

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	N7972866	2022	KIA	SPORTAGE	280	Auction/Wholesale	No	\$ 24,995	\$ 24,995		\$5,175	\$0
2	PU508720	2023	Hyundai	PALISADE	266	Auction/Wholesale	No	\$ 36,000	\$ 36,000		\$5,295	\$750
3	PU225628	2023	Hyundai	VENUE	258	Auction/Wholesale	No	\$ 23,995	\$ 23,995		\$4,011	\$750
4	MT514727	2021	Jeep	COMPASS	246	Auction/Wholesale	No	\$ 23,995	\$ 23,995		\$4,146	\$600
5	PU005158	2023	MITSUBISHI	OUTLANDER	215	Auction/Wholesale	No	\$ 26,000	\$ 26,000		\$1,265	\$0
6	PJ000160	2023	TOYOTA	COROLLA	211	Auction/Wholesale	No	\$ 23,995	\$ 23,995		\$3,395	\$400
7	TID98157	2022	Ford	BRONCO SPORT	91	Trade on New	No	\$ 27,995	\$ 27,995		\$2,430	\$0
8	NE189537	2022	Hyundai	ACCENT	42	ntal Fleet (Enterprise, e	No	\$ 17,300	\$ 17,300		\$700	\$500
9	NE188462	2022	Hyundai	ACCENT	35	ntal Fleet (Enterprise, e	No	\$ 19,995	\$ 19,995		\$1,995	\$600
10	NE189334	2022	Hyundai	ACCENT	25	ntal Fleet (Enterprise, e	No	\$ 16,995	\$ 16,995		\$2,090	\$0
11	TI633987	2019	Mazda	CX-5	13	Trade on New	No	\$ 20,995	\$ 20,995		\$4,489	\$0
12	TI855017	2020	Nissan	VERSA SEDAN	13	Trade on New	No	\$ 15,500	\$ 15,500		\$1,000	\$400
13	TI005978	2022	TOYOTA	CROSS	12	Trade on New	No	\$ 22,995	\$ 22,995		\$2,545	\$600
14	TI702367	2020	HONDA	HR-V	10	Trade on New	No	\$ 19,995	\$ 19,995		\$1,042	\$600
15	TI304131	2017	Hyundai	ACCENT	9	Trade on New	No	\$ 10,995	\$ 10,995		\$1,195	\$600
16	TI044059	2022	MITSUBISHI	OUTLANDER	8	Trade on New	No	\$ 23,995	\$ 23,995		\$1,995	\$600
17	TI068344	2023	TOYOTA	TACOMA	8	Trade on New	No	\$ 28,995	\$ 28,995		\$2,495	\$600
18	TI445238	2022	KIA	RIO	8	Trade on New	No	\$ 19,995	\$ 19,995		\$990	\$600
19	NE167444	2022	Hyundai	ACCENT	7	Auction/Wholesale	No	\$ 20,995	\$ 20,995		\$1,815	\$600
20	TI081109	2024	TOYOTA	CROSS	7	Trade on New	No	\$ 27,500	\$ 27,500		\$1,697	\$600
21	TI204415	2020	KIA	FORTE	7	Trade on New	No	\$ 19,995	\$ 19,995		\$3,395	\$600
22	NE187456	2022	Hyundai	ACCENT	6	ntal Fleet (Enterprise, e	No	\$ 19,995	\$ 19,995		\$3,695	\$600
23	TI076219	2023	TOYOTA	CAMRY	6	Trade on New	No	\$ 37,000	\$ 37,000		\$4,000	\$600
24	TI331789	2015	TOYOTA	COROLLA	6	Trade on New	No	\$ 15,995	\$ 15,995		\$2,995	\$0
25	TI029120	2021	MITSUBISHI	OUTLANDER	5	Trade on New	No	\$ 19,995	\$ 19,995		\$3,145	\$600
26	TI093995	2017	TOYOTA	TACOMA	5	Trade on New	No	\$ 19,995	\$ 19,995		\$3,995	\$600
27	TI503946	2019	Nissan	KICKS	5	Trade on New	No	\$ 15,000	\$ 15,000		\$2,900	\$600

Scoreboard Totals

% Retailed of Non-Franchise Make	72%
Total # Retail Units	32
Avg. Days to Sale	56.8
Avg. Advertised Price (Time of Sale)	\$ 22,787
Avg. Transaction Price	\$ 22,787
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ -
Avg. Front-End Gross	\$ 2,840
Avg. Finance Gross	\$ 466
PUVR	\$ 3,305
Total Gross (Units & PUVR)	\$ 105,765
GROI	92%
% with Trade	6%
Avg. Over/Under Allowance	\$1,500



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	72%	#DIV/0!	#DIV/0!
Total # Retail Units	32	0	0
Avg. Days to Sale	56.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,787	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,787	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,840	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 466	#DIV/0!	#DIV/0!
PUVR	\$ 3,305	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 105,765	#DIV/0!	#DIV/0!
GROI	92%	#DIV/0!	#DIV/0!
% with Trade	6%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,500	#DIV/0!	#DIV/0!



