

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	L1003	24	Acura	MDX	25	Loaner	No	\$ 51,850	\$ 51,551	99%	\$2,669	\$0
2	P17702	20	Acura	MDX	44	Auction/Wholesale	No	\$ 36,872	\$ 36,500	103%	\$4,719	\$100
3	M24300A	19	Acura	TLX	13	Trade on New	No	\$ 26,550	\$ 26,550	98%	\$2,298	\$2,348
4	P17671	22	Acura	MDX	77	Auction/Wholesale	No	\$ 38,783	\$ 38,583	95%	\$280	\$1,600
5	T23092A	21	Acura	TLX	12	Trade on New	No	\$ 30,950	\$ 3,950	101%	\$2,829	\$4,477
6	T24015A	21	Acura	TLX	26	Trade on New	No	\$ 33,585	\$ 32,989	101%	\$3,028	\$3,403
7	P17715	21	Acura	RDX	11	Auction/Wholesale	No	\$ 32,950	\$ 32,950	100%	\$5,734	\$1,014
8	M24212A	18	Acura	RDX	104	Trade on New	No	\$ 16,382	\$ 16,382	96%	\$1,782	\$1,477
9	P17709A	20	Acura	MDX	18	Trade on Used	No	\$ 30,850	\$ 30,850	99%	\$2,183	\$1,011
10	M24247B	18	Acura	MDX	27	Trade on Used	NO	\$ 26,525	\$ 26,525	99%	\$3,192	\$2,355
11	M24302A	16	Acura	MDX	32	Trade on New	No	\$ 21,450	\$ 21,223	97%	\$4,628	\$721
12	D24108A	21	Acura	RDX	18	Trade on New	No	\$ 35,980	\$ 35,980	102%	\$5,183	\$1,500
13	D24122A	11	Acura	RDX	20	Trade on New	No	\$ 14,384	\$ 14,384	105%	\$3,073	\$1,000
14	D24158A	20	Acura	MDX	7	Trade on New	No	\$ 33,924	\$ 33,324	102%	\$7,719	\$654
15	D24073A	21	Acura	RDX	60	Trade on New	No	\$ 29,549	\$ 29,549	96%	\$1,883	\$1,327
16	P17713	21	Acura	ILX	24	Auction/Wholesale	No	\$ 24,450	\$ 24,450	100%	(\$142)	\$4,023
17	M24323A	18	Acura	TLX	15	Trade on New	No	\$ 22,665	\$ 22,665	98%	\$4,102	\$1,963
18	I24092A	16	Acura	TLX	138	Trade on New	No	\$ 17,448	\$ 17,027	99%	\$1,341	\$1,200
19	P17706	22	Acura	MDX	52	Auction/Wholesale	No	\$ 46,525	\$ 46,125	104%	\$150	\$3,359
20	P17726	23	Acura	RDX	11	Auction/Wholesale	No	\$ 37,850	\$ 37,850	98%	\$593	\$1,000
21	P17674	20	Acura	MDX	96	Auction/Wholesale	No	\$ 31,997	\$ 31,800	100%	(\$2,070)	\$2,459
22	P17714	21	Acura	RDX	36	Auction/Wholesale	No	\$ 35,980	\$ 35,342	102%	(\$583)	\$1,507
23	B1005A	21	Acura	TLX	49	Street/Curb Buy	No	\$ 26,982	\$ 26,316	96%	\$1,946	\$2,146
24	P17707	23	Acura	RDX	59	Auction/Wholesale	No	\$ 39,352	\$ 39,352	98%	(\$21)	\$0
25	D24107A	15	Acura	MDX	21	Trade on New	No	\$ 18,750	\$ 18,524	106%	\$4,203	\$0
26	L1002A	17	Acura	MDX	55	Loaner	No	\$ 19,448	\$ 19,448	96%	\$2,471	\$1,328
27	D24066A	21	Acura	RDX	2	Trade on New	No	\$ 30,714	\$ 30,414	99%	\$1,514	\$573
28	P17675	20	Acura	MDX	106	Auction/Wholesale	No	\$ 28,744	\$ 28,544	99%	(\$2,262)	\$800
29	P17726A	14	Acura	RDX	12	Trade on Used	No	\$ 14,442	\$ 14,200	106%	\$3,502	\$0
30	M24343A	16	Acura	MDX	14	Trade on New	No	\$ 17,450	\$ 17,450	96%	\$3,097	\$925
31	P17725	24	Acura	INTEGRA	27	Auction/Wholesale	No	\$ 27,998	\$ 27,998	98%	(\$516)	\$0

