

Pre-Work VO1 Week 4 Pre-Ow

Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only.)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
- 6) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)
- 7) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.



ACADEMY

Unit #	Stock#	Year	Make	Model	MPG	Acquisition Source	CPO	Price (Time)	Transaction	Market %	End	Finance	Salesperson	Desk Manager	Finance Manager	Trade	Under Allowance
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500	Desiree Dawson	Michael Hayes	Mike Lucki	Yes	\$2,000
1	218550	2021	Mazda	CX-5	93	Trade on New	No	\$ 36,775	\$ 36,275	100%	\$0	\$3,380	Kevin	Chris	Cindy	No	\$0
2	198942	2019	Lincoln	MKC	13	Auction/Wholesale	No	\$ 34,551	\$ 34,000	108%	\$0	\$1,405	Ben	Chris	Edwin	No	\$0
3	188505	2018	Nissan	Kicks	42	Trade on New	No	\$ 18,995	\$ 18,000	98%	\$582	\$1,085	Jarred	Ash	Edwin	No	\$0
4	188780	2018	Mazda	CX-9	17	Trade on New	No	\$ 27,559	\$ 26,750	111%	\$750	\$3,342	Shantu	Ash	Edwin	No	\$0
5	188909	2018	GMC	Sierra	30	Auction/Wholesale	No	\$ 38,995	\$ 37,295	96%	\$0	\$2,778	Cameron	Ash	Tony	No	\$0
6	158825	2015	Ford	Fiesta	31	Trade on New	No	\$ 11,895	\$ 11,895	118%	\$1,251	\$1,813	Ben	Ash	Tony	No	\$0
7	218507	2021	Ford	Escape	148	Auction/Wholesale	No	\$ 24,995	\$ 23,985	97%	\$0	\$586	Kevin	Ash	Cindy	No	\$0
8	21A462	2021	Mazda	CX-5	24	Trade on Used	No	\$ 31,888	\$ 31,189	97%	\$1,395	\$1,991	Brett	Ash	Tony	Yes	(\$1,000)
9	228840	2022	Mazda	CX-30	54	Street/Curb Buy	No	\$ 28,975	\$ 27,500	100%	\$0	\$2,422	Jarred	Chris	Tony	No	\$0
10	218901	2021	Volkswagen	Atlas	37	ntal Fleet (Enterprise, et	No	\$ 40,895	\$ 39,771	94%	\$232	\$5,035	Brett	Ash	Edwin	No	\$0
11	198864	2019	Mazda	CX-5	18	Trade on New	No	\$ 33,300	\$ 33,300	99%	\$800	\$3,593	Jarred	Ash	Tony	No	\$0
12	17P768	2017	Mazda	CX-9	37	Trade on Used	No	\$ 26,895	\$ 25,895	105%	\$0	\$4,085	Brett	Chris	Tony	No	\$0
13	218904	2021	Kia	Seltos	36	Auction/Wholesale	No	\$ 26,995	\$ 26,195	98%	\$0	\$3,372	Jarred	Brandon	Tony	No	\$0
14	218869	2021	Ram	1500	22	Trade on Used	No	\$ 39,995	\$ 38,500	96%	\$2,265	\$3,309	Brett	Chris	Tony	Yes	\$0
15	208591	2020	Ram	1500	43	Trade on Used	No	\$ 35,995	\$ 34,750	94%	\$0	\$4,735	Kevin	Brandon	Tony	No	\$0
16	208337	2020	Mazda	3	186	ntal Fleet (Enterprise, et	No	\$ 26,495	\$ 26,495	100%	\$0	\$4,420	Michelle	Brandon	Tony	Yes	\$0
17	208789	2020	Mazda	3	86	ntal Fleet (Enterprise, et	No	\$ 26,495	\$ 25,000	97%	\$0	\$2,089	Ben	Brandon	Tony	No	\$0
18	218927	2021	Dodge	Charger	27	Auction/Wholesale	No	\$ 31,695	\$ 29,770	100%	\$250	\$2,272	Brett	Chris	Edwin	No	\$0
19	228162	2022	Audi	Q5	226	Auction/Wholesale	No	\$ 48,495	\$ 46,000	97%	\$0	\$684	Jarred	Chris	Tony	No	\$0
20	178947	2017	Mazda	6	20	Street/Curb Buy	No	\$ 22,495	\$ 20,485	98%	\$1,790	\$586	Cameron	Brandon	Tony	No	\$0
