

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
MAC CUMBER	ANAS LAZAAR	RAY
JAVIER RODRIGUEZ	DANIEL ALLEN	MARIO
CHRISTIAN PEREZ	RICARDO OJEDA	MAHER
		CHRISSIE
		ARTURO
		RACHEL
		JHONATAN
		FRANCO
		JUAN
		JARIS
		JEREMY
		PAULA
		DIEGO
		ALEX
		ADRIAN
		JORDAN
		DALTON
		VANESSA
		DANIELA







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	HU657216	2017	Toyota	CAMRY	20	Trade on New	No	\$ 9,995	\$ 9,000	98%	(\$2,590)	\$0
2	G5130767	2016	Ford	FUSION	15	Trade on New	No	\$ 11,995	\$ 11,800	95%	(\$1,512)	\$0
3	F9119120	2015	Chevrolet	Camac	25	Trade on New	No	\$ 13,995	\$ 14,550	97%	(\$2,771)	\$0
4	m708800.	2021	Kia	seltos	30	Trade on New	Yes	\$ 20,995	\$ 21,585	95%	(\$1,310)	\$3,410
5	NG167734	2022	Kia	K5	24	Trade on New	Yes	\$ 23,995	\$ 24,785	90%	(\$1,978)	\$3,170
6	LU062441	2020	Infiniti	Q70	26	Trade on New	No	\$ 25,454	\$ 26,975	95%	(\$2,053)	\$2,167
7	LG421878	2020	Kia	OPTIMA	31	Trade on New	Yes	\$ 17,525	\$ 18,035	93%	(\$1,910)	\$2,908
8	FH462698	2015	Subaru	FORE	32	Trade on New	No	\$ 9,995	\$ 10,885	90%	\$35	\$1,128
9	M7139736	2021	Kia	SELTOS	36	Trade on New	Yes	\$ 25,995	\$ 27,746	90%	(\$1,143)	\$3,527
10	EN015830	2014	Audi	cabriolet	20	Trade on New	No	\$ 11,995	\$ 13,254	90%	(\$1,568)	\$0
11	L7101757	2020	Kia	soul	21	Trade on New	Yes	\$ 17,999	\$ 19,885	92%	(\$46)	\$2,565
12	NG085755	2022	Kia	k5	26	Trade on New	Yes	\$ 23,995	\$ 25,785	91%	(\$1,721)	\$3,006
13	PG075839	2023	Kia	sport	25	Trade on New	Yes	\$ 29,955	\$ 31,390	90%	(\$1,963)	\$3,570
14	NG159900	2022	Kia	sorento	25	Trade on New	Yes	\$ 34,585	\$ 36,595	90%	(\$43)	\$1,430
15	BB042673	2011	Honda	pilot	27	Trade on New	No	\$ 9,995	11590	89%	(\$1,381)	\$283
16	HE070019	2017	Kia	forte	29	Trade on New	No	\$ 11,995	\$ 11,450	90%	(\$1,152)	\$454
17	PE512922	2023	Kia	forte	27	Trade on New	Yes	\$ 21,995	22395	88%	(\$2,579)	\$857
18	HH475439	2017	Subaru	forester	29	Trade on New	No	\$ 21,995	22585	90%	(\$1,791)	\$569
19	EFB95246	2014	Ford	f150	28	Trade on New	No	\$ 19,395	\$ 19,395	90%	\$1,932	\$3,275
20	MU333652	2021	Hyundai	Palaside	30	Trade on New	No	\$ 30,995	\$ 31,995	90%	(\$933)	\$1,990
21	ME291314	2021	Kia	forte	27	Trade on New	No	\$ 11,595	\$ 12,999	85%	(\$1,400)	\$718
22	LZ159158	2020	Chevrolet	silverado	23	Trade on New	Yes	\$ 28,995	\$ 29,485	90%	(\$968)	\$2,629
23	ME430550	2021	Kia	rio	25	Trade on New	Yes	\$ 15,656	\$ 15,656	90%	(\$912)	\$153
24	LG022929	2020	Kia	tellutide	28	Trade on New	Yes	\$ 25,990	\$ 27,890	90%	(\$2,124)	\$388
25	LW159791	2020	Jeep	wrangler	29	Trade on New	No	\$ 33,995	\$ 35,785	89%	(\$3,078)	\$1,976
26	K6064825	2019	Kia	stinger	26	Trade on New	Yes	\$ 35,996	\$ 36,838	95%	\$87	\$5,198
27	BA059482	2011	Honda	accord	28	Trade on New	No	\$ 3,995	\$ 4,765	95%	(\$1,385)	\$0
28	GG014819	2016K	Kia	Optima	27	Trade on New	No	\$ 4,995	\$ 5,855	90%	(\$2,006)	\$120

