

[illegible]

New Car Franchise(s)

Volkswagen

Volkswagen

Volkswagen

Volkswagen

Volkswagen

Volkswagen

Volkswagen

Volkswagen

Volkswagen

--

--

--

--

--

--

--

--

--

--

--

--	--

--

--

--



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	6167L	2023	Volkswagen	Atlas	110	Loaner	Yes	\$ 36,500	\$ 35,900	106%	(\$4,064)	\$100
2	NUNB065132	2022	Honda	Pilot	9	Trade on Used	Yes	\$ 39,500	\$ 39,500	86%	\$3,478	\$2,302
3	NUFL72928	2022	BMW	M3	42	Other	No	\$ 83,900	\$ 81,000	102%	\$2,155	\$7,374
4	NUNM000718	2022	Volkswagen	Taos	24	Other	No	\$ 19,200	\$ 19,200	84%	\$1,974	\$3,975
5	305987	2018	Volkswagen	18TT	64	Other	No	\$ 32,900	\$ 31,200	95%	\$1,750	\$2,801
6	NUHC853748	2017	Jeep	Cherokee	32	Trade on Used	No	\$ 17,500	\$ 17,400	83%	\$2,801	\$2,389
7	NUPC546907	2023	Volkswagen	Atlas	88	Trade on Used	No	\$ 37,900	\$ 35,200	103%	(\$2,230)	\$950
8	NUFH765989	2015	Dodge	Charger	13	Other	No	\$ 11,500	\$ 11,500	81%	\$3,700	\$0
9	NUM5S33121	2021	BMW	X1	43	Trade on Used	No	\$ 27,400	\$ 25,150	91%	\$1,177	\$2,717
10	NUHR636086	2017	Lincoln	MKZ	38	Trade on New	No	\$ 13,500	\$ 12,700	83%	\$101	\$911
11	NUMC590871	2021	Volkswagen	Atlas	10	Trade on Used	No	\$ 29,300	\$ 28,000	91%	\$1,800	\$240
12	NUKS714054	2019	Toyota	Highlander	71	Other	No	\$ 28,000	\$ 27,500	85%	\$1,028	\$1,813
13	NUMM040916	2021	Volkswagen	Jetta	58	Other	No	\$ 24,400	\$ 22,300	92%	\$1,051	\$3,806
14	NUHM059362	2017	Volkswagen	GTI	33	Trade on Used	Yes	\$ 20,500	\$ 20,300	100%	\$63	\$1,603
15	NUMC55402	2021	Volkswagen	Atlas	6	Trade on Used	No	\$ 26,300	\$ 25,800	101%	(\$753)	\$130
16	NUNCH75478	2022	BMW	440XI	36	Street/Curb Buy	No	\$ 47,500	\$ 46,500	92%	(\$849)	\$3,564
17	NUM9G15355	2021	BMW	X7	62	Trade on Used	No	\$ 54,500	\$ 51,900	93%	(\$1,164)	\$643
18	NUK3460318	2019	Hyundai	ACCENT	10	Street/Curb Buy	No	\$ 21,700	\$ 21,400	98%	\$961	\$1,523
19	NULM96599	2020	Volkswagen	JETTA	1	LBO Customer	No	\$ -	\$ 40,032	98%	\$0	\$4,550
20	NUCM370594	2012	Volkswagen	JETTA	15	Other	No	\$ 7,300	\$ 6,900	92%	\$4,550	\$0
21	NUK0596702	2019	Mazda	CX5	29	Street/Curb Buy	No	\$ 19,800	\$ 19,400	95%	\$1,544	\$3,117
22	NUM1685712	2021	Volvo	XC90	91	Street/Curb Buy	No	\$ 37,500	\$ 36,500	91%	(\$1,390)	\$2,677
23	NURC516403	2024	Volkswagen	Atlas	16	Street/Curb Buy	No	\$ 47,900	\$ 47,400	96%	\$1,200	\$0
24	NUMM131841	2021	Volkswagen	TIGUAN	30	Trade on Used	No	\$ 22,400	\$ 22,400	94%	\$2,020	\$635
25	NUFL580873	2015	Jeep	WRANGLER	30	Other	No	\$ 21,300	\$ 20,900	94%	\$1,725	\$2,607
26	NUFH449336	2015	Subaru	FORESTER	11	Street/Curb Buy	No	\$ 7,900	\$ 7,900	95%	\$3,100	\$0
27	NUMA008622	2021	Acura	TLX	96	LBO Customer	No	\$ 28,300	\$ 26,200	91%	(\$1,434)	\$0
28	NULM061934	2020	Volkswagen	JETTA	1	LBO Customer	No			98%	\$0	\$1,997
29	NUMM011392	2021	Volkswagen	JETTA	22	Street/Curb Buy	No	\$ 23,500	\$ 22,700	96%	\$1,343	\$0
30	NUF8261534	2015	Subaru		22	Street/Curb Buy	No	\$ 14,300	\$ 12,900	94%	\$2,880	\$3,020
31	NUKM059825	2019	Volkswagen	TIGUAN	27	Street/Curb Buy	No	\$ 18,800	\$ 17,800	98%	\$3,329	\$2,047
32	NULM168786	2020	Volkswagen	TIGUAN	1	LBO Customer	No			97%	\$2,965	\$2,965