21	168373	2016	Land Rover	Evogue	46	Trade on Used	No	\$ 25,995	\$ 25,995	84%	\$1,000	\$2,214	Cameron	Chris	Edwin	Yes	\$1,500
22	18P753	2018	Hyundai	Santa Fe	407	Street/Curb Buy	No	\$ 19,495	\$ 19,495	85%	\$0	\$4,253	Michelle	Ash	Tony	Yes	\$0
23	148845	2014	Mazda	CX-5	46	Trade on New	No	\$ 19,395	\$ 18,104	109%	\$299	\$486	Michelle	Brandon	House	No	\$0
24	198352	2019	Jeep	Grand Cherokee	31	Trade on New	No	\$ 34,995	\$ 33,580	100%	\$0	\$3,911	Shantu	Brandon	Edwin	No	\$0
25	18P642	2018	GMC	Sierra	43	Trade on Used	No	\$ 41,995	\$ 39,790	95%	\$3,029	\$544	Cameron	Ash	Edwin	No	\$0
26	228990	2022	Mazda	3	15	Street/Curb Buy	No	\$ 28,995	\$ 27,866	94%	\$3,529	\$2,416	Ben	Ash	Edwin	No	\$0
27	218943	2021	Ford	Ranger	30	Auction/Wholesale	No	\$ 41,995	\$ 41,995	96%	\$4,800	\$3,156	Brett	Mike	Edwin	Yes	\$3,700
28	188676	2018	Ford	F-150	134	Auction/Wholesale	No	\$ 34,995	\$ 34,995	104%	\$0	\$544	Michelle	Ash	Edwin	No	\$0
29	218581	2021	Mazda	CX-3	149	Auction/Wholesale	No	\$ 24,900	\$ 24,000	94%	\$0	\$3,569	Ben	Ash	Tony	No	\$0
30	218697	2021	Chevrolet	Equinox	129	Auction/Wholesale	No	\$ 24,495	\$ 24,495	92%	\$0	\$8,860	Michelle	Ash	Tony	Yes	\$0
31	178974	2017	Ram	2500	22	Street/Curb Buy	No	\$ 43,495	\$ 43,495	96%	\$6,812	\$3,769	Kevin	Ash	Cindy	Yes	\$1,000
32	228991	2022	Toyota	Sienna	16	Street/Curb Buy	No	\$ 53,495	\$ 53,495	102%	\$5,888	\$7,389	Brett	Ash	Edwin	Yes	\$900
33	18P684	2018	Mazda	CX-5	16	Trade on Used	No	\$ 24,900	\$ 23,900	92%	\$49	\$2,874	Shantu	Ash	Edwin	No	\$0
34	218578	2021	Mazda	CX-3	149	ntal Fleet (Enterprise, et	No	\$ 26,995	\$ 24,057	94%	\$0	\$586	Jarred	Ash	Cindy	No	\$0
35	18P659	2018	GMC	Sierra 1500	51	Trade on Used	No	\$ 43,800	\$ 43,000	99%	\$0	\$5,567	Kevin	Ash	Cindy	No	\$0
36	219027	2021	Toyota	Highlander	5	Auction/Wholesale	No	\$ 49,995	\$ 49,000	98%	\$0	\$1,660	Ben	Ash	Edwin	Yes	\$0
37	188459	2018	Jeep	Wrangler	170	Auction/Wholesale	No	\$ 27,500	\$ 27,500	102%	\$0	\$3,628	Jarred	Chris	Tony	No	\$0
38	208867	2020	Honda	Accord	60	Auction/Wholesale	No	\$ 27,495	\$ 26,500	89%	\$0	\$2,826	Jarred	Chris	Cindy	No	\$0
39	18P966	2018	Nissan	Rogue	31	Auction/Wholesale	No	\$ 23,900	\$ 23,900	96%	\$0	\$1,857	Kyle	Chris	Edwin	No	\$0
40	218886	2021	Volkswagen	Tiguan	56	ntal Fleet (Enterprise, et	No	\$ 25,500	\$ 24,200	91%	\$0	\$2,225	Kyle	Chris	Tony	No	\$0
41	188908	2018	Volkswagen	Passat	52	Auction/Wholesale	No	\$ 19,400	\$ 17,699	98%	\$0	\$1,984	Cameron	Chris	Tony	No	\$0
42	178925	2017	Kia	Sedona	5	Trade on Used	No	\$ 18,995	\$ 18,995	94%	\$0	\$2,107	Ben	Chris	Cindy	No	\$0
43	198895	2019	Mitsubishi	Eclipse	2	Trade on Used	No	\$ 22,495	\$ 22,495	95%	\$4,287	\$3,861	Brett	Chris	Tony	No	\$0
44	168660	2016	Mazda	CX-9	40	Trade on Used	No	\$ 24,450	\$ 24,450	93%	\$2,635	\$2,901	Jarred	Chris	Tony	No	\$0
45	18P764	2018	Jeep	Cherokee	108	Auction/Wholesale	No	\$ 23,440	\$ 23,440	94%	\$0	\$2,586	Jarred	Chris	Tony	No	\$0

