

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
VEN	BONNIE	MIKE
VIKRAM	DIANA	ARIANNE
WU		JEROME
MOH		KARL
		SAM
		COLIN
		HAYS
		SONI
		ARVIN
		EDGARS
		AMAN
		OMEE
		DEVAM
		REBECCA
		ROBERTO
		GABRIEL
		CARL
		TOM
		SOOKIE
		HOUSE

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	42410A	2022	Chevrolet	EXPRESS	4	Auction/Wholesale	No	\$ 48,983	\$ 48,983	107%	\$6,302	\$4,699
2	42252A	2024	Buick	ENCORE	81	Trade on New	No	\$ 35,258	\$ 35,120	98%	(\$581)	\$620
3	42413A	2018	GMC	TERRAIN	2	Loaner	No	\$ 17,500	\$ 17,500	95%	\$2,828	\$1,000
4	42420A	2015	Buick	ENCLAVE	9	Trade on New	No	\$ 20,998	\$ 20,998	100%	\$2,587	\$0
5	42379A	2021	Chevrolet	CORVETTE	23	Trade on New	No	\$ 104,983	\$ 104,983	96%	\$14,387	\$7,162
6	42203A	2021	Chevrolet	COLORADO	110	Trade on New	No	\$ 50,987	\$ 50,200	98%	\$3,895	\$1,811
7	42344A	2019	Chevrolet	SILVERADO	42	Trade on New	No	\$ 29,499	\$ 29,081	95%	\$879	\$0
8	42414A	2018	Toyota	PRIUS	5	Trade on New	No	\$ 23,995	\$ 23,995	93%	\$3,368	\$1,603
9	42332A	2022	Ford	F-150	48	Trade on New	No	\$ 52,787	\$ 52,787	98%	\$920	\$3,760
10	42404A	2019	Chevrolet	CORVETTE	13	Trade on New	No	\$ 98,835	\$ 98,835	99%	\$13,350	\$0
11	42167B	2017	Toyota	CAMRY	116	Trade on Used	No	\$ 18,879	\$ 18,879	97%	\$377	\$0
12	42177B	2017	Chevrolet	TRAVERSE	29	Trade on Used	No	\$ 23,971	\$ 23,971	99%	\$6,212	\$204
13	42427A	2022	GMC	SAVANA	26	Auction/Wholesale	No	\$ 46,987	\$ 45,987	99%	\$3,366	\$0
14	42306A	2023	Cadillac	XT4	59	Trade on New	Yes	\$ 39,687	\$ 39,000	98%	\$3,424	\$0
15	41982A	2023	Chevrolet	BOLT	233	Trade on New	No	\$ 35,996	\$ 35,996	98%	(\$3,377)	\$2,588
16	42308A	2023	Tesla	MODEL 3	68	Trade on New	No	\$ 42,988	\$ 42,988	95%	\$7,386	\$961
17	42315A	2023	Chevrolet	SILVERADO	63	Trade on New	No	\$ 89,887	\$ 89,887	102%	\$5,542	\$236
18	42360A	2022	Kia	TELLURIDE	47	Trade on New	No	\$ 44,259	\$ 44,259	98%	\$2,465	\$2,490
19	42472A	2022	GMC	CANYON	6	Trade on New	No	\$ 44,983	\$ 43,194	102%	\$4,469	\$0
20	41922A	2020	GMC	NPR	175	Auction/Wholesale	No	\$ 48,787	\$ 45,500	100%	\$3,005	\$0
21	42415A	2018	Chevrolet	CRUZE	24	Trade on New	No	\$ 18,629	\$ 16,200	99%	\$2,133	\$0
22	42418A	2017	Chevrolet	CRUZE	110	Trade on New	No	\$ 17,221	\$ 16,500	98%	(\$447)	\$450
23	42262A	2020	Chevrolet	SPARK	43	Trade on New	No	\$ 18,995	\$ 17,995	100%	\$5,335	\$1,805
24	42322A	2023	Chevrolet	COLORADO	13	Trade on New	No	\$ 74,900	\$ 74,900	110%	\$13,093	\$0
25	42177A	2022	Chevrolet	TRAILBLAZER	91	Trade on New	No	\$ 27,997	\$ 27,997	98%	\$8,261	\$0
26	42200A	2012	Jeep	WRANGLER	77	Trade on New	No	\$ 25,097	\$ 25,097	105%	\$2,419	\$0
27	42333A	2018	Infiniti	QX80	11	Trade on New	No	\$ 38,899	\$ 37,000	99%	\$2,355	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	83%
Total # Retail Units	48
Avg. Days to Sale	59.6
Avg. Advertised Price (Time of Sale)	\$ 50,744
Avg. Transaction Price	\$ 49,632
Avg. Market Price at 100%	\$ 51,095
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 1,112
Avg. Front-End Gross	\$ 3,896
Avg. Finance Gross	\$ 1,317
PUVR	\$ 5,212
Total Gross (Units & PUVR)	\$ 250,189
GROI	63%
% with Trade	40%
Avg. Over/Under Allowance	\$385



