









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	FX524	2016	Lexus	ES350	178	Auction/Wholesale	No	\$ 16,450	\$ 16,450	89%	(\$3,494)	\$1,696
2	FS1601A	2020	Jeep	GLADIATOR RUBICON	29	Trade on New	No	\$ 37,598	\$ 36,125	96%	\$2,352	\$618
3	FX609	2021	Jeep	WRANGLER	69	Auction/Wholesale	No	\$ 32,450	\$ 31,450	96%	(\$1,527)	\$0
4	F2079XX	2020	Ford	ESCAPE	23	Other	No	\$ 19,495	\$ 23,000	97%	(\$293)	\$2,676
5	FS1911A	2021	Chevrolet	SILVERADO 1500	4	Trade on New	No	\$ 29,998	\$ 29,998	102%	\$7,754	\$1,492
6	AU2391AX	2019	Ford	F450	7	Other	No	\$ 64,998	\$ 63,488	N/A	\$11,188	\$3,431
7	FS1819A	2019	Ford	EDGE	8	Trade on New	No	\$ 22,446	\$ 22,446	105%	\$5,545	\$0
8	FX644	2022	Ford	ESCAPE	35	Auction/Wholesale	No	\$ 22,998	\$ 23,998	102%	\$3,029	\$5,194
9	AB6080X	2017	Mercedes-Benz	GLS	1	Other	No	\$ 27,478	\$ 27,478		(\$99)	\$2,684
10	FX671	2021	Volkswagen	TIGUAN	12	Auction/Wholesale	No	\$ 24,654	\$ 24,000	103%	(\$226)	\$634
11	FX646A	2020	Ford	ECOSPORT	20	Trade on Used	No	\$ 17,925	\$ 17,925	106%	\$3,322	\$4,000
12	FX670	2020	Acura	MDX	10	Auction/Wholesale	No	\$ 30,402	\$ 30,402	105%	\$3,132	\$4,446
13	FX641	2020	Ford	ESCAPE	43	Auction/Wholesale	No	\$ 19,935	\$ 19,995	97%	\$2,546	\$2,508
14	FX573	2022	Ford	F250	110	Auction/Wholesale	No	\$ 50,560	\$ 50,560	94%	\$3,596	\$2,781
15	FM250AX	2019	Ford	EXPLORER	1	Other	No	\$ 20,795	\$ 20,795		(\$484)	\$1,900
16	FX657	2021	Ford	EXPLORER	32	ental Fleet (Enterprise, et	No	\$ 31,643	\$ 30,898	104%	\$508	\$1,535
17	FX621	2021	Ford	ESCORT	71	Auction/Wholesale	No	\$ 19,799	\$ 19,700	98%	\$832	\$0
18	FS1819B	2019	Ford	FUSION	27	Trade on Used	No	\$ 17,747	\$ 17,747	96%	\$2,828	\$1,978
19	FX637	2021	Ford	EXPEDITION	57	Auction/Wholesale	No	\$ 45,434	\$ 45,434	99%	(\$150)	\$0
20	FX646A	2020	Ford	ECOSPORT	20	Trade on Used	No	\$ 17,925	\$ 17,925	106%	(\$737)	\$4,000
21	FM5952AXX	2022	Ford	BRONCO	1	Other	No	\$ 47,150	\$ 47,150		\$606	\$1,072
22	FX661	2021	Ford	EXPLORER	33	Auction/Wholesale	No	\$ 31,409	\$ 29,909	100%	(\$980)	\$3,043
23	FX614	2022	Ford	BRONCO	84	Auction/Wholesale	No	\$ 50,300	\$ 50,300	98%	\$1,781	\$3,795
24	FS1883A	2015	Toyota	HIGHLANDER	54	Trade on New	No	\$ 23,253	\$ 24,998	104%	\$2,022	\$3,359
25	FX625	2023	Subaru	OUTBACK	73	Auction/Wholesale	No	\$ 32,782	\$ 32,782	98%	\$288	\$4,178
26	FS1975A	2019	Nissan	ROGUE	19	Trade on New	No	\$ 19,950	\$ 19,650	115%	\$5,933	\$3,454
27	AB6080X	2017	Mercedes-Benz	450SL	1	Other	No	\$ 27,478	\$ 27,478		(\$622)	\$2,684
28	FX594A	2017	Infiniti	Q50	22	Trade on Used	No	\$ 15,985	\$ 15,985	108%	(\$1,206)	\$2,263
29	FX679	2019	Honda	PASSPORT	12	Auction/Wholesale	No	\$ 25,630	\$ 26,495	104%	\$1,116	\$6,050
30	FX669	2021	Honda	HRV	8	Auction/Wholesale	No	\$ 21,985	\$ 21,985	110%	\$2,332	\$4,015

