

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	Y4126a	2021	Dodge	NIRO	66	Trade on New	No	\$ 26,987	\$ 26,487	100%	\$610	\$2,902
2	YU2774	2020	Volkswagen	TIGUAN	31	LBO Customer	No	\$ 25,987	\$ 25,338	100%	\$3,685	\$316
3	YU2771	2018	Volkswagen	TIGUAN	48	Auction/Wholesale	No	\$ 23,790	\$ 23,490	100%	\$919	\$1,461
4	YU2770	2018	Volkswagen	TIGUAN	41	LBO Customer	Yes	\$ 20,807	\$ 20,807	101%	\$3,301	\$6,626
5	Y4103A	2017	Toyota	SIENNA	33	Trade on New	No	\$ 29,999	\$ 29,749	105%	\$3,042	\$3,563
6	Y4190B	2018	Ford	FUSION	32	Trade on Used	No	\$ 12,776	\$ 12,000	89%	\$1,493	\$0
7	Y4212A	2020	Volkswagen	CROSS SPORT	61	Trade on New	No	\$ 31,487	\$ 31,487	101%	\$695	\$2,003
8	YU2719A	2014	Chevrolet	SUBURBAN	19	Trade on Used	No	\$ 9,987	\$ 11,187	72%	\$2,566	\$2,795
9	Y4032A	2021	Volkswagen	ATLAS	73	Trade on New	No	\$ 30,587	\$ 30,587	95%	\$392	\$0
10	YZX3177	2013	Chevrolet	CRUZE	45	Street/Curb Buy	No	\$ 6,987	\$ 6,500	97%	\$2,051	\$0
11	Y4101A	2008	Mercedes-Benz	GL450	78	Trade on New	No	\$ 9,462	\$ 9,462	114%	\$1,406	\$88
12	YZW3184	2015	Land Rover	EVOKE	27	Street/Curb Buy	No	\$ 12,987	\$ 12,116	105%	\$4,715	\$0
13	Y4125B	2019	Jeep	CHEROKEE	54	Trade on Used	No	\$ 19,987	\$ 19,987	100%	\$1,403	\$2,931
14	YU2700A	2007	Ford	F150	58	Trade on Used	No	\$ 6,987	\$ 6,112	102%	\$2,025	\$0
15	YZX3174	2010	Audi	Q5	73	Street/Curb Buy	No	\$ 9,655	\$ 9,655	87%	\$549	\$4,277
16	YU2783	2013	Toyota	RAV4	19	Auction/Wholesale	No	\$ 13,884	\$ 12,431	106%	\$2,689	\$0
17	YZB3176	2010	Infiniti	G37	52	Street/Curb Buy	No	\$ 12,987	\$ 12,700	92%	\$4,967	\$0
18	YTC5072	2014	GMC	TERRAIN	26	Auction/Wholesale	No	\$ 11,910	\$ 11,910	98%	\$1,562	\$1,222
19	Y4138A	2014	Audi	A4	43	Trade on New	No	\$ 12,987	\$ 10,243	116%	\$642	\$4,216
20	YU2762	2014	Ford	F150	56	Auction/Wholesale	No	\$ 19,909	\$ 18,150	93%	\$1,297	\$1,964
21	YU2787	2019	Audi	Q7	7	Auction/Wholesale	No	\$ 29,987	\$ 29,987	96%	\$2,376	\$3,715
22	Y4153A	2017	Audi	Q7	30	Trade on New	No	\$ 22,987	\$ 20,886	103%	\$5,244	\$387
23	Y4210A	2021	Volkswagen	TIGUAN	9	Trade on New	No	\$ 24,987	\$ 24,750	102%	\$1,620	\$2,479
24	YU2782	2015	Chevrolet	TAHOE	27	Auction/Wholesale	No	\$ 25,879	\$ 25,379	98%	\$2,070	\$3,042
25	Y4176A	2008	Jeep	COMMANDER	32	Trade on New	No	\$ 4,786	\$ 4,786	88%	(\$341)	\$0
26	Y4207A	2018	Chevrolet	SUBURBAN	33	Trade on New	No	\$ 34,968	\$ 34,268	102%	\$1,982	\$4,786
27	Y4200A	2017	Volkswagen	TIGUAN	14	Trade on New	No	\$ 8,286	\$ 8,286	92%	\$905	\$2,892
28	YU2763A	2014	GMC	YUKON	68	Trade on Used	No	\$ 14,078	\$ 14,078	98%	\$2,893	\$1,247
29	YTC5147	2013	Mazda	CX9	81	Auction/Wholesale	No	\$ 9,607	\$ 9,607	102%	\$1,667	\$0

