

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	D27746	2021	NISSAN	ROGUE	125	Auction/Wholesale	No	\$ 20,996	\$ 20,996	89%	(\$2,754)	\$944
2	D27759	2020	RAM	1500	124	Auction/Wholesale	No	\$ 29,496	\$ 29,496	93%	(\$2,331)	\$2,219
3	D28016	2019	BUICK	ENCORE	113	Auction/Wholesale	No	\$ 13,446	\$ 13,446	89%	(\$4,122)	\$1,261
4	D27872	2020	KIA	SPORTAGE	106	Auction/Wholesale	No	\$ 16,547	\$ 16,547	91%	(\$1,801)	\$2,260
5	D27762A	2020	Dodge	DURANGO	106	Trade on Used	No	\$ 19,446	\$ 19,446	96%	\$339	\$822
6	D27755M	2018	JEEP	COMPASS	105	Street/Curb Buy	No	\$ 15,946	\$ 15,946	94%	\$841	\$1,122
7	D27923	2024	MITSUBISHI	MIRAGE G4	104	Auction/Wholesale	No	\$ 15,496	\$ 15,496	87%	(\$1,303)	\$2,492
8	D27977	2021	KIA	TELLURIDE	104	Auction/Wholesale	No	\$ 30,596	\$ 30,596	92%	(\$3,940)	\$2,249
9	D27891	2023	JEEP	GRAND CHEROKEE	103	Auction/Wholesale	No	\$ 31,396	\$ 31,396	82%	(\$3,026)	\$3,037
10	D27871	2021	JEEP	CHEROKEE	100	Auction/Wholesale	No	\$ 22,496	\$ 22,496	92%	(\$2,299)	\$2,877
11	D27866	2022	HYUNDAI	VENUE	98	Auction/Wholesale	No	\$ 18,096	\$ 18,096	96%	(\$2,105)	\$0
12	D27811	2022	Toyota	RAV4	94	Auction/Wholesale	No	\$ 27,997	\$ 27,997	94%	(\$1,953)	\$929
13	D27830	2021	BMW	5 SERIES	94	Auction/Wholesale	No	\$ 32,796	\$ 32,796	98%	(\$1,364)	\$888
14	D27860	2022	NISSAN	TITAN	93	Auction/Wholesale	No	\$ 30,797	\$ 30,797	96%	(\$1,428)	\$2,044
15	D28020	2019	Ford	ECOSPORT	93	Auction/Wholesale	No	\$ 16,647	\$ 16,647	92%	(\$1,231)	\$2,735
16	D28090	2020	ACURA	MDX	93	Auction/Wholesale	No	\$ 28,447	\$ 28,447	90%	(\$2,194)	\$0
17	D28122	2021	BMW	5 SERIES	92	Auction/Wholesale	No	\$ 31,497	\$ 31,497	95%	(\$2,779)	\$3,095
18	D28146	2021	LEXUS	NX	91	Auction/Wholesale	No	\$ 30,797	\$ 30,797	95%	(\$3,032)	\$929
19	D27972	2020	HYUNDAI	TUCSON	89	Auction/Wholesale	No	\$ 17,147	\$ 17,147	95%	(\$826)	\$1,714
20	D28204	2023	VOLKSWAGEN	TIGUAN	89	Auction/Wholesale	No	\$ 23,098	\$ 23,098	98%	\$856	\$2,764
21	D27943P	2022	Ford	ESCAPE	88	Street/Curb Buy	No	\$ 24,597	\$ 24,597	98%	(\$849)	\$1,130
22	D28167	2019	NISSAN	ROGUE	88	Auction/Wholesale	No	\$ 20,048	\$ 20,048	92%	(\$1,076)	\$1,380
23	D28182	2023	SUBARU	OUTBACK	88	Auction/Wholesale	No	\$ 29,797	\$ 29,797	91%	(\$2,745)	\$0

