

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Kent	Jason	Patrick
Bob	Brian	Jessica
Mike	Logan	Chris
	Rodney	Curt
		Duane
		Katrina
		Nashawn
		Patrick
		Rodney
		Holly
		Tim
		Dave
		Other

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	WHP0213	2018	Kia	sorento	22	Auction/Wholesale	No	\$ 19,669	\$ 19,740	101%	\$2,502	\$2,425
2	wh0803a	2017	Honda	civic	9	Trade on New	Yes	\$ 17,296	\$ 17,000	105%	\$3,827	\$653
3	whp0199	2020	Honda	accord	17	Street/Curb Buy	Yes	\$ 23,400	\$ 23,634	99%	\$4,959	\$300
4	wh0838a	2020	Honda	accord	46	Trade on New	Yes	\$ 21,981	\$ 22,540	98%	\$3,781	\$2,574
5	wh0915a	2020	Honda	civic	16	Trade on New	Yes	\$ 23,741	\$ 23,741	99%	\$4,450	\$0
6	whp0164	2020	Honda	hrv	69	Auction/Wholesale	Yes	\$ 22,510	\$ 22,800	94%	\$3,309	\$0
7	wh0892a	2016	Honda	civic	38	Trade on New	No	\$ 17,878	\$ 17,000	102%	\$4,559	\$0
8	wh0925a	2021	Honda	crv	18	Trade on New	Yes	\$ 30,909	\$ 30,909	98%	\$3,493	\$1,994
9	wh0880a	2015	Dodge	caravan	23	Trade on New	No	\$ 9,997	\$ 9,997	101%	\$2,609	\$1,839
10	wh0948a	2010	Honda	accord	6	Trade on New	No	\$ 8,992	\$ 8,653	98%	\$2,528	\$0
11	wdh0028b	2012	Ford	focus	68	Trade on Used	No	\$ 5,343	\$ 5,343	87%	\$3,120	\$0
12	whp0220	2018	Ford	f150	45	Auction/Wholesale	No	\$ 31,127	\$ 31,000	94%	\$2,847	\$1,738
13	whp0221	2018	Honda	civic	64	Auction/Wholesale	No	\$ 22,998	\$ 22,998	94%	\$2,985	\$0
14	wh0952a	2017	Honda	civic	15	Trade on New	Yes	\$ 18,874	\$ 16,499	102%	\$874	\$2,529
15	whp0192a	2013	Cadillac	cts	37	Trade on New	No	\$ 13,421	\$ 13,316	99%	\$3,530	\$0
16	wh0756a	2021	Lexus	nx	54	Trade on New	No	\$ 36,337	\$ 36,000	99%	\$4,490	\$0
17	wh0764a	2020	Subaru	outback	62	Trade on New	No	\$ 24,970	\$ 24,970	95%	\$3,383	\$438
18	wh0848a	2020	Honda	civic	20	Trade on New	Yes	\$ 20,858	\$ 20,858	100%	\$2,996	\$1,179
19	whp0159a	2021	Honda	hrv	45	Trade on Used	Yes	\$ 21,854	\$ 21,854	94%	\$1,527	\$0
20	wh0961a	2020	Honda	crv	30	Trade on New	Yes	\$ 26,574	\$ 26,374	98%	\$1,916	\$0
21	whp0224	2012	Honda	fit	48	Auction/Wholesale	No	\$ 9,995	\$ 10,499	94%	\$3,724	\$0
22	wh0957a	2015	Honda	odyssey	25	Trade on New	Yes	\$ 20,615	\$ 20,451	94%	\$2,334	\$920
23	wh0700a	2021	Honda	crv	55	Trade on New	Yes	\$ 28,108	\$ 28,108	95%	\$2,942	\$2,185
24	wh0967a	2008	Honda	accord	29	Trade on New	No	\$ 7,231	\$ 6,869	102%	\$1,732	\$0
25	wh0926a	2020	Honda	civic	36	Trade on New	Yes	\$ 22,894	\$ 22,894	96%	\$2,884	\$2,283
26	wh0902a	2021	Honda	crv	21	Trade on New	Yes	\$ 29,911	\$ 29,685	101%	\$2,756	\$0
27	whp0225	2015	Nissan	altima	16	Auction/Wholesale	No	\$ 7,555	\$ 7,555	88%	\$1,854	\$0
28	wh0832a	2013	Honda	crv	64	Trade on New	No	\$ 9,855	\$ 9,855	96%	\$549	\$0
29	wh0964b	2014	Honda	crv	33	Trade on Used	No	\$ 13,273	\$ 13,273	96%	\$1,601	\$1,555
30	wh0857a	2015	Honda	crv	56	Trade on New	No	\$ 14,843	\$ 14,843	97%	\$1,278	\$0
31	wh0710a	2012	Honda	accord	80	Trade on New	No	\$ 9,973	\$ 9,973	80%	\$986	\$523

