

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	V6736	2020	Chevrolet	Bolt	56	Auction/Wholesale	Yes	\$ 17,996	\$ 17,996	97%	\$128	\$0
2	V6303B	2014	Chevrolet	Suburban	23	Trade on Used	No	\$ 19,991	\$ 19,991	105%	\$3,372	\$2,148
3	V6638b	2023	Chevrolet	COLORADO	109	Auction/Wholesale	Yes	\$ 39,986	\$ 39,986	89%	(\$2,214)	\$1,252
4	V6810	2011	Ford	FUSION	12	Street/Curb Buy	No	\$ 7,991	\$ 7,491	109%	\$2,240	\$108
5	N4143A	2019	Chevrolet	4500	9	Trade on New	No	\$ 64,991	\$ 58,500	106%	\$3,956	\$918
6	N4069A	2017	Chevrolet	SILVERADO	12	Trade on New	No	\$ 32,991	\$ 30,991	108%	\$2,157	\$3,087
7	V6674A	2015	Volkswagen	GOLF	72	Trade on Used	No	\$ 12,496	\$ 12,496	100%	\$2,548	\$1,374
8	N4081A	2011	Hyundai	SONATA	22	Trade on New	No	\$ 9,991	\$ 9,491	98%	\$2,135	\$189
9	V6668	2023	Chevrolet	SILVERADO	88	Auction/Wholesale	Yes	\$ 59,996	\$ 59,500	97%	(\$1,449)	\$4,169
10	V6812	2021	Tesla	MODEL 3	22	Auction/Wholesale	No	\$ 27,991	\$ 24,795	103%	\$1,583	\$0
11	V6701	2018	Chevrolet	TAHOE	82	Street/Curb Buy	No	\$ 31,996	\$ 31,996	88%	(\$23)	\$0
12	V6665A	2013	Kia	SOUL	67	Trade on New	No	\$ 9,996	\$ 9,000	93%	\$870	\$0
13	N6409A	2016	Ford	F-350	43	Trade on Used	No	\$ 31,992	\$ 31,992	100%	\$4,308	\$1,499
14	V6795	2022	Chevrolet	BOLT EUV	11	Auction/Wholesale	Yes	\$ 27,991	\$ 27,000	105%	\$1,965	\$0
15	V6724A	2020	Chevrolet	SILVERADO	56	Auction/Wholesale	Yes	\$ 23,882	\$ 23,882	95%	\$1,955	\$2,314
16	N4094G	2012	Ram	2500	44	Trade on Used	No	\$ 31,993	\$ 31,500	100%	\$4,152	\$689
17	V6823	2021	Chevrolet	BOLT	5	Auction/Wholesale	No	\$ 18,991	\$ 18,991	102%	\$2,946	\$0
18	V6684	2023	Chevrolet	COLORADO	63	Auction/Wholesale	Yes	\$ 49,993	\$ 49,993	97%	\$2,496	\$0
19	V6785	2023	Chevrolet	COLORADO	14	Auction/Wholesale	Yes	\$ 43,991	\$ 43,991	101%	\$1,389	\$6,622
20	V6780	2022	Chevrolet	SILVERADO	15	Auction/Wholesale	Yes	\$ 73,991	\$ 73,991	104%	\$2,667	\$2,014
21	V6769	2020	Chevrolet	BOLT	28	Auction/Wholesale	Yes	\$ 17,991	\$ 17,991	99%	\$1,332	\$0
22	V6589	2022	Chevrolet	BOLT EUV	11	Auction/Wholesale	Yes	\$ 27,991	\$ 27,000	105%	\$1,965	\$0
23	V6782B	2012	Chevrolet	SILVERADO	15	Trade on Used	No	\$ 19,991	\$ 18,056	102%	\$2,112	\$0
24	V6742A	2013	Chevrolet	SILVERADO	17	Trade on Used	No	\$ 36,991	\$ 36,491	106%	\$9,351	\$634
25	V6675	2021	Chevrolet	TRAVERSE	88	Auction/Wholesale	Yes	\$ 33,996	\$ 33,500	93%	(\$2)	\$0
26	N4085B	2008	Toyota	HIGHLANDER	11	Trade on Used	No	\$ 14,991	\$ 14,991	108%	\$5,447	\$919
27	V6783	2023	Chevrolet	SUBURBAN	18	Auction/Wholesale	Yes	\$ 77,991	\$ 77,200	103%	\$4,901	\$888
28	V6753	2021	Chevrolet	SILVERADO	11	Auction/Wholesale	No	\$ 41,991	\$ 41,991	98%	\$5,592	\$3,154

