

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	CPX1500A	2021	Toyota	TACOMA 4WD	73	Trade on New	No	\$ 40,500	\$ 40,500	104%	4,721	3,220
2	J24046A	2019	Jeep	GND CHEROKEE	104	Trade on New	No	\$ 27,850	\$ 27,850	91%	3,906	0
3	J23136A	2013	Porsche	911	9	Trade on New	No	\$ 73,900	\$ 72,900	98%	8,625	0
4	DT24075A	2021	Ram	1500	22	Trade on New	No	\$ 35,500	\$ 36,099	107%	6,824	0
5	CP1529	2021	Jeep	GND CHEROKEE	1	LBO Customer	No	\$ 22,858	\$ 22,858	100%	0	2,819
6	J24060A	2020	Jeep	WRANGLER	86	Trade on New	No	\$ 37,939	\$ 37,939	93%	1,006	1,500
7	J23145A	2021	Jeep	WRANGLER	42	Trade on New	No	\$ 36,900	\$ 36,900	103%	6,729	748
8	J23147	2023	Jeep	WAGONEER	71	Other	No	\$ 56,500	\$ 56,500	99%	2,178	1,477
9	DT24077A	2019	Ram	1500 CLASSIC	15	Trade on New	No	\$ 26,500	\$ 26,500	98%	5,247	1,304
10	DT23094B	2023	Honda	CR-V HYBRID	26	Trade on Used	No	\$ 37,500	\$ 37,500	99%	4,688	2,540
11	CP1458B	2018	Audi	S4	71	Trade on Used	No	\$ 31,102	\$ 31,102	98%	1,907	175
12	DT23110A	2016	Ram	1500	112	Trade on New	No	\$ 22,100	\$ 22,100	92%	-726	1,977
13	CP1529	2021	Jeep	GND CHEROKEE	0	LBO Customer	No	\$ 22,858	\$ 22,858	100%	0	2,819
14	CP1530	2021	Jeep	CHEROKEE	0	LBO Customer	No	\$ 24,472	\$ 24,472	100%	0	2,202
15	CP1531	2021	Jeep	CHEROKEE	0	LBO Customer	No	\$ 24,022	\$ 24,022	100%	0	300
16	CP1533	2021	Jeep	GND CHEROKEE	0	LBO Customer	No	\$ 25,216	\$ 25,216	100%	0	2,180
17	CPX1534	2021	Ram	2500	71	Other	No	\$ 59,000	\$ 58,000	98%	2,175	2,346
18	J24059A	2020	Ford	RANGER	44	Trade on New	No	\$ 25,898	\$ 25,898	100%	3,951	1,700
19	J23131B	2018	Chevrolet	SILVERADO	34	Trade on Used	No	\$ 26,500	\$ 26,500	99%	5,798	3,576
20	CP1532	2021	Jeep	GND CHEROKEE	0	LBO Customer	No	\$ 23,471	\$ 23,471	100%	0	1,500
21	CP1535	2021	Ram	1500	0	LBO Customer	No	\$ 27,805	\$ 27,805	100%	0	2,018
22	CPX1539	2020	Ford	EXPLORER	73	Other	No	\$ 27,300	\$ 27,300	95%	-50	3,461
23	CP1537	2021	Ram	1500	0	LBO Customer	No	\$ 30,671	\$ 30,671	100%	0	1,891
24	J23147A	2020	Jeep	GLADIATOR	15	Trade on New	No	\$ 34,900	\$ 34,900	106%	6,350	2,415
25	CP1536	2020	Jeep	RENEGADE	0	LBO Customer	No	\$ 18,081	\$ 18,081	100%	0	150
26	J23133A	2018	Jeep	WRANGLER	88	Trade on Used	No	\$ 33,486	\$ 32,000	95%	1,650	0
27	CPX1541	2022	Jeep	CHEROKEE	41	Other	No	\$ 29,000	\$ 31,640	106%	5,536	2,572
28	DT23042A	2020	Ram	RAM	190	Trade on New	No	\$ 35,288	\$ 35,228	94%	-3,079	3,027