24	D28010	2021	BUICK	ENCORE GX	86	Auction/Wholesale	No	\$	22,498	\$	22,498	95%	\$839	\$1,478
25	D27969	2014	HONDA	ACCORD SDN	85	Auction/Wholesale	No	\$	14,747	\$	14,747	88%	(\$3,828)	\$2,946
26	D28029	2024	MITSUBISHI	OUTLANDER SPO	84	Auction/Wholesale	No	\$	21,897	\$	21,897	97%	(\$1,582)	\$1,799
27	D28134	2021	Ford	EDGE	84	Auction/Wholesale	No	\$	18,847	\$	18,847	95%	(\$1,478)	\$1,531
28	D27987	2022	CHRYSLER	VOYAGER	83	Auction/Wholesale	No	\$	21,747	\$	21,747	96%	(\$4,633)	\$1,776
29	D28103	2023	NISSAN	ALTIMA	83	Auction/Wholesale	No	\$	21,397	\$	21,397	97%	(\$860)	\$0
30	D27981	2016	HONDA	ACCORD SEDAN	82	Auction/Wholesale	No	\$	15,547	\$	15,547	92%	(\$942)	\$1,579
31	D28214	2022	BMW	X3	82	Auction/Wholesale	No	\$	34,097	\$	34,097	101%	(\$1,313)	\$646
32	D28217	2021	HYUNDAI	SONATA	81	Auction/Wholesale	No	\$	20,398	\$	20,398	100%	(\$548)	\$574
33	D27933A	2018	SUBARU	OUTBACK	78	Trade on Used	No	\$	18,647	\$	18,647	97%	(\$1,117)	\$833
34	D28104	2021	Chevrolet	TRAILBLAZER	78	Auction/Wholesale	No	\$	18,447	\$	18,447	91%	\$379	\$0
35	D27938	2020	SUBARU	FORESTER	77	Auction/Wholesale	No	\$	24,498	\$	24,498	96%	(\$2,411)	\$2,238
36	D28028	2022	GMC	YUKON XL	77	Auction/Wholesale	No	\$	65,697	\$	65,697	88%	(\$2,365)	\$4,473
37	D27362MA	2020	LEXUS	RX	77	Trade on Used	No	\$	34,897	\$	34,897	95%	\$120	\$2,815
38	D28086M	2023	DODGE	CHALLENGER	76	Street/Curb Buy	No	\$	45,997	\$	45,997	89%	\$2,401	\$0
39	D28159	2023	NISSAN	ROGUE	76	Auction/Wholesale	No	\$	22,797	\$	22,797	102%	(\$727)	\$1,776
40	D27833MA	2022	NISSAN	SENTRA	75	Trade on Used	No	\$	19,597	\$	19,597	96%	(\$592)	\$1,557
41	D28236	2023	Chevrolet	SILVERADO 1500	75	Auction/Wholesale	No	\$	29,198	\$	29,198	97%	\$682	\$3,260
42	D28265M	2018	Mercedes-Benz	E-CLASS	75	Street/Curb Buy	No	\$	24,147	\$	24,147	97%	\$2,042	\$0
43	D27993M	2019	Chevrolet	COLORADO	74	Street/Curb Buy	No	\$	28,347	\$	28,347	99%	\$512	\$2,536
44	D28026	2021	JEEP	RENEGADE	73	Auction/Wholesale	No	\$	20,697	\$	20,697	95%	(\$713)	\$3,299
45	D27783MA	2018	SUBARU	IMPREZA	73	Trade on Used	No	\$	16,747	\$	16,747	99%	(\$275)	\$440
46	D27663A	2020	CHEVROLET	MALIBU	72	Trade on Used	No	\$	19,098	\$	19,098	91%	\$601	\$1,330
47	D28132	2020	MITSUBISHI	ECLIPSE CROSS	71	Auction/Wholesale	No	\$	14,948	\$	14,948	94%	\$422	\$1,539
48	D28131	2021	Toyota	RAV4	71	Auction/Wholesale	No	\$	25,048	\$	25,048	101%	\$112	\$2,549
49	D28234	2021	JEEP	GRAND CHEROKE	71	Auction/Wholesale	No	\$	27,297	\$	27,297	99%	(\$231)	\$2,245
50	D28089	2021	AUDI	Q5	70	Auction/Wholesale	No	\$	28,598	\$	28,598	98%	(\$790)	\$0
51	D28255	2017	JEEP	WRANGLER UNLIM	70	Auction/Wholesale	No	\$	24,049	\$	24,049	92%	(\$1,847)	\$0
52	D27931	2022	NISSAN	FRONTIER	69	Auction/Wholesale	No	\$	29,798	\$	29,798	98%	(\$815)	\$2,404
53	D28100	2021	HYUNDAI	PALISADE	68	Auction/Wholesale	No	\$	36,798	\$	36,798	96%	(\$1,015)	\$1,594