29	V6735	2021	Chevrolet	BOLT	37	Auction/Wholesale	Yes	\$ 17,992	\$ 17,992	97%	\$874	\$500
30	V6640	2022	Chevrolet	BLAZER	110	Auction/Wholesale	Yes	\$ 31,886	\$ 31,886	87%	(\$902)	\$5,278
31	v6695	2021	Chevrolet	Equinox	74	Auction/Wholesale	Yes	\$ 28,996	\$ 28,396	95%	(\$820)	\$2,947
32	N0244	2020	Chevrolet	MALIBU	61	Auction/Wholesale	Yes	\$ 16,996	\$ 16,495	87%	\$2,357	\$2,716
33	v6740	2021	Chevrolet	SILVERADO	55	Auction/Wholesale	Yes	\$ 39,996	\$ 39,493	97%	\$1,268	\$1,275
34	v6813	2022	Chevrolet	SILVERADO	11	Street/Curb Buy	Yes	\$ 44,991	\$ 44,991	103%	\$6,215	\$1,283
35	V6720	2023	GMC	TERRAIN	65	Auction/Wholesale	Yes	\$ 29,996	\$ 29,996	93%	\$377	\$366
36	N4123A	2012	Hyundai	VELOSTER	44	Trade on New	No	\$ 12,883	\$ 12,883	104%	\$4,419	\$244
37	V6745	2020	Chevrolet	SILVERADO	52	Auction/Wholesale	Yes	\$ 61,993	\$ 61,993	101%	\$2,622	\$0
38	V6702	2020	Chevrolet	BOLT	75	Auction/Wholesale	Yes	\$ 14,996	\$ 14,996	95%	(\$445)	\$0
39	V6677	2022	Chevrolet	SILVERADO	83	Auction/Wholesale	Yes	\$ 33,596	\$ 33,399	94%	(\$950)	\$1,997
40	V6698b	2023	Ford	MAVERICK	13	Trade on Used	No	\$ 31,881	\$ 31,881	97%	\$4,095	\$570
41	v6800	2012	Buick	LACROSSE	28	Street/Curb Buy	No	\$ 10,992	\$ 10,992	101%	\$2,911	
42	V6771	2023	Cadillac	XT5	45	Auction/Wholesale	No	\$ 48,882	\$ 47,479	102%	\$1,678	\$5,535
43	V6673A	2008	Chevrolet	TRAILBLAZER	44	Trade on Used	No	\$ 3,992	\$ 3,138	93%	\$1,279	\$0
44	V6826	2019	GMC	YUKON XL	12	Street/Curb Buy	No	\$ 37,991	\$ 37,991	100%	\$5,518	\$1,838
45	V6768	2023	Chevrolet	CAMARO	47	Auction/Wholesale	Yes	\$ 49,993	\$ 49,993	99%	\$4,698	\$ 6,035.00
46	N4112A	2018	Mercedes-Benz	GLS	49	Trade on New	No	\$ 22,993	\$ 22,993	94%	\$2,421	\$0
47	V6717	2020	Chevrolet	BOLT	71	Auction/Wholesale	Yes	\$ 17,876	\$ 17,876	96%	\$54	\$295
48	V6482a	2014	Toyota	TUNDRA	44	Trade on Used	No	\$ 21,882	\$ 20,669	99%	\$1,314	\$0
49	V6798	2023	GMC	ACADIA	22	Auction/Wholesale	Yes	\$ 39,991	\$ 38,991	96%	\$752	\$0
50	V6407A	2020	Chevrolet	SILVERADO	73	Trade on New	No	\$ 39,996	\$ 39,496	97%	\$1,531	\$0
51	v6825	2021	Infiniti	Q60 RED SPORT	8	Auction/Wholesale	No	\$ 47,991	\$ 47,991	109%	\$6,517	\$4,033
52	v6791	2022	Chevrolet	silverado	27	Auction/Wholesale	No	\$ 61,991	\$ 61,991	106%	\$9,734	\$1,336
53	N3192A	2016	Ram	1500	76	Trade on New	No	\$ 23,496	\$ 23,357	90%	\$1,557	\$500

Scoreboard Totals

% Retailed of Non-Franchise Make	39%
Total # Retail Units	128
Avg. Days to Sale	50.6
Avg. Advertised Price (Time of Sale)	\$ 33,819
Avg. Transaction Price	\$ 33,342
Avg. Market Price at 100%	\$ 34,353
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 477
Avg. Front-End Gross	\$ 2,114
Avg. Finance Gross	\$ 1,313
PUVR	\$ 3,400
Total Gross (Units & PUVR)	\$ 435,198
GROI	73%
% with Trade	34%
Avg. Over/Under Allowance	\$175



