

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	31134A	2021	Chevrolet	SILVERADO	56	Trade on New	No	\$ 43,735	\$ 42,936	97%	(\$783)	\$1,544
2	PM9827	2018	Ram	Promaster	16	Auction/Wholesale	No	\$ 20,988	\$ 20,988	99%	\$356	\$1,250
3	PM9796	8	Toyota	Sienna	48	Street/Curb Buy	No	\$ 9,995	\$ 8,500	102%	(\$1,200)	\$0
4	CP9823	23	Mazda	CX-5	16	Auction/Wholesale	No	\$ 28,275	\$ 28,275	105%	\$570	\$0
5	31255A	2014	Toyota	AVALON	4	Trade on New	No	\$ 18,999	\$ 18,999	N/A	\$2,019	\$3,881
6	PM9834	2019	Ford	EDGE	15	Auction/Wholesale	No	\$ 21,037	\$ 21,037	105%	\$566	
7	PN9837	2018	Hyundai	SONATA	18	Auction/Wholesale	No	\$ 16,957	\$ 16,957	99%	(\$205)	\$1,122
8	PN9842	2021	Nissan	FRONTIER	15	Auction/Wholesale	Yes	\$ 28,870	\$ 28,870	102%	(\$1,001)	\$900
9	PM9776A	2015	Honda	CR-V	24	Trade on Used	No	\$ 13,710	\$ 13,710	97%	\$782	\$150
10	PM9760	2021	Nissan	ROGUE	80	Auction/Wholesale	No	\$ 22,499	\$ 22,499	105%	(\$3,361)	\$0
11	31250A	2019	BMW	740I	29	Trade on New	No	\$ 26,873	\$ 26,873	80%	\$1,622	\$2,383
12	PM9847	2021	Nissan	ROGUE	11	Auction/Wholesale	No	\$ 26,699	\$ 26,344	106%	\$737	\$4,472
13	31260A	24	GMC	2500	27	Trade on New	No	\$ 77,949	\$ 77,949	96%	\$1,455	\$3,900
14	PM9873	2013	Cadillac	SRX	4	Street/Curb Buy	No	\$ 16,899	\$ 15,300	117%	\$452	\$0
15	31280A	23	Mercedes-Benz	GLS 450	8	Trade on New	No	\$ 67,825	\$ 66,000	92%	\$1,525	\$923
16	31134B	2019	Chevrolet	SILVERADO	15	Trade on Used	No	\$ 32,955	\$ 32,500	95%	\$2,739	\$0
17	PG9839	2014	Jeep	WRANGLER	25	Auction/Wholesale	No	\$ 21,500	\$ 21,500	78%	(\$2,770)	\$3,410
18	PG9883	22	Ford	RANGER	1	Other	No	\$ 38,991	\$ 38,991	103%	\$1,200	\$0
19	31289A	2017	Nissan	ARMADA	2	Trade on New	No	\$ 20,914	\$ 15,983	101%	\$500	\$180
20	PN9840	20	Toyota	COROLLA	27	Auction/Wholesale	No	\$ 18,995	\$ 18,995	97%	\$349	\$0
21	96276A	20	Nissan	ROGUE	7	Trade on New	No	\$ 21,675	\$ 21,675	101%	\$1,856	\$4,712
22	31269A	20	GMC	3500	21	Trade on New	No	\$ 62,994	\$ 60,894	98%	\$3,135	\$0
23	PN9840A	2019	Toyota	TACOMA	5	Trade on Used	No	\$ 35,999	\$ 35,999	99%	\$2,301	\$5,364
24	42096A	2016	Jeep	WRANGLER	27	Trade on New	No	\$ 21,899	\$ 21,899	99%	\$597	\$3,387
25	PM9817A	2015	Jeep	GRAND CHEROKEE	28	Trade on Used	No	\$ 17,494	\$ 17,249	100%	\$59	\$1,801
26	PG9889	20	Lincoln	NAUTILUS	1	LBO Customer	No	\$ 33,367	\$ 33,367	100%	\$300	\$2,887
27	31269B	2016	GMC	SIERRA	7	Trade on Used	No	\$ 31,199	\$ 29,887	101%	\$1,586	\$300
28	96026A	22	BMW	X5	33	Trade on New	No	\$ 49,954	\$ 48,725	99%	\$60	\$1,969
29	31269B	2016	GMC	2500	16	Trade on Used	No	\$ 31,199	\$ 29,988	101%	\$1,586	\$300
30	PN9891	24	Toyota	4RUNNER	1	Other	No	\$ 49,995	\$ 49,995	100%	\$601	\$0

