

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Advertised Price (Time of Sale)	Transaction Price	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	\$1,500	\$500
1	M469A	20	Toyota	RAV4	15	Trade on New	No	\$ 24,037	\$ 24,037	\$2,658	\$0
2	M470A	21	Toyota	CAMRY	15	Trade on New	No	\$ 22,622	\$ 22,400	\$3,152	\$605
3	M361A	21	Toyota	COROLLA	15	Trade on New	No	\$ 18,034	\$ 18,034	\$2,137	\$725
4	M370A	17	Toyota	COROLLA	16	Trade on New	No	\$ 15,207	\$ 15,207	\$3,843	\$1,570
5	M328A	20	Mercedes-Benz	GLE350	31	Trade on New	No	\$ 33,906	\$ 33,206	\$1,796	\$308
6	M352A	21	Toyota	CAMRY HY	21	Trade on New	No	\$ 28,794	\$ 28,794	\$1,641	\$2,915
7	UP4589	18	Toyota	RAV4 HY	14	Street/Curb Buy	No	\$ 23,097	\$ 23,097	\$3,269	\$0
8	M058B	18	Honda	FIT	80	Trade on Used	No	\$ 16,547	\$ 16,267	\$122	\$0
9	UP4588	13	Toyota	PRIUS P	21	Trade on New	No	\$ 15,464	\$ 15,214	\$1,565	\$401
10	M416A	20	Toyota	COROLLA	16	Trade on New	No	\$ 18,048	\$ 17,500	\$1,767	\$908
11	M379A	16	Toyota	RAV4	8	Trade on New	No	\$ 16,997	\$ 16,200	\$2,327	\$0
12	UP4591	22	Toyota	COROLLA	19	LBO OEM/Leasing Co.	No	\$ 19,606	\$ 19,606	\$3,075	\$2,370
13	M405A	21	Toyota	CAMRY	23	Trade on New	No	\$ 22,761	\$ 22,761	\$3,038	\$605
14	M427A	21	Tesla	RAV4	17	Trade on New	No	\$ 25,952	\$ 25,652	\$2,134	\$2,347
15	M423A	13	Nissan	MURANO	17	Trade on New	No	\$ 12,303	\$ 12,303	\$3,686	\$0
16	M387A	5	Toyota	COROLLA	14	Trade on New	No	\$ 9,104	\$ 8,500	\$2,743	\$0
17	M453A		Honda	FIT	5	Trade on New	No	\$ 17,271	\$ 17,271	\$2,393	\$325
18	UP4593	17	Toyota	YARIS	21	Street/Curb Buy	No	\$ 14,941	\$ 14,941	\$1,501	\$0
19	M430A	21	Toyota	COROLLA HB	20	Trade on New	No	\$ 21,297	\$ 21,297	\$2,906	\$227
20	M401A	10	Honda	ACCORD	15	Trade on New	No	\$ 8,712	\$ 8,712	\$1,088	\$0
21	M392A	10	Toyota	COROLLA	23	Trade on New	No	\$ 10,198	\$ 10,198	\$2,710	\$0
22	M058BB	15	Honda	ACCORD	30	Trade on Used	No	\$ 15,573	\$ 15,573	\$3,928	\$520
23	UP4575	21	Toyota	RAV4 HY	35	LBO OEM/Leasing Co.	No	\$ 27,608	\$ 27,608	\$5,080	\$0
24	M141A	22	Toyota	COROLLA	10	Trade on New	No	\$ 19,104	\$ 19,104	\$2,211	\$965
25	M263A	21	Toyota	COROLLA	42	Trade on New	No	\$ 16,336	\$ 15,500	\$66	\$0
26	M321A	11	Honda	ACCORD	15	Trade on New	No	\$ 10,012	\$ 9,810	\$379	\$0
27	M301A	18	Chevrolet	VOLT	20	Trade on New	No	\$ 14,000	\$ 14,000	\$4,262	\$0
28	M242A	21	Toyota	COROLLA	20	Trade on New	No	\$ 21,303	\$ 21,303	\$3,656	\$970