Scoreboard

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Desk Manager	Totals	Andrew	Edgar
% Retailed of Non-New Franchise	39%	36%	42%
Total # Retail Units	128	70	53
Avg. Days to Sale	50.6	40.4	64.0
Avg. Advertised Price (Time of Sale)	\$ 33,819	\$ 35,460	\$ 32,391
Avg. Transaction Price	\$ 33,342	\$ 34,864	\$ 32,082
Avg. Market Price at 100%	\$ 34,353	\$ 35,457	\$ 33,477
Avg. Price to Market % (Time of Sale)	98%	100%	97%
Avg. Transaction to Market	97%	98%	96%
Avg. Transactional Discount	\$ 477	\$ 596	\$ 309
Avg. Front-End Gross	\$ 2,114	\$ 2,615	\$ 1,541
Avg. Finance Gross	\$ 1,313	\$ 1,451	\$ 1,185
PUVR	\$ 3,400	\$ 4,009	\$ 2,726
Total Gross (Units & PUVR)	\$ 435,198	\$ 280,609	\$ 144,465
GROI	73%	102%	48%
% with Trade	34%	34%	36%
Avg. Over/Under Allowance	175	217	138



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

Tyson			
60%	#DIV/0!	#DIV/0!	#DIV/0!
5	0	0	0
51.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,991	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,394	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,194	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 597	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,278	#DIV/0!	#DIV/0!	#DIV/0!
\$ 747	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,025	#DIV/0!	#DIV/0!	#DIV/0!
\$ 10,124	#DIV/0!	#DIV/0!	#DIV/0!
56%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals		Morgan
% Retailed of Non-New Franchise	39%	#DIV/0!	42%
Total # Retail Units	128	0	24
Avg. Days to Sale	50.6	#DIV/0!	45.9
Avg. Advertised Price (Time of Sale)	\$ 33,819	#DIV/0!	\$ 32,154
Avg. Transaction Price	\$ 33,342	#DIV/0!	\$ 31,639
Avg. Market Price at 100%	\$ 34,353	#DIV/0!	\$ 32,662
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	98%
Avg. Transaction to Market	97%	#DIV/0!	97%
Avg. Transactional Discount	\$ 477	#DIV/0!	\$ 515
Avg. Front-End Gross	\$ 2,114	#DIV/0!	\$ 1,804
Avg. Finance Gross	\$ 1,313	#DIV/0!	\$ 1,446
PUVR	\$ 3,400	#DIV/0!	\$ 3,249
Total Gross (Units & PUVR)	\$ 435,198	#DIV/0!	\$ 77,983
GROI	73%	#DIV/0!	81%
% with Trade	34%	#DIV/0!	25%
Avg. Over/Under Allowance	175	#DIV/0!	106



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Kasey	Enrique	Austin	Gary
44%	56%	22%	38%
9	16	9	13
71.8	38.3	46.7	39.5
\$ 21,513	\$ 35,947	\$ 42,038	\$ 40,778
\$ 21,106	\$ 35,528	\$ 41,017	\$ 40,471
\$ 22,594	\$ 36,689	\$ 42,161	\$ 40,249
95%	98%	100%	101%
93%	97%	97%	101%
\$ 407	\$ 418	\$ 1,020	\$ 307
\$ 1,204	\$ 2,315	\$ 1,546	\$ 2,732
\$ 442	\$ 1,605	\$ 1,108	\$ 1,684
\$ 1,645	\$ 3,920	\$ 2,654	\$ 4,416
\$ 14,808	\$ 62,721	\$ 23,890	\$ 57,406
39%	104%	50%	99%
0%	44%	56%	31%
0	63	310	15

Trey	Scott	Nathan	Richard
59%	38%	23%	40%
17	8	13	5
49.4	30.4	94.5	41.6
\$ 26,160	\$ 37,917	\$ 38,336	\$ 38,450
\$ 25,931	\$ 37,545	\$ 37,991	\$ 37,032
\$ 26,795	\$ 37,354	\$ 39,774	\$ 38,435
98%	102%	96%	100%
97%	101%	96%	96%
\$ 229	\$ 372	\$ 345	\$ 1,418
\$ 2,626	\$ 2,070	\$ 1,922	\$ 3,454
\$ 1,060	\$ 1,270	\$ 812	\$ 1,672
\$ 3,624	\$ 3,081	\$ 2,734	\$ 5,126
\$ 61,600	\$ 24,649	\$ 35,546	\$ 25,632
102%	97%	27%	120%
29%	50%	38%	60%
84	400	485	0