Scoreboard Totals

% Retailed of Non-Franchise Make	50%
Total # Retail Units	200
Avg. Days to Sale	52.0
Avg. Advertised Price (Time of Sale)	\$ 25,481
Avg. Transaction Price	\$ 25,481
Avg. Market Price at 100%	\$ 25,964
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ -
Avg. Front-End Gross	\$ 686
Avg. Finance Gross	\$ 1,392
PUVR	\$ 2,078
Total Gross (Units & PUVR)	\$ 415,537
GROI	56%
% with Trade	37%
Avg. Over/Under Allowance	\$0



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Michael Deems
% Retailed of Non-New Franchise	50%	#DIV/0!	50%
Total # Retail Units	200	0	200
Avg. Days to Sale	52.0	#DIV/0!	52.0
Avg. Advertised Price (Time of Sale)	\$ 25,481	#DIV/0!	\$ 25,481
Avg. Transaction Price	\$ 25,481	#DIV/0!	\$ 25,481
Avg. Market Price at 100%	\$ 25,964	#DIV/0!	\$ 25,982
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	98%
Avg. Transaction to Market	98%	#DIV/0!	98%
Avg. Transactional Discount	\$ -	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 686	#DIV/0!	\$ 686
Avg. Finance Gross	\$ 1,392	#DIV/0!	\$ 1,392
PUVR	\$ 2,078	#DIV/0!	\$ 2,078
Total Gross (Units & PUVR)	\$ 415,537	#DIV/0!	\$ 415,537
GROI	56%	#DIV/0!	56%
% with Trade	37%	#DIV/0!	37%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	ERIK LUNDQUIST	JAMIE MCNAMARA
% Retailed of Non-New Franchise	50%	56%	38%
Total # Retail Units	200	18	16
Avg. Days to Sale	52.0	46.8	55.5
Avg. Advertised Price (Time of Sale)	\$ 25,481	\$ 27,024	\$ 25,401
Avg. Transaction Price	\$ 25,481	\$ 27,024	\$ 25,401
Avg. Market Price at 100%	\$ 25,964	\$ 27,237	\$ 25,902
Avg. Price to Market % (Time of Sale)	98%	99%	98%
Avg. Transaction to Market	98%	99%	98%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 686	\$ 527	\$ 588
Avg. Finance Gross	\$ 1,392	\$ 1,041	\$ 1,486
PUVR	\$ 2,078	\$ 1,569	\$ 2,074
Total Gross (Units & PUVR)	\$ 415,537	\$ 28,237	\$ 33,187
GROI	56%	45%	53%
% with Trade	37%	22%	38%
Avg. Over/Under Allowance	0	0	0



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

ANDREW LANE	ELAINE CURRIER	MATTHEW GENE DAAUTUMN TAYLOR	
50%	47%	29%	43%
22	17	24	23
51.7	48.8	66.7	55.5
\$ 24,330	\$ 26,366	\$ 26,752	\$ 25,435
\$ 24,330	\$ 26,366	\$ 26,752	\$ 25,435
\$ 24,748	\$ 27,163	\$ 27,725	\$ 25,647
98%	97%	96%	99%
98%	97%	96%	99%
\$ -	\$ -	\$ -	\$ -
\$ 911	\$ 1,644	\$ (333)	\$ 603
\$ 1,581	\$ 1,081	\$ 1,717	\$ 1,469
\$ 2,492	\$ 2,725	\$ 1,384	\$ 2,072
\$ 54,815	\$ 46,317	\$ 33,227	\$ 47,651
71%	76%	28%	53%
45%	41%	42%	30%
0	0	0	0

