	\$ 20,999	100%	(\$226)	\$2,308
21	23K1094A	2019	Chevrolet	CRUZE	28	Trade on New	NO	\$ 15,649	\$ 15,649	100%	\$3,816	\$2,583
22	23T1003A	2019	Chevrolet	SILV15	31	Trade on New	NO	\$ 31,650	\$ 31,650	100%	\$2,017	\$0
23	23T1164A	2020	Chevrolet	SILV15	42	Trade on New	NO	\$ 31,725	\$ 31,725	100%	\$3,291	\$1,539
24	24T061A	2022	Chevrolet	SILV15	8	Trade on Used	NO	\$ 66,499	\$ 66,499	100%	\$5,902	\$1,543
25	23V192D	2019	Chevrolet	TRAV	60	Trade on Used	NO	\$ 26,323	\$ 26,323	100%	\$3,117	\$3,896
26	T16200A	2020	FORD	ESCA	67	Trade on Used	NO	\$ 21,704	\$ 21,704	100%	\$232	\$263
27	23V611A	2020	Ford	ESCP	54	Trade on New	NO	\$ 22,878	\$ 22,878	100%	\$1,925	\$0

28	T16277	2020	GMC	TERRN	45	Auction/Wholesale	NO	\$	22,499	\$	22,499	100%	\$263	\$3,276
29	23T1044A	2020	HONDA	CRV	23	Trade on New	NO	\$	27,384	\$	27,384	100%	\$2,964	\$198
30	T16331	2018	VOLKSWAGEN	GOLF	9	Auction/Wholesale	NO	\$	20,100	\$	19,882	98%	\$500	\$639
31	T16262	2021	HONDA	CRV	62	Auction/Wholesale	NO	\$	29,448	\$	29,448	100%	\$41	\$515
32	24K059A	2018	HONDA	CRV	33	Trade on New	NO	\$	21,489	\$	21,489	100%	\$1,299	\$1,176
33	T16254	2021	HONDA	PILOT	58	Trade on New	NO	\$	30,999	\$	30,999	100%	(\$645)	\$1,751
34	23W1030B	2018	HYUNDAI	ELANGT	42	Trade on Used	NO	\$	10,630	\$	10,630	100%	\$2,735	\$451
35	T16237A	2020	HYUNDAI	SANTFE	67	Trade on Used	NO	\$	16,249	\$	16,249	100%	(\$234)	\$0
36	T16237A	2019	HYUNDAI	TUCSON	67	Auction/Wholesale	NO	\$	17,979	\$	17,979	100%	\$1,249	\$1,027
37	T16251	2020	HYUNDAI	TUCSON	65	Auction/Wholesale	NO	\$	20,807	\$	20,807	100%	\$1,056	\$2,000
38	23T1107A	2019	JEEP	CHER	22	Trade on Used	NO	\$	23,739	\$	23,739	100%	(\$171)	\$0
39	23A1084A	2023	VOLVO	XC60	22	Trade on New	YES	\$	61,700	\$	61,700	100%	\$6,656	\$0
40	23V843A	2023	VOLVO	XC40	25	Loaner	YES	\$	43,999	\$	43,999	100%	\$2,991	\$724
41	23T1073B	2020	JEEP	GRANC	33	Auction/Wholesale	NO	\$	33,687	\$	33,687	100%	\$144	\$261
42	T16253	2021	KIA	FORTE	61	Trade on New	NO	\$	21,500	\$	21,500	100%	(\$354)	\$690
43	23T1171A	2016	TOYOTA	TUNDRA	3	Trade on New	NO	\$	19,500	\$	19,500	100%	\$2,736	\$0
44	23T992A	2017	TOYOTA	TUNDRA	58	Trade on New	NO	\$	27,000	\$	27,000	100%	\$2,863	\$0
45	23V907B	2021	TOYOTA	RAV4	20	Trade on Used	NO	\$	38,500	\$	38,500	100%	\$3,314	\$1,325
46	23T1096A	2022	TOYOTA	RAV4	28	Trade on New	NO	\$	38,900	\$	38,900	100%	\$2,500	\$0
47	24K035A	2020	KIA	SORENTO	34	Trade on New	NO	\$	28,194	\$	28,194	100%	\$1,747	\$1,706
48	23T1167A	2015	TOYOTA	RAV4	29	Trade on New	NO	\$	15,800	\$	15,800	100%	\$4,891	\$507
49	T16306W	2020	KIA	SPORTAGE	18	Trade on Used	NO	\$	20,050	\$	20,050	100%	(\$1,350)	\$0
50	23K1144A	2018	TOYOTA	RAV4	17	Trade on New	NO	\$	21,850	\$	21,850	100%	\$5,838	\$0
51	24K082A	2020	KIA	SPORTAGE	15	Trade on New	NO	\$	20,640	\$	20,640	100%	\$888	\$2,745
52	T16314	2020	TOYOTA	RAV4	18	Auction/Wholesale	NO	\$	28,500	\$	27,354	95%	\$734	\$487
53	T16226	2020	LEXUS	RX350	87	Auction/Wholesale	NO	\$	37,749	\$	37,749	100%	\$136	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	9%
Total # Retail Units	70
Avg. Days to Sale	37.3
Avg. Advertised Price (Time of Sale)	\$ 27,921
Avg. Transaction Price	\$ 27,900
Avg. Market Price at 100%	\$ 28,005
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ (775)
Avg. Front-End Gross	\$ 1,886
Avg. Finance Gross	\$ 1,165
PUVR	\$ 2,998
Total Gross (Units & PUVR)	\$ 209,862
GROI	104%
% with Trade	37%
Avg. Over/Under Allowance	\$1,195