32	wh0881a	2022	Honda	crv	66	Trade on New	Yes	\$	36,137	\$	36,137	96%	\$2,116	\$536
33	whp0185	2022	Honda	crv	65	Street/Curb Buy	Yes	\$	31,360	\$	31,360	95%	\$1,379	\$100
34	wh1005a	2019	Dodge	ram	30	Trade on New	No	\$	34,973	\$	34,973	99%	\$2,333	\$0
35	whp0234	2020	Honda	crv	15	Auction/Wholesale	No	\$	24,375	\$	24,375	99%	\$2,762	\$1,564
36	wh0791b	2017	Hyundai	santa fe	49	Trade on Used	No	\$	12,937	\$	12,937	79%	\$2,340	\$0
37	wh0895a	2020	Honda	crv	55	Trade on New	Yes	\$	26,974	\$	26,974	95%	\$1,870	\$3,200
38	wh0932a	2020	Honda	civic	49	Trade on New	Yes	\$	22,541	\$	22,541	95%	\$1,520	\$3,137
39	whp0238	2019	Subaru	ascent	18	Auction/Wholesale	No	\$	29,848	\$	29,848	102%	\$4,976	\$2,269
40	whp236	2015	Nissan	altima	71	Auction/Wholesale	No	\$	7,680	\$	7,680	94%	\$1,550	\$523
41	wh0950a	2021	Honda	pilot	27	Trade on New	Yes	\$	34,258	\$	34,258	98%	\$2,125	\$100
42	whp0237	2020	Honda	crv	62	Auction/Wholesale	No	\$	23,925	\$	23,925	97%	\$1,118	\$0
43	wh0981a	2020	Honda	accord	16	Trade on New	Yes	\$	24,953	\$	24,953	96%	\$1,416	\$0
44	wh1109a	2021	Honda	accord	9	Trade on New	Yes	\$	32,533	\$	32,000	98%	\$3,695	\$0
45	whp0242	2020	Kia	soul	85	Auction/Wholesale	No	\$	14,979	\$	14,979	90%	\$900	\$3,192
46	wh0978a	2018	Honda	hrv	22	Trade on New	Yes	\$	19,150	\$	19,846	102%	\$1,731	\$586
47	wh0929a	2018	Jeep	renegade	44	Trade on New	No	\$	16,917	\$	16,497	95%	\$2,630	\$0
48	whp0244	2019	Jeep	compass	89	Trade on New	No	\$	18,618	\$	18,618	97%	\$853	\$0
49	wh0785a	2018	Honda	crv	68	Trade on New	Yes	\$	18,954	\$	18,954	92%	\$595	\$3,788
50	whp0239	2015	Jeep	cherokee	105	Auction/Wholesale	No	\$	7,998	\$	7,479	94%	\$1,100	\$703
51	whp0247	2015	Ford	explorer	29	Auction/Wholesale	No	\$	16,578	\$	16,000	96%	\$500	\$650
52	wh0899a	2021	Honda	crv	37	Trade on New	Yes	\$	28,679	\$	28,679	97%	\$3,009	\$0
53	wh0756b	2016	Ford	explorer	39	Trade on Used	No	\$	13,930	\$	13,930	95%	\$2,042	\$1,141