33	NUPC542755L	2023	Volkswagen	ATLAS	88	Other	Yes	\$	36,900	\$	34,500	98%	(\$4,695)	\$0
34	NUM8379127	2021	Subaru	CROSSTREK	25	Street/Curb Buy	No	\$	25,300	\$	24,900	97%	\$1,403	\$1,907
35	NUPM122093L	2023	Volkswagen	TIGUAN	105	Trade on Used	Yes	\$	28,500	\$	26,400	95%	(\$918)	\$1,538
36	NUNC000378	2022	Volkswagen	PASSAT	18	Street/Curb Buy	No	\$	19,300	\$	17,900	97%	\$598	\$689
37	NUJ2001976	2018	Audi	Q5	56	Street/Curb Buy	No	\$	16,900	\$	15,900	92%	\$1,079	\$0
38	NUJS136782	2018	Dodge	RAM	38	Street/Curb Buy	No	\$	30,900	\$	30,500	81%	\$3,500	\$2,450
39	NUMM083551	2021	Volkswagen	Jetta	25	Street/Curb Buy	No	\$	18,653	\$	17,500	87%	\$153	\$2,501
40	NU8D048943	2008	Lexus	Touareg	22	Trade on Used	No	\$	8,900	\$	8,400	89%	\$3,800	\$0
41	NURC211669L	2024	Volkswagen	CROSS	25	Trade on Used	No	\$	51,486	\$	44,900	100%	\$85	\$400
42	NUPM062046	2023	Volkswagen	JETTA	79	Trade on Used	Yes	\$	23,400	\$	21,400	112%	(\$1,062)	\$1,000
43	NUPU786525	2023	Toyota	CAMRY		Street/Curb Buy	No						\$1,300	\$1,212
44	NUMM053868	2021	Volkswagen	TIGUAN	48	Street/Curb Buy	No	\$	22,900	\$	21,900	95%	\$900	\$1,979
45	NUGG252492	2016	Chevrolet	SILVERAD	30	Trade on Used	No	\$	17,900	\$	16,900	64%	\$4,848	\$778
46	NUET933112	2014	Mini	COOPER	84	Trade on Used	No	\$	11,200	\$	10,500	68%	\$1,071	\$0
47	NUEK190663	2014	Porsche	CAYMAN	22	Trade on Used	No						(\$4,036)	\$5,061
48	NUMA010564	2021	Acura	ILX	31	Trade on Used	No	\$	22,500	\$	22,300	88%	\$2,894	\$0
49	NUN8501420	2022	Jeep	CHEROKEE	57	Street/Curb Buy	No	\$	34,500	\$	29,900	104%	(\$2,942)	\$1,173
50	NUMC587109	2021	Volkswagen	ATLAS	10	Trade on Used	NO	\$	31,800	\$	30,900	95%	\$700	\$1,399
51	NUMC525650	2021	Volkswagen	ATLAS		Trade on Used	No	\$	24,300	\$	23,900	94%	\$115	\$2,943
52	NUMH0256122	2021	Hyundai	ELANTRA		Trade on Used	Yes	\$	25,400	\$	25,100	97%	\$1,367	\$3,367
53	NULM150365	2020	Volkswagen	TIGUAN	1	LBO Customer	No	\$	18,933	\$	18,900	92%		\$685