46	218844	2021	Mazda	3	31	Trade on New	No	\$ 27,490	\$ 26,490	98%	\$3,394	\$2,709	Cameron	Ash	Edwin	No	\$0
47	128326	2012	Toyota	FJ Cruiser	123	Trade on Used	No	\$ 37,900	\$ 34,372	103%	\$0	\$586	Jarred	Ash	House	Yes	\$2,000
48	208905	2020	Jeep	Wrangler	54	Auction/Wholesale	No	\$ 34,995	\$ 34,995	86%	\$812	\$6,196	Carter	Ash	Edwin	No	\$0
49	21A612	2021	Kia	Sorento	7	Trade on Used	No	\$ 31,500	\$ 30,178	91%	\$702	\$4,259	Jarred	Ash	Tony	No	\$0
50	17P416	2017	GMC	Terrain	56	Trade on Used	No	\$ 19,900	\$ 19,900	99%	\$0	\$2,526	Kevin	Chris	Edwin	No	\$0
51	228974	2022	Ram	1500	8	Trade on Used	No	\$ 49,900	\$ 49,000	95%	\$3,054	\$3,118	Ben	Chris	Tony	No	\$0
52	178866	2017	Mitsubishi	RVR	42	Trade on Used	No	\$ 18,900	\$ 18,900	92%	\$309	\$5,315	BDC	Ash	Tony	No	\$0
53	189028	2018	Lexus	NX	16	Auction/Wholesale	No	\$ 36,150	\$ 35,961	100%	\$332	\$684	Jarred	Brandon	Tony	No	\$0
54	218513	2021	Ford	Expedition	172	ntal Fleet (Enterprise, et	No	\$ 45,500	\$ 45,500	98%	\$0	\$5,146	Jarred	Ash	Edwin	No	\$0
55	198823	2019	Volkswagen	Jett	46	Trade on New	No	\$ 19,990	\$ 18,900	95%	\$0	\$684	Shantu	Ash	Cindy	No	\$0
56	18P606	2018	Toyota	Corolla	13	Trade on Used	No	\$ 22,500	\$ 19,500	93%	\$4,787	\$2,141	Shantu	Ash	Tony	No	\$0
57	208567	2020	Mazda	3	168	ntal Fleet (Enterprise, et	No	\$ 26,200	\$ 26,500	96%	\$0	\$699	House	Brandon	House	No	\$0
58	219054	2021	GMC	Terrain	13	Auction/Wholesale	No	\$ 29,600	\$ 29,600	98%	\$0	\$3,612	Jarred	Ash	Cindy	Yes	\$0
59	18P762	2018	Chevrolet	Equinox	117	Auction/Wholesale	No	\$ 24,400	\$ 24,400	97%	\$0	\$4,772	BDC	Ash	Edwin	Yes	\$0
60	238808	2023	Acura	MDX	9	Trade on New	No	\$ 61,900	\$ 61,201	98%	\$2,756	\$5,609	Kyle	Chris	Tony	Yes	\$0
61	218801	2021	Ford	Ranger	38	Trade on Used	No	\$ 42,500	\$ 42,500	95%	\$1,509	\$8,457	Kyle	Chris	Tony	No	\$0
62	218872	2021	Mazda	CX-5	36	Trade on New	No	\$ 30,900	\$ 28,338	101%	\$4,396	\$1,657	Kevin	Chris	Tony	No	\$0
63	228696	2022	Chevrolet	Colorado	46	Auction/Wholesale	No	\$ 30,900	\$ 28,291	87%	\$0	\$684	Carter	Chris	House	No	\$0
64	168910	2016	Mazda	CX-5	18	Trade on New	No	\$ 17,750	\$ 16,000	105%	\$2,767	\$586	Cameron	Chris	Tony	Yes	\$0
65	218970	2021	Mitsubishi	RVR	47	Auction/Wholesale	No	\$ 24,900	\$ 24,900	97%	\$0	\$3,791	Carter	Chris	Tony	No	\$0
66	209093	2020	Ford	F-350	7	Auction/Wholesale	No	\$ 74,995	\$ 74,000	100%	\$1,865	\$835	Kyle	Ash	Edwin	No	\$0