Scoreboard Totals

% Retailed of Non-Franchise Make	32%
Total # Retail Units	59
Avg. Days to Sale	41.9
Avg. Advertised Price (Time of Sale)	\$ 20,817
Avg. Transaction Price	\$ 20,713
Avg. Market Price at 100%	\$ 21,630
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 103
Avg. Front-End Gross	\$ 2,424
Avg. Finance Gross	\$ 837
PUVR	\$ 3,261
Total Gross (Units & PUVR)	\$ 192,394
GROI	135%
% with Trade	25%
Avg. Over/Under Allowance	\$65



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Mike	Bob
% Retailed of Non-New Franchise	32%	32%	31%
Total # Retail Units	59	22	35
Avg. Days to Sale	41.9	38.2	44.3
Avg. Advertised Price (Time of Sale)	\$ 20,817	\$ 20,602	\$ 20,839
Avg. Transaction Price	\$ 20,713	\$ 20,405	\$ 20,800
Avg. Market Price at 100%	\$ 21,630	\$ 21,194	\$ 21,604
Avg. Price to Market % (Time of Sale)	96%	97%	96%
Avg. Transaction to Market	96%	96%	96%
Avg. Transactional Discount	\$ 103	\$ 197	\$ 39
Avg. Front-End Gross	\$ 2,424	\$ 2,352	\$ 2,446
Avg. Finance Gross	\$ 837	\$ 846	\$ 880
PUVR	\$ 3,261	\$ 3,198	\$ 3,326
Total Gross (Units & PUVR)	\$ 192,394	\$ 70,360	\$ 116,395
GROI	135%	148%	130%
% with Trade	25%	27%	23%
Avg. Over/Under Allowance	65	242	-100



Scoreboard

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Sales Consultant	Totals	Patrick	Jessica
% Retailed of Non-New Franchise	32%	20%	50%
Total # Retail Units	59	5	8
Avg. Days to Sale	41.9	25.6	51.0
Avg. Advertised Price (Time of Sale)	\$ 20,817	\$ 20,817	\$ 21,379
Avg. Transaction Price	\$ 20,713	\$ 20,674	\$ 21,332
Avg. Market Price at 100%	\$ 21,630	\$ 21,055	\$ 21,973
Avg. Price to Market % (Time of Sale)	96%	99%	97%
Avg. Transaction to Market	96%	98%	97%
Avg. Transactional Discount	\$ 103	\$ 143	\$ 47
Avg. Front-End Gross	\$ 2,424	\$ 3,086	\$ 2,794
Avg. Finance Gross	\$ 837	\$ 442	\$ 1,078
PUVR	\$ 3,261	\$ 3,527	\$ 3,872
Total Gross (Units & PUVR)	\$ 192,394	\$ 17,637	\$ 30,976
GROI	135%	240%	128%
% with Trade	25%	20%	38%
Avg. Over/Under Allowance	65	0	0