32	D24128A	21	Acura	RDX	46	Trade on New	No	\$	31,986	\$	31,986	95%	\$1,190	\$1,200
33	M24140A	20	Acura	MDX	15	Trade on New	No	\$	32,994	\$	32,716	101%	\$3,306	\$0
34	P17721	24	Acura	INTEGRA	30	Auction/Wholesale	No	\$	33,348	\$	33,348	95%	\$828	\$0
35	B1026	21	Acura	TLX	22	Street/Curb Buy	No	\$	27,606	\$	27,606	98%	\$2,192	\$2,604
36	B1024	20	Acura	MDX	7	Street/Curb Buy	No	\$	29,788	\$	29,588	102%	\$2,211	\$0
37	P17732	22	Acura	RDX	19	Auction/Wholesale	No	\$	37,202	\$	37,202	99%	(\$1,334)	\$2,592
38	P17729	23	Acura	RDX	23	Auction/Wholesale	No	\$	44,542	\$	44,371	98%	\$807	\$800
39	M24324A	20	Acura	MDX	15	Trade on New	No	\$	27,787	\$	27,191	98%	\$1,661	\$800
40	T23078A	21	Acura	TLX	84	Trade on New	No	\$	30,452	\$	30,452	94%	(\$26)	\$3,729
41	D24078A	19	Acura	MDX	71	Trade on New	No	\$	26,975	\$	25,919	100%	(\$583)	\$0
42	B1013	21	Acura	RDX	51	Street/Curb Buy	No	\$	29,202	\$	29,202	98%	\$4,443	\$1,295
43	M24342A	20	Acura	MDX	27	Trade on New	No	\$	2,964	\$	29,200	103%	\$1,275	\$4,403
44	B1028	20	Acura	MDX	8	Street/Curb Buy	No	\$	28,985	\$	28,922	103%	\$4,347	\$0
45	P17719	23	Acura	MDX	52	Auction/Wholesale	No	\$	48,357	\$	48,452	99%	(\$1,226)	\$0
46	B1029	21	Acura	TLX	15	Street/Curb Buy	No	\$	28,450	\$	28,450	99%	\$3,614	\$3,085
47	B1011	21	Acura	TLX	60	Street/Curb Buy	No	\$	27,105	\$	26,905	94%	(\$116)	\$2,414
48	D24117B	21	Acura	ILX	66	Trade on Used	No	\$	20,574	\$	20,574	100%	\$1,380	\$3,873
49	P17689	23	Acura	MDX	116	Auction/Wholesale	No	\$	50,740	\$	50,539	97%	(\$1,581)	\$800
50	M24273A	15	Acura	MDX	17	Auction/Wholesale	No	\$	18,995	\$	17,640	102%	\$2,792	\$0
51	P17712	24	Acura	RDX	75	Auction/Wholesale	No	\$	45,257	\$	44,257	95%	(\$413)	\$3,071
52	B1011A	8	Acura	TSX	7	Trade on Used	No	\$	4,727	\$	4,727	99%	\$62	\$0
53	M24339A	16	Acura	MDX	32	Trade on New	No	\$	19,989	\$	19,989	98%	\$300	\$2,293