Rick	Patrick	Illias	
13%	0%	20%	#DIV/0!
8	1	5	0
43.1	23.0	58.8	#DIV/0!
\$ 27,868	\$ 19,991	\$ 39,670	#DIV/0!
\$ 27,090	\$ 19,991	\$ 39,570	#DIV/0!
\$ 28,600	\$ 19,039	\$ 40,769	#DIV/0!
97%	105%	97%	#DIV/0!
95%	105%	97%	#DIV/0!
\$ 778	\$ -	\$ 100	#DIV/0!
\$ 1,968	\$ 3,372	\$ 1,482	#DIV/0!
\$ 1,803	\$ 2,148	\$ 1,574	#DIV/0!
\$ 3,771	\$ 5,520	\$ 3,055	#DIV/0!
\$ 30,166	\$ 5,520	\$ 15,277	#DIV/0!
116%	432%	47%	#DIV/0!
25%	0%	40%	#DIV/0!
188	0	700	#DIV/0!

Scoreboard

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Finance Manager	Totals	Bart	Illias
% Retailed of Non-New Franchise	39%	41%	21%
Total # Retail Units	128	78	14
Avg. Days to Sale	50.6	52.8	44.2
Avg. Advertised Price (Time of Sale)	\$ 33,819	\$ 32,743	\$ 33,992
Avg. Transaction Price	\$ 33,342	\$ 32,317	\$ 33,387
Avg. Market Price at 100%	\$ 34,353	\$ 33,318	\$ 34,334
Avg. Price to Market % (Time of Sale)	98%	98%	99%
Avg. Transaction to Market	97%	97%	97%
Avg. Transactional Discount	\$ 477	\$ 427	\$ 605
Avg. Front-End Gross	\$ 2,114	\$ 1,975	\$ 2,033
Avg. Finance Gross	\$ 1,313	\$ 1,364	\$ 710
PUVR	\$ 3,400	\$ 3,321	\$ 2,743
Total Gross (Units & PUVR)	\$ 435,198	\$ 259,021	\$ 38,397
GROI	73%	70%	67%
% with Trade	34%	32%	43%
Avg. Over/Under Allowance	175	191	57



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Patrick	Tim		
50%	41%	#DIV/0!	#DIV/0!
4	32	0	0
43.0	49.0	#DIV/0!	#DIV/0!
\$ 36,993	\$ 35,969	#DIV/0!	#DIV/0!
\$ 36,993	\$ 35,366	#DIV/0!	#DIV/0!
\$ 37,723	\$ 36,308	#DIV/0!	#DIV/0!
98%	99%	#DIV/0!	#DIV/0!
98%	97%	#DIV/0!	#DIV/0!
\$ -	\$ 604	#DIV/0!	#DIV/0!
\$ 3,428	\$ 2,333	#DIV/0!	#DIV/0!
\$ 1,921	\$ 1,377	#DIV/0!	#DIV/0!
\$ 5,349	\$ 3,637	#DIV/0!	#DIV/0!
\$ 21,395	\$ 116,385	#DIV/0!	#DIV/0!
121%	76%	#DIV/0!	#DIV/0!
50%	31%	#DIV/0!	#DIV/0!
750	117	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	128	59	69
Avg. Days to Sale	50.6	60.3	42.2
Avg. Advertised Price (Time of Sale)	\$ 33,819	\$ 39,719	\$ 28,154
Avg. Transaction Price	\$ 33,342	\$ 39,410	\$ 28,154
Avg. Market Price at 100%	\$ 34,353	\$ 40,607	\$ 28,933
Avg. Price to Market % (Time of Sale)	98%	98%	97%
Avg. Transaction to Market	97%	97%	97%
Avg. Transactional Discount	\$ 477	\$ 309	\$ 621
Avg. Front-End Gross	\$ 2,114	\$ 1,396	\$ 2,718
Avg. Finance Gross	\$ 1,313	\$ 1,462	\$ 1,183
PUVR	\$ 3,400	\$ 2,834	\$ 3,884
Total Gross (Units & PUVR)	\$ 435,198	\$ 167,212	\$ 267,986
GROI	73%	43%	118%
% with Trade	34%	41%	28%
Avg. Over/Under Allowance	175	311	60