Scoreboard Totals

% Retailed of Non-Franchise Make	48%
Total # Retail Units	60
Avg. Days to Sale	37.9
Avg. Advertised Price (Time of Sale)	\$ 27,159
Avg. Transaction Price	\$ 26,746
Avg. Market Price at 100%	\$ 29,052
Avg. Price to Market % (Time of Sale)	93%
Avg. Transaction to Market	92%
Avg. Transactional Discount	#VALUE!
Avg. Front-End Gross	\$ 842
Avg. Finance Gross	\$ 1,663
PUVR	\$ 2,421
Total Gross (Units & PUVR)	\$ 145,288
GROI	86%
% with Trade	38%
Avg. Over/Under Allowance	\$454



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Colin P	Chris W
% Retailed of Non-New Franchise	48%	47%	50%
Total # Retail Units	60	34	26
Avg. Days to Sale	37.9	39.9	35.2
Avg. Advertised Price (Time of Sale)	\$ 27,159	\$ 28,812	\$ 25,251
Avg. Transaction Price	\$ 26,746	\$ 28,723	\$ 24,465
Avg. Market Price at 100%	\$ 29,052	#DIV/0!	\$ 26,883
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	94%
Avg. Transaction to Market	92%	#DIV/0!	91%
Avg. Transactional Discount	#VALUE!	\$ 90	\$ 786
Avg. Front-End Gross	\$ 842	\$ 535	\$ 1,233
Avg. Finance Gross	\$ 1,663	\$ 1,563	\$ 1,794
PUVR	\$ 2,421	\$ 1,977	\$ 3,027
Total Gross (Units & PUVR)	\$ 145,288	\$ 67,230	\$ 78,703
GROI	86%	62%	127%
% with Trade	38%	41%	35%
Avg. Over/Under Allowance	454	567	303



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

[illegible]

[illegible]

[illegible]

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Crystal A	George Y
% Retailed of Non-New Franchise	48%	47%	57%
Total # Retail Units	60	15	7
Avg. Days to Sale	37.9	43.2	28.1
Avg. Advertised Price (Time of Sale)	\$ 27,159	\$ 31,582	\$ 36,241
Avg. Transaction Price	\$ 26,746	\$ 30,723	\$ 33,900
Avg. Market Price at 100%	\$ 29,052	\$ 34,008	\$ 36,281
Avg. Price to Market % (Time of Sale)	93%	93%	100%
Avg. Transaction to Market	92%	90%	93%
Avg. Transactional Discount	#VALUE!	\$ 859	\$ 2,341
Avg. Front-End Gross	\$ 842	\$ 910	\$ 1,119
Avg. Finance Gross	\$ 1,663	\$ 993	\$ 2,043
PUVR	\$ 2,421	\$ 1,842	\$ 3,161
Total Gross (Units & PUVR)	\$ 145,288	\$ 27,633	\$ 22,129
GROI	86%	50%	119%
% with Trade	38%	67%	14%
Avg. Over/Under Allowance	454	350	0



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

Oday R	Tony O	Jashua	Sam P
50%	38%	67%	57%
4	8	6	7
42.5	27.1	46.5	26.9
\$ 25,050	\$ 23,904	\$ 27,900	\$ 16,040
\$ 24,025	\$ 23,400	\$ 26,660	\$ 15,120
\$ 27,570	\$ 25,288	#DIV/0!	\$ 14,376
91%	95%	#DIV/0!	112%
87%	93%	#DIV/0!	105%
\$ 1,025	\$ 504	\$ 1,240	\$ 920
\$ 987	\$ 508	\$ (672)	\$ 2,166
\$ 613	\$ 1,857	\$ 2,074	\$ 1,691
\$ 1,600	\$ 2,364	\$ 1,478	\$ 3,815
\$ 6,398	\$ 18,916	\$ 8,869	\$ 26,704
56%	134%	43%	338%
25%	38%	67%	29%
0	400	275	-38