Scoreboard Totals

% Retailed of Non-Franchise Make	3%
Total # Retail Units	132
Avg. Days to Sale	40.0
Avg. Advertised Price (Time of Sale)	\$ 34,236
Avg. Transaction Price	\$ 33,648
Avg. Market Price at 100%	\$ 34,340
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 587
Avg. Front-End Gross	\$ 1,574
Avg. Finance Gross	\$ 1,174
PUVR	\$ 2,748
Total Gross (Units & PUVR)	\$ 362,767
GROI	73%
% with Trade	30%
Avg. Over/Under Allowance	\$909



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Kevin Kane	Brian Escobar
% Retailed of Non-New Franchise	3%	3%	4%
Total # Retail Units	132	80	50
Avg. Days to Sale	40.0	38.7	43.1
Avg. Advertised Price (Time of Sale)	\$ 34,236	\$ 34,225	\$ 33,828
Avg. Transaction Price	\$ 33,648	\$ 34,080	\$ 32,540
Avg. Market Price at 100%	\$ 34,340	\$ 34,310	\$ 33,999
Avg. Price to Market % (Time of Sale)	100%	100%	99%
Avg. Transaction to Market	98%	99%	96%
Avg. Transactional Discount	\$ 587	\$ 145	\$ 1,289
Avg. Front-End Gross	\$ 1,574	\$ 1,515	\$ 1,656
Avg. Finance Gross	\$ 1,174	\$ 1,092	\$ 1,283
PUVR	\$ 2,748	\$ 2,607	\$ 2,939
Total Gross (Units & PUVR)	\$ 362,767	\$ 208,579	\$ 146,957
GROI	73%	71%	76%
% with Trade	30%	29%	30%
Avg. Over/Under Allowance	909	775	1,150



Scoreboard

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Sales Consultant	Totals		Richard Kaskel
% Retailed of Non-New Franchise	3%	#DIV/0!	6%
Total # Retail Units	132	0	17
Avg. Days to Sale	40.0	#DIV/0!	41.9
Avg. Advertised Price (Time of Sale)	\$ 34,236	#DIV/0!	\$ 28,677
Avg. Transaction Price	\$ 33,648	#DIV/0!	\$ 28,427
Avg. Market Price at 100%	\$ 34,340	#DIV/0!	\$ 28,670
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	100%
Avg. Transaction to Market	98%	#DIV/0!	99%
Avg. Transactional Discount	\$ 587	#DIV/0!	\$ 250
Avg. Front-End Gross	\$ 1,574	#DIV/0!	\$ 1,808
Avg. Finance Gross	\$ 1,174	#DIV/0!	\$ 1,089
PUVR	\$ 2,748	#DIV/0!	\$ 2,897
Total Gross (Units & PUVR)	\$ 362,767	#DIV/0!	\$ 49,253
GROI	73%	#DIV/0!	88%
% with Trade	30%	#DIV/0!	18%
Avg. Over/Under Allowance	909	#DIV/0!	750



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

Mark Stillwater	John Mavarganis	Roger Svab	Alex Rodriguez
5%	0%	0%	0%
22	5	32	24
44.0	30.6	27.7	58.0
\$ 35,654	\$ 44,316	\$ 35,641	\$ 33,396
\$ 34,467	\$ 38,897	\$ 35,478	\$ 34,415
\$ 35,872	\$ 44,209	\$ 35,667	\$ 33,563
99%	100%	100%	100%
96%	88%	99%	103%
\$ 1,187	\$ 5,419	\$ 162	\$ (1,019)
\$ 1,579	\$ 300	\$ 2,218	\$ 1,209
\$ 1,450	\$ 1,985	\$ 877	\$ 1,247
\$ 3,029	\$ 2,284	\$ 3,095	\$ 2,455
\$ 66,642	\$ 11,422	\$ 99,037	\$ 58,931
72%	69%	113%	44%
45%	20%	25%	25%
688	500	490	1,567