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	128	78	50
Avg. Days to Sale	50.6	51.8	48.6
Avg. Advertised Price (Time of Sale)	\$ 33,819	\$ 36,512	\$ 29,185
Avg. Transaction Price	\$ 33,342	\$ 36,007	\$ 29,185
Avg. Market Price at 100%	\$ 34,353	\$ 36,816	\$ 30,411
Avg. Price to Market % (Time of Sale)	98%	99%	96%
Avg. Transaction to Market	97%	98%	96%
Avg. Transactional Discount	\$ 477	\$ 505	\$ 433
Avg. Front-End Gross	\$ 2,114	\$ 1,923	\$ 2,409
Avg. Finance Gross	\$ 1,313	\$ 1,395	\$ 1,181
PUVR	\$ 3,400	\$ 3,293	\$ 3,566
Total Gross (Units & PUVR)	\$ 435,198	\$ 256,890	\$ 178,308
GROI	73%	64%	90%
% with Trade	34%	33%	34%
Avg. Over/Under Allowance	175	226	96



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	128	13	28
% of Retail Units	100%	10%	22%
% Retailed of Non-New Franchise	39%	69%	64%
Avg. Days to Sale	50.6	46.8	35.3
Avg. Transaction Price	\$ 33,342	\$ 25,597	\$ 25,159
Avg. Transaction to Market %	97%	94%	97%
Avg. Transactional Discount	\$ 477	\$ 1,009	\$ 642
Avg. Front End Gross	\$ 2,114	\$ 2,122	\$ 3,247
Avg. Finance Gross	\$ 1,313	\$ 1,024	\$ 770
PUVR	\$ 3,400	\$ 3,146	\$ 4,017
Total Gross (Units & PUVR)	\$ 435,198	\$ 40,892	\$ 112,477
GROI	73%	94%	163%
% with Trade	34%	23%	29%
Avg. Over/Under Allowance	175	-62	36



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
10	74	0	0
8%	58%	0%	0%
50%	23%	#DIV/0!	#DIV/0!
29.9	60.6	#DIV/0!	#DIV/0!
\$ 27,360	\$ 38,718	#DIV/0!	#DIV/0!
97%	97%	#DIV/0!	#DIV/0!
\$ 531	\$ 333	#DIV/0!	#DIV/0!
\$ 3,150	\$ 1,556	#DIV/0!	#DIV/0!
\$ 1,518	\$ 1,539	#DIV/0!	#DIV/0!
\$ 4,516	\$ 3,095	#DIV/0!	#DIV/0!
\$ 45,161	\$ 229,035	#DIV/0!	#DIV/0!
199%	47%	#DIV/0!	#DIV/0!
50%	34%	#DIV/0!	#DIV/0!
254	244	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	3	0
0%	2%	0%
#DIV/0!	33%	#DIV/0!
#DIV/0!	31.3	#DIV/0!
#DIV/0!	\$ 30,628	#DIV/0!
#DIV/0!	101%	#DIV/0!
#DIV/0!	\$ -	#DIV/0!
#DIV/0!	\$ 1,704	#DIV/0!
#DIV/0!	\$ 1,408	#DIV/0!
#DIV/0!	\$ 2,544	#DIV/0!
#DIV/0!	\$ 7,633	#DIV/0!
#DIV/0!	95%	#DIV/0!
#DIV/0!	67%	#DIV/0!
#DIV/0!	567	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	128	49	24
% of Retail Units	100%	38%	19%
% Retailed of Non-New Franchise	39%	31%	58%
Avg. Days to Sale	50.6	15.8	41.2
Avg. Transaction Price	\$ 33,342	\$ 37,235	\$ 25,697
Avg. Transaction to Market %	97%	101%	96%
Avg. Transactional Discount	\$ 477	\$ 895	\$ 442
Avg. Front End Gross	\$ 2,114	\$ 3,664	\$ 2,442
Avg. Finance Gross	\$ 1,313	\$ 1,434	\$ 1,114
PUVR	\$ 3,400	\$ 5,098	\$ 3,556
Total Gross (Units & PUVR)	\$ 435,198	\$ 249,817	\$ 85,336
GROI	73%	312%	121%
% with Trade	34%	39%	38%
Avg. Over/Under Allowance	175	376	-24



46-60 days	61-90 days	90+ days
16	30	9
13%	23%	7%
38%	43%	22%
52.6	73.3	185.6
\$ 36,754	\$ 27,356	\$ 46,423
96%	92%	90%
\$ 94	\$ 170	\$ -
\$ 1,341	\$ 530	\$ (368)
\$ 1,648	\$ 1,015	\$ 1,586
\$ 2,989	\$ 1,545	\$ 1,218
\$ 47,822	\$ 46,359	\$ 10,962
56%	28%	5%
31%	20%	44%
-201	133	422