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	VEN	VIKRAM
% Retailed of Non-New Franchise	83%	75%	86%
Total # Retail Units	48	16	7
Avg. Days to Sale	59.6	57.8	45.9
Avg. Advertised Price (Time of Sale)	\$ 50,744	\$ 56,575	\$ 27,938
Avg. Transaction Price	\$ 49,632	\$ 55,213	\$ 26,679
Avg. Market Price at 100%	\$ 51,095	\$ 56,232	\$ 28,083
Avg. Price to Market % (Time of Sale)	99%	101%	99%
Avg. Transaction to Market	97%	98%	95%
Avg. Transactional Discount	\$ 1,112	\$ 1,363	\$ 1,258
Avg. Front-End Gross	\$ 3,896	\$ 5,197	\$ 2,331
Avg. Finance Gross	\$ 1,317	\$ 1,322	\$ 1,273
PUVR	\$ 5,212	\$ 6,519	\$ 3,603
Total Gross (Units & PUVR)	\$ 250,189	\$ 104,303	\$ 25,224
GROI	63%	74%	106%
% with Trade	40%	44%	29%
Avg. Over/Under Allowance	385	-410	-250



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

WU	MOH		
100%	81%	#DIV/0!	#DIV/0!
9	16	0	0
29.0	84.8	#DIV/0!	#DIV/0!
\$ 67,012	\$ 45,739	#DIV/0!	#DIV/0!
\$ 66,720	\$ 44,480	#DIV/0!	#DIV/0!
\$ 68,313	\$ 45,887	#DIV/0!	#DIV/0!
98%	100%	#DIV/0!	#DIV/0!
98%	97%	#DIV/0!	#DIV/0!
\$ 292	\$ 1,259	#DIV/0!	#DIV/0!
\$ 6,051	\$ 2,066	#DIV/0!	#DIV/0!
\$ 1,826	\$ 1,044	#DIV/0!	#DIV/0!
\$ 7,877	\$ 3,111	#DIV/0!	#DIV/0!
\$ 70,890	\$ 49,772	#DIV/0!	#DIV/0!
147%	30%	#DIV/0!	#DIV/0!
44%	38%	#DIV/0!	#DIV/0!
2,391	54	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	EDGARS	AMAN
% Retailed of Non-New Franchise	83%	50%	50%
Total # Retail Units	48	4	2
Avg. Days to Sale	59.6	111.3	25.0
Avg. Advertised Price (Time of Sale)	\$ 50,744	\$ 40,953	\$ 32,808
Avg. Transaction Price	\$ 49,632	\$ 40,458	\$ 31,094
Avg. Market Price at 100%	\$ 51,095	\$ 41,439	\$ 33,139
Avg. Price to Market % (Time of Sale)	99%	99%	99%
Avg. Transaction to Market	97%	98%	94%
Avg. Transactional Discount	\$ 1,112	\$ 495	\$ 1,715
Avg. Front-End Gross	\$ 3,896	\$ 1,894	\$ 2,750
Avg. Finance Gross	\$ 1,317	\$ 1,026	\$ -
PUVR	\$ 5,212	\$ 2,920	\$ 2,750
Total Gross (Units & PUVR)	\$ 250,189	\$ 11,681	\$ 5,499
GROI	63%	23%	127%
% with Trade	40%	75%	50%
Avg. Over/Under Allowance	385	-167	0