31	FX560	2021	Ford	F150	140	Auction/Wholesale	No	\$	37,206	\$	37,206	90%	(\$1,513)	\$5,295
32	FX695	2019	Ford	F150	9	Auction/Wholesale	No	\$	35,916	\$	34,316	103%	\$4,151	\$0
33	FX667	2020	Ford	ESCAPE	31	Auction/Wholesale	No	\$	27,071	\$	25,495	106%	\$1,541	\$2,600
34	FX614	2022	Ford	BRONCO	84	Auction/Wholesale	No	\$	50,300	\$	50,300	98%	\$1,781	\$3,795
35	MU1772X	2023	Ford	F150	21	Other	No	\$	79,998	\$	79,998	101%	\$1,698	\$4,558
36	FM5952AXX	2022	Fiat	BRONCO	1	Other	No	\$	47,150	\$	47,150		\$606	\$1,073
37	FS1087L	2023	Ford	F150	120	Loaner	No	\$	52,850	\$	51,850	102%	(\$5,880)	\$221
38	FX661	2021	Ford	EXPLORER	33	Auction/Wholesale	No	\$	31,409	\$	29,900	100%	(\$980)	\$3,043
39	FX646A	2020	Ford	ECOSPORT	20	Trade on Used	No	\$	17,925	\$	17,925	106%	(\$737)	\$4,000
40	FS1798A	2018	Ford	EDGE	12	Trade on Used	No	\$	17,998	\$	17,998	102%	\$7,105	\$4,255
41	FS1937A	2022	Ford	TRANSIT CONNECT	45	Trade on New	No	\$	29,998	\$	29,998	116%	\$6,484	\$2,300
42	MU1772XA	2021	Ford	F-150	6	Trade on Used	No	\$	66,498	\$	68,998	105%	\$9,254	\$6,505
43	FX618	2021	Ford	TRANSIT	88	Auction/Wholesale	No	\$	39,998	\$	39,998	N/A	\$5,704	\$3,621
44	FS1928A	2022	Ford	RANGER	7	Trade on New	No	\$	37,450	\$	40,950	102%	\$6,206	\$4,664
45	FS2016A	2022	Ford	BRONCO	12	Trade on New	No	\$	47,998	\$	47,250	99%	\$7,966	\$1,000
46	FX678	2018	GMC	SIERRA	18	Auction/Wholesale	No	\$	38,175	\$	38,175	105%	\$1,052	\$2,134
47	FX679	2019	Honda	PASSPORT	12	Auction/Wholesale	No	\$	25,630	\$	26,495	104%	\$1,116	\$6,050
48	FX594A	2017	Infiniti	Q50	22	Trade on Used	No	\$	15,985	\$	15,985	107%	(\$1,206)	\$2,263
49	T1449X	2020	Lincoln	AVIATOR	1	Other	No	\$	32,700	\$	32,700		(\$2,943)	\$1,480
50	FS1937B	2023	Mini	COUNTRYMAN	5	Trade on Used	No	\$	31,988	\$	31,098	100%	\$5,637	\$0
51	FS1975A	2019	Nissan	ROGUE	19	Trade on New	No	\$	19,950	\$	19,650	115%	\$5,933	\$3,454
52	FX625	2023	Subaru	OUTBACK	73	Auction/Wholesale	No	\$	32,782	\$	32,782	98%	\$288	\$4,178
53	FS1883A	2015	Toyota	HIGHLANDER	54	Trade on New	No	\$	23,253	\$	24,998	104%	\$2,021	\$3,359

## Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	100
Avg. Days to Sale	36.1
Avg. Advertised Price (Time of Sale)	\$ 31,477
Avg. Transaction Price	\$ 31,626
Avg. Market Price at 100%	\$ 13,553
Avg. Price to Market % (Time of Sale)	232%
Avg. Transaction to Market	233%
Avg. Transactional Discount	\$ (149)
Avg. Front-End Gross	\$ 1,884
Avg. Finance Gross	\$ 2,731
PUVR	\$ 4,615
Total Gross (Units & PUVR)	\$ 461,547
GROI	146%
% with Trade	37%
Avg. Over/Under Allowance	(\$906)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	LIKSEI AVANESA	LIKSEI AVANESA
% Retailed of Non-New Franchise	100%	100%	100%
Total # Retail Units	100	31	31
Avg. Days to Sale	36.1	36.1	36.1
Avg. Advertised Price (Time of Sale)	\$ 31,477	\$ 31,151	\$ 31,151
Avg. Transaction Price	\$ 31,626	\$ 31,601	\$ 31,601
Avg. Market Price at 100%	\$ 13,553	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	232%	#VALUE!	#VALUE!
Avg. Transaction to Market	233%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ (149)	\$ (450)	\$ (450)
Avg. Front-End Gross	\$ 1,884	\$ 2,738	\$ 2,738
Avg. Finance Gross	\$ 2,731	\$ 3,282	\$ 3,282
PUVR	\$ 4,615	\$ 6,020	\$ 6,020
Total Gross (Units & PUVR)	\$ 461,547	\$ 186,607	\$ 186,607
GROI	146%	190%	190%
% with Trade	37%	52%	52%
Avg. Over/Under Allowance	-906	-664	-664



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

LIKSEI AVANESAU			
100%	#DIV/0!	#DIV/0!	#DIV/0!
31	0	0	0
36.1	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,151	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,601	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (450)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,738	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,282	#DIV/0!	#DIV/0!	#DIV/0!
\$ 6,020	#DIV/0!	#DIV/0!	#DIV/0!
\$ 186,607	#DIV/0!	#DIV/0!	#DIV/0!
190%	#DIV/0!	#DIV/0!	#DIV/0!
52%	#DIV/0!	#DIV/0!	#DIV/0!
-664	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	100	0	0
Avg. Days to Sale	36.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,477	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,626	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 13,553	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	232%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	233%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (149)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,884	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,731	#DIV/0!	#DIV/0!
PUVR	\$ 4,615	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 461,547	#DIV/0!	#DIV/0!
GROI	146%	#DIV/0!	#DIV/0!
% with Trade	37%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-906	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	100	0	0
Avg. Days to Sale	36.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,477	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,626	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 13,553	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	232%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	233%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (149)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,884	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,731	#DIV/0!	#DIV/0!
PUVR	\$ 4,615	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 461,547	#DIV/0!	#DIV/0!
GROI	146%	#DIV/0!	#DIV/0!
% with Trade	37%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-906	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	100	0	100
Avg. Days to Sale	36.1	#DIV/0!	36.1
Avg. Advertised Price (Time of Sale)	\$ 31,477	#DIV/0!	\$ 31,626
Avg. Transaction Price	\$ 31,626	#DIV/0!	\$ 31,626
Avg. Market Price at 100%	\$ 13,553	#DIV/0!	#VALUE!
Avg. Price to Market % (Time of Sale)	232%	#DIV/0!	#VALUE!
Avg. Transaction to Market	233%	#DIV/0!	#VALUE!
Avg. Transactional Discount	\$ (149)	#DIV/0!	\$ (149)
Avg. Front-End Gross	\$ 1,884	#DIV/0!	\$ 1,884
Avg. Finance Gross	\$ 2,731	#DIV/0!	\$ 2,731
PUVR	\$ 4,615	#DIV/0!	\$ 4,615
Total Gross (Units & PUVR)	\$ 461,547	#DIV/0!	\$ 461,547
GROI	146%	#DIV/0!	146%
% with Trade	37%	#DIV/0!	37%
Avg. Over/Under Allowance	-906	#DIV/0!	-906