31	PN9842A	2010	Nissan	FRONTIER	15	Trade on Used	No	\$	9,535	\$	9,535	102%	\$1,950	\$0
32	PN9887	20	Toyota	4RUNNER	5	Street/Curb Buy	No	\$	38,995	\$	38,995	98%	\$1,650	\$6,001
33	31274A	24	Chevrolet	2500	18	Trade on New	Yes	\$	67,995	\$	65,995	98%	\$2,270	\$3,376
34	31289B	2014	Jeep	GRAND CHEROKE	7	Trade on Used	No	\$	13,998	\$	13,998	104%	\$2,648	\$0
35	31275A	2021	Chevrolet	SILVERADO	30	Trade on New	No	\$	51,995	\$	51,995	117%	\$1,214	\$2,000
36	PG9883A	8	Ford	EDGE	14	Trade on Used	No	\$	5,885	\$	5,885	100%	\$772	\$0
37	31127A	2018	Chevrolet	Equinox	22	Trade on New	No	\$	15,687	\$	15,687	98%	\$1,529	\$3,114
38	PG9896	2021	GMC	1500	0	LBO Customer	No	\$	41,750	\$	41,750	100%	\$300	\$5,696
39	PG9897	2015	Jeep	GRAND CHEROKE	43	Auction/Wholesale	No	\$	34,907	\$	34,907	103%	\$157	\$1,581
40	42109A	2015	Lincoln	NAVIGATOR	22	Trade on New	No	\$	24,470	\$	24,470	110%	\$91	\$4,124
41	PM9859	20	Mazda	MX-5	30	Street/Curb Buy	No	\$	25,899	\$	25,899	98%	\$362	\$1,619
42	31237A	23	Chevrolet	TAHOE	17	Trade on New	No	\$	62,899	\$	65,950	102%	\$9,286	\$0
43	36255A	2011	Nissan	FRONTIER	11	Trade on New	No	\$	28,775	\$	28,775	101%	\$2,575	\$2,914
44	31270A	2016	Nissan	FRONTIER	8	Trade on New	No	\$	14,599	\$	14,453	96%	\$3,103	\$0
45	PG9870	2021	Chevrolet	COLORADO	2	Auction/Wholesale	No	\$	24,750	\$	24,750	103%	\$850	\$0
46	31180A	2014	Cadillac	CTS	10	Trade on New	No	\$	18,850	\$	18,849	108%	\$3,499	\$0
47	PM9863	2016	Jeep	CHEROKEE	33	Auction/Wholesale	No	\$	13,899	\$	13,899	94%	\$1,399	\$2,276
48	31133A	2012	Honda	CIVIC	12	Trade on New	No	\$	12,995	\$	12,194	101%	\$113	\$0
49	PM9705A	2018	Nissan	ROGUE	128	Trade on Used	No	\$	14,995	\$	14,995	91%	(\$299)	\$1,801
50	PM9865	23	Toyota	RAV4	28	Auction/Wholesale	No	\$	29,799	\$	29,250	101%	(\$1,050)	\$2,759
51	PM9895	2014	Nissan	ROGUE	14	Auction/Wholesale	No	\$	10,780	\$	10,476	98%	\$622	\$0
52	96313A	2019	Kia	SORENTO	23	Trade on New	No	\$	21,886	\$	21,886	112%	\$481	\$3,478
53	96369A	20	Nissan	SENTRA	6	Trade on New	No	\$	17,997	\$	17,785	101%	\$2,447	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	75%
Total # Retail Units	91
Avg. Days to Sale	23.9
Avg. Advertised Price (Time of Sale)	\$ 26,470
Avg. Transaction Price	\$ 26,174
Avg. Market Price at 100%	\$ 26,556
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 295
Avg. Front-End Gross	\$ 842
Avg. Finance Gross	\$ 1,621
PUVR	\$ 2,427
Total Gross (Units & PUVR)	\$ 220,870
GROI	139%
% with Trade	14%
Avg. Over/Under Allowance	\$71