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OMEE	DEVAM	REBECCA	ROBERTO
100%	#DIV/0!	#DIV/0!	100%
1	0	0	3
5.0	#DIV/0!	#DIV/0!	46.3
\$ 43,988	#DIV/0!	#DIV/0!	\$ 54,148
\$ 43,988	#DIV/0!	#DIV/0!	\$ 52,962
\$ 44,432	#DIV/0!	#DIV/0!	\$ 53,941
99%	#DIV/0!	#DIV/0!	100%
99%	#DIV/0!	#DIV/0!	98%
\$ -	#DIV/0!	#DIV/0!	\$ 1,185
\$ 2,554	#DIV/0!	#DIV/0!	\$ 3,620
\$ 4,453	#DIV/0!	#DIV/0!	\$ 812
\$ 7,007	#DIV/0!	#DIV/0!	\$ 4,432
\$ 7,007	#DIV/0!	#DIV/0!	\$ 13,297
1147%	#DIV/0!	#DIV/0!	65%
0%	#DIV/0!	#DIV/0!	67%
#DIV/0!	#DIV/0!	#DIV/0!	350

GABRIEL	CARL	TOM	SOOKIE
#DIV/0!	100%	#DIV/0!	100%
0	2	0	2
#DIV/0!	11.0	#DIV/0!	41.5
#DIV/0!	\$ 75,805	#DIV/0!	\$ 45,716
#DIV/0!	\$ 75,805	#DIV/0!	\$ 45,147
#DIV/0!	\$ 75,805	#DIV/0!	\$ 46,075
#DIV/0!	100%	#DIV/0!	99%
#DIV/0!	100%	#DIV/0!	98%
#DIV/0!	\$ -	#DIV/0!	\$ 569
#DIV/0!	\$ 4,109	#DIV/0!	\$ 1,223
#DIV/0!	\$ 1,739	#DIV/0!	\$ 1,010
#DIV/0!	\$ 5,848	#DIV/0!	\$ 2,233
#DIV/0!	\$ 11,696	#DIV/0!	\$ 4,466
#DIV/0!	252%	#DIV/0!	43%
#DIV/0!	0%	#DIV/0!	50%
#DIV/0!	#DIV/0!	#DIV/0!	0

HOUSE	MIKE	JEROME	ARIANNE
100%	57%	67%	100%
3	7	3	5
57.7	29.0	26.0	20.6
\$ 81,746	\$ 67,423	\$ 45,651	\$ 56,051
\$ 79,481	\$ 66,007	\$ 45,055	\$ 54,609
\$ 83,828	\$ 67,502	\$ 45,043	\$ 55,361
98%	100%	101%	101%
95%	98%	100%	99%
\$ 2,265	\$ 1,416	\$ 596	\$ 1,442
\$ 6,716	\$ 5,371	\$ 6,052	\$ 7,437
\$ 3,217	\$ 1,445	\$ 1,887	\$ 1,573
\$ 9,933	\$ 6,817	\$ 7,939	\$ 9,010
\$ 29,799	\$ 47,716	\$ 23,817	\$ 45,050
78%	128%	244%	288%
33%	29%	33%	60%
1,000	-2,211	7,000	-218

KARL	SAM	COLIN	HAYS
100%	100%	100%	100%
2	1	6	3
38.5	110.0	97.7	157.3
\$ 38,379	\$ 17,221	\$ 48,151	\$ 34,324
\$ 38,379	\$ 16,500	\$ 47,436	\$ 32,373
\$ 39,039	\$ 17,572	\$ 48,235	\$ 34,915
98%	98%	100%	98%
98%	94%	98%	93%
\$ -	\$ 721	\$ 715	\$ 1,951
\$ 3,566	\$ (447)	\$ 2,984	\$ 87
\$ 1,982	\$ 450	\$ 767	\$ 1,466
\$ 5,548	\$ 3	\$ 3,751	\$ 1,554
\$ 11,096	\$ 3	\$ 22,505	\$ 4,661
135%	0%	29%	11%
50%	100%	33%	33%
0	0	1,795	0

