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New Car Franchise(s)

Hyundai

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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	23923a	2005	Toyota	PRIUS	14	TRADE ON NEW	No	\$ 6,996	\$ 6,650	9270%	\$2,608	(\$200)
2	24071A	2013	Honda	Odyssey	8	Trade on New	No	\$ 15,992	\$ 15,992	106%	\$4,000	(\$200)
3	24056B	2017	Buick	enclave	23	Trade on New	No	\$ 24,419	\$ 24,419	108%	\$2,803	\$2,067
4	p1754A	2007	Hyundai	Sonata	6	Trade on Used	No	\$ 2,996	\$ 2,225	55%	\$1,704	(\$200)
5	23670A	2022	Hyundai	Ioniq PHEV	80	Trade on New	Yes	\$ 27,468	\$ 27,468	85%	\$706	\$3,328
6	23580A	2012	Hyundai	ELANTRA	15	Trade on New	No	\$ 9,899	\$ 9,899	108%	\$2,917	\$1,405
7	23943A	2003	Jeep	LIBERTY	5	Trade on New	No	\$ 3,991	\$ 3,791	85%	\$1,000	(\$200)
8	23413	2023	Hyundai	KONA EV	36	Loaner	Yes	\$ 36,994	\$ 36,994	103%	(\$6,732)	\$1,804
9	23869a	2015	Chevrolet	CRUZE	14	Trade on New	No	\$ 10,324	\$ 10,050	89%	\$2,448	\$138
10	23129B	2018	Hyundai	ELANTRA	30	Trade on Used	No	\$ 5,994	\$ 5,594	56%	\$3,109	(\$200)
11	24050a	2015	Jeep	COMPASS	23	Trade on New	No	\$ 8,997	\$ 8,997	95%	\$2,651	\$1,107
12	P1766	2021	Hyundai	ELANTRA	21	LBO Customer	No	\$ 16,482	\$ 16,482	0%	(\$5)	\$805
13	p1765	2020	Mazda	CX-5	20	Other	Yes	\$ 23,999	\$ 23,999	0%	\$130	\$2,225
14	23714A	2015	Volkswagen	Passat	4	Trade on New	No	\$ 5,994	\$ 5,994	58%	(\$2,296)	\$353
15	23868A	2001	Toyota	Avalon	3	Trade on New	No	\$ 4,996	\$ 4,303	175%	\$2,994	(\$200)
16	p1728a	2008	Smart	FORTWO	22	Trade on Used	No	\$ 4,499	\$ 4,499	68%	\$1,081	(\$111)
17	23888B	2017	Toyota	YARIS	31	Trade on Used	NO	\$ 12,998	\$ 12,998	93%	\$3,823	\$785
18	24046b	2016	Toyota	4Runner	26	Trade on Used	No	\$ 23,226	\$ 23,226	89%	\$4,381	\$131
19	23938a	2023	Hyundai	elantra	9	Trade on New	Yes	\$ 25,987	\$ 25,987	96%	\$157	\$4,640
20	24020B	2014	BMW	X1	8	Trade on Used	No	\$ 2,997	\$ 2,561	40%	\$480	(\$200)
21	23950A	2021	Hyundai	Venue	5	Trade on New	Yes	\$ 16,360	\$ 16,360	82%	\$250	\$2,960
22	p1769	2015	Hyundai	Elantra	2	Street/Curb Buy	No	\$ 9,990	\$ 9,990	94%	(\$746)	(\$23)
23	23917A	2015	Cadillac	ATS	35	Trade on New	No	\$ 16,471	\$ 16,471	92%	\$2,055	(\$200)
24	23926A	2017	Hyundai	Sonata	43	Trade on New	Yes	\$ 19,498	\$ 19,498	129%	\$1,411	\$12
25	24001c	2018	Nissan	Muravo	11	Trade on Used	No	\$ 19,996	\$ 19,996	90%	\$4,179	\$3,584
26	23750A	2017	Subaru	Forester	1	Trade on New	No	\$ 17,994	\$ 17,994	87%	\$1,547	(\$243)
27	23443B	2016	Nissan	Leaf	14	Trade on Used	No	\$ 6,997	\$ 6,997	67%	\$1,486	\$2,649