ALLISON MONFREDI	ROBERT CHARLES	PMANITOU SNOW	SHANE TOMPKINS
59%	56%	69%	71%
27	18	16	7
49.1	50.8	41.6	44.4
\$ 26,382	\$ 24,279	\$ 24,108	\$ 20,742
\$ 26,382	\$ 24,279	\$ 24,108	\$ 20,742
\$ 27,007	\$ 24,841	\$ 24,458	\$ 20,617
98%	98%	99%	101%
98%	98%	99%	101%
\$ -	\$ -	\$ -	\$ -
\$ 364	\$ 776	\$ 1,008	\$ 1,462
\$ 1,175	\$ 1,301	\$ 2,044	\$ 1,050
\$ 1,539	\$ 2,077	\$ 3,052	\$ 2,512
\$ 41,554	\$ 37,388	\$ 48,836	\$ 17,581
43%	61%	109%	98%
22%	44%	50%	29%
0	0	0	0

RYAN WILLIAM RUEDIGER			
50%	#DIV/0!	#DIV/0!	#DIV/0!
12	0	0	0
49.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,044	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,044	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,522	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,181	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,048	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,229	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,744	#DIV/0!	#DIV/0!	#DIV/0!
62%	#DIV/0!	#DIV/0!	#DIV/0!
42%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Ryan McCloskey	Brian Collins
% Retailed of Non-New Franchise	50%	49%	52%
Total # Retail Units	200	95	67
Avg. Days to Sale	52.0	51.3	50.9
Avg. Advertised Price (Time of Sale)	\$ 25,481	\$ 25,895	\$ 25,427
Avg. Transaction Price	\$ 25,481	\$ 25,895	\$ 25,427
Avg. Market Price at 100%	\$ 25,964	\$ 26,332	\$ 26,049
Avg. Price to Market % (Time of Sale)	98%	98%	98%
Avg. Transaction to Market	98%	98%	98%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 686	\$ 765	\$ 557
Avg. Finance Gross	\$ 1,392	\$ 1,483	\$ 1,572
PUVR	\$ 2,078	\$ 2,248	\$ 2,129
Total Gross (Units & PUVR)	\$ 415,537	\$ 213,567	\$ 142,663
GROI	56%	61%	59%
% with Trade	37%	0%	7%
Avg. Over/Under Allowance	0	0	0