67	238164	2023	Mazda	3	171	Trade on New	No	\$ 37,400	\$ 35,481	105%	\$0	\$3,325	Kyle	Chris	Tony	No	\$0
68	219132	2021	Mazda	CX-5	7	Auction/Wholesale	No	\$ 29,995	\$ 28,250	99%	\$0	\$586	Anish	Chris	Edwin	No	\$0
69	20P276	2020	Kia	Soul	120	Trade on Used	No	\$ 19,500	\$ 18,750	91%	\$0	\$586	Ben	Ash	House	No	\$0
70	199084	2019	Lincoln	Nautilus	17	Auction/Wholesale	No	\$ 36,300	\$ 36,300	95%	\$500	\$3,666	Ben	Ash	Tony	No	\$0
71	198561	2019	Mazda	CX-5	147	Trade on Used	No	\$ 23,500	\$ 22,749	100%	\$0	\$1,804	Cameron	Ash	Edwin	Yes	\$0
72	209024	2020	Ford	Mustang	32	Auction/Wholesale	No	\$ 39,700	\$ 39,700	93%	\$0	\$4,585	Jarred	Ash	Tony	No	\$0
73	209059	2020	Ford	F-350	22	Auction/Wholesale	No	\$ 82,750	\$ 81,600	93%	\$3,136	\$1,529	Anish	Ash	Cindy	No	\$0
74	219088	2021	Ram	1500	18	Auction/Wholesale	No	\$ 39,450	\$ 36,636	101%	\$0	\$4,925	Jarred	Ash	Cindy	No	\$0
75	88943	2008	Ford	Ranger	24	Trade on Used	No	\$ 13,900	\$ 12,562	88%	\$4,374	\$0	Kyle	Ash	House	No	\$0
76	208869	2020	Chevrolet	Colorado	29	Trade on Used	No	\$ 34,900	\$ 32,696	98%	\$0	\$529	Brett	Ash	Cindy	Yes	\$0
77	149141	2014	Mazda	6	5	Street/Curb Buy	No	\$ 16,900	\$ 16,900	98%	\$6,881	\$586	Anish	Ash	House	No	\$0
78	209029	2020	Hyundai	Palisade	34	Street/Curb Buy	No	\$ 45,250	\$ 45,250	101%	\$999	\$4,156	Kyle	Ash	Edwin	No	\$0
79	169078	2016	Honda	CR-V	20	Auction/Wholesale	No	\$ 25,995	\$ 25,005	98%	\$0	\$586	Cameron	Chris	Tony	No	\$0
80	17P573	2017	Hyundai	Elantra	47	Trade on Used	No	\$ 17,450	\$ 16,990	93%	\$483	\$1,036	Ben	Ash	House	No	\$0
81	209053	2020	Ford	Expedition	29	Auction/Wholesale	No	\$ 45,750	\$ 45,750	100%	\$6,020	\$10,576	Kyle	Ash	Edwin	No	\$0
82	219025	2021	Nissan	Rogue	37	Auction/Wholesale	No	\$ 31,750	\$ 30,500	95%	\$0	\$2,441	Kevin	Ash	Cindy	No	\$0
83	148818	2014	Toyota	Rav4	50	Trade on New	No	\$ 20,900	\$ 19,291	97%	\$0	\$586	Jarred	Brandon	House	No	\$0
84	219152	2021	Mazda	CX-9	9	ntal Fleet (Enterprise, et	No	\$ 37,750	\$ 37,750	98%	\$2,283	\$5,507	Carter	Chris	Tony	No	\$0
85	179055	2017	Toyota	Rav4	20	Trade on Used	No	\$ 29,900	\$ 28,814	89%	\$7,099	\$586	Jarred	Chris	Tony	No	\$0
86	18P959	2018	GMC	Sierra	24	Trade on Used	No	\$ 33,490	\$ 33,490	103%	\$1,049	\$2,940	Jarred	Chris	Tony	Yes	\$0
87	228639	2022	Hyundai	Santa Fe	164	Auction/Wholesale	No	\$ 29,150	\$ 29,150	93%	\$0	\$4,085	Anish	Chris	Cindy	No	\$0
88	198945	2019	Chevrolet	Equinox	66	Auction/Wholesale	No	\$ 22,450	\$ 20,791	98%	\$0	\$586	Carter	Chris	Tony	No	\$0