Scoreboard Totals

% Retailed of Non-Franchise Make	24%
Total # Retail Units	46
Avg. Days to Sale	36.9
Avg. Advertised Price (Time of Sale)	\$ 33,519
Avg. Transaction Price	\$ 33,333
Avg. Market Price at 100%	\$ 33,403
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 186
Avg. Front-End Gross	\$ 2,678
Avg. Finance Gross	\$ 1,918
PUVR	\$ 4,596
Total Gross (Units & PUVR)	\$ 211,415
GROI	134%
% with Trade	33%
Avg. Over/Under Allowance	(\$42)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Pat Devenger	Paul Devenger
% Retailed of Non-New Franchise	24%	19%	33%
Total # Retail Units	46	27	3
Avg. Days to Sale	36.9	37.0	55.0
Avg. Advertised Price (Time of Sale)	\$ 33,519	\$ 32,802	\$ 39,367
Avg. Transaction Price	\$ 33,333	\$ 32,656	\$ 38,850
Avg. Market Price at 100%	\$ 33,403	\$ 32,747	\$ 39,854
Avg. Price to Market % (Time of Sale)	100%	100%	99%
Avg. Transaction to Market	100%	100%	97%
Avg. Transactional Discount	\$ 186	\$ 147	\$ 517
Avg. Front-End Gross	\$ 2,678	\$ 2,772	\$ 3,197
Avg. Finance Gross	\$ 1,918	\$ 1,820	\$ 2,707
PUVR	\$ 4,596	\$ 4,592	\$ 5,903
Total Gross (Units & PUVR)	\$ 211,415	\$ 123,990	\$ 17,710
GROI	134%	137%	99%
% with Trade	33%	52%	0%
Avg. Over/Under Allowance	-42	-128	0



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

Chris Cook	Kevin Roy		
27%	100%	#DIV/0!	#DIV/0!
15	1	0	0
35.1	9.0	#DIV/0!	#DIV/0!
\$ 30,948	\$ 73,900	#DIV/0!	#DIV/0!
\$ 30,811	\$ 72,900	#DIV/0!	#DIV/0!
\$ 30,648	\$ 75,408	#DIV/0!	#DIV/0!
101%	98%	#DIV/0!	#DIV/0!
101%	97%	#DIV/0!	#DIV/0!
\$ 137	\$ 1,000	#DIV/0!	#DIV/0!
\$ 2,007	\$ 8,625	#DIV/0!	#DIV/0!
\$ 2,065	\$ -	#DIV/0!	#DIV/0!
\$ 4,073	\$ 8,625	#DIV/0!	#DIV/0!
\$ 61,090	\$ 8,625	#DIV/0!	#DIV/0!
136%	473%	#DIV/0!	#DIV/0!
7%	0%	#DIV/0!	#DIV/0!
100	0	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Robert Rayburn	Steve Northrop
% Retailed of Non-New Franchise	24%	33%	21%
Total # Retail Units	46	9	19
Avg. Days to Sale	36.9	11.0	32.2
Avg. Advertised Price (Time of Sale)	\$ 33,519	\$ 37,499	\$ 30,425
Avg. Transaction Price	\$ 33,333	\$ 37,215	\$ 30,182
Avg. Market Price at 100%	\$ 33,403	\$ 37,559	\$ 30,189
Avg. Price to Market % (Time of Sale)	100%	100%	101%
Avg. Transaction to Market	100%	99%	100%
Avg. Transactional Discount	\$ 186	\$ 284	\$ 243
Avg. Front-End Gross	\$ 2,678	\$ 2,362	\$ 2,852
Avg. Finance Gross	\$ 1,918	\$ 1,515	\$ 2,298
PUVR	\$ 4,596	\$ 3,877	\$ 5,150
Total Gross (Units & PUVR)	\$ 211,415	\$ 34,894	\$ 97,853
GROI	134%	341%	191%
% with Trade	33%	22%	26%
Avg. Over/Under Allowance	-42	0	92