28	P1770	2022	Hyundai	Tucson	2	Street/Curb Buy	Yes	\$	30,695	\$	30,695	97%	\$6,113	(\$200)
29	23455	2023	Hyundai	Tucson	226	Loaner	Yes	\$	31,989	\$	31,989	102%	(\$3,897)	\$6,690
30	23676A	2021	Hyundai	Elantra	120	Trade on New	Yes	\$	20,876	\$	20,876	91%	(\$1,928)	\$1,922
31	23626A	2019	Chevrolet	Colorado	3	Trade on New	No	\$	35,989	\$	35,989	93%	\$4,051	\$3,015
32	23411	2023	Hyundai	KONA EV	249	Loaner	Yes	\$	29,984	\$	29,984	100%	(\$6,557)	\$7,981
33	24002A	2012	Acura	MDX	17	Trade on New	No	\$	14,828	\$	14,828	87%	\$1,561	\$131
34	P1722	2020	Porsche	911	55	Other	No	\$	129,999	\$	129,999	95%	\$0	\$3,508
35	p1775	2019	Toyota	Camry	1	Street/Curb Buy	Yes	\$	18,899	\$	18,899	94%	\$935	\$2,428
36	23720A	2009	Chevrolet	malbu	25	Auction/Wholesale	No	\$	4,999	\$	2,000	78%	(\$433)	\$0
37	23478	2023	Hyundai	KONA EV	224	Loaner	Yes	\$	29,996	\$	29,996	102%	(\$6,421)	\$1,371
38	23471	2023	Hyundai	Tucson	225	Loaner	Yes	\$	30,498	\$	30,498	101%	(\$4,755)	\$1,211
39	23905A	2018	Honda	Hr-v	5	Trade on New	No	\$	17,992	\$	17,063	82%	\$1,593	\$1,692
40	23927A	2020	Honda	CR-V	60	Trade on New	No	\$	27,499	\$	27,499	93%	\$2,432	\$4,137
41	p1773	2023	Hyundai	Tucson	6	Street/Curb Buy	Yes	\$	33,997	\$	33,997	99%	\$643	\$1,058
42	24005A	2015	Honda	Civic	33	Trade on New	No	\$	18,997	\$	18,997	92%	\$835	\$2,360
43	23626B	2018	Fiat	Edge	10	Trade on Used	No	\$	17,997	\$	17,997	90%	\$2,836	\$1,550
44	24081A	2023	Toyota	Sequoia	22	Trade on New	Yes	\$	77,996	\$	76,601	98%	\$645	\$3,705
45	23455A	2014	Lexus	is250	13	Trade on Used	No	\$	15,494	\$	15,494	87%	\$3,609	\$2,230
46	p1792	2023	Audi	RS3	1	Street/Curb Buy	No	\$	72,540	\$	72,540	88%	\$0	\$1,184
47	23950B	2006	Pontiac	Torrent	14	Trade on New	No	\$	2,768	\$	1,961	53%	(\$452)	(\$200)
48	24104A	2014	Cadillac	ATS	9	Trade on New	No	\$	12,998	\$	12,998	77%	\$1,653	\$2,063
49	p1787	2021	Mitsubishi	Mirage	8	Auction/Wholesale	Yes	\$	12,997	\$	12,997	80%	\$2,514	\$2,756
50	23927C	2012	Subaru	Outback	7	Trade on Used	No	\$	3,991	\$	3,991	49%	\$1,621	\$131
51	24042A	2013	Hyundai	Elantra	5	Trade on New	No	\$	10,996	\$	10,996	96%	\$1,483	\$644
52	24048A	2016	Kia	Sorento	39	Trade on New	No	\$	14,997	\$	14,997	90%	\$1,006	\$450
53	23962A	2017	Mercedes-Benz	GLE35	6	Trade on New	No	\$	20,997	\$	18,300	87%	\$300	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	67%
Total # Retail Units	58
Avg. Days to Sale	33.7
Avg. Advertised Price (Time of Sale)	\$ 22,001
Avg. Transaction Price	\$ 21,795
Avg. Market Price at 100%	\$ 8,990
Avg. Price to Market % (Time of Sale)	245%
Avg. Transaction to Market	242%
Avg. Transactional Discount	\$ 206
Avg. Front-End Gross	\$ 742
Avg. Finance Gross	\$ 1,595
PUVR	\$ 2,336
Total Gross (Units & PUVR)	\$ 135,493
GROI	114%
% with Trade	14%
Avg. Over/Under Allowance	\$30