Allen Y	Paula S		
43%	33%	#DIV/0!	#DIV/0!
7	3	0	0
62.8	23.0	#DIV/0!	#DIV/0!
\$ 27,100	\$ 15,367	#DIV/0!	#DIV/0!
\$ 25,471	\$ 27,911	#DIV/0!	#DIV/0!
\$ 28,289	\$ 16,222	#DIV/0!	#DIV/0!
96%	95%	#DIV/0!	#DIV/0!
90%	172%	#DIV/0!	#DIV/0!
\$ 1,629	\$ (12,544)	#DIV/0!	#DIV/0!
\$ 791	\$ 671	#DIV/0!	#DIV/0!
\$ 1,615	\$ 3,293	#DIV/0!	#DIV/0!
\$ 2,407	\$ 3,964	#DIV/0!	#DIV/0!
\$ 16,848	\$ 11,891	#DIV/0!	#DIV/0!
54%	222%	#DIV/0!	#DIV/0!
29%	0%	#DIV/0!	#DIV/0!
2,250	#DIV/0!	#DIV/0!	#DIV/0!

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Wendy E	Shanna L
% Retailed of Non-New Franchise	48%	45%	52%
Total # Retail Units	60	31	29
Avg. Days to Sale	37.9	40.2	35.6
Avg. Advertised Price (Time of Sale)	\$ 27,159	\$ 25,256	\$ 29,203
Avg. Transaction Price	\$ 26,746	\$ 24,257	\$ 29,420
Avg. Market Price at 100%	\$ 29,052	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	\$ 999	\$ (217)
Avg. Front-End Gross	\$ 842	\$ 796	\$ 894
Avg. Finance Gross	\$ 1,663	\$ 1,606	\$ 1,724
PUVR	\$ 2,421	\$ 2,464	\$ 2,466
Total Gross (Units & PUVR)	\$ 145,288	\$ 76,371	\$ 71,512
GROI	86%	91%	85%
% with Trade	38%	48%	28%
Avg. Over/Under Allowance	454	686	-11



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

[illegible]

[illegible]

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	60	9	51
Avg. Days to Sale	37.9	56.5	34.9
Avg. Advertised Price (Time of Sale)	\$ 27,159	\$ 28,615	\$ 26,551
Avg. Transaction Price	\$ 26,746	\$ 27,767	\$ 26,551
Avg. Market Price at 100%	\$ 29,052	\$ 29,541	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	97%	#DIV/0!
Avg. Transaction to Market	92%	94%	#DIV/0!
Avg. Transactional Discount	#VALUE!	\$ 848	\$ 330
Avg. Front-End Gross	\$ 842	\$ (408)	\$ 1,068
Avg. Finance Gross	\$ 1,663	\$ 1,557	\$ 1,682
PUVR	\$ 2,421	\$ 1,148	\$ 2,717
Total Gross (Units & PUVR)	\$ 145,288	\$ 10,336	\$ 138,555
GROI	86%	26%	106%
% with Trade	38%	56%	35%
Avg. Over/Under Allowance	454	625	413



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	60	31	29
Avg. Days to Sale	37.9	37.1	38.8
Avg. Advertised Price (Time of Sale)	\$ 27,159	\$ 25,762	\$ 27,657
Avg. Transaction Price	\$ 26,746	\$ 25,898	\$ 27,657
Avg. Market Price at 100%	\$ 29,052	\$ 24,740	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	104%	#DIV/0!
Avg. Transaction to Market	92%	105%	#DIV/0!
Avg. Transactional Discount	#VALUE!	\$ (135)	\$ 1,002
Avg. Front-End Gross	\$ 842	\$ 423	\$ 1,277
Avg. Finance Gross	\$ 1,663	\$ 1,466	\$ 1,874
PUVR	\$ 2,421	\$ 1,731	\$ 3,253
Total Gross (Units & PUVR)	\$ 145,288	\$ 53,650	\$ 94,342
GROI	86%	65%	109%
% with Trade	38%	39%	38%
Avg. Over/Under Allowance	454	760	175