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	GAVIN WAITE	FELICIA SCHULTZ
% Retailed of Non-New Franchise	75%	80%	71%
Total # Retail Units	91	30	28
Avg. Days to Sale	23.9	23.7	23.0
Avg. Advertised Price (Time of Sale)	\$ 26,470	\$ 28,732	\$ 25,635
Avg. Transaction Price	\$ 26,174	\$ 28,570	\$ 25,084
Avg. Market Price at 100%	\$ 26,556	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	100%	#VALUE!	#VALUE!
Avg. Transaction to Market	99%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 295	\$ 162	\$ 551
Avg. Front-End Gross	\$ 842	\$ 758	\$ 916
Avg. Finance Gross	\$ 1,621	\$ 1,452	\$ 1,592
PUVR	\$ 2,427	\$ 2,161	\$ 2,508
Total Gross (Units & PUVR)	\$ 220,870	\$ 64,838	\$ 70,235
GROI	139%	115%	157%
% with Trade	14%	20%	18%
Avg. Over/Under Allowance	71	17	57



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

SCOTT DRAPER		URA BARABOCHKINE	
69%	73%	#DIV/0!	#DIV/0!
16	15	0	0
34.0	16.2	#DIV/0!	#DIV/0!
\$ 21,881	\$ 25,803	#DIV/0!	#DIV/0!
\$ 21,699	\$ 25,353	#DIV/0!	#DIV/0!
\$ 21,890	\$ 25,832	#DIV/0!	#DIV/0!
100%	100%	#DIV/0!	#DIV/0!
99%	98%	#DIV/0!	#DIV/0!
\$ 183	\$ 449	#DIV/0!	#DIV/0!
\$ (67)	\$ 1,224	#DIV/0!	#DIV/0!
\$ 1,531	\$ 2,205	#DIV/0!	#DIV/0!
\$ 1,464	\$ 3,429	#DIV/0!	#DIV/0!
\$ 23,430	\$ 51,440	#DIV/0!	#DIV/0!
71%	301%	#DIV/0!	#DIV/0!
0%	13%	#DIV/0!	#DIV/0!
0	283	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	BOB KEMP	SAM CLARKE
% Retailed of Non-New Franchise	75%	68%	69%
Total # Retail Units	91	19	16
Avg. Days to Sale	23.9	23.6	27.1
Avg. Advertised Price (Time of Sale)	\$ 26,470	\$ 24,224	\$ 24,204
Avg. Transaction Price	\$ 26,174	\$ 23,997	\$ 23,868
Avg. Market Price at 100%	\$ 26,556	#VALUE!	\$ 24,451
Avg. Price to Market % (Time of Sale)	100%	#VALUE!	99%
Avg. Transaction to Market	99%	#VALUE!	98%
Avg. Transactional Discount	\$ 295	\$ 227	\$ 336
Avg. Front-End Gross	\$ 842	\$ 916	\$ 1,114
Avg. Finance Gross	\$ 1,621	\$ 1,581	\$ 1,346
PUVR	\$ 2,427	\$ 2,414	\$ 2,459
Total Gross (Units & PUVR)	\$ 220,870	\$ 45,874	\$ 39,348
GROI	139%	154%	137%
% with Trade	14%	16%	19%
Avg. Over/Under Allowance	71	53	-31