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Chris	Curt	Katrina	Duane
38%	33%	50%	60%
8	6	4	5
28.9	48.7	40.8	41.2
\$ 14,058	\$ 24,267	\$ 17,047	\$ 26,864
\$ 13,834	\$ 24,054	\$ 17,029	\$ 26,758
\$ 14,587	\$ 24,578	\$ 18,461	\$ 27,710
96%	99%	92%	97%
95%	98%	92%	97%
\$ 224	\$ 214	\$ 19	\$ 107
\$ 2,684	\$ 2,396	\$ 2,393	\$ 2,367
\$ 791	\$ 314	\$ 162	\$ 316
\$ 3,475	\$ 2,710	\$ 2,556	\$ 2,682
\$ 27,802	\$ 16,259	\$ 10,223	\$ 13,412
313%	83%	133%	88%
13%	50%	0%	40%
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Nashawn	Rodney	Dave	Tim
25%	38%	0%	0%
4	8	5	2
52.8	47.3	48.2	15.0
\$ 17,970	\$ 20,578	\$ 21,432	\$ 21,625
\$ 18,217	\$ 20,558	\$ 21,479	\$ 20,437
\$ 18,655	\$ 21,466	\$ 22,475	\$ 21,563
96%	96%	95%	100%
98%	96%	96%	95%
\$ (247)	\$ 21	\$ (47)	\$ 1,188
\$ 2,027	\$ 2,287	\$ 2,260	\$ 1,818
\$ 1,062	\$ 1,150	\$ 1,254	\$ 2,047
\$ 3,089	\$ 3,437	\$ 3,515	\$ 3,864
\$ 12,357	\$ 27,495	\$ 17,574	\$ 7,729
116%	127%	122%	454%
0%	38%	0%	50%
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Holly			
0%	#DIV/0!	#DIV/0!	#DIV/0!
3	0	0	0
49.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,864	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,864	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,120	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,792	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,133	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,925	#DIV/0!	#DIV/0!	#DIV/0!
\$ 8,775	#DIV/0!	#DIV/0!	#DIV/0!
70%	#DIV/0!	#DIV/0!	#DIV/0!
33%	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Finance Manager	Totals	Jason	Brian
% Retailed of Non-New Franchise	32%	27%	32%
Total # Retail Units	59	22	25
Avg. Days to Sale	41.9	37.6	50.4
Avg. Advertised Price (Time of Sale)	\$ 20,817	\$ 22,134	\$ 19,978
Avg. Transaction Price	\$ 20,713	\$ 22,034	\$ 19,863
Avg. Market Price at 100%	\$ 21,630	\$ 22,694	\$ 20,824
Avg. Price to Market % (Time of Sale)	96%	98%	96%
Avg. Transaction to Market	96%	97%	95%
Avg. Transactional Discount	\$ 103	\$ 100	\$ 115
Avg. Front-End Gross	\$ 2,424	\$ 3,003	\$ 2,055
Avg. Finance Gross	\$ 837	\$ 830	\$ 869
PUVR	\$ 3,261	\$ 3,834	\$ 2,924
Total Gross (Units & PUVR)	\$ 192,394	\$ 84,337	\$ 73,106
GROI	135%	167%	105%
% with Trade	25%	0%	0%
Avg. Over/Under Allowance	65	64	80



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

Logan			
45%	#DIV/0!	#DIV/0!	#DIV/0!
11	0	0	0
31.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,800	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,707	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,451	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 94	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,209	#DIV/0!	#DIV/0!	#DIV/0!
\$ 772	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,981	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,794	#DIV/0!	#DIV/0!	#DIV/0!
164%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	59	27	32
Avg. Days to Sale	41.9	33.9	48.6
Avg. Advertised Price (Time of Sale)	\$ 20,817	\$ 25,669	\$ 16,625
Avg. Transaction Price	\$ 20,713	\$ 25,558	\$ 16,625
Avg. Market Price at 100%	\$ 21,630	\$ 26,342	\$ 17,455
Avg. Price to Market % (Time of Sale)	96%	97%	95%
Avg. Transaction to Market	96%	97%	95%
Avg. Transactional Discount	\$ 103	\$ 111	\$ 97
Avg. Front-End Gross	\$ 2,424	\$ 2,700	\$ 2,191
Avg. Finance Gross	\$ 837	\$ 1,068	\$ 643
PUVR	\$ 3,261	\$ 3,768	\$ 2,833
Total Gross (Units & PUVR)	\$ 192,394	\$ 101,727	\$ 90,668
GROI	135%	157%	126%
% with Trade	25%	26%	25%
Avg. Over/Under Allowance	65	150	-33