30	Y4141A	2009	Acura	MDX	79	Trade on New	No	\$	4,890	\$	4,363	75%	\$1,347	\$0
31	YZX3186	2008	Honda	FIT	26	Auction/Wholesale	No	\$	6,901	\$	8,101	123%	\$1,474	\$4,993
32	YZX3187	2008	Jeep	WRANGLER	27	Auction/Wholesale	No	\$	11,924	\$	10,991	91%	\$2,333	\$3,597
33	YU2780	2016	Ford	EXPLORER	32	Street/Curb Buy	No	\$	19,277	\$	19,277	99%	\$2,049	\$0
34	Y4213A	2020	Ram	1500	62	Trade on New	No	\$	38,787	\$	37,000	89%	(\$272)	\$5,197
35	YU2739	2021	Jeep	COMPASS	76	Auction/Wholesale	No	\$	18,900	\$	18,900	91%	(\$1,043)	\$0
36	Y4014A	2015	Cadillac	SRX	12	Trade on New	No	\$	12,987	\$	12,987	95%	\$3,280	\$0
37	YZW3185	2017	Hyundai	ELANTRA	68	Auction/Wholesale	No	\$	10,289	\$	10,289	83%	\$2,709	\$0
38	YU2772	2015	Ford	F150	10	Auction/Wholesale	No	\$	22,987	\$	22,987	95%	\$4,058	\$11,272
39	YU2764A	2022	Subaru	CROSSTREK	89	Trade on Used	No	\$	27,913	\$	27,913	97%	\$812	\$8,466
40	Y4032A	2021	Volkswagen	ATLAS	72	Trade on New	No	\$	30,587	\$	30,587	95%	\$392	\$0
41	YU2789	2019	Hyundai	ACCENT	26	Street/Curb Buy	No	\$	13,287	\$	12,787	103%	\$1,250	\$1,267
42	YZZ3182	2015	Mercedes-Benz	ML350	47	Street/Curb Buy	No	\$	12,287	\$	12,287	98%	\$1,072	\$0
43	YAB5272	2021	Dodge	DURANGO	71	Auction/Wholesale	No	\$	31,988	\$	31,486	89%	(\$705)	\$5,832
44	YZX3181	2002	Chevrolet	SILVERADO	72	Auction/Wholesale	No	\$	7,795	\$	7,187	68%	\$1,827	\$94
45	YZX3191	2007	Toyota	TACOMA	28	Auction/Wholesale	No	\$	11,987	\$	11,898	85%	\$5,353	\$0
46	YU2771A	2018	Honda	CX3	48	Trade on Used	No	\$	18,487	\$	18,487	102%	(\$985)	\$4,359
47	YU2717	2019	Volkswagen	TIGUAN	3	LBO Customer	No	\$	19,487	\$	18,879	105%	(\$257)	\$5,081
48	YZW3193	2015	Subaru	IMPREZA	23	Auction/Wholesale	No	\$	14,987	\$	14,174	88%	\$2,404	\$0
49	Y4192A	2020	Mercedes-Benz	CLA250	5	Trade on New	No	\$	26,987	\$	26,040	98%	\$1,234	\$0
50	YZB3183	2002	Chrysler	TOWN AND COUNTRY	56	Auction/Wholesale	No	\$	5,487	\$	5,487	110%	\$1,200	\$0
51	YU2794	2022	Volkswagen	TAOS	1	LBO Customer	No	\$	24,987	\$	24,237	102%	(\$327)	\$0
52	YU2793	2016	Audi	ALLROAD	2	Street/Curb Buy	No	\$	16,995	\$	15,552	114%	\$3,835	\$167
53	YZX3179	2007	Chevrolet	SUBURBAN	68	Street/Curb Buy	No	\$	7,987	\$	7,987	77%	\$1,315	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	82%
Total # Retail Units	84
Avg. Days to Sale	41.8
Avg. Advertised Price (Time of Sale)	\$ 17,364
Avg. Transaction Price	\$ 16,956
Avg. Market Price at 100%	\$ 17,807
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 407
Avg. Front-End Gross	\$ 1,841
Avg. Finance Gross	\$ 1,925
PUVR	\$ 3,766
Total Gross (Units & PUVR)	\$ 316,375
GROI	191%
% with Trade	29%
Avg. Over/Under Allowance	\$594