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

ROB MORRIS	AJ KEY	JR KENNEDY	ANDREW HAGGARD
82%	100%	86%	100%
11	7	7	4
23.7	27.1	7.0	18.8
\$ 31,730	\$ 33,137	\$ 33,006	\$ 19,218
\$ 31,413	\$ 32,737	\$ 32,738	\$ 19,157
\$ 32,412	\$ 35,068	\$ 33,385	\$ 19,309
98%	94%	99%	100%
97%	93%	98%	99%
\$ 317	\$ 400	\$ 269	\$ 61
\$ 870	\$ 733	\$ 1,424	\$ 798
\$ 1,993	\$ 1,864	\$ 654	\$ 2,242
\$ 2,863	\$ 2,597	\$ 2,078	\$ 3,039
\$ 31,493	\$ 18,179	\$ 14,548	\$ 12,157
138%	105%	326%	305%
18%	14%	29%	0%
0	143	86	0

GENEROSO DEANNE	KRISTIN MILLER	LAURA HAWKINS	
45%	88%	71%	#DIV/0!
11	8	7	0
37.2	23.6	14.9	#DIV/0!
\$ 23,753	\$ 23,670	\$ 27,527	#DIV/0!
\$ 23,645	\$ 23,402	\$ 26,748	#DIV/0!
\$ 24,013	\$ 23,408	\$ 27,424	#DIV/0!
99%	101%	100%	#DIV/0!
98%	100%	98%	#DIV/0!
\$ 108	\$ 268	\$ 779	#DIV/0!
\$ (251)	\$ 501	\$ 1,517	#DIV/0!
\$ 1,506	\$ 2,139	\$ 1,726	#DIV/0!
\$ 1,256	\$ 2,640	\$ 3,243	#DIV/0!
\$ 13,811	\$ 21,121	\$ 22,698	#DIV/0!
51%	172%	294%	#DIV/0!
9%	0%	14%	#DIV/0!
136	0	393	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	MIKE PHILLIPS	ERIC HAYSLET
% Retailed of Non-New Franchise	75%	75%	72%
Total # Retail Units	91	53	36
Avg. Days to Sale	23.9	23.8	24.5
Avg. Advertised Price (Time of Sale)	\$ 26,470	\$ 27,405	\$ 24,012
Avg. Transaction Price	\$ 26,174	\$ 27,048	\$ 23,706
Avg. Market Price at 100%	\$ 26,556	#VALUE!	\$ 24,186
Avg. Price to Market % (Time of Sale)	100%	#VALUE!	99%
Avg. Transaction to Market	99%	#VALUE!	98%
Avg. Transactional Discount	\$ 295	\$ 357	\$ 306
Avg. Front-End Gross	\$ 842	\$ 779	\$ 678
Avg. Finance Gross	\$ 1,621	\$ 1,544	\$ 1,777
PUVR	\$ 2,427	\$ 2,294	\$ 2,455
Total Gross (Units & PUVR)	\$ 220,870	\$ 121,560	\$ 88,383
GROI	139%	129%	152%
% with Trade	14%	17%	11%
Avg. Over/Under Allowance	71	28	135



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	91	5	86
Avg. Days to Sale	23.9	31.2	23.5
Avg. Advertised Price (Time of Sale)	\$ 26,470	\$ 32,542	\$ 25,827
Avg. Transaction Price	\$ 26,174	\$ 32,142	\$ 25,827
Avg. Market Price at 100%	\$ 26,556	\$ 33,022	#VALUE!
Avg. Price to Market % (Time of Sale)	100%	99%	#VALUE!
Avg. Transaction to Market	99%	97%	#VALUE!
Avg. Transactional Discount	\$ 295	\$ 400	\$ 289
Avg. Front-End Gross	\$ 842	\$ 444	\$ 865
Avg. Finance Gross	\$ 1,621	\$ 2,087	\$ 1,593
PUVR	\$ 2,427	\$ 2,532	\$ 2,421
Total Gross (Units & PUVR)	\$ 220,870	\$ 12,658	\$ 208,212
GROI	139%	91%	144%
% with Trade	14%	60%	12%
Avg. Over/Under Allowance	71	300	57