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	60	1	22
% of Retail Units	100%	2%	37%
% Retailed of Non-New Franchise	48%	100%	50%
Avg. Days to Sale	37.9	38.0	42.8
Avg. Transaction Price	\$ 26,746	\$ 12,700	\$ 27,950
Avg. Transaction to Market %	92%	78%	#DIV/0!
Avg. Transactional Discount	#VALUE!	\$ 800	\$ 1,416
Avg. Front End Gross	\$ 842	\$ 101	\$ 940
Avg. Finance Gross	\$ 1,663	\$ 911	\$ 1,430
PUVR	\$ 2,421	\$ 1,012	\$ 2,434
Total Gross (Units & PUVR)	\$ 145,288	\$ 1,012	\$ 53,544
GROI	86%	75%	73%
% with Trade	38%	100%	86%
Avg. Over/Under Allowance	454	500	501



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
21	0	1	5
35%	0%	2%	8%
57%	#DIV/0!	0%	20%
30.7	#DIV/0!	110.0	20.0
\$ 25,140	#DIV/0!	\$ 35,900	\$ 28,377
#DIV/0!	#DIV/0!	104%	#DIV/0!
\$ 944	#DIV/0!	\$ 600	\$ (12,633)
\$ 865	#DIV/0!	\$ (4,064)	\$ 383
\$ 1,655	#DIV/0!	\$ 100	\$ 2,039
\$ 2,520	#DIV/0!	\$ (3,964)	\$ 1,267
\$ 52,928	#DIV/0!	\$ (3,964)	\$ 6,335
118%	#DIV/0!	-36%	80%
5%	#DIV/0!	0%	0%
0	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	10
0%	0%	17%
#DIV/0!	#DIV/0!	40%
#DIV/0!	#DIV/0!	44.5
#DIV/0!	#DIV/0!	\$ 27,430
#DIV/0!	#DIV/0!	89%
#DIV/0!	#DIV/0!	\$ 1,100
#DIV/0!	#DIV/0!	\$ 1,328
#DIV/0!	#DIV/0!	\$ 2,238
#DIV/0!	#DIV/0!	\$ 3,566
#DIV/0!	#DIV/0!	\$ 35,657
#DIV/0!	#DIV/0!	105%
#DIV/0!	#DIV/0!	20%
#DIV/0!	#DIV/0!	250

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	60	32	9
% of Retail Units	100%	53%	15%
% Retailed of Non-New Franchise	48%	41%	78%
Avg. Days to Sale	37.9	17.5	37.0
Avg. Transaction Price	\$ 26,746	\$ 24,784	\$ 30,572
Avg. Transaction to Market %	92%	#DIV/0!	88%
Avg. Transactional Discount	#VALUE!	\$ (618)	\$ 939
Avg. Front End Gross	\$ 842	\$ 1,540	\$ 1,321
Avg. Finance Gross	\$ 1,663	\$ 1,587	\$ 2,334
PUVR	\$ 2,421	\$ 3,126	\$ 3,655
Total Gross (Units & PUVR)	\$ 145,288	\$ 100,041	\$ 32,894
GROI	86%	259%	116%
% with Trade	38%	38%	44%
Avg. Over/Under Allowance	454	145	300



46-60 days	61-90 days	90+ days
4	7	6
7%	12%	10%
50%	43%	33%
54.8	76.6	102.4
\$ 22,500	\$ 30,314	\$ 30,540
88%	88%	#VALUE!
\$ 2,175	\$ 1,800	#VALUE!
\$ 22	\$ (757)	\$ (1,495)
\$ 1,739	\$ 1,030	\$ 1,263
\$ 1,761	\$ 272	\$ (232)
\$ 7,046	\$ 1,905	\$ (1,395)
51%	4%	-3%
0%	57%	33%
#DIV/0!	556	4,000