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	CK SHUTTLEWORTH	DEEN HYDES
% Retailed of Non-New Franchise	82%	79%	83%
Total # Retail Units	84	14	36
Avg. Days to Sale	41.8	34.9	42.9
Avg. Advertised Price (Time of Sale)	\$ 17,364	\$ 17,059	\$ 17,258
Avg. Transaction Price	\$ 16,956	\$ 16,533	\$ 16,960
Avg. Market Price at 100%	\$ 17,807	\$ 17,552	\$ 17,879
Avg. Price to Market % (Time of Sale)	98%	97%	97%
Avg. Transaction to Market	95%	94%	95%
Avg. Transactional Discount	\$ 407	\$ 525	\$ 297
Avg. Front-End Gross	\$ 1,841	\$ 1,752	\$ 2,027
Avg. Finance Gross	\$ 1,925	\$ 1,163	\$ 2,744
PUVR	\$ 3,766	\$ 2,915	\$ 4,771
Total Gross (Units & PUVR)	\$ 316,375	\$ 40,812	\$ 171,749
GROI	191%	182%	236%
% with Trade	29%	29%	22%
Avg. Over/Under Allowance	594	429	756



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

TYLER NELSON			
82%	#DIV/0!	#DIV/0!	#DIV/0!
34	0	0	0
43.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 17,602	#DIV/0!	#DIV/0!	#DIV/0!
\$ 17,126	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,029	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 475	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,682	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,371	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,053	#DIV/0!	#DIV/0!	#DIV/0!
\$ 103,814	#DIV/0!	#DIV/0!	#DIV/0!
148%	#DIV/0!	#DIV/0!	#DIV/0!
35%	#DIV/0!	#DIV/0!	#DIV/0!
542	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	COREY	CHRISTIAN
% Retailed of Non-New Franchise	82%	100%	78%
Total # Retail Units	84	12	18
Avg. Days to Sale	41.8	33.8	34.9
Avg. Advertised Price (Time of Sale)	\$ 17,364	\$ 14,833	\$ 15,854
Avg. Transaction Price	\$ 16,956	\$ 14,356	\$ 15,467
Avg. Market Price at 100%	\$ 17,807	\$ 15,329	\$ 15,910
Avg. Price to Market % (Time of Sale)	98%	97%	100%
Avg. Transaction to Market	95%	94%	97%
Avg. Transactional Discount	\$ 407	\$ 477	\$ 387
Avg. Front-End Gross	\$ 1,841	\$ 2,117	\$ 2,601
Avg. Finance Gross	\$ 1,925	\$ 2,441	\$ 1,272
PUVR	\$ 3,766	\$ 4,558	\$ 3,874
Total Gross (Units & PUVR)	\$ 316,375	\$ 54,690	\$ 69,724
GROI	191%	338%	258%
% with Trade	29%	25%	28%
Avg. Over/Under Allowance	594	1,167	240