Scoreboard

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Desk Manager	Totals	Dave Young	Pierce Von
% Retailed of Non-New Franchise	67%	67%	68%
Total # Retail Units	58	18	25
Avg. Days to Sale	33.7	44.6	25.4
Avg. Advertised Price (Time of Sale)	\$ 22,001	\$ 23,063	\$ 14,644
Avg. Transaction Price	\$ 21,795	\$ 22,804	\$ 14,488
Avg. Market Price at 100%	\$ 8,990	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	245%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	242%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 206	\$ 259	\$ 156
Avg. Front-End Gross	\$ 742	\$ 1,492	\$ 1,169
Avg. Finance Gross	\$ 1,595	\$ 1,723	\$ 1,281
PUVR	\$ 2,336	\$ 3,215	\$ 2,449
Total Gross (Units & PUVR)	\$ 135,493	\$ 57,869	\$ 61,232
GROI	114%	114%	240%
% with Trade	14%	11%	8%
Avg. Over/Under Allowance	30	97	0



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

Bradley Duncombe	Tyler Davin		
60%	67%	#DIV/0!	#DIV/0!
5	6	0	0
7.6	37.3	#DIV/0!	#DIV/0!
\$ 14,989	\$ 46,567	#DIV/0!	#DIV/0!
\$ 14,850	\$ 46,567	#DIV/0!	#DIV/0!
\$ 16,935	\$ 50,773	#DIV/0!	#DIV/0!
89%	92%	#DIV/0!	#DIV/0!
88%	92%	#DIV/0!	#DIV/0!
\$ 139	\$ -	#DIV/0!	#DIV/0!
\$ 187	\$ (1,407)	#DIV/0!	#DIV/0!
\$ 1,939	\$ 1,921	#DIV/0!	#DIV/0!
\$ 2,126	\$ 514	#DIV/0!	#DIV/0!
\$ 10,631	\$ 3,085	#DIV/0!	#DIV/0!
678%	11%	#DIV/0!	#DIV/0!
20%	33%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

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Scoreboard

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Sales Consultant	Totals	Brett Ollila	Wes Hewitt
% Retailed of Non-New Franchise	67%	83%	58%
Total # Retail Units	58	6	12
Avg. Days to Sale	33.7	16.0	19.0
Avg. Advertised Price (Time of Sale)	\$ 22,001	\$ 31,579	\$ 16,669
Avg. Transaction Price	\$ 21,795	\$ 31,347	\$ 16,611
Avg. Market Price at 100%	\$ 8,990	\$ 33,343	\$ 18,213
Avg. Price to Market % (Time of Sale)	245%	95%	92%
Avg. Transaction to Market	242%	94%	91%
Avg. Transactional Discount	\$ 206	\$ 233	\$ 58
Avg. Front-End Gross	\$ 742	\$ 1,682	\$ 1,484
Avg. Finance Gross	\$ 1,595	\$ 1,930	\$ 1,800
PUVR	\$ 2,336	\$ 3,611	\$ 3,284
Total Gross (Units & PUVR)	\$ 135,493	\$ 21,668	\$ 39,407
GROI	114%	259%	375%
% with Trade	14%	33%	0%
Avg. Over/Under Allowance	30	167	0



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Jack Townsend	Dylan Kittredge	Cameron Rudd	Jackson Reger
63%	75%	33%	100%
8	8	3	1
23.0	23.3	90.3	4.0
\$ 16,922	\$ 14,316	\$ 17,326	\$ 5,994
\$ 16,710	\$ 14,247	\$ 16,327	\$ 5,994
\$ 17,980	\$ 15,327	#DIV/0!	\$ 10,406
94%	93%	#DIV/0!	58%
93%	93%	#DIV/0!	58%
\$ 212	\$ 68	\$ 1,000	\$ -
\$ 2,016	\$ 1,576	\$ (1,731)	\$ (2,296)
\$ 1,183	\$ 1,002	\$ 672	\$ 353
\$ 3,199	\$ 2,578	\$ (1,059)	\$ (1,943)
\$ 25,588	\$ 20,621	\$ (3,177)	\$ (1,943)
300%	280%	-26%	-2917%
0%	13%	0%	0%
0	31	0	0