Scoreboard

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Sales Consultant	Totals	Maria Reyes	Nestor Lopez
% Retailed of Non-New Franchise	72%	100%	67%
Total # Retail Units	32	1	3
Avg. Days to Sale	56.8	7.0	75.7
Avg. Advertised Price (Time of Sale)	\$ 22,787	\$ 20,995	\$ 21,997
Avg. Transaction Price	\$ 22,787	\$ 20,995	\$ 21,997
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 2,840	\$ 1,815	\$ 2,885
Avg. Finance Gross	\$ 466	\$ 600	\$ 400
PUVR	\$ 3,305	\$ 2,415	\$ 3,285
Total Gross (Units & PUVR)	\$ 105,765	\$ 2,415	\$ 9,855
GROI	92%	592%	71%
% with Trade	6%	0%	0%
Avg. Over/Under Allowance	1,500	#DIV/0!	#DIV/0!



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

Hector Gonzalez	Lenix Alicea	Paolo Marchese	Josue Portalatin
100%	75%	67%	75%
1	4	3	4
25.0	77.3	5.3	29.8
\$ 16,995	\$ 20,571	\$ 20,830	\$ 17,621
\$ 16,995	\$ 20,571	\$ 20,830	\$ 17,621
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ -	\$ -	\$ -
\$ 2,090	\$ 2,575	\$ 2,227	\$ 1,905
\$ -	\$ 613	\$ 567	\$ 250
\$ 2,090	\$ 3,188	\$ 2,794	\$ 2,155
\$ 2,090	\$ 12,751	\$ 8,382	\$ 8,620
177%	72%	905%	148%
0%	0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Christian Caban	Nelson Lopez	Kevin Narvaez	Jamar Lugo
40%	100%	0%	50%
5	2	1	2
102.6	138.0	8.0	129.0
\$ 31,396	\$ 27,998	\$ 28,995	\$ 23,495
\$ 31,396	\$ 27,998	\$ 28,995	\$ 23,495
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ -	\$ -	\$ -
\$ 4,791	\$ 3,169	\$ 2,495	\$ 3,345
\$ 320	\$ 675	\$ 600	\$ 600
\$ 5,111	\$ 3,844	\$ 3,095	\$ 3,945
\$ 25,554	\$ 7,687	\$ 3,095	\$ 7,891
57%	36%	480%	47%
20%	50%	0%	0%
1,500	#DIV/0!	#DIV/0!	#DIV/0!

Nelson Morales	Roberto Morales	Daniel Jimenez	
100%	100%	#DIV/0!	#DIV/0!
5	1	0	0
11.2	4.0	#DIV/0!	#DIV/0!
\$ 20,196	\$ 19,995	#DIV/0!	#DIV/0!
\$ 20,196	\$ 19,995	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 2,606	\$ 1,195	#DIV/0!	#DIV/0!
\$ 600	\$ 200	#DIV/0!	#DIV/0!
\$ 3,206	\$ 1,395	#DIV/0!	#DIV/0!
\$ 16,030	\$ 1,395	#DIV/0!	#DIV/0!
510%	628%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Hiram Navedo	Lorraine Mercad
% Retailed of Non-New Franchise	72%	72%	71%
Total # Retail Units	32	18	14
Avg. Days to Sale	56.8	91.3	12.4
Avg. Advertised Price (Time of Sale)	\$ 22,787	\$ 23,624	\$ 21,710
Avg. Transaction Price	\$ 22,787	\$ 23,624	\$ 21,710
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 2,840	\$ 2,670	\$ 3,058
Avg. Finance Gross	\$ 466	\$ 456	\$ 479
PUVR	\$ 3,305	\$ 3,125	\$ 3,537
Total Gross (Units & PUVR)	\$ 105,765	\$ 56,254	\$ 49,511
GROI	92%	52%	472%
% with Trade	6%	11%	0%
Avg. Over/Under Allowance	1,500	1,500	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	32	0	32
Avg. Days to Sale	56.8	#DIV/0!	56.8
Avg. Advertised Price (Time of Sale)	\$ 22,787	#DIV/0!	\$ 22,787
Avg. Transaction Price	\$ 22,787	#DIV/0!	\$ 22,787
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 2,840	#DIV/0!	\$ 2,840
Avg. Finance Gross	\$ 466	#DIV/0!	\$ 466
PUVR	\$ 3,305	#DIV/0!	\$ 3,305
Total Gross (Units & PUVR)	\$ 105,765	#DIV/0!	\$ 105,765
GROI	92%	#DIV/0!	92%
% with Trade	6%	#DIV/0!	6%
Avg. Over/Under Allowance	1,500	#DIV/0!	1,500