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

BEN	MANNY	JEFF	
81%	85%	64%	#DIV/0!
16	27	11	0
45.3	45.0	49.0	#DIV/0!
\$ 17,228	\$ 16,157	\$ 25,754	#DIV/0!
\$ 16,941	\$ 15,790	\$ 25,117	#DIV/0!
\$ 18,059	\$ 16,509	\$ 27,030	#DIV/0!
95%	98%	95%	#DIV/0!
94%	96%	93%	#DIV/0!
\$ 287	\$ 367	\$ 637	#DIV/0!
\$ 1,879	\$ 1,562	\$ 928	#DIV/0!
\$ 1,954	\$ 2,139	\$ 1,863	#DIV/0!
\$ 3,833	\$ 3,701	\$ 2,791	#DIV/0!
\$ 61,335	\$ 99,923	\$ 30,703	#DIV/0!
180%	188%	82%	#DIV/0!
44%	22%	27%	#DIV/0!
762	642	126	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	JACK SHUTTLE	DEEN HYDES
% Retailed of Non-New Franchise	82%	73%	82%
Total # Retail Units	84	11	22
Avg. Days to Sale	41.8	41.6	48.6
Avg. Advertised Price (Time of Sale)	\$ 17,364	\$ 20,105	\$ 19,984
Avg. Transaction Price	\$ 16,956	\$ 19,541	\$ 19,811
Avg. Market Price at 100%	\$ 17,807	\$ 20,705	\$ 20,818
Avg. Price to Market % (Time of Sale)	98%	97%	96%
Avg. Transaction to Market	95%	94%	95%
Avg. Transactional Discount	\$ 407	\$ 563	\$ 173
Avg. Front-End Gross	\$ 1,841	\$ 1,279	\$ 1,240
Avg. Finance Gross	\$ 1,925	\$ 1,719	\$ 4,674
PUVR	\$ 3,766	\$ 2,998	\$ 5,914
Total Gross (Units & PUVR)	\$ 316,375	\$ 32,980	\$ 130,112
GROI	191%	133%	221%
% with Trade	29%	36%	36%
Avg. Over/Under Allowance	594	429	694



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

TYLER NELSON		HOUSE			
72%		96%		#DIV/0!	#DIV/0!
25		26		0	0
35.1		42.6		#DIV/0!	#DIV/0!
\$ 20,363		\$ 11,102		#DIV/0!	#DIV/0!
\$ 19,862		\$ 10,653		#DIV/0!	#DIV/0!
\$ 20,478		\$ 11,718		#DIV/0!	#DIV/0!
99%		95%		#DIV/0!	#DIV/0!
97%		91%		#DIV/0!	#DIV/0!
\$ 501		\$ 449		#DIV/0!	#DIV/0!
\$ 1,919		\$ 2,514		#DIV/0!	#DIV/0!
\$ 1,569		\$ 28		#DIV/0!	#DIV/0!
\$ 3,488		\$ 2,542		#DIV/0!	#DIV/0!
\$ 87,202		\$ 66,081		#DIV/0!	#DIV/0!
180%		202%		#DIV/0!	#DIV/0!
36%		12%		#DIV/0!	#DIV/0!
500		833		#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	84	3	81
Avg. Days to Sale	41.8	56.3	41.3
Avg. Advertised Price (Time of Sale)	\$ 17,364	\$ 22,094	\$ 16,778
Avg. Transaction Price	\$ 16,956	\$ 21,765	\$ 16,778
Avg. Market Price at 100%	\$ 17,807	\$ 23,001	\$ 17,696
Avg. Price to Market % (Time of Sale)	98%	96%	95%
Avg. Transaction to Market	95%	95%	95%
Avg. Transactional Discount	\$ 407	\$ 329	\$ 410
Avg. Front-End Gross	\$ 1,841	\$ 1,528	\$ 1,853
Avg. Finance Gross	\$ 1,925	\$ 4,248	\$ 1,839
PUVR	\$ 3,766	\$ 5,776	\$ 3,692
Total Gross (Units & PUVR)	\$ 316,375	\$ 17,328	\$ 299,047
GROI	191%	170%	192%
% with Trade	29%	33%	28%
Avg. Over/Under Allowance	594	850	583