29	GG5593957	2016	Kia	forte	26	Trade on New	No	\$	10,995	\$	11,995	90%	(\$1,097)	\$1,208
30	PG183107	2023	Kia	Sorento	29	Trade on New	Yes	\$	26,990	\$	28,443	89%	(\$2,846)	\$700
31	MJ128361	2021	Mercedes-Benz	gla250	28	Trade on New	No	\$	29,995	\$	31,580	95%	(\$1,480)	\$2,768
32	NH055077	2022	Hyundai	ELANTRA	27	Trade on New	No	\$	19,995	\$	21,515	93%	\$1,041	\$3,694
33	JY264210	2018	Nissan	sentra	28	Trade on New	No	\$	8,995	\$	9,443	95%	(\$776)	\$2,066
34	CS207406	2012	Toyota	SIENNA	27	Trade on New	No	\$	12,995	\$	13,200	90%	(\$874)	\$1,404
35	EH526203	2014	Honda	CIVIC	29	Trade on New	No	\$	9,995	\$	9,474	90%	(\$1,623)	\$0
36	mh091734	2021	Hyundai	SONATA	25	Trade on New	No	\$	21,995	\$	23,424	95%	(\$610)	\$0
37	MG021816	2021	Kia	sorento	29	Trade on New	Yes	\$	22,995	\$	23,838	95%	(\$1,806)	\$2,485
38	NH158358	2022	Hyundai	TUCSON	24	Trade on New	No	\$	24,595	\$	24,995	92%	(\$1,783)	\$2,681
39	FG598523	2015	Kia	SORENTO	25	Trade on New	No	\$	10,995	\$	10,248	95%	(\$1,366)	\$625
40	F7196165	2015	Kia	SOUL	29	Trade on New	No	\$	10,995	\$	10,995	93%	\$2,314	\$1,032
41	JC058128	2018	Toyota	TACOMA	23	Trade on New	No	\$	25,995	\$	27,995	90%	\$660	\$4,472
42	LZ025618	2020	Mitsubishi	OUTLANDER	22	Trade on New	No	\$	18,995	\$	19,985	92%	\$131	\$3,744
43	h7236735	2017	Kia	SPORTAGE	25	Trade on New	No	\$	8,995	\$	9,595	90%	(\$1,944)	\$816
44	MU034857	2021	Mitsubishi	OUTLANDER	26	Trade on New	No	\$	17,995	\$	18,585	95%	(\$1,984)	\$1,017
45	CH546904	2012	Honda	CIVIC	24	Trade on New	No	\$	7,995	\$	8,990	95%	\$2,366	\$31
46	MS069721	2021	Toyota	HIGH	22	Trade on New	No	\$	42,995	\$	43,990	90%	(\$1,678)	\$0
47	HR371711	2017	Cadillac	ESCALADE	27	Trade on New	No	\$	36,995	\$	35,495	95%	(\$1,848)	\$1,793
48	PG204282	2023	Kia	SORENTO	28	Trade on New	No	\$	36,995	\$	37,835	95%	(\$2,373)	\$2,664
49	FM111265	2015	Ford	FIESTA	28	Trade on New	No	\$	9,995	\$	9,143	95%	(\$113)	\$814
50	KC23240A	2020	Kia	OPTIMA	25	Trade on New	Yes	\$	18,995	\$	19,313	92%	(\$2,129)	\$417
51	K5230844	2019	Kia	OPTIMA	29	Trade on New	Yes	\$	17,995	\$	17,785	95%	(\$2,043)	\$3,035
52	KE058909	2019	Kia	FORTE	27	Trade on New	Yes	\$	14,995	\$	15,348	93%	(\$485)	\$1,653
53	HM431537	2017	Honda	hrv	23	Trade on New	No	\$	14,995	\$	14,443	95%	(\$1,148)	\$122

## Scoreboard Totals

% Retailed of Non-Franchise Make	52%
Total # Retail Units	100
Avg. Days to Sale	29.7
Avg. Advertised Price (Time of Sale)	\$ 20,257
Avg. Transaction Price	\$ 19,888
Avg. Market Price at 100%	\$ 21,923
Avg. Price to Market % (Time of Sale)	92%
Avg. Transaction to Market	91%
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ (1,306)
Avg. Finance Gross	\$ 1,397
PUVR	#REF!
Total Gross (Units & PUVR)	#REF!
GROI	#REF!
% with Trade	20%
Avg. Over/Under Allowance	\$8