89	158991	2015	Lexus	RX350	33	Trade on Used	No	\$ 28,900	\$ 26,804	105%	\$2,403	\$684	Brett	Chris	Cindy	No	\$0
90	178337	2017	Mitsubishi	Lancer	34	Trade on New	No	\$ 15,351	\$ 14,570	106%	\$0	\$1,553	Cameron	Chris	Edwin	No	\$0
91	18P917	2018	Jeep	Wrangler	27	Trade on Used	No	\$ 33,775	\$ 33,775	95%	\$1,138	\$9,350	Cameron	Ash	Tony	No	\$0
92	18P184	2018	Ford	Ecosport	205	Trade on Used	No	\$ 18,450	\$ 18,450	76%	\$0	\$5,248	Brett	Ash	Tony	No	\$0
93	178997	2017	Mazda	CX-5	26	Trade on New	No	\$ 19,900	\$ 18,000	104%	\$183	\$367	House	Ash	House	No	\$0
94	209144	2020	Dodge	Grand Caravan	15	Auction/Wholesale	No	\$ 30,875	\$ 28,817	96%	\$0	\$2,998	Jarred	Chris	Edwin	No	\$0
95	199157	2019	Mazda	CX-5	15	Auction/Wholesale	No	\$ 29,400	\$ 28,815	101%	\$0	\$586	Ben	Ash	Cindy	No	\$0
96	188668	2018	BMW	330i	106	Trade on New	No	\$ 24,490	\$ 23,250	87%	\$0	\$684	Ben	Mike	Cindy	No	\$0
97	239082	2023	Mazda	3	31	Auction/Wholesale	No	\$ 29,500	\$ 28,815	96%	\$0	\$3,001	Kevin	Ash	Edwin	No	\$0
98	219212	2021	Honda	Pilot	3	Auction/Wholesale	No	\$ 50,995	\$ 50,495	100%	\$1,355	\$586	Cameron	Ash	Cindy	No	\$0
99	12P762	2012	Ram	3500	19	Trade on New	No	\$ 37,495	\$ 37,495	98%	\$14,800	\$4,628	Brett	Ash	Cindy	Yes	\$0
100	18P148	2018	BMW	X1	19	Auction/Wholesale	No	\$ 23,875	\$ 23,101	94%	\$1,738	\$684	Jarred	Ash	Edwin	No	\$0
101	238882	2023	Mazda	CX-30	14	Trade on New	No	\$ 39,500	\$ 38,801	108%	\$3,228	\$586	Shantu	Ash	Cindy	No	\$0
102	22P383	2022	Nissan	Armada	89	Street/Curb Buy	No	\$ 59,450	\$ 56,986	90%	\$1,500	\$2,728	Brett	Chris	Edwin	Yes	\$0
103	119042	2011	Nissan	Titan	8	Trade on Used	No	\$ 15,995	\$ 15,291	111%	\$3,092	\$529	Cameron	Ash	House	No	\$0
104	78869	2007	Ford	Mustang	15	Trade on New	No	\$ 14,450	\$ 14,000	110%	\$4,117	\$0	Ben	Chris	House	No	\$0
105	168851	2016	Mazda	CX-5	17	Trade on Used	No	\$ 22,500	\$ 20,719	103%	\$75	\$586	Jarred	Chris	Tony	No	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	71%
Total # Retail Units	127
Avg. Days to Sale	54.0
Avg. Advertised Price (Time of Sale)	\$ 31,496
Avg. Transaction Price	\$ 30,641
Avg. Market Price at 100%	\$ 32,391
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 854
Avg. Front-End Gross	\$ 1,213
Avg. Finance Gross	\$ 2,734
PUVR	\$ 3,948
Total Gross (Units & PUVR)	\$ 501,356
GROI	86%
% with Trade	18%
Avg. Over/Under Allowance	\$64



