

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	SJCP330	2018	NISSAN	ROGUE	0	Other	No	\$ 15,400	\$ 15,400	103%	\$2,688	\$1,629
2	SJCP328	2019	MAZDA	CX5	0	Other	No	\$ 19,675	\$ 19,675	100%	\$1,303	\$2,184
3	SJR23062A	2023	TOYOTA	RAV 4	23	Trade on New	No	\$ 37,901	\$ 35,850	99%	\$1,627	\$861
4	SJJ24021B	2013	TOYOTA	VENZA	16	Trade on Used	No	\$ 10,991	\$ 10,991	96%	\$1,070	\$789
5	SJCP331	2016	Chevrolet	SILVERADO	0	Other	No	\$ 22,500	\$ 22,500	100%	(\$515)	\$2,615
6	SJCP327	2016	Volkswagen	TIGUAN	10	Street/Curb Buy	No	\$ 17,500	\$ 16,500	111%	\$2,373	\$3,065
7	SJCP334	2020	FORD	F350	0	Other	No	\$ 54,000	\$ 54,000	100%	\$564	\$2,533
8	SJCP333	2020	GMC	TERRAIN	0	Other	No	\$ 22,988	\$ 20,142	102%	(\$1,038)	\$3,678
9	SJR24012A	2016	RAM	2500	44	TRADE ON NEW	NO	\$ 32,000	\$ 32,000	103%	\$2,877	\$4,857
10	SJCP337	2010	SUBARU	FORESTER	2	Street/Curb Buy	No	\$ 10,900	\$ 10,900	100%	\$389	\$574
11	SJCP336	2016	MAZDA	CX5	1	Street/Curb Buy	No	\$ 17,500	\$ 17,500	100%	\$2,935	\$2,306
12	SJCP340	2017	HONDA	CIVIC	0	Other	No	\$ 14,900	\$ 14,900	98%	\$4,934	\$588
13	SJCP339	2021	NISSAN	MURANO	0	Other	No	\$ 19,998	\$ 19,998	93%	\$246	\$1,769
14	SJR24024A	2022	RAM	3500	25	TRADE ON NEW	No	\$ 71,000	\$ 69,100	101%	\$1,407	\$4,856
15	SJCM291A	2020	RAM	1500	70	TRADE ON USED	No	\$ 31,680	\$ 31,680	96%	\$1,875	\$1,570
16	SJCP327A	2019	MINI	OUTLANDER	15	TRADE ON USED	No	\$ 17,500	\$ 17,500	102%	\$2,496	\$332
17	SJCP341	2017	JEEP	WRANGLER	0	Other	No	\$ 26,987	\$ 26,987	104%	\$950	\$2,387
18	SJCP342	2021	HONDA	PILOT	0	Other	No	\$ 31,900	\$ 31,900	101%	(\$947)	\$3,557
19	SJCP344	2017	NISSAN	FRONTIER	0	Other	No	\$ 21,800	\$ 20,700	100%	(\$1,257)	\$2,765
20	SJCP343	2020	JEEP	GR CHEROKEE	0	Other	No	\$ 27,152	\$ 28,374	95%	\$4,082	\$3,633
21	SJCP347	2022	GMC	TERRAIN	0	Other	No	\$ 25,497	\$ 25,497	100%	\$3,468	\$2,639
22	SJCP338	2019	SUBARU	IMPREZA	15	Street/Curb Buy	No	\$ 19,500	\$ 19,500	105%	\$1,047	\$2,642
23	SJCP342A	2018	CHRYSLER	PACIFICA	10	TRADE ON USED	No	\$ 18,400	\$ 18,300	97%	\$1,991	\$3,623
24	SJCP349	2020	JEEP	WRANGLER	8	Auction/Wholesale	No	\$ 29,000	\$ 29,000	103%	\$3,217	\$2,379
25	SJCP283	2021	JEEP	WRANGLER	162	ntal Fleet (Enterprise, e	No	\$ 38,800	\$ 38,800	95%	(\$60)	\$3,429
26	SJCP352	2020	GMC	TERRAIN	0	Other	No	\$ 22,000	\$ 20,165	93%	\$1,525	\$2,215
27	SJCP333A	2022	RAM	1500	28	TRADE ON USED	No	\$ 44,500	\$ 44,500	103%	\$1,825	\$1,366
28	SJCP326	2016	JEEP	WRANGLER	43	Street/Curb Buy	No	\$ 19,500	\$ 19,500	95%	(\$1,746)	\$1,772