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	91	22	68
Avg. Days to Sale	23.9	23.2	24.4
Avg. Advertised Price (Time of Sale)	\$ 26,470	\$ 25,612	\$ 26,709
Avg. Transaction Price	\$ 26,174	\$ 25,075	\$ 26,709
Avg. Market Price at 100%	\$ 26,556	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	100%	#VALUE!	#VALUE!
Avg. Transaction to Market	99%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 295	\$ 537	\$ 222
Avg. Front-End Gross	\$ 842	\$ 1,113	\$ 727
Avg. Finance Gross	\$ 1,621	\$ 1,562	\$ 1,651
PUVR	\$ 2,427	\$ 2,675	\$ 2,330
Total Gross (Units & PUVR)	\$ 220,870	\$ 58,850	\$ 158,427
GROI	139%	166%	128%
% with Trade	14%	27%	10%
Avg. Over/Under Allowance	71	114	57



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	91	31	17
% of Retail Units	100%	34%	19%
% Retailed of Non-New Franchise	75%	65%	71%
Avg. Days to Sale	23.9	19.9	26.1
Avg. Transaction Price	\$ 26,174	\$ 30,339	\$ 19,091
Avg. Transaction to Market %	99%	#VALUE!	98%
Avg. Transactional Discount	\$ 295	\$ 401	\$ 332
Avg. Front End Gross	\$ 842	\$ 1,595	\$ 1,005
Avg. Finance Gross	\$ 1,621	\$ 1,781	\$ 1,278
PUVR	\$ 2,427	\$ 3,377	\$ 2,283
Total Gross (Units & PUVR)	\$ 220,870	\$ 104,676	\$ 38,815
GROI	139%	201%	165%
% with Trade	14%	16%	6%
Avg. Over/Under Allowance	71	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
9	28	0	2
10%	31%	0%	2%
89%	82%	#DIV/0!	50%
28.7	30.5	#DIV/0!	0.5
\$ 21,823	\$ 25,663	#DIV/0!	\$ 37,559
95%	99%	#DIV/0!	100%
\$ 653	\$ 105	#DIV/0!	\$ -
\$ 173	\$ 241	#DIV/0!	\$ 300
\$ 1,992	\$ 1,520	#DIV/0!	\$ 4,292
\$ 2,165	\$ 1,652	#DIV/0!	\$ 4,592
\$ 19,486	\$ 46,250	#DIV/0!	\$ 9,183
125%	76%	#DIV/0!	8802%
11%	18%	#DIV/0!	0%
0	213	#DIV/0!	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	4
0%	0%	4%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	1.0
#DIV/0!	#DIV/0!	\$ 31,679
#DIV/0!	#DIV/0!	101%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 291
#DIV/0!	#DIV/0!	\$ 324
#DIV/0!	#DIV/0!	\$ 615
#DIV/0!	#DIV/0!	\$ 2,460
#DIV/0!	#DIV/0!	699%
#DIV/0!	#DIV/0!	25%
#DIV/0!	#DIV/0!	150

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	91	70	8
% of Retail Units	100%	77%	9%
% Retailed of Non-New Franchise	75%	76%	88%
Avg. Days to Sale	23.9	14.9	38.9
Avg. Transaction Price	\$ 26,174	\$ 25,826	\$ 27,707
Avg. Transaction to Market %	99%	#VALUE!	98%
Avg. Transactional Discount	\$ 295	\$ 303	\$ 213
Avg. Front End Gross	\$ 842	\$ 1,225	\$ 333
Avg. Finance Gross	\$ 1,621	\$ 1,639	\$ 2,076
PUVR	\$ 2,427	\$ 2,864	\$ 2,410
Total Gross (Units & PUVR)	\$ 220,870	\$ 200,498	\$ 19,276
GROI	139%	267%	81%
% with Trade	14%	16%	13%
Avg. Over/Under Allowance	71	92	125



46-60 days	61-90 days	90+ days
5	4	2
5%	4%	2%
100%	50%	50%
51.4	76.3	126.0
\$ 26,927	\$ 22,416	\$ 35,965
94%	97%	90%
\$ 767	\$ -	\$ -
\$ (570)	\$ (1,983)	\$ (2,215)
\$ 867	\$ 1,088	\$ 901
\$ 297	\$ (895)	\$ (1,315)
\$ 1,485	\$ (3,580)	\$ (2,629)
8%	-19%	-10%
20%	0%	0%
-200	0	0