Morgan Fernandez	Torrin Kufeld	Robert PushKin	Derek Farris
100%	40%	75%	#DIV/0!
5	5	4	0
20.2	92.2	25.3	#DIV/0!
\$ 56,107	\$ 20,774	\$ 11,247	#DIV/0!
\$ 56,020	\$ 20,774	\$ 10,945	#DIV/0!
#DIV/0!	\$ 21,528	\$ 13,993	#DIV/0!
#DIV/0!	96%	80%	#DIV/0!
#DIV/0!	96%	78%	#DIV/0!
\$ 87	\$ -	\$ 302	#DIV/0!
\$ 122	\$ (1,523)	\$ 2,715	#DIV/0!
\$ 1,477	\$ 2,644	\$ 129	#DIV/0!
\$ 1,599	\$ 1,121	\$ 2,844	#DIV/0!
\$ 7,993	\$ 5,607	\$ 11,377	#DIV/0!
51%	21%	371%	#DIV/0!
40%	40%	0%	#DIV/0!
0	100	0	#DIV/0!

Nick Trabulsy			
60%	#DIV/0!	#DIV/0!	#DIV/0!
5	0	0	0
63.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,660	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,605	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,960	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 55	#DIV/0!	#DIV/0!	#DIV/0!
\$ (2,057)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,668	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,610	#DIV/0!	#DIV/0!	#DIV/0!
\$ 8,052	#DIV/0!	#DIV/0!	#DIV/0!
35%	#DIV/0!	#DIV/0!	#DIV/0!
20%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

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Scoreboard

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Finance Manager	Totals	Tyler Davin	Bradley Dunco
% Retailed of Non-New Franchise	67%	65%	70%
Total # Retail Units	58	31	20
Avg. Days to Sale	33.7	36.4	25.1
Avg. Advertised Price (Time of Sale)	\$ 22,001	\$ 23,102	\$ 22,548
Avg. Transaction Price	\$ 21,795	\$ 22,978	\$ 22,460
Avg. Market Price at 100%	\$ 8,990	\$ 25,209	#DIV/0!
Avg. Price to Market % (Time of Sale)	245%	92%	#DIV/0!
Avg. Transaction to Market	242%	91%	#DIV/0!
Avg. Transactional Discount	\$ 206	\$ 123	\$ 87
Avg. Front-End Gross	\$ 742	\$ 717	\$ 884
Avg. Finance Gross	\$ 1,595	\$ 1,459	\$ 2,260
PUVR	\$ 2,336	\$ 2,176	\$ 3,143
Total Gross (Units & PUVR)	\$ 135,493	\$ 67,457	\$ 62,863
GROI	114%	94%	201%
% with Trade	14%	6%	30%
Avg. Over/Under Allowance	30	48	13



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Brett O			
100%	#DIV/0!	#DIV/0!	#DIV/0!
3	0	0	0
16.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 11,995	#DIV/0!	#DIV/0!	#DIV/0!
\$ 11,764	#DIV/0!	#DIV/0!	#DIV/0!
\$ 11,571	#DIV/0!	#DIV/0!	#DIV/0!
104%	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 231	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,667	#DIV/0!	#DIV/0!	#DIV/0!
\$ 17	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,683	#DIV/0!	#DIV/0!	#DIV/0!
\$ 8,050	#DIV/0!	#DIV/0!	#DIV/0!
493%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

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CPO	Totals	Yes	No
Total # Retail Units	58	18	40
Avg. Days to Sale	33.7	72.1	16.5
Avg. Advertised Price (Time of Sale)	\$ 22,001	\$ 29,286	\$ 18,459
Avg. Transaction Price	\$ 21,795	\$ 29,208	\$ 18,459
Avg. Market Price at 100%	\$ 8,990	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	245%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	242%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 206	\$ 78	\$ 264
Avg. Front-End Gross	\$ 742	\$ (973)	\$ 1,513
Avg. Finance Gross	\$ 1,595	\$ 2,866	\$ 1,022
PUVR	\$ 2,336	\$ 1,893	\$ 2,536
Total Gross (Units & PUVR)	\$ 135,493	\$ 34,071	\$ 101,422
GROI	114%	32%	300%
% with Trade	14%	28%	8%
Avg. Over/Under Allowance	30	28	31