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	BETH G
% Retailed of Non-New Franchise	9%	#DIV/0!	4%
Total # Retail Units	70	0	26
Avg. Days to Sale	37.3	#DIV/0!	35.4
Avg. Advertised Price (Time of Sale)	\$ 27,921	#DIV/0!	\$ 30,423
Avg. Transaction Price	\$ 27,900	#DIV/0!	\$ 25,457
Avg. Market Price at 100%	\$ 28,005	#DIV/0!	\$ 24,640
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	123%
Avg. Transaction to Market	100%	#DIV/0!	103%
Avg. Transactional Discount	\$ (775)	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 1,886	#DIV/0!	\$ 2,254
Avg. Finance Gross	\$ 1,165	#DIV/0!	\$ 1,086
PUVR	\$ 2,998	#DIV/0!	\$ 4,120
Total Gross (Units & PUVR)	\$ 209,862	#DIV/0!	\$ 107,120
GROI	104%	#DIV/0!	165%
% with Trade	37%	#DIV/0!	23%
Avg. Over/Under Allowance	1,195	#DIV/0!	-500



n list, then scroll up to select your staff member for each column.)

NICK B	PHIL H		
13%	10%	#DIV/0!	#DIV/0!
23	21	0	0
45.2	31.0	#DIV/0!	#DIV/0!
\$ 25,048	\$ 27,834	#DIV/0!	#DIV/0!
\$ 29,508	\$ 29,164	#DIV/0!	#DIV/0!
\$ 29,959	\$ 33,378	#DIV/0!	#DIV/0!
84%	83%	#DIV/0!	#DIV/0!
98%	87%	#DIV/0!	#DIV/0!
\$ (1,550)	\$ -	#DIV/0!	#DIV/0!
\$ 1,043	\$ 2,353	#DIV/0!	#DIV/0!
\$ 1,038	\$ 1,401	#DIV/0!	#DIV/0!
\$ 1,596	\$ 4,493	#DIV/0!	#DIV/0!
\$ 36,715	\$ 94,353	#DIV/0!	#DIV/0!
43%	179%	#DIV/0!	#DIV/0!
57%	33%	#DIV/0!	#DIV/0!
2,806	475	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	CARLY K	KAYLA G
% Retailed of Non-New Franchise	9%	0%	0%
Total # Retail Units	70	3	6
Avg. Days to Sale	37.3	44.3	44.7
Avg. Advertised Price (Time of Sale)	\$ 27,921	\$ 23,999	\$ 26,133
Avg. Transaction Price	\$ 27,900	\$ 19,831	\$ 24,574
Avg. Market Price at 100%	\$ 28,005	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (775)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,886	\$ 3,707	\$ 1,413
Avg. Finance Gross	\$ 1,165	\$ 575	\$ 2,160
PUVR	\$ 2,998	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 209,862	#DIV/0!	#DIV/0!
GROI	104%	#DIV/0!	#DIV/0!
% with Trade	37%	33%	67%
Avg. Over/Under Allowance	1,195	1,500	-250



n list, then scroll up to select your staff member for each column.)