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	84	15	69
Avg. Days to Sale	41.8	40.0	42.2
Avg. Advertised Price (Time of Sale)	\$ 17,364	\$ 22,721	\$ 15,764
Avg. Transaction Price	\$ 16,956	\$ 22,443	\$ 15,764
Avg. Market Price at 100%	\$ 17,807	\$ 23,005	\$ 16,772
Avg. Price to Market % (Time of Sale)	98%	99%	94%
Avg. Transaction to Market	95%	98%	94%
Avg. Transactional Discount	\$ 407	\$ 279	\$ 435
Avg. Front-End Gross	\$ 1,841	\$ 1,252	\$ 1,969
Avg. Finance Gross	\$ 1,925	\$ 1,942	\$ 1,921
PUVR	\$ 3,766	\$ 3,194	\$ 3,891
Total Gross (Units & PUVR)	\$ 316,375	\$ 47,908	\$ 268,467
GROI	191%	128%	210%
% with Trade	29%	33%	28%
Avg. Over/Under Allowance	594	446	634



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	84	21	10
% of Retail Units	100%	25%	12%
% Retailed of Non-New Franchise	82%	67%	100%
Avg. Days to Sale	41.8	43.8	53.8
Avg. Transaction Price	\$ 16,956	\$ 21,234	\$ 16,460
Avg. Transaction to Market %	95%	94%	94%
Avg. Transactional Discount	\$ 407	\$ 778	\$ 58
Avg. Front End Gross	\$ 1,841	\$ 1,598	\$ 1,108
Avg. Finance Gross	\$ 1,925	\$ 1,449	\$ 2,686
PUVR	\$ 3,766	\$ 3,047	\$ 3,795
Total Gross (Units & PUVR)	\$ 316,375	\$ 63,991	\$ 37,947
GROI	191%	118%	154%
% with Trade	29%	14%	40%
Avg. Over/Under Allowance	594	67	625



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
19	28	0	6
23%	33%	0%	7%
95%	96%	#DIV/0!	0%
35.5	42.8	#DIV/0!	30.5
\$ 11,949	\$ 16,292	#DIV/0!	\$ 21,771
96%	94%	#DIV/0!	99%
\$ 328	\$ 323	#DIV/0!	\$ 335
\$ 2,308	\$ 2,080	#DIV/0!	\$ 1,326
\$ 597	\$ 2,668	#DIV/0!	\$ 3,061
\$ 2,904	\$ 4,748	#DIV/0!	\$ 4,387
\$ 55,182	\$ 132,934	#DIV/0!	\$ 26,321
247%	245%	#DIV/0!	238%
11%	43%	#DIV/0!	50%
700	745	#DIV/0!	409

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	84	34	11
% of Retail Units	100%	40%	13%
% Retailed of Non-New Franchise	82%	85%	82%
Avg. Days to Sale	41.8	18.1	35.9
Avg. Transaction Price	\$ 16,956	\$ 14,940	\$ 19,421
Avg. Transaction to Market %	95%	99%	95%
Avg. Transactional Discount	\$ 407	\$ 441	\$ 765
Avg. Front End Gross	\$ 1,841	\$ 2,629	\$ 2,145
Avg. Finance Gross	\$ 1,925	\$ 1,766	\$ 1,773
PUVR	\$ 3,766	\$ 4,395	\$ 3,919
Total Gross (Units & PUVR)	\$ 316,375	\$ 149,429	\$ 43,107
GROI	191%	585%	202%
% with Trade	29%	29%	18%
Avg. Over/Under Allowance	594	390	425



46-60 days	61-90 days	90+ days
16	23	0
19%	27%	0%
75%	83%	#DIV/0!
53.3	71.8	#DIV/0!
\$ 15,100	\$ 20,050	#DIV/0!
94%	91%	#DIV/0!
\$ 313	\$ 252	#DIV/0!
\$ 1,462	\$ 795	#DIV/0!
\$ 1,507	\$ 2,524	#DIV/0!
\$ 2,969	\$ 3,319	#DIV/0!
\$ 47,502	\$ 76,337	#DIV/0!
133%	83%	#DIV/0!
31%	30%	#DIV/0!
636	905	#DIV/0!