SONI	ARVIN		
100%	50%	#DIV/0!	#DIV/0!
2	2	0	0
63.5	95.0	#DIV/0!	#DIV/0!
\$ 28,889	\$ 39,379	#DIV/0!	#DIV/0!
\$ 27,940	\$ 36,975	#DIV/0!	#DIV/0!
\$ 29,377	\$ 39,379	#DIV/0!	#DIV/0!
98%	100%	#DIV/0!	#DIV/0!
95%	94%	#DIV/0!	#DIV/0!
\$ 950	\$ 2,404	#DIV/0!	#DIV/0!
\$ 1,366	\$ 4,582	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 1,366	\$ 4,582	#DIV/0!	#DIV/0!
\$ 2,732	\$ 9,164	#DIV/0!	#DIV/0!
28%	47%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
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Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	BONNIE	DIANA
% Retailed of Non-New Franchise	83%	83%	84%
Total # Retail Units	48	29	19
Avg. Days to Sale	59.6	73.1	39.1
Avg. Advertised Price (Time of Sale)	\$ 50,744	\$ 55,836	\$ 42,971
Avg. Transaction Price	\$ 49,632	\$ 54,606	\$ 42,040
Avg. Market Price at 100%	\$ 51,095	\$ 55,739	\$ 43,625
Avg. Price to Market % (Time of Sale)	99%	100%	99%
Avg. Transaction to Market	97%	98%	96%
Avg. Transactional Discount	\$ 1,112	\$ 1,230	\$ 932
Avg. Front-End Gross	\$ 3,896	\$ 3,893	\$ 3,899
Avg. Finance Gross	\$ 1,317	\$ 1,385	\$ 1,212
PUVR	\$ 5,212	\$ 5,279	\$ 5,111
Total Gross (Units & PUVR)	\$ 250,189	\$ 153,081	\$ 97,108
GROI	63%	48%	112%
% with Trade	40%	28%	58%
Avg. Over/Under Allowance	385	336	416



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	48	1	47
Avg. Days to Sale	59.6	59.0	59.7
Avg. Advertised Price (Time of Sale)	\$ 50,744	\$ 39,687	\$ 49,858
Avg. Transaction Price	\$ 49,632	\$ 39,000	\$ 49,858
Avg. Market Price at 100%	\$ 51,095	\$ 40,497	\$ 51,166
Avg. Price to Market % (Time of Sale)	99%	98%	97%
Avg. Transaction to Market	97%	96%	97%
Avg. Transactional Discount	\$ 1,112	\$ 687	\$ 1,121
Avg. Front-End Gross	\$ 3,896	\$ 3,424	\$ 3,906
Avg. Finance Gross	\$ 1,317	\$ -	\$ 1,345
PUVR	\$ 5,212	\$ 3,424	\$ 5,250
Total Gross (Units & PUVR)	\$ 250,189	\$ 3,424	\$ 246,765
GROI	63%	54%	64%
% with Trade	40%	100%	38%
Avg. Over/Under Allowance	385	700	367



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	48	8	40
Avg. Days to Sale	59.6	76.3	56.3
Avg. Advertised Price (Time of Sale)	\$ 50,744	\$ 45,131	\$ 50,852
Avg. Transaction Price	\$ 49,632	\$ 43,532	\$ 50,852
Avg. Market Price at 100%	\$ 51,095	\$ 45,320	\$ 52,068
Avg. Price to Market % (Time of Sale)	99%	100%	98%
Avg. Transaction to Market	97%	96%	98%
Avg. Transactional Discount	\$ 1,112	\$ 1,599	\$ 1,015
Avg. Front-End Gross	\$ 3,896	\$ 2,785	\$ 4,118
Avg. Finance Gross	\$ 1,317	\$ 607	\$ 1,459
PUVR	\$ 5,212	\$ 3,391	\$ 5,577
Total Gross (Units & PUVR)	\$ 250,189	\$ 27,128	\$ 223,061
GROI	63%	37%	70%
% with Trade	40%	25%	43%
Avg. Over/Under Allowance	385	0	433