Scoreboard Totals

% Retailed of Non-Franchise Make	81%
Total # Retail Units	43
Avg. Days to Sale	13.5
Avg. Advertised Price (Time of Sale)	\$ 26,525
Avg. Transaction Price	\$ 26,243
Avg. Market Price at 100%	\$ 26,612
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 282
Avg. Front-End Gross	\$ 1,810
Avg. Finance Gross	\$ 2,114
PUVR	\$ 3,924
Total Gross (Units & PUVR)	\$ 168,722
GROI	399%
% with Trade	47%
Avg. Over/Under Allowance	(\$656)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	STEPHEN BARNES	STEPHEN BARNES
% Retailed of Non-New Franchise	81%	81%	81%
Total # Retail Units	43	43	43
Avg. Days to Sale	13.5	13.5	13.5
Avg. Advertised Price (Time of Sale)	\$ 26,525	\$ 26,525	\$ 26,525
Avg. Transaction Price	\$ 26,243	\$ 26,243	\$ 26,243
Avg. Market Price at 100%	\$ 26,612	\$ 26,586	\$ 26,586
Avg. Price to Market % (Time of Sale)	100%	100%	100%
Avg. Transaction to Market	99%	99%	99%
Avg. Transactional Discount	\$ 282	\$ 282	\$ 282
Avg. Front-End Gross	\$ 1,810	\$ 1,810	\$ 1,810
Avg. Finance Gross	\$ 2,114	\$ 2,114	\$ 2,114
PUVR	\$ 3,924	\$ 3,924	\$ 3,924
Total Gross (Units & PUVR)	\$ 168,722	\$ 168,722	\$ 168,722
GROI	399%	399%	399%
% with Trade	47%	47%	47%
Avg. Over/Under Allowance	-656	-656	-656



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		DAN KELLIHER
% Retailed of Non-New Franchise	81%	#DIV/0!	67%
Total # Retail Units	43	0	9
Avg. Days to Sale	13.5	#DIV/0!	10.1
Avg. Advertised Price (Time of Sale)	\$ 26,525	#DIV/0!	\$ 28,224
Avg. Transaction Price	\$ 26,243	#DIV/0!	\$ 27,854
Avg. Market Price at 100%	\$ 26,612	#DIV/0!	\$ 28,265
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	100%
Avg. Transaction to Market	99%	#DIV/0!	99%
Avg. Transactional Discount	\$ 282	#DIV/0!	\$ 371
Avg. Front-End Gross	\$ 1,810	#DIV/0!	\$ 1,401
Avg. Finance Gross	\$ 2,114	#DIV/0!	\$ 2,220
PUVR	\$ 3,924	#DIV/0!	\$ 3,621
Total Gross (Units & PUVR)	\$ 168,722	#DIV/0!	\$ 32,590
GROI	399%	#DIV/0!	463%
% with Trade	47%	#DIV/0!	56%
Avg. Over/Under Allowance	-656	#DIV/0!	-1,542



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

KALMEN ROSENFELD	MARSHALL HAKALA	BILL QUIGLEY	ELIAS DOUCETTE
92%	100%	70%	88%
13	3	10	8
14.6	0.0	27.0	3.6
\$ 23,642	\$ 22,683	\$ 30,304	\$ 26,015
\$ 23,104	\$ 23,090	\$ 30,114	\$ 25,877
\$ 23,714	\$ 23,010	\$ 30,733	\$ 25,521
100%	99%	99%	102%
97%	100%	98%	101%
\$ 538	\$ (407)	\$ 190	\$ 138
\$ 1,776	\$ 3,413	\$ 1,190	\$ 2,497
\$ 1,711	\$ 2,634	\$ 2,133	\$ 2,432
\$ 3,487	\$ 6,046	\$ 3,324	\$ 4,928
\$ 45,334	\$ 18,139	\$ 33,235	\$ 39,424
372%	#DIV/0!	147%	1891%
46%	67%	30%	50%
-265	1,300	-783	-988

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	STEVE DOUBLEDAY	
% Retailed of Non-New Franchise	81%	81%	#DIV/0!
Total # Retail Units	43	43	0
Avg. Days to Sale	13.5	13.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,525	\$ 26,525	#DIV/0!
Avg. Transaction Price	\$ 26,243	\$ 26,243	#DIV/0!
Avg. Market Price at 100%	\$ 26,612	\$ 26,586	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	100%	#DIV/0!
Avg. Transaction to Market	99%	99%	#DIV/0!
Avg. Transactional Discount	\$ 282	\$ 282	#DIV/0!
Avg. Front-End Gross	\$ 1,810	\$ 1,810	#DIV/0!
Avg. Finance Gross	\$ 2,114	\$ 2,114	#DIV/0!
PUVR	\$ 3,924	\$ 3,924	#DIV/0!
Total Gross (Units & PUVR)	\$ 168,722	\$ 168,722	#DIV/0!
GROI	399%	399%	#DIV/0!
% with Trade	47%	47%	#DIV/0!
Avg. Over/Under Allowance	-656	-656	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	43	0	43
Avg. Days to Sale	13.5	#DIV/0!	13.5
Avg. Advertised Price (Time of Sale)	\$ 26,525	#DIV/0!	\$ 26,243
Avg. Transaction Price	\$ 26,243	#DIV/0!	\$ 26,243
Avg. Market Price at 100%	\$ 26,612	#DIV/0!	\$ 26,586
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	99%
Avg. Transaction to Market	99%	#DIV/0!	99%
Avg. Transactional Discount	\$ 282	#DIV/0!	\$ 282
Avg. Front-End Gross	\$ 1,810	#DIV/0!	\$ 1,810
Avg. Finance Gross	\$ 2,114	#DIV/0!	\$ 2,114
PUVR	\$ 3,924	#DIV/0!	\$ 3,924
Total Gross (Units & PUVR)	\$ 168,722	#DIV/0!	\$ 168,722
GROI	399%	#DIV/0!	399%
% with Trade	47%	#DIV/0!	47%
Avg. Over/Under Allowance	-656	#DIV/0!	-656