Huxley Belizaire	ALENS KLINTS	HOUSE	
8%	11%	0%	#DIV/0!
12	9	2	0
28.7	51.3	8.5	#DIV/0!
\$ 37,263	\$ 30,051	\$ 11,784	#DIV/0!
\$ 34,496	\$ 29,818	\$ 11,784	#DIV/0!
\$ 37,635	\$ 30,250	\$ 12,000	#DIV/0!
99%	99%	98%	#DIV/0!
92%	99%	98%	#DIV/0!
\$ 2,767	\$ 233	\$ -	#DIV/0!
\$ 1,239	\$ 865	\$ 281	#DIV/0!
\$ 1,205	\$ 965	\$ 50	#DIV/0!
\$ 2,444	\$ 1,830	\$ 331	#DIV/0!
\$ 29,326	\$ 16,469	\$ 662	#DIV/0!
89%	43%	119%	#DIV/0!
50%	22%	0%	#DIV/0!
1,175	700	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Jeff Glicksman	Myles Bauer
% Retailed of Non-New Franchise	3%	3%	0%
Total # Retail Units	132	73	8
Avg. Days to Sale	40.0	41.4	23.9
Avg. Advertised Price (Time of Sale)	\$ 34,236	\$ 33,920	\$ 34,781
Avg. Transaction Price	\$ 33,648	\$ 33,353	\$ 34,388
Avg. Market Price at 100%	\$ 34,340	\$ 34,207	\$ 34,896
Avg. Price to Market % (Time of Sale)	100%	99%	100%
Avg. Transaction to Market	98%	98%	99%
Avg. Transactional Discount	\$ 587	\$ 567	\$ 393
Avg. Front-End Gross	\$ 1,574	\$ 1,528	\$ 2,815
Avg. Finance Gross	\$ 1,174	\$ 1,458	\$ 1,400
PUVR	\$ 2,748	\$ 2,986	\$ 4,215
Total Gross (Units & PUVR)	\$ 362,767	\$ 217,970	\$ 33,722
GROI	73%	78%	185%
% with Trade	30%	26%	25%
Avg. Over/Under Allowance	909	1,003	1,800



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

PJ RIDLEY			
4%	#DIV/0!	#DIV/0!	#DIV/0!
51	0	0	0
40.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,602	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,954	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,521	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 648	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,445	#DIV/0!	#DIV/0!	#DIV/0!
\$ 733	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,178	#DIV/0!	#DIV/0!	#DIV/0!
\$ 111,076	#DIV/0!	#DIV/0!	#DIV/0!
57%	#DIV/0!	#DIV/0!	#DIV/0!
35%	#DIV/0!	#DIV/0!	#DIV/0!
717	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	132	66	66
Avg. Days to Sale	40.0	39.4	40.7
Avg. Advertised Price (Time of Sale)	\$ 34,236	\$ 39,015	\$ 29,239
Avg. Transaction Price	\$ 33,648	\$ 38,058	\$ 29,239
Avg. Market Price at 100%	\$ 34,340	\$ 38,860	\$ 29,881
Avg. Price to Market % (Time of Sale)	100%	100%	98%
Avg. Transaction to Market	98%	98%	98%
Avg. Transactional Discount	\$ 587	\$ 956	\$ 218
Avg. Front-End Gross	\$ 1,574	\$ 1,416	\$ 1,731
Avg. Finance Gross	\$ 1,174	\$ 960	\$ 1,389
PUVR	\$ 2,748	\$ 2,377	\$ 3,120
Total Gross (Units & PUVR)	\$ 362,767	\$ 156,856	\$ 205,911
GROI	73%	57%	94%
% with Trade	30%	26%	33%
Avg. Over/Under Allowance	909	504	1,213