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	52%	#DIV/0!	#DIV/0!
Total # Retail Units	100	0	0
Avg. Days to Sale	29.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,257	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 19,888	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 21,923	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (1,306)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,397	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	20%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	8	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	52%	#DIV/0!	#DIV/0!
Total # Retail Units	100	0	0
Avg. Days to Sale	29.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,257	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 19,888	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 21,923	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (1,306)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,397	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	20%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	8	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	52%	#DIV/0!	#DIV/0!
Total # Retail Units	100	0	0
Avg. Days to Sale	29.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,257	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 19,888	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 21,923	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (1,306)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,397	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	20%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	8	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	100	29	71
Avg. Days to Sale	29.7	27.9	30.4
Avg. Advertised Price (Time of Sale)	\$ 20,257	\$ 23,907	\$ 17,942
Avg. Transaction Price	\$ 19,888	\$ 24,653	\$ 17,942
Avg. Market Price at 100%	\$ 21,923	\$ 25,977	\$ 20,355
Avg. Price to Market % (Time of Sale)	92%	92%	88%
Avg. Transaction to Market	91%	95%	88%
Avg. Transactional Discount	#REF!	#REF!	#REF!
Avg. Front-End Gross	\$ (1,306)	\$ (1,386)	\$ (1,273)
Avg. Finance Gross	\$ 1,397	\$ 2,046	\$ 1,131
PUVR	#REF!	#REF!	#REF!
Total Gross (Units & PUVR)	#REF!	#REF!	#REF!
GROI	#REF!	#REF!	#REF!
% with Trade	20%	38%	13%
Avg. Over/Under Allowance	8	100	-30



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	100	48	52
Avg. Days to Sale	29.7	30.5	28.9
Avg. Advertised Price (Time of Sale)	\$ 20,257	\$ 21,087	\$ 18,969
Avg. Transaction Price	\$ 19,888	\$ 20,884	\$ 18,969
Avg. Market Price at 100%	\$ 21,923	\$ 22,913	\$ 21,129
Avg. Price to Market % (Time of Sale)	92%	92%	90%
Avg. Transaction to Market	91%	91%	90%
Avg. Transactional Discount	#REF!	#REF!	#REF!
Avg. Front-End Gross	\$ (1,306)	\$ (1,382)	\$ (1,235)
Avg. Finance Gross	\$ 1,397	\$ 1,597	\$ 1,212
PUVR	#REF!	#REF!	#REF!
Total Gross (Units & PUVR)	#REF!	#REF!	#REF!
GROI	#REF!	#REF!	#REF!
% with Trade	20%	23%	17%
Avg. Over/Under Allowance	8	46	-27



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	100	100	0
% of Retail Units	100%	100%	0%
% Retailed of Non-New Franchise	52%	52%	#DIV/0!
Avg. Days to Sale	29.7	29.7	#DIV/0!
Avg. Transaction Price	\$ 19,888	\$ 19,888	#DIV/0!
Avg. Transaction to Market %	91%	#REF!	#DIV/0!
Avg. Transactional Discount	#REF!	#REF!	#DIV/0!
Avg. Front End Gross	\$ (1,306)	\$ (1,306)	#DIV/0!
Avg. Finance Gross	\$ 1,397	\$ 1,397	#DIV/0!
PUVR	#REF!	#REF!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#REF!	#DIV/0!
GROI	#REF!	#REF!	#DIV/0!
% with Trade	20%	20%	#DIV/0!
Avg. Over/Under Allowance	8	8	#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	100	90	3
% of Retail Units	100%	90%	3%
% Retailed of Non-New Franchise	52%	53%	33%
Avg. Days to Sale	29.7	25.8	33.0
Avg. Transaction Price	\$ 19,888	\$ 19,772	\$ 18,889
Avg. Transaction to Market %	91%	#REF!	97%
Avg. Transactional Discount	#REF!	#REF!	\$ (1,050)
Avg. Front End Gross	\$ (1,306)	\$ (1,160)	\$ (1,006)
Avg. Finance Gross	\$ 1,397	\$ 1,402	\$ 2,521
PUVR	#REF!	\$ 242	\$ 1,515
Total Gross (Units & PUVR)	#REF!	\$ 21,757	\$ 4,545
GROI	#REF!	17%	87%
% with Trade	20%	20%	67%
Avg. Over/Under Allowance	8	9	0



46-60 days	61-90 days	90+ days
1	5	1
1%	5%	1%
100%	20%	100%
56.0	79.4	97.0
\$ 5,585	\$ 23,123	\$ 31,518
89%	71%	84%
\$ 410	\$ 6,447	\$ 1,477
\$ (2,432)	\$ (3,291)	\$ (4,260)
\$ -	\$ 1,188	\$ -
\$ (2,432)	\$ (2,103)	\$ (4,260)
\$ (2,432)	\$ (10,515)	\$ (4,260)
-280%	-41%	-50%
0%	0%	0%
0	0	0