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	43	8	35
Avg. Days to Sale	13.5	23.9	11.1
Avg. Advertised Price (Time of Sale)	\$ 26,525	\$ 39,610	\$ 23,242
Avg. Transaction Price	\$ 26,243	\$ 39,373	\$ 23,242
Avg. Market Price at 100%	\$ 26,612	\$ 39,409	\$ 23,655
Avg. Price to Market % (Time of Sale)	100%	101%	98%
Avg. Transaction to Market	99%	100%	98%
Avg. Transactional Discount	\$ 282	\$ 238	\$ 292
Avg. Front-End Gross	\$ 1,810	\$ 2,136	\$ 1,735
Avg. Finance Gross	\$ 2,114	\$ 2,516	\$ 2,022
PUVR	\$ 3,924	\$ 4,651	\$ 3,757
Total Gross (Units & PUVR)	\$ 168,722	\$ 37,211	\$ 131,511
GROI	399%	178%	524%
% with Trade	47%	50%	46%
Avg. Over/Under Allowance	-656	-1,204	-485



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	43	8	6
% of Retail Units	100%	19%	14%
% Retailed of Non-New Franchise	81%	50%	67%
Avg. Days to Sale	13.5	19.6	25.3
Avg. Transaction Price	\$ 26,243	\$ 36,369	\$ 22,912
Avg. Transaction to Market %	99%	99%	100%
Avg. Transactional Discount	\$ 282	\$ 744	\$ 17
Avg. Front End Gross	\$ 1,810	\$ 2,454	\$ 2,381
Avg. Finance Gross	\$ 2,114	\$ 2,027	\$ 1,412
PUVR	\$ 3,924	\$ 4,481	\$ 3,792
Total Gross (Units & PUVR)	\$ 168,722	\$ 35,846	\$ 22,753
GROI	399%	226%	235%
% with Trade	47%	38%	83%
Avg. Over/Under Allowance	-656	-1,628	-962



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
6	1	0	1
14%	2%	0%	2%
100%	100%	#DIV/0!	100%
15.2	8.0	#DIV/0!	10.0
\$ 16,150	\$ 29,000	#DIV/0!	\$ 29,400
100%	103%	#DIV/0!	103%
\$ 233	\$ -	#DIV/0!	\$ 100
\$ 1,048	\$ 3,217	#DIV/0!	\$ 3,360
\$ 1,743	\$ 2,379	#DIV/0!	\$ 2,432
\$ 2,791	\$ 5,596	#DIV/0!	\$ 5,792
\$ 16,748	\$ 5,596	#DIV/0!	\$ 5,792
410%	868%	#DIV/0!	709%
50%	0%	#DIV/0!	0%
-1,253	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	1	20
0%	2%	47%
#DIV/0!	100%	90%
#DIV/0!	162.0	0.0
#DIV/0!	\$ 38,800	\$ 25,297
#DIV/0!	95%	97%
#DIV/0!	\$ -	\$ 228
#DIV/0!	\$ (60)	\$ 1,555
#DIV/0!	\$ 3,429	\$ 2,376
#DIV/0!	\$ 3,369	\$ 3,931
#DIV/0!	\$ 3,369	\$ 78,618
#DIV/0!	19%	#DIV/0!
#DIV/0!	100%	40%
#DIV/0!	3,000	-213

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	43	19	2
% of Retail Units	100%	44%	5%
% Retailed of Non-New Franchise	81%	79%	50%
Avg. Days to Sale	13.5	13.7	43.5
Avg. Transaction Price	\$ 26,243	\$ 26,344	\$ 25,750
Avg. Transaction to Market %	99%	100%	99%
Avg. Transactional Discount	\$ 282	\$ 397	\$ -
Avg. Front End Gross	\$ 1,810	\$ 2,304	\$ 566
Avg. Finance Gross	\$ 2,114	\$ 1,671	\$ 3,315
PUVR	\$ 3,924	\$ 3,975	\$ 3,880
Total Gross (Units & PUVR)	\$ 168,722	\$ 75,530	\$ 7,760
GROI	399%	395%	125%
% with Trade	47%	53%	0%
Avg. Over/Under Allowance	-656	-1,371	#DIV/0!



46-60 days	61-90 days	90+ days
0	1	1
0%	2%	2%
#DIV/0!	0%	100%
#DIV/0!	70.0	162.0
#DIV/0!	\$ 31,680	\$ 38,800
#DIV/0!	96%	95%
#DIV/0!	\$ -	\$ -
#DIV/0!	\$ 1,875	\$ (60)
#DIV/0!	\$ 1,570	\$ 3,429
#DIV/0!	\$ 3,445	\$ 3,369
#DIV/0!	\$ 3,445	\$ 3,369
#DIV/0!	56%	19%
#DIV/0!	100%	100%
#DIV/0!	0	3,000