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Chris	Ash
% Retailed of Non-New Franchise	71%	74%	71%
Total # Retail Units	127	50	62
Avg. Days to Sale	54.0	51.3	54.9
Avg. Advertised Price (Time of Sale)	\$ 31,496	\$ 31,256	\$ 32,616
Avg. Transaction Price	\$ 30,641	\$ 30,317	\$ 31,834
Avg. Market Price at 100%	\$ 32,391	\$ 32,313	\$ 33,639
Avg. Price to Market % (Time of Sale)	97%	97%	97%
Avg. Transaction to Market	95%	94%	95%
Avg. Transactional Discount	\$ 854	\$ 938	\$ 782
Avg. Front-End Gross	\$ 1,213	\$ 1,109	\$ 1,441
Avg. Finance Gross	\$ 2,734	\$ 2,555	\$ 3,070
PUVR	\$ 3,948	\$ 3,664	\$ 4,511
Total Gross (Units & PUVR)	\$ 501,356	\$ 183,183	\$ 279,695
GROI	86%	85%	93%
% with Trade	18%	14%	21%
Avg. Over/Under Allowance	64	30	47



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

Brandon	Mike	Jarred	
50%	100%	67%	#DIV/0!
10	2	3	0
68.2	68.0	25.0	#DIV/0!
\$ 27,612	\$ 33,243	\$ 24,132	#DIV/0!
\$ 26,636	\$ 32,623	\$ 23,440	#DIV/0!
\$ 28,038	\$ 35,947	\$ 25,370	#DIV/0!
98%	92%	95%	#DIV/0!
95%	91%	92%	#DIV/0!
\$ 975	\$ 620	\$ 692	#DIV/0!
\$ 242	\$ 2,400	\$ 697	#DIV/0!
\$ 2,157	\$ 1,920	\$ 1,253	#DIV/0!
\$ 2,399	\$ 4,320	\$ 1,949	#DIV/0!
\$ 23,990	\$ 8,640	\$ 5,848	#DIV/0!
48%	70%	120%	#DIV/0!
10%	50%	33%	#DIV/0!
0	1,850	0	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Sales Consultant	Totals	Jarred	Brett	Cameron
% Retailed of Non-New Franchise	71%	73%	83%	59%
Total # Retail Units	127	26	18	17
Avg. Days to Sale	54.0	61.1	49.8	31.2
Avg. Advertised Price (Time of Sale)	\$ 31,496	\$ 31,391	\$ 36,657	\$ 26,677
Avg. Transaction Price	\$ 30,641	\$ 30,391	\$ 35,685	\$ 25,678
Avg. Market Price at 100%	\$ 32,391	\$ 32,303	\$ 38,386	\$ 27,191
Avg. Price to Market % (Time of Sale)	97%	97%	95%	98%
Avg. Transaction to Market	95%	94%	93%	94%
Avg. Transactional Discount	\$ 854	\$ 1,000	\$ 973	\$ 999
Avg. Front-End Gross	\$ 1,213	\$ 577	\$ 2,448	\$ 1,441
Avg. Finance Gross	\$ 2,734	\$ 2,544	\$ 3,175	\$ 2,126
PUVR	\$ 3,948	\$ 3,122	\$ 5,622	\$ 3,567
Total Gross (Units & PUVR)	\$ 501,356	\$ 81,159	\$ 101,200	\$ 60,647
GROI	86%	61%	114%	160%
% with Trade	18%	12%	39%	24%
Avg. Over/Under Allowance	64	77	200	88



Select your staff member for each column.)

Ben	Carter	Matt J	Matt R	Anish	Kyle
75%	80%	100%	75%	50%	89%
16	5	2	4	6	9
47.0	44.4	61.5	50.0	40.2	44.3
\$ 27,626	\$ 30,199	\$ 29,325	\$ 37,660	\$ 36,033	\$ 41,233
\$ 27,004	\$ 29,345	\$ 28,286	\$ 36,766	\$ 35,550	\$ 40,538
\$ 28,496	\$ 32,662	\$ 30,895	\$ 39,204	\$ 37,904	\$ 41,975
97%	92%	95%	96%	95%	98%
95%	90%	92%	94%	94%	97%
\$ 622	\$ 854	\$ 1,040	\$ 894	\$ 483	\$ 695
\$ 808	\$ 619	\$ 1,045	\$ 491	\$ 2,015	\$ 1,947
\$ 1,782	\$ 3,353	\$ 3,637	\$ 3,555	\$ 2,186	\$ 4,116
\$ 2,590	\$ 3,972	\$ 4,682	\$ 4,046	\$ 4,201	\$ 6,063
\$ 41,441	\$ 19,859	\$ 9,365	\$ 16,183	\$ 25,207	\$ 54,563
73%	110%	97%	79%	106%	121%
13%	0%	0%	25%	0%	11%
0	0	0	0	0	0