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David Wright	Paige Roy		
36%	0%	#DIV/0!	#DIV/0!
11	7	0	0
44.6	71.0	#DIV/0!	#DIV/0!
\$ 36,779	\$ 31,677	#DIV/0!	#DIV/0!
\$ 36,743	\$ 31,535	#DIV/0!	#DIV/0!
\$ 36,385	\$ 32,428	#DIV/0!	#DIV/0!
101%	98%	#DIV/0!	#DIV/0!
101%	97%	#DIV/0!	#DIV/0!
\$ 36	\$ 142	#DIV/0!	#DIV/0!
\$ 3,552	\$ 1,236	#DIV/0!	#DIV/0!
\$ 1,910	\$ 1,419	#DIV/0!	#DIV/0!
\$ 5,462	\$ 2,655	#DIV/0!	#DIV/0!
\$ 60,085	\$ 18,583	#DIV/0!	#DIV/0!
120%	43%	#DIV/0!	#DIV/0!
55%	29%	#DIV/0!	#DIV/0!
-200	-214	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	Chris Cook	Pat Devenger
% Retailed of Non-New Franchise	24%	24%	#DIV/0!
Total # Retail Units	46	46	0
Avg. Days to Sale	36.9	36.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,519	\$ 33,519	#DIV/0!
Avg. Transaction Price	\$ 33,333	\$ 33,333	#DIV/0!
Avg. Market Price at 100%	\$ 33,403	\$ 33,453	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	100%	#DIV/0!
Avg. Transaction to Market	100%	100%	#DIV/0!
Avg. Transactional Discount	\$ 186	\$ 186	#DIV/0!
Avg. Front-End Gross	\$ 2,678	\$ 2,678	#DIV/0!
Avg. Finance Gross	\$ 1,918	\$ 1,918	#DIV/0!
PUVR	\$ 4,596	\$ 4,596	#DIV/0!
Total Gross (Units & PUVR)	\$ 211,415	\$ 211,415	#DIV/0!
GROI	134%	134%	#DIV/0!
% with Trade	33%	33%	#DIV/0!
Avg. Over/Under Allowance	-42	-42	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	46	0	46
Avg. Days to Sale	36.9	#DIV/0!	36.9
Avg. Advertised Price (Time of Sale)	\$ 33,519	#DIV/0!	\$ 33,333
Avg. Transaction Price	\$ 33,333	#DIV/0!	\$ 33,333
Avg. Market Price at 100%	\$ 33,403	#DIV/0!	\$ 33,453
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	100%
Avg. Transaction to Market	100%	#DIV/0!	100%
Avg. Transactional Discount	\$ 186	#DIV/0!	\$ 186
Avg. Front-End Gross	\$ 2,678	#DIV/0!	\$ 2,678
Avg. Finance Gross	\$ 1,918	#DIV/0!	\$ 1,918
PUVR	\$ 4,596	#DIV/0!	\$ 4,596
Total Gross (Units & PUVR)	\$ 211,415	#DIV/0!	\$ 211,415
GROI	134%	#DIV/0!	134%
% with Trade	33%	#DIV/0!	33%
Avg. Over/Under Allowance	-42	#DIV/0!	-42



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	46	35	11
Avg. Days to Sale	36.9	35.8	40.5
Avg. Advertised Price (Time of Sale)	\$ 33,519	\$ 33,474	\$ 33,391
Avg. Transaction Price	\$ 33,333	\$ 33,315	\$ 33,391
Avg. Market Price at 100%	\$ 33,403	\$ 33,431	\$ 33,524
Avg. Price to Market % (Time of Sale)	100%	100%	100%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ 186	\$ 159	\$ 273
Avg. Front-End Gross	\$ 2,678	\$ 2,275	\$ 3,959
Avg. Finance Gross	\$ 1,918	\$ 1,943	\$ 1,838
PUVR	\$ 4,596	\$ 4,219	\$ 5,797
Total Gross (Units & PUVR)	\$ 211,415	\$ 147,652	\$ 63,763
GROI	134%	127%	154%
% with Trade	33%	34%	27%
Avg. Over/Under Allowance	-42	-49	-23