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	32	9	23
Avg. Days to Sale	56.8	29.0	67.7
Avg. Advertised Price (Time of Sale)	\$ 22,787	\$ 27,496	\$ 20,944
Avg. Transaction Price	\$ 22,787	\$ 27,496	\$ 20,944
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 2,840	\$ 3,324	\$ 2,650
Avg. Finance Gross	\$ 466	\$ 511	\$ 448
PUVR	\$ 3,305	\$ 3,835	\$ 3,098
Total Gross (Units & PUVR)	\$ 105,765	\$ 34,512	\$ 71,253
GROI	92%	173%	79%
% with Trade	6%	0%	9%
Avg. Over/Under Allowance	1,500	#DIV/0!	1,500



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	32	21	0
% of Retail Units	100%	66%	0%
% Retailed of Non-New Franchise	72%	62%	#DIV/0!
Avg. Days to Sale	56.8	10.8	#DIV/0!
Avg. Transaction Price	\$ 22,787	\$ 22,615	#DIV/0!
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	\$ -	#DIV/0!
Avg. Front End Gross	\$ 2,840	\$ 2,728	#DIV/0!
Avg. Finance Gross	\$ 466	\$ 481	#DIV/0!
PUVR	\$ 3,305	\$ 3,209	#DIV/0!
Total Gross (Units & PUVR)	\$ 105,765	\$ 67,383	#DIV/0!
GROI	92%	473%	#DIV/0!
% with Trade	6%	0%	#DIV/0!
Avg. Over/Under Allowance	1,500	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	7	0	0
0%	22%	0%	0%
#DIV/0!	86%	#DIV/0!	#DIV/0!
#DIV/0!	211.9	#DIV/0!	#DIV/0!
#DIV/0!	\$ 25,711	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ -	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,586	#DIV/0!	#DIV/0!
#DIV/0!	\$ 443	#DIV/0!	#DIV/0!
#DIV/0!	\$ 4,029	#DIV/0!	#DIV/0!
#DIV/0!	\$ 28,202	#DIV/0!	#DIV/0!
#DIV/0!	27%	#DIV/0!	#DIV/0!
#DIV/0!	29%	#DIV/0!	#DIV/0!
#DIV/0!	1,500	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	4	0
0%	13%	0%
#DIV/0!	100%	#DIV/0!
#DIV/0!	27.0	#DIV/0!
#DIV/0!	\$ 18,571	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ -	#DIV/0!
#DIV/0!	\$ 2,120	#DIV/0!
#DIV/0!	\$ 425	#DIV/0!
#DIV/0!	\$ 2,545	#DIV/0!
#DIV/0!	\$ 10,180	#DIV/0!
#DIV/0!	183%	#DIV/0!
#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	32	23	2
% of Retail Units	100%	72%	6%
% Retailed of Non-New Franchise	72%	65%	100%
Avg. Days to Sale	56.8	7.6	38.5
Avg. Transaction Price	\$ 22,787	\$ 21,952	\$ 18,648
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 2,840	\$ 2,715	\$ 1,348
Avg. Finance Gross	\$ 466	\$ 491	\$ 550
PUVR	\$ 3,305	\$ 3,207	\$ 1,898
Total Gross (Units & PUVR)	\$ 105,765	\$ 73,753	\$ 3,795
GROI	92%	695%	95%
% with Trade	6%	0%	0%
Avg. Over/Under Allowance	1,500	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
0	0	7
0%	0%	22%
#DIV/0!	#DIV/0!	86%
#DIV/0!	#DIV/0!	223.9
#DIV/0!	#DIV/0!	\$ 26,711
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 3,674
#DIV/0!	#DIV/0!	\$ 357
#DIV/0!	#DIV/0!	\$ 4,031
#DIV/0!	#DIV/0!	\$ 28,217
#DIV/0!	#DIV/0!	24%
#DIV/0!	#DIV/0!	29%
#DIV/0!	#DIV/0!	1,500