Kevin	Shantu	Michelle	House	BDC	
67%	50%	60%	0%	100%	#DIV/0!
9	6	5	2	2	0
57.4	22.8	180.4	97.0	79.5	#DIV/0!
\$ 33,012	\$ 28,241	\$ 24,975	\$ 23,050	\$ 21,650	#DIV/0!
\$ 32,118	\$ 26,905	\$ 24,717	\$ 22,250	\$ 21,650	#DIV/0!
\$ 33,915	\$ 28,116	\$ 25,500	\$ 23,213	\$ 22,849	#DIV/0!
97%	100%	98%	99%	95%	#DIV/0!
95%	96%	97%	96%	95%	#DIV/0!
\$ 895	\$ 1,335	\$ 258	\$ 800	\$ -	#DIV/0!
\$ 1,245	\$ 1,469	\$ 60	\$ 92	\$ 155	#DIV/0!
\$ 3,074	\$ 2,256	\$ 3,713	\$ 533	\$ 5,043	#DIV/0!
\$ 4,319	\$ 3,725	\$ 3,773	\$ 625	\$ 5,198	#DIV/0!
\$ 38,871	\$ 22,352	\$ 18,863	\$ 1,249	\$ 10,396	#DIV/0!
84%	218%	30%	10%	109%	#DIV/0!
11%	0%	60%	0%	50%	#DIV/0!
111	0	0	0	0	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Finance Manager	Totals	Cindy	Edwin	Tony
% Retailed of Non-New Franchise	71%	82%	78%	63%
Total # Retail Units	127	22	41	51
Avg. Days to Sale	54.0	56.5	44.9	59.2
Avg. Advertised Price (Time of Sale)	\$ 31,496	\$ 35,012	\$ 34,273	\$ 30,473
Avg. Transaction Price	\$ 30,641	\$ 33,959	\$ 33,527	\$ 29,723
Avg. Market Price at 100%	\$ 32,391	\$ 36,095	\$ 35,411	\$ 31,498
Avg. Price to Market % (Time of Sale)	97%	97%	97%	97%
Avg. Transaction to Market	95%	94%	95%	94%
Avg. Transactional Discount	\$ 854	\$ 1,053	\$ 745	\$ 749
Avg. Front-End Gross	\$ 1,213	\$ 1,442	\$ 1,241	\$ 1,017
Avg. Finance Gross	\$ 2,734	\$ 2,368	\$ 2,953	\$ 3,282
PUVR	\$ 3,948	\$ 3,811	\$ 4,194	\$ 4,299
Total Gross (Units & PUVR)	\$ 501,356	\$ 83,832	\$ 171,969	\$ 219,234
GROI	86%	71%	100%	88%
% with Trade	18%	0%	0%	0%
Avg. Over/Under Allowance	64	45	149	-20



Select your staff member for each column.)

House					
62%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
13	0	0	0	0	0
58.2	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,799	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 19,528	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,333	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,271	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,507	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 518	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,025	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,320	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
64%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
154	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	127	0	127
Avg. Days to Sale	54.0	#DIV/0!	54.0
Avg. Advertised Price (Time of Sale)	\$ 31,496	#DIV/0!	\$ 30,641
Avg. Transaction Price	\$ 30,641	#DIV/0!	\$ 30,641
Avg. Market Price at 100%	\$ 32,391	#DIV/0!	\$ 32,517
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	94%
Avg. Transaction to Market	95%	#DIV/0!	94%
Avg. Transactional Discount	\$ 854	#DIV/0!	\$ 854
Avg. Front-End Gross	\$ 1,213	#DIV/0!	\$ 1,213
Avg. Finance Gross	\$ 2,734	#DIV/0!	\$ 2,734
PUVR	\$ 3,948	#DIV/0!	\$ 3,948
Total Gross (Units & PUVR)	\$ 501,356	#DIV/0!	\$ 501,356
GROI	86%	#DIV/0!	86%
% with Trade	18%	#DIV/0!	18%
Avg. Over/Under Allowance	64	#DIV/0!	64