CLAYTON T	STEVE M	DEVON T	RYAN P
0%	0%	25%	13%
8	7	8	16
42.3	26.3	47.0	29.1
\$ 25,228	\$ 30,991	\$ 27,567	\$ 25,399
\$ 27,292	\$ 33,073	\$ 23,289	\$ 30,504
\$ 39,989	\$ 29,900	\$ 22,675	\$ 26,012
63%	104%	122%	98%
68%	111%	103%	117%
\$ -	\$ -	\$ (3,100)	\$ -
\$ 2,020	\$ 3,508	\$ 702	\$ 2,034
\$ 948	\$ 504	\$ 728	\$ 1,285
\$ 3,279	\$ 2,475	\$ 745	\$ 3,641
\$ 26,234	\$ 17,325	\$ 5,956	\$ 58,256
102%	102%	24%	148%
38%	29%	50%	44%
4,112	300	#DIV/0!	1,250

GARRETT S	BRAD B	KASONDRA M	DES O
14%	0%	0%	#DIV/0!
7	2	6	0
37.4	31.5	37.3	#DIV/0!
\$ 27,441	\$ 25,974	\$ 36,950	#DIV/0!
\$ 28,912	\$ 21,380	\$ 27,654	#DIV/0!
\$ 42,849	#DIV/0!	#DIV/0!	#DIV/0!
64%	#DIV/0!	#DIV/0!	#DIV/0!
67%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,521	\$ 1,213	\$ 1,304	#DIV/0!
\$ 1,326	\$ 320	\$ 2,008	#DIV/0!
\$ 7,842	#DIV/0!	#DIV/0!	#DIV/0!
\$ 54,894	#DIV/0!	#DIV/0!	#DIV/0!
261%	#DIV/0!	#DIV/0!	#DIV/0!
29%	0%	33%	#DIV/0!
-100	#DIV/0!	525	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	BETH G	NICK B
% Retailed of Non-New Franchise	9%	4%	13%
Total # Retail Units	70	26	23
Avg. Days to Sale	37.3	35.4	45.2
Avg. Advertised Price (Time of Sale)	\$ 27,921	\$ 30,423	\$ 25,048
Avg. Transaction Price	\$ 27,900	\$ 25,457	\$ 29,508
Avg. Market Price at 100%	\$ 28,005	\$ 24,640	\$ 29,959
Avg. Price to Market % (Time of Sale)	100%	123%	84%
Avg. Transaction to Market	100%	103%	98%
Avg. Transactional Discount	\$ (775)	\$ -	\$ (1,550)
Avg. Front-End Gross	\$ 1,886	\$ 2,254	\$ 1,043
Avg. Finance Gross	\$ 1,165	\$ 1,086	\$ 1,038
PUVR	\$ 2,998	\$ 4,120	\$ 1,596
Total Gross (Units & PUVR)	\$ 209,862	\$ 107,120	\$ 36,715
GROI	104%	165%	43%
% with Trade	37%	0%	26%
Avg. Over/Under Allowance	1,195	-500	2,806



n list, then scroll up to select your staff member for each column.)

PHIL H			
10%	#DIV/0!	#DIV/0!	#DIV/0!
21	0	0	0
31.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,834	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,164	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,378	#DIV/0!	#DIV/0!	#DIV/0!
83%	#DIV/0!	#DIV/0!	#DIV/0!
87%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,353	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,401	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,493	#DIV/0!	#DIV/0!	#DIV/0!
\$ 94,353	#DIV/0!	#DIV/0!	#DIV/0!
179%	#DIV/0!	#DIV/0!	#DIV/0!
62%	#DIV/0!	#DIV/0!	#DIV/0!
475	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	70	2	68
Avg. Days to Sale	37.3	23.5	37.7
Avg. Advertised Price (Time of Sale)	\$ 27,921	\$ 38,843	\$ 27,166
Avg. Transaction Price	\$ 27,900	\$ 52,850	\$ 27,166
Avg. Market Price at 100%	\$ 28,005	#DIV/0!	\$ 30,576
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	89%
Avg. Transaction to Market	100%	#DIV/0!	89%
Avg. Transactional Discount	\$ (775)	#DIV/0!	\$ (775)
Avg. Front-End Gross	\$ 1,886	\$ 4,824	\$ 1,799
Avg. Finance Gross	\$ 1,165	\$ 362	\$ 1,189
PUVR	\$ 2,998	#DIV/0!	\$ 2,998
Total Gross (Units & PUVR)	\$ 209,862	#DIV/0!	\$ 203,866
GROI	104%	#DIV/0!	105%
% with Trade	37%	0%	38%
Avg. Over/Under Allowance	1,195	#DIV/0!	1,195