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	132	128	4
Avg. Days to Sale	40.0	40.6	22.8
Avg. Advertised Price (Time of Sale)	\$ 34,236	\$ 34,504	\$ 25,595
Avg. Transaction Price	\$ 33,648	\$ 33,900	\$ 25,595
Avg. Market Price at 100%	\$ 34,340	\$ 34,595	\$ 27,168
Avg. Price to Market % (Time of Sale)	100%	100%	94%
Avg. Transaction to Market	98%	98%	94%
Avg. Transactional Discount	\$ 587	\$ 604	\$ 55
Avg. Front-End Gross	\$ 1,574	\$ 1,545	\$ 2,486
Avg. Finance Gross	\$ 1,174	\$ 1,181	\$ 964
PUVR	\$ 2,748	\$ 2,726	\$ 3,450
Total Gross (Units & PUVR)	\$ 362,767	\$ 348,968	\$ 13,799
GROI	73%	71%	213%
% with Trade	30%	30%	25%
Avg. Over/Under Allowance	909	917	700



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	132	60	7
% of Retail Units	100%	45%	5%
% Retailed of Non-New Franchise	3%	3%	29%
Avg. Days to Sale	40.0	39.6	24.6
Avg. Transaction Price	\$ 33,648	\$ 30,675	\$ 21,073
Avg. Transaction to Market %	98%	112%	98%
Avg. Transactional Discount	\$ 587	\$ 604	\$ 35
Avg. Front End Gross	\$ 1,574	\$ 2,194	\$ 2,176
Avg. Finance Gross	\$ 1,174	\$ 1,133	\$ 1,457
PUVR	\$ 2,748	\$ 3,327	\$ 3,634
Total Gross (Units & PUVR)	\$ 362,767	\$ 199,619	\$ 25,435
GROI	73%	99%	253%
% with Trade	30%	23%	14%
Avg. Over/Under Allowance	909	1,150	500



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
17	33	15	0
13%	25%	11%	0%
0%	0%	0%	#DIV/0!
20.4	60.9	25.7	#DIV/0!
\$ 31,378	\$ 39,090	\$ 42,010	#DIV/0!
99%	98%	94%	#DIV/0!
\$ 217	\$ 148	\$ 2,164	#DIV/0!
\$ 2,505	\$ (11)	\$ 1,243	#DIV/0!
\$ 1,334	\$ 1,256	\$ 847	#DIV/0!
\$ 3,839	\$ 1,245	\$ 2,090	#DIV/0!
\$ 65,270	\$ 41,092	\$ 31,352	#DIV/0!
216%	19%	70%	#DIV/0!
41%	27%	53%	#DIV/0!
1,480	657	433	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	132	83	10
% of Retail Units	100%	63%	8%
% Retailed of Non-New Franchise	3%	2%	20%
Avg. Days to Sale	40.0	15.9	36.8
Avg. Transaction Price	\$ 33,648	\$ 33,952	\$ 32,200
Avg. Transaction to Market %	98%	109%	92%
Avg. Transactional Discount	\$ 587	\$ 451	\$ 3,272
Avg. Front End Gross	\$ 1,574	\$ 2,339	\$ 1,548
Avg. Finance Gross	\$ 1,174	\$ 1,123	\$ 1,120
PUVR	\$ 2,748	\$ 3,462	\$ 2,667
Total Gross (Units & PUVR)	\$ 362,767	\$ 287,354	\$ 26,672
GROI	73%	231%	81%
% with Trade	30%	28%	50%
Avg. Over/Under Allowance	909	975	550



46-60 days	61-90 days	90+ days
12	12	15
9%	9%	11%
0%	0%	0%
53.0	73.0	139.0
\$ 34,951	\$ 33,449	\$ 32,050
97%	97%	99%
\$ 166	\$ 250	\$ 160
\$ 1,237	\$ (249)	\$ (916)
\$ 1,181	\$ 1,694	\$ 1,075
\$ 2,418	\$ 1,445	\$ 159
\$ 29,017	\$ 17,339	\$ 2,386
47%	21%	1%
50%	33%	7%
1,125	800	400