Scoreboard Totals

% Retailed of Non-Franchise Make	20%
Total # Retail Units	44
Avg. Days to Sale	23.6
Avg. Advertised Price (Time of Sale)	\$ 20,563
Avg. Transaction Price	\$ 20,390
Avg. Transactional Discount	\$ 172
Avg. Front-End Gross	\$ 2,438
Avg. Finance Gross	\$ 689
PUVR	\$ 3,127
Total Gross (Units & PUVR)	\$ 137,601
GROI	234%
% with Trade	36%
Avg. Over/Under Allowance	(\$15)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	CHOLAS LAMONAK	JASON GREY
% Retailed of Non-New Franchise	20%	19%	17%
Total # Retail Units	44	21	12
Avg. Days to Sale	23.6	24.1	27.6
Avg. Advertised Price (Time of Sale)	\$ 20,563	\$ 21,144	\$ 20,526
Avg. Transaction Price	\$ 20,390	\$ 20,977	\$ 20,315
Avg. Transactional Discount	\$ 172	\$ 167	\$ 211
Avg. Front-End Gross	\$ 2,438	\$ 2,590	\$ 2,299
Avg. Finance Gross	\$ 689	\$ 580	\$ 613
PUVR	\$ 3,127	\$ 3,170	\$ 2,912
Total Gross (Units & PUVR)	\$ 137,601	\$ 66,570	\$ 34,947
GROI	234%	226%	187%
% with Trade	36%	52%	33%
Avg. Over/Under Allowance	-15	-10	-35



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

TIMOTHY DALEY	GOERGE GREY III		
38%	0%	#DIV/0!	#DIV/0!
8	3	0	0
17.8	20.3	#DIV/0!	#DIV/0!
\$ 18,603	\$ 21,864	#DIV/0!	#DIV/0!
\$ 18,459	\$ 21,730	#DIV/0!	#DIV/0!
\$ 144	\$ 133	#DIV/0!	#DIV/0!
\$ 2,433	\$ 1,949	#DIV/0!	#DIV/0!
\$ 496	\$ 2,269	#DIV/0!	#DIV/0!
\$ 2,929	\$ 4,218	#DIV/0!	#DIV/0!
\$ 23,431	\$ 12,653	#DIV/0!	#DIV/0!
322%	344%	#DIV/0!	#DIV/0!
13%	0%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	NICHOLAS LAMONA	HILMAN KWONG
% Retailed of Non-New Franchise	20%	0%	14%
Total # Retail Units	44	5	7
Avg. Days to Sale	23.6	16.0	26.0
Avg. Advertised Price (Time of Sale)	\$ 20,563	\$ 15,799	\$ 20,874
Avg. Transaction Price	\$ 20,390	\$ 15,528	\$ 20,517
Avg. Transactional Discount	\$ 172	\$ 271	\$ 356
Avg. Front-End Gross	\$ 2,438	\$ 2,508	\$ 2,873
Avg. Finance Gross	\$ 689	\$ 25	\$ 823
PUVR	\$ 3,127	\$ 2,532	\$ 3,696
Total Gross (Units & PUVR)	\$ 137,601	\$ 12,661	\$ 25,871
GROI	234%	367%	249%
% with Trade	36%	20%	14%
Avg. Over/Under Allowance	-15	0	0



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JOEL HANLEY	PAUL MAKIEJ	JILLIAN HODSON	BASH TURAY
33%	#DIV/0!	0%	25%
9	0	4	12
25.9	#DIV/0!	24.5	20.6
\$ 20,830	#DIV/0!	\$ 18,799	\$ 21,112
\$ 20,776	#DIV/0!	\$ 18,535	\$ 21,008
\$ 54	#DIV/0!	\$ 265	\$ 104
\$ 2,837	#DIV/0!	\$ 1,906	\$ 1,997
\$ 473	#DIV/0!	\$ 208	\$ 1,385
\$ 3,310	#DIV/0!	\$ 2,114	\$ 3,382
\$ 29,788	#DIV/0!	\$ 8,456	\$ 40,584
222%	#DIV/0!	168%	282%
44%	#DIV/0!	25%	42%
-22	#DIV/0!	0	-35

DANIEL GREENE			
29%	#DIV/0!	#DIV/0!	#DIV/0!
7	0	0	0
28.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,376	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,241	#DIV/0!	#DIV/0!	#DIV/0!
\$ 136	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,503	#DIV/0!	#DIV/0!	#DIV/0!
\$ 389	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,891	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,240	#DIV/0!	#DIV/0!	#DIV/0!
157%	#DIV/0!	#DIV/0!	#DIV/0!
57%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	HARLEY EASTON	
% Retailed of Non-New Franchise	20%	20%	#DIV/0!
Total # Retail Units	44	44	0
Avg. Days to Sale	23.6	23.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,563	\$ 20,563	#DIV/0!
Avg. Transaction Price	\$ 20,390	\$ 20,390	#DIV/0!
Avg. Transactional Discount	\$ 172	\$ 172	#DIV/0!
Avg. Front-End Gross	\$ 2,438	\$ 2,438	#DIV/0!
Avg. Finance Gross	\$ 689	\$ 689	#DIV/0!
PUVR	\$ 3,127	\$ 3,127	#DIV/0!
Total Gross (Units & PUVR)	\$ 137,601	\$ 137,601	#DIV/0!
GROI	234%	234%	#DIV/0!
% with Trade	36%	36%	#DIV/0!
Avg. Over/Under Allowance	-15	-15	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	44	0	44
Avg. Days to Sale	23.6	#DIV/0!	23.6
Avg. Advertised Price (Time of Sale)	\$ 20,563	#DIV/0!	\$ 20,390
Avg. Transaction Price	\$ 20,390	#DIV/0!	\$ 20,390
Avg. Transactional Discount	\$ 172	#DIV/0!	\$ 172
Avg. Front-End Gross	\$ 2,438	#DIV/0!	\$ 2,438
Avg. Finance Gross	\$ 689	#DIV/0!	\$ 689
PUVR	\$ 3,127	#DIV/0!	\$ 3,127
Total Gross (Units & PUVR)	\$ 137,601	#DIV/0!	\$ 137,601
GROI	234%	#DIV/0!	234%
% with Trade	36%	#DIV/0!	36%
Avg. Over/Under Allowance	-15	#DIV/0!	-15