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	100	0	100
Avg. Days to Sale	36.1	#DIV/0!	36.1
Avg. Advertised Price (Time of Sale)	\$ 31,477	#DIV/0!	\$ 31,626
Avg. Transaction Price	\$ 31,626	#DIV/0!	\$ 31,626
Avg. Market Price at 100%	\$ 13,553	#DIV/0!	#VALUE!
Avg. Price to Market % (Time of Sale)	232%	#DIV/0!	#VALUE!
Avg. Transaction to Market	233%	#DIV/0!	#VALUE!
Avg. Transactional Discount	\$ (149)	#DIV/0!	\$ (149)
Avg. Front-End Gross	\$ 1,884	#DIV/0!	\$ 1,884
Avg. Finance Gross	\$ 2,731	#DIV/0!	\$ 2,731
PUVR	\$ 4,615	#DIV/0!	\$ 4,615
Total Gross (Units & PUVR)	\$ 461,547	#DIV/0!	\$ 461,547
GROI	146%	#DIV/0!	146%
% with Trade	37%	#DIV/0!	37%
Avg. Over/Under Allowance	-906	#DIV/0!	-906



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	100	17	19
% of Retail Units	100%	17%	19%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	36.1	24.4	19.5
Avg. Transaction Price	\$ 31,626	\$ 30,733	\$ 29,221
Avg. Transaction to Market %	233%	#VALUE!	101%
Avg. Transactional Discount	\$ (149)	\$ (244)	\$ (68)
Avg. Front End Gross	\$ 1,884	\$ 4,698	\$ 3,519
Avg. Finance Gross	\$ 2,731	\$ 2,367	\$ 2,987
PUVR	\$ 4,615	\$ 7,065	\$ 6,506
Total Gross (Units & PUVR)	\$ 461,547	\$ 120,099	\$ 123,614
GROI	146%	339%	410%
% with Trade	37%	53%	21%
Avg. Over/Under Allowance	-906	-794	-331



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	43	1	0
2%	43%	1%	0%
100%	100%	100%	#DIV/0!
30.0	56.5	120.0	#DIV/0!
\$ 43,074	\$ 31,115	\$ 51,850	#DIV/0!
#VALUE!	#VALUE!	100%	#DIV/0!
\$ 175	\$ (112)	\$ 1,000	#DIV/0!
\$ 1,475	\$ 624	\$ (5,880)	#DIV/0!
\$ 2,862	\$ 2,851	\$ 221	#DIV/0!
\$ 4,336	\$ 3,474	\$ (5,659)	#DIV/0!
\$ 8,672	\$ 149,396	\$ (5,659)	#DIV/0!
121%	71%	-33%	#DIV/0!
50%	37%	100%	#DIV/0!
-1,000	-1,050	-1,000	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc)	Other
0	1	17
0%	1%	17%
#DIV/0!	100%	100%
#DIV/0!	32.0	10.6
#DIV/0!	\$ 30,898	\$ 34,005
#DIV/0!	102%	#VALUE!
#DIV/0!	\$ 745	\$ (394)
#DIV/0!	\$ 508	\$ 1,018
#DIV/0!	\$ 1,535	\$ 2,710
#DIV/0!	\$ 2,043	\$ 3,728
#DIV/0!	\$ 2,043	\$ 63,382
#DIV/0!	74%	373%
#DIV/0!	0%	35%
#DIV/0!	#DIV/0!	-1,041

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	100	61	12
% of Retail Units	100%	61%	12%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	36.1	12.0	36.4
Avg. Transaction Price	\$ 31,626	\$ 31,075	\$ 28,326
Avg. Transaction to Market %	233%	#VALUE!	102%
Avg. Transactional Discount	\$ (149)	\$ (149)	\$ (58)
Avg. Front End Gross	\$ 1,884	\$ 2,607	\$ 1,936
Avg. Finance Gross	\$ 2,731	\$ 2,564	\$ 3,167
PUVR	\$ 4,615	\$ 5,171	\$ 5,103
Total Gross (Units & PUVR)	\$ 461,547	\$ 315,421	\$ 61,235
GROI	146%	499%	178%
% with Trade	37%	31%	42%
Avg. Over/Under Allowance	-906	-590	-860



46-60 days	61-90 days	90+ days
6	11	10
6%	11%	10%
100%	100%	100%
55.8	75.1	127.9
\$ 38,820	\$ 33,906	\$ 32,122
#VALUE!	#VALUE!	#VALUE!
\$ (873)	\$ 30	\$ (19)
\$ 1,156	\$ 1,458	\$ (1,679)
\$ 3,454	\$ 2,929	\$ 2,577
\$ 4,610	\$ 4,386	\$ 898
\$ 27,659	\$ 48,250	\$ 8,982
77%	62%	8%
83%	55%	20%
-500	-1,417	-3,500