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

Michael J Driscoll	Christina Horst	Michael Deems	
43%	77%	28%	#DIV/0!
7	13	18	0
57.0	45.6	62.3	#DIV/0!
\$ 23,941	\$ 27,249	\$ 22,817	#DIV/0!
\$ 23,941	\$ 27,249	\$ 22,817	#DIV/0!
\$ 24,889	\$ 27,360	\$ 23,317	#DIV/0!
96%	100%	98%	#DIV/0!
96%	100%	98%	#DIV/0!
\$ -	\$ -	\$ -	#DIV/0!
\$ 872	\$ 1,097	\$ 372	#DIV/0!
\$ 831	\$ 571	\$ 1,055	#DIV/0!
\$ 1,703	\$ 1,669	\$ 1,427	#DIV/0!
\$ 11,922	\$ 21,693	\$ 25,692	#DIV/0!
45%	48%	36%	#DIV/0!
0%	0%	0%	#DIV/0!
0	0	0	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	200
Avg. Days to Sale	52.0	#DIV/0!	52.0
Avg. Advertised Price (Time of Sale)	\$ 25,481	#DIV/0!	\$ 25,481
Avg. Transaction Price	\$ 25,481	#DIV/0!	\$ 25,481
Avg. Market Price at 100%	\$ 25,964	#DIV/0!	\$ 25,982
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	98%
Avg. Transaction to Market	98%	#DIV/0!	98%
Avg. Transactional Discount	\$ -	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 686	#DIV/0!	\$ 686
Avg. Finance Gross	\$ 1,392	#DIV/0!	\$ 1,392
PUVR	\$ 2,078	#DIV/0!	\$ 2,078
Total Gross (Units & PUVR)	\$ 415,537	#DIV/0!	\$ 415,537
GROI	56%	#DIV/0!	56%
% with Trade	37%	#DIV/0!	37%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	0	100
Avg. Days to Sale	52.0	#DIV/0!	31.3
Avg. Advertised Price (Time of Sale)	\$ 25,481	#DIV/0!	\$ 25,950
Avg. Transaction Price	\$ 25,481	#DIV/0!	\$ 25,950
Avg. Market Price at 100%	\$ 25,964	#DIV/0!	\$ 25,894
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	100%
Avg. Transaction to Market	98%	#DIV/0!	100%
Avg. Transactional Discount	\$ -	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 686	#DIV/0!	\$ 1,806
Avg. Finance Gross	\$ 1,392	#DIV/0!	\$ 1,352
PUVR	\$ 2,078	#DIV/0!	\$ 3,158
Total Gross (Units & PUVR)	\$ 415,537	#DIV/0!	\$ 315,836
GROI	56%	#DIV/0!	140%
% with Trade	37%	#DIV/0!	39%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	0	20
% of Retail Units	100%	0%	10%
% Retailed of Non-New Franchise	50%	#DIV/0!	60%
Avg. Days to Sale	52.0	#DIV/0!	47.0
Avg. Transaction Price	\$ 25,481	#DIV/0!	\$ 22,376
Avg. Transaction to Market %	98%	#DIV/0!	99%
Avg. Transactional Discount	\$ -	#DIV/0!	\$ -
Avg. Front End Gross	\$ 686	#DIV/0!	\$ 1,677
Avg. Finance Gross	\$ 1,392	#DIV/0!	\$ 1,153
PUVR	\$ 2,078	#DIV/0!	\$ 2,830
Total Gross (Units & PUVR)	\$ 415,537	#DIV/0!	\$ 56,595
GROI	56%	#DIV/0!	97%
% with Trade	37%	#DIV/0!	60%
Avg. Over/Under Allowance	0	#DIV/0!	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
48	132	0	0
24%	66%	0%	0%
56%	46%	#DIV/0!	#DIV/0!
46.1	54.8	#DIV/0!	#DIV/0!
\$ 25,627	\$ 25,898	#DIV/0!	#DIV/0!
99%	98%	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 1,567	\$ 215	#DIV/0!	#DIV/0!
\$ 1,263	\$ 1,475	#DIV/0!	#DIV/0!
\$ 2,830	\$ 1,690	#DIV/0!	#DIV/0!
\$ 135,847	\$ 223,096	#DIV/0!	#DIV/0!
86%	43%	#DIV/0!	#DIV/0!
35%	33%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#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	200	51	45
% of Retail Units	100%	26%	23%
% Retailed of Non-New Franchise	50%	100%	100%
Avg. Days to Sale	52.0	24.6	37.5
Avg. Transaction Price	\$ 25,481	\$ 25,051	\$ 26,696
Avg. Transaction to Market %	98%	100%	100%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 686	\$ 1,844	\$ 1,761
Avg. Finance Gross	\$ 1,392	\$ 1,563	\$ 1,107
PUVR	\$ 2,078	\$ 3,407	\$ 2,869
Total Gross (Units & PUVR)	\$ 415,537	\$ 173,751	\$ 129,087
GROI	56%	199%	103%
% with Trade	37%	45%	33%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
36	50	18
18%	25%	9%
11%	0%	0%
53.1	73.9	102.1
\$ 26,439	\$ 24,651	\$ 24,052
99%	96%	92%
\$ -	\$ -	\$ -
\$ 604	\$ (429)	\$ (2,027)
\$ 1,271	\$ 1,465	\$ 1,661
\$ 1,875	\$ 1,035	\$ (366)
\$ 67,511	\$ 51,767	\$ (6,579)
48%	20%	-5%
36%	30%	39%
0	0	0