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	44	35	9
Avg. Days to Sale	23.6	23.1	25.6
Avg. Advertised Price (Time of Sale)	\$ 20,563	\$ 21,442	\$ 16,977
Avg. Transaction Price	\$ 20,390	\$ 21,268	\$ 16,977
Avg. Transactional Discount	\$ 172	\$ 174	\$ 165
Avg. Front-End Gross	\$ 2,438	\$ 2,500	\$ 2,199
Avg. Finance Gross	\$ 689	\$ 766	\$ 389
PUVR	\$ 3,127	\$ 3,266	\$ 2,587
Total Gross (Units & PUVR)	\$ 137,601	\$ 114,313	\$ 23,287
GROI	234%	239%	215%
% with Trade	36%	31%	56%
Avg. Over/Under Allowance	-15	-13	-22



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	44	34	2
% of Retail Units	100%	77%	5%
% Retailed of Non-New Franchise	20%	21%	100%
Avg. Days to Sale	23.6	22.0	55.0
Avg. Transaction Price	\$ 20,390	\$ 20,441	\$ 15,920
Avg. Transactional Discount	\$ 172	\$ 193	\$ 140
Avg. Front End Gross	\$ 2,438	\$ 2,260	\$ 2,025
Avg. Finance Gross	\$ 689	\$ 761	\$ 260
PUVR	\$ 3,127	\$ 3,021	\$ 2,285
Total Gross (Units & PUVR)	\$ 137,601	\$ 102,700	\$ 4,570
GROI	234%	242%	94%
% with Trade	36%	35%	50%
Avg. Over/Under Allowance	-15	-13	-100



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	0	0	0
9%	0%	0%	0%
0%	#DIV/0!	#DIV/0!	#DIV/0!
14.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 16,276	#DIV/0!	#DIV/0!	#DIV/0!
\$ 188	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,328	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,359	#DIV/0!	#DIV/0!	#DIV/0!
\$ 9,436	#DIV/0!	#DIV/0!	#DIV/0!
373%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
4	0	0
9%	0%	0%
0%	#DIV/0!	#DIV/0!
31.5	#DIV/0!	#DIV/0!
\$ 26,304	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 4,273	#DIV/0!	#DIV/0!
\$ 951	#DIV/0!	#DIV/0!
\$ 5,223	#DIV/0!	#DIV/0!
\$ 20,894	#DIV/0!	#DIV/0!
227%	#DIV/0!	#DIV/0!
75%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	44	36	5
% of Retail Units	100%	82%	11%
% Retailed of Non-New Franchise	20%	19%	20%
Avg. Days to Sale	23.6	17.7	37.0
Avg. Transaction Price	\$ 20,390	\$ 19,815	\$ 24,249
Avg. Transactional Discount	\$ 172	\$ 127	\$ 307
Avg. Front End Gross	\$ 2,438	\$ 2,660	\$ 2,044
Avg. Finance Gross	\$ 689	\$ 720	\$ 535
PUVR	\$ 3,127	\$ 3,379	\$ 2,580
Total Gross (Units & PUVR)	\$ 137,601	\$ 121,659	\$ 12,898
GROI	234%	347%	104%
% with Trade	36%	33%	40%
Avg. Over/Under Allowance	-15	-12	0



46-60 days	61-90 days	90+ days
0	3	0
0%	7%	0%
#DIV/0!	33%	#DIV/0!
#DIV/0!	72.7	#DIV/0!
#DIV/0!	\$ 20,859	#DIV/0!
#DIV/0!	\$ 492	#DIV/0!
#DIV/0!	\$ 438	#DIV/0!
#DIV/0!	\$ 577	#DIV/0!
#DIV/0!	\$ 1,014	#DIV/0!
#DIV/0!	\$ 3,043	#DIV/0!
#DIV/0!	24%	#DIV/0!
#DIV/0!	67%	#DIV/0!
#DIV/0!	-67	#DIV/0!