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	46	22	4
% of Retail Units	100%	48%	9%
% Retailed of Non-New Franchise	24%	23%	75%
Avg. Days to Sale	36.9	45.6	54.8
Avg. Transaction Price	\$ 33,333	\$ 36,255	\$ 31,776
Avg. Transaction to Market %	100%	100%	97%
Avg. Transactional Discount	\$ 186	\$ 335	\$ 372
Avg. Front End Gross	\$ 2,678	\$ 4,089	\$ 3,511
Avg. Finance Gross	\$ 1,918	\$ 2,301	\$ 1,573
PUVR	\$ 4,596	\$ 6,390	\$ 5,084
Total Gross (Units & PUVR)	\$ 211,415	\$ 140,586	\$ 20,334
GROI	134%	139%	105%
% with Trade	33%	45%	25%
Avg. Over/Under Allowance	-42	7	62



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	0	0	11
0%	0%	0%	24%
#DIV/0!	#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!	0.1
#DIV/0!	#DIV/0!	#DIV/0!	\$ 25,336
#DIV/0!	#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	#DIV/0!	\$ 1,602
#DIV/0!	#DIV/0!	#DIV/0!	\$ 1,602
#DIV/0!	#DIV/0!	#DIV/0!	\$ 17,617
#DIV/0!	#DIV/0!	#DIV/0!	25032%
#DIV/0!	#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	9
0%	0%	20%
#DIV/0!	#DIV/0!	33%
#DIV/0!	#DIV/0!	52.7
#DIV/0!	#DIV/0!	\$ 36,656
#DIV/0!	#DIV/0!	101%
#DIV/0!	#DIV/0!	\$ (32)
#DIV/0!	#DIV/0!	\$ 2,130
#DIV/0!	#DIV/0!	\$ 1,523
#DIV/0!	#DIV/0!	\$ 3,653
#DIV/0!	#DIV/0!	\$ 32,878
#DIV/0!	#DIV/0!	68%
#DIV/0!	#DIV/0!	44%
#DIV/0!	#DIV/0!	-261

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	46	12	10
% of Retail Units	100%	26%	22%
% Retailed of Non-New Franchise	24%	25%	50%
Avg. Days to Sale	36.9	11.3	38.5
Avg. Transaction Price	\$ 33,333	\$ 36,144	\$ 31,750
Avg. Transaction to Market %	100%	103%	102%
Avg. Transactional Discount	\$ 186	\$ 294	\$ 94
Avg. Front End Gross	\$ 2,678	\$ 4,550	\$ 4,254
Avg. Finance Gross	\$ 1,918	\$ 2,109	\$ 1,766
PUVR	\$ 4,596	\$ 6,659	\$ 6,020
Total Gross (Units & PUVR)	\$ 211,415	\$ 79,906	\$ 60,202
GROI	134%	590%	177%
% with Trade	33%	50%	30%
Avg. Over/Under Allowance	-42	96	25



46-60 days	61-90 days	90+ days
2	9	3
4%	20%	7%
0%	33%	0%
48.5	75.0	135.3
\$ 44,625	\$ 39,091	\$ 28,393
99%	97%	92%
\$ 775	\$ 276	\$ 20
\$ 4,818	\$ 1,812	\$ 34
\$ 3,332	\$ 2,089	\$ 1,668
\$ 8,150	\$ 3,900	\$ 1,702
\$ 16,300	\$ 35,104	\$ 5,105
136%	48%	16%
0%	44%	67%
0	-317	-167