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	48	36	3
% of Retail Units	100%	75%	6%
% Retailed of Non-New Franchise	83%	89%	100%
Avg. Days to Sale	59.6	62.6	91.3
Avg. Transaction Price	\$ 49,632	\$ 47,865	\$ 17,924
Avg. Transaction to Market %	97%	96%	88%
Avg. Transactional Discount	\$ 1,112	\$ 1,130	\$ 1,689
Avg. Front End Gross	\$ 3,896	\$ 3,709	\$ 2,111
Avg. Finance Gross	\$ 1,317	\$ 1,309	\$ 68
PUVR	\$ 5,212	\$ 5,018	\$ 2,179
Total Gross (Units & PUVR)	\$ 250,189	\$ 180,635	\$ 6,537
GROI	63%	60%	48%
% with Trade	40%	50%	0%
Avg. Over/Under Allowance	385	408	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	4	2	0
2%	8%	4%	0%
100%	25%	50%	#DIV/0!
121.0	51.8	2.0	#DIV/0!
\$ 57,000	\$ 47,002	\$ 36,337	#DIV/0!
96%	100%	97%	#DIV/0!
\$ 1,889	\$ 1,184	\$ 500	#DIV/0!
\$ 4,607	\$ 5,075	\$ 2,928	#DIV/0!
\$ 3,000	\$ 1,563	\$ 1,200	#DIV/0!
\$ 7,607	\$ 6,637	\$ 4,128	#DIV/0!
\$ 7,607	\$ 26,549	\$ 8,255	#DIV/0!
40%	98%	2045%	#DIV/0!
0%	25%	0%	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	2	0
0%	4%	0%
#DIV/0!	100%	#DIV/0!
#DIV/0!	1.0	#DIV/0!
#DIV/0!	\$ 143,862	#DIV/0!
#DIV/0!	100%	#DIV/0!
#DIV/0!	\$ -	#DIV/0!
#DIV/0!	\$ 8,194	#DIV/0!
#DIV/0!	\$ 2,109	#DIV/0!
#DIV/0!	\$ 10,303	#DIV/0!
#DIV/0!	\$ 20,606	#DIV/0!
#DIV/0!	2578%	#DIV/0!
#DIV/0!	0%	#DIV/0!
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	48	25	2
% of Retail Units	100%	52%	4%
% Retailed of Non-New Franchise	83%	80%	100%
Avg. Days to Sale	59.6	12.4	42.5
Avg. Transaction Price	\$ 49,632	\$ 54,080	\$ 23,538
Avg. Transaction to Market %	97%	97%	94%
Avg. Transactional Discount	\$ 1,112	\$ 1,176	\$ 709
Avg. Front End Gross	\$ 3,896	\$ 5,760	\$ 3,107
Avg. Finance Gross	\$ 1,317	\$ 1,466	\$ 903
PUVR	\$ 5,212	\$ 7,226	\$ 4,010
Total Gross (Units & PUVR)	\$ 250,189	\$ 180,646	\$ 8,019
GROI	63%	389%	144%
% with Trade	40%	24%	50%
Avg. Over/Under Allowance	385	-984	-500



46-60 days	61-90 days	90+ days
3	5	13
6%	10%	27%
100%	80%	85%
51.3	70.6	150.9
\$ 45,349	\$ 53,657	\$ 44,532
97%	100%	94%
\$ 229	\$ 28	\$ 1,673
\$ 2,270	\$ 3,736	\$ 868
\$ 2,083	\$ 823	\$ 1,106
\$ 4,353	\$ 4,559	\$ 1,974
\$ 13,059	\$ 22,797	\$ 25,668
67%	43%	11%
100%	80%	38%
567	1,750	730