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	59	40	19
Avg. Days to Sale	41.9	37.8	50.5
Avg. Advertised Price (Time of Sale)	\$ 20,817	\$ 22,433	\$ 17,308
Avg. Transaction Price	\$ 20,713	\$ 22,331	\$ 17,308
Avg. Market Price at 100%	\$ 21,630	\$ 23,108	\$ 18,183
Avg. Price to Market % (Time of Sale)	96%	97%	95%
Avg. Transaction to Market	96%	97%	95%
Avg. Transactional Discount	\$ 103	\$ 102	\$ 106
Avg. Front-End Gross	\$ 2,424	\$ 2,458	\$ 2,350
Avg. Finance Gross	\$ 837	\$ 835	\$ 843
PUVR	\$ 3,261	\$ 3,293	\$ 3,193
Total Gross (Units & PUVR)	\$ 192,394	\$ 131,727	\$ 60,667
GROI	135%	141%	131%
% with Trade	25%	23%	32%
Avg. Over/Under Allowance	65	131	-40



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	59	35	5
% of Retail Units	100%	59%	8%
% Retailed of Non-New Franchise	32%	20%	60%
Avg. Days to Sale	41.9	38.5	46.8
Avg. Transaction Price	\$ 20,713	\$ 22,390	\$ 13,467
Avg. Transaction to Market %	96%	97%	90%
Avg. Transactional Discount	\$ 103	\$ 142	\$ -
Avg. Front End Gross	\$ 2,424	\$ 2,454	\$ 2,126
Avg. Finance Gross	\$ 837	\$ 836	\$ 539
PUVR	\$ 3,261	\$ 3,290	\$ 2,665
Total Gross (Units & PUVR)	\$ 192,394	\$ 115,158	\$ 13,325
GROI	135%	137%	152%
% with Trade	25%	31%	0%
Avg. Over/Under Allowance	65	125	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	15	0	0
7%	25%	0%	0%
0%	60%	#DIV/0!	#DIV/0!
32.5	50.5	#DIV/0!	#DIV/0!
\$ 27,813	\$ 17,323	#DIV/0!	#DIV/0!
97%	95%	#DIV/0!	#DIV/0!
\$ 189	\$ 24	#DIV/0!	#DIV/0!
\$ 3,500	\$ 2,164	#DIV/0!	#DIV/0!
\$ 594	\$ 1,005	#DIV/0!	#DIV/0!
\$ 4,093	\$ 3,169	#DIV/0!	#DIV/0!
\$ 16,374	\$ 47,538	#DIV/0!	#DIV/0!
163%	130%	#DIV/0!	#DIV/0!
0%	27%	#DIV/0!	#DIV/0!
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BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	59	25	10
% of Retail Units	100%	42%	17%
% Retailed of Non-New Franchise	32%	24%	40%
Avg. Days to Sale	41.9	20.4	38.9
Avg. Transaction Price	\$ 20,713	\$ 22,610	\$ 19,142
Avg. Transaction to Market %	96%	98%	95%
Avg. Transactional Discount	\$ 103	\$ 202	\$ 153
Avg. Front End Gross	\$ 2,424	\$ 2,790	\$ 2,587
Avg. Finance Gross	\$ 837	\$ 791	\$ 764
PUVR	\$ 3,261	\$ 3,581	\$ 3,350
Total Gross (Units & PUVR)	\$ 192,394	\$ 89,533	\$ 33,504
GROI	135%	279%	162%
% with Trade	25%	24%	10%
Avg. Over/Under Allowance	65	58	0



46-60 days	61-90 days	90+ days
8	15	1
14%	25%	2%
25%	40%	100%
51.5	70.2	105.0
\$ 21,805	\$ 18,900	\$ 7,479
95%	93%	88%
\$ (91)	\$ (19)	\$ 519
\$ 2,743	\$ 1,622	\$ 1,100
\$ 1,387	\$ 679	\$ 703
\$ 4,130	\$ 2,301	\$ 1,803
\$ 33,041	\$ 34,514	\$ 1,803
132%	62%	83%
38%	33%	0%
-67	233	#DIV/0!