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	70	2	6
Avg. Days to Sale	37.3	40.0	36.7
Avg. Advertised Price (Time of Sale)	\$ 27,921	\$ 38,674	\$ 30,154
Avg. Transaction Price	\$ 27,900	\$ 34,944	\$ 30,154
Avg. Market Price at 100%	\$ 28,005	\$ 34,944	\$ 29,120
Avg. Price to Market % (Time of Sale)	100%	111%	104%
Avg. Transaction to Market	100%	100%	104%
Avg. Transactional Discount	\$ (775)	\$ -	\$ (1,033)
Avg. Front-End Gross	\$ 1,886	\$ 1,775	\$ 882
Avg. Finance Gross	\$ 1,165	\$ 1,103	\$ 2,157
PUVR	\$ 2,998	\$ 2,877	\$ 3,038
Total Gross (Units & PUVR)	\$ 209,862	\$ 5,754	\$ 18,230
GROI	104%	74%	99%
% with Trade	37%	100%	50%
Avg. Over/Under Allowance	1,195	3,400	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	70	33	12
% of Retail Units	100%	47%	17%
% Retailed of Non-New Franchise	9%	3%	8%
Avg. Days to Sale	37.3	34.5	36.8
Avg. Transaction Price	\$ 27,900	\$ 26,658	\$ 26,835
Avg. Transaction to Market %	100%	100%	100%
Avg. Transactional Discount	\$ (775)	\$ -	\$ -
Avg. Front End Gross	\$ 1,886	\$ 2,742	\$ 1,503
Avg. Finance Gross	\$ 1,165	\$ 937	\$ 1,502
PUVR	\$ 2,998	\$ 3,221	\$ 4,120
Total Gross (Units & PUVR)	\$ 209,862	\$ 106,281	\$ 49,440
GROI	104%	126%	150%
% with Trade	37%	30%	42%
Avg. Over/Under Allowance	1,195	2,522	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	24	1	0
0%	34%	1%	0%
#DIV/0!	17%	0%	#DIV/0!
#DIV/0!	42.0	25.0	#DIV/0!
#DIV/0!	\$ 29,469	\$ 43,999	#DIV/0!
#DIV/0!	106%	#DIV/0!	#DIV/0!
#DIV/0!	\$ (1,240)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 854	\$ 2,991	#DIV/0!
#DIV/0!	\$ 1,328	\$ 724	#DIV/0!
#DIV/0!	\$ 2,685	#DIV/0!	#DIV/0!
#DIV/0!	\$ 64,430	#DIV/0!	#DIV/0!
#DIV/0!	78%	#DIV/0!	#DIV/0!
#DIV/0!	46%	0%	#DIV/0!
#DIV/0!	267	#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	70	4	0
% of Retail Units	100%	6%	0%
% Retailed of Non-New Franchise	9%	75%	#DIV/0!
Avg. Days to Sale	37.3	25.3	#DIV/0!
Avg. Transaction Price	\$ 27,900	\$ 26,569	#DIV/0!
Avg. Transaction to Market %	100%	100%	#DIV/0!
Avg. Transactional Discount	\$ (775)	\$ -	#DIV/0!
Avg. Front End Gross	\$ 1,886	\$ 1,815	#DIV/0!
Avg. Finance Gross	\$ 1,165	\$ 1,232	#DIV/0!
PUVR	\$ 2,998	\$ 3,047	#DIV/0!
Total Gross (Units & PUVR)	\$ 209,862	\$ 12,187	#DIV/0!
GROI	104%	163%	#DIV/0!
% with Trade	37%	75%	#DIV/0!
Avg. Over/Under Allowance	1,195	300	#DIV/0!



46-60 days	61-90 days	90+ days
4	0	0
6%	0%	0%
75%	#DIV/0!	#DIV/0!
49.8	#DIV/0!	#DIV/0!
\$ 36,134	#DIV/0!	#DIV/0!
107%	#DIV/0!	#DIV/0!
\$ (1,550)	#DIV/0!	#DIV/0!
\$ 395	#DIV/0!	#DIV/0!
\$ 2,554	#DIV/0!	#DIV/0!
\$ 2,949	#DIV/0!	#DIV/0!
\$ 11,797	#DIV/0!	#DIV/0!
59%	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!
6,500	#DIV/0!	#DIV/0!