

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	\$ -	95%	\$1,500	\$500
1	179928	21	Toyota	highlander	47		Yes	\$ -	\$ -	95%	(\$2,314)	\$250
2	179971	22	Toyota	corolla	46		Yes	\$ -	\$ -	99%	\$255	\$200
3	180002	23	Toyota	tundra	33		No	\$ -	\$ -	98%	\$297	\$0
4	180092	24	Toyota	grandhigh	14		No	\$ -	\$ -	100%	\$2,387	\$1,804
5	180046	22	Nissan	pathfinder	25		No	\$ -	\$ -	99%	\$3,796	\$722
6	180054	17	Jeep	wrangler	27		No	\$ -	\$ -	98%	\$2,225	\$1,660
7	180053	20	Jeep	wrangler	22		No	\$ -	\$ -	99%	\$998	\$0
8	180088	23	Mazda	cx-50	12		No	\$ -	\$ -	105%	\$4,382	