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	58	19	39
Avg. Days to Sale	33.7	69.2	16.5
Avg. Advertised Price (Time of Sale)	\$ 22,001	\$ 21,664	\$ 21,889
Avg. Transaction Price	\$ 21,795	\$ 21,602	\$ 21,889
Avg. Market Price at 100%	\$ 8,990	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	245%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	242%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 206	\$ 62	\$ 276
Avg. Front-End Gross	\$ 742	\$ (641)	\$ 1,415
Avg. Finance Gross	\$ 1,595	\$ 1,924	\$ 1,434
PUVR	\$ 2,336	\$ 1,283	\$ 2,849
Total Gross (Units & PUVR)	\$ 135,493	\$ 24,372	\$ 111,121
GROI	114%	31%	284%
% with Trade	14%	16%	13%
Avg. Over/Under Allowance	30	26	32



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	58	28	11
% of Retail Units	100%	48%	19%
% Retailed of Non-New Franchise	67%	71%	82%
Avg. Days to Sale	33.7	22.3	16.2
Avg. Transaction Price	\$ 21,795	\$ 18,067	\$ 10,507
Avg. Transaction to Market %	242%	403%	69%
Avg. Transactional Discount	\$ 206	\$ 262	\$ 146
Avg. Front End Gross	\$ 742	\$ 1,386	\$ 2,574
Avg. Finance Gross	\$ 1,595	\$ 1,287	\$ 941
PUVR	\$ 2,336	\$ 2,672	\$ 3,514
Total Gross (Units & PUVR)	\$ 135,493	\$ 74,828	\$ 38,658
GROI	114%	239%	744%
% with Trade	14%	7%	0%
Avg. Over/Under Allowance	30	45	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	5	5	1
9%	9%	9%	2%
40%	100%	0%	0%
2.4	13.8	192.0	21.0
\$ 33,224	\$ 19,117	\$ 31,892	\$ 16,482
95%	77%	102%	#DIV/0!
\$ -	\$ 600	\$ -	\$ -
\$ 1,389	\$ (562)	\$ (5,672)	\$ (5)
\$ 889	\$ 3,080	\$ 3,811	\$ 805
\$ 2,278	\$ 2,518	\$ (1,861)	\$ 800
\$ 11,392	\$ 12,591	\$ (9,305)	\$ 800
1029%	344%	-11%	83%
60%	20%	20%	0%
0	0	100	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	3
0%	0%	5%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	30.7
#DIV/0!	#DIV/0!	\$ 68,333
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 43
#DIV/0!	#DIV/0!	\$ 2,133
#DIV/0!	#DIV/0!	\$ 2,176
#DIV/0!	#DIV/0!	\$ 6,529
#DIV/0!	#DIV/0!	37%
#DIV/0!	#DIV/0!	33%
#DIV/0!	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	58	44	6
% of Retail Units	100%	76%	10%
% Retailed of Non-New Franchise	67%	75%	67%
Avg. Days to Sale	33.7	11.4	36.2
Avg. Transaction Price	\$ 21,795	\$ 18,542	\$ 19,993
Avg. Transaction to Market %	242%	#DIV/0!	100%
Avg. Transactional Discount	\$ 206	\$ 272	\$ -
Avg. Front End Gross	\$ 742	\$ 1,387	\$ 400
Avg. Finance Gross	\$ 1,595	\$ 1,298	\$ 869
PUVR	\$ 2,336	\$ 2,685	\$ 1,268
Total Gross (Units & PUVR)	\$ 135,493	\$ 118,156	\$ 7,609
GROI	114%	458%	63%
% with Trade	14%	11%	17%
Avg. Over/Under Allowance	30	34	-42



46-60 days	61-90 days	90+ days
2	1	5
3%	2%	9%
100%	0%	0%
57.5	80.0	208.8
\$ 78,749	\$ 27,468	\$ 28,669
94%	85%	99%
\$ -	\$ -	\$ -
\$ 1,216	\$ 706	\$ (4,712)
\$ 3,822	\$ 3,328	\$ 3,835
\$ 5,038	\$ 4,034	\$ (877)
\$ 10,077	\$ 4,034	\$ (4,383)
40%	66%	-5%
50%	0%	20%
0	0	100