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	127	37	90
Avg. Days to Sale	54.0	50.3	55.6
Avg. Advertised Price (Time of Sale)	\$ 31,496	\$ 27,563	\$ 32,302
Avg. Transaction Price	\$ 30,641	\$ 26,603	\$ 32,302
Avg. Market Price at 100%	\$ 32,391	\$ 27,685	\$ 34,504
Avg. Price to Market % (Time of Sale)	97%	100%	94%
Avg. Transaction to Market	95%	96%	94%
Avg. Transactional Discount	\$ 854	\$ 961	\$ 810
Avg. Front-End Gross	\$ 1,213	\$ 1,150	\$ 1,239
Avg. Finance Gross	\$ 2,734	\$ 2,183	\$ 2,961
PUVR	\$ 3,948	\$ 3,333	\$ 4,200
Total Gross (Units & PUVR)	\$ 501,356	\$ 123,319	\$ 378,037
GROI	86%	90%	84%
% with Trade	18%	14%	20%
Avg. Over/Under Allowance	64	-27	101



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	127	25	34
% of Retail Units	100%	20%	27%
% Retailed of Non-New Franchise	71%	48%	79%
Avg. Days to Sale	54.0	41.9	44.9
Avg. Transaction Price	\$ 30,641	\$ 25,729	\$ 27,424
Avg. Transaction to Market %	95%	97%	92%
Avg. Transactional Discount	\$ 854	\$ 1,015	\$ 880
Avg. Front End Gross	\$ 1,213	\$ 1,891	\$ 1,413
Avg. Finance Gross	\$ 2,734	\$ 2,026	\$ 2,796
PUVR	\$ 3,948	\$ 3,917	\$ 4,208
Total Gross (Units & PUVR)	\$ 501,356	\$ 97,932	\$ 143,083
GROI	86%	131%	123%
% with Trade	18%	16%	21%
Avg. Over/Under Allowance	64	0	74



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
9	51	0	0
7%	40%	0%	0%
56%	84%	#DIV/0!	#DIV/0!
73.6	54.2	#DIV/0!	#DIV/0!
\$ 34,608	\$ 34,413	#DIV/0!	#DIV/0!
94%	95%	#DIV/0!	#DIV/0!
\$ 786	\$ 775	#DIV/0!	#DIV/0!
\$ 3,044	\$ 566	#DIV/0!	#DIV/0!
\$ 3,145	\$ 2,893	#DIV/0!	#DIV/0!
\$ 6,189	\$ 3,459	#DIV/0!	#DIV/0!
\$ 55,705	\$ 176,413	#DIV/0!	#DIV/0!
88%	67%	#DIV/0!	#DIV/0!
44%	14%	#DIV/0!	#DIV/0!
211	73	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	8	0
0%	6%	0%
#DIV/0!	38%	#DIV/0!
#DIV/0!	107.9	#DIV/0!
#DIV/0!	\$ 31,159	#DIV/0!
#DIV/0!	93%	#DIV/0!
#DIV/0!	\$ 820	#DIV/0!
#DIV/0!	\$ 314	#DIV/0!
#DIV/0!	\$ 3,213	#DIV/0!
#DIV/0!	\$ 3,528	#DIV/0!
#DIV/0!	\$ 28,223	#DIV/0!
#DIV/0!	38%	#DIV/0!
#DIV/0!	13%	#DIV/0!
#DIV/0!	0	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	127	59	22
% of Retail Units	100%	46%	17%
% Retailed of Non-New Franchise	71%	66%	73%
Avg. Days to Sale	54.0	17.2	36.0
Avg. Transaction Price	\$ 30,641	\$ 33,061	\$ 30,786
Avg. Transaction to Market %	95%	96%	96%
Avg. Transactional Discount	\$ 854	\$ 828	\$ 780
Avg. Front End Gross	\$ 1,213	\$ 2,110	\$ 1,150
Avg. Finance Gross	\$ 2,734	\$ 2,520	\$ 3,585
PUVR	\$ 3,948	\$ 4,631	\$ 4,735
Total Gross (Units & PUVR)	\$ 501,356	\$ 273,225	\$ 104,179
GROI	86%	294%	154%
% with Trade	18%	24%	0%
Avg. Over/Under Allowance	64	78	0



46-60 days	61-90 days	90+ days
15	6	25
12%	5%	20%
87%	67%	72%
50.5	77.7	153.3
\$ 24,234	\$ 31,674	\$ 28,401
91%	89%	93%
\$ 889	\$ 1,449	\$ 817
\$ 173	\$ 277	\$ -
\$ 2,254	\$ 2,231	\$ 2,900
\$ 2,427	\$ 2,508	\$ 2,900
\$ 36,406	\$ 15,045	\$ 72,501
71%	37%	24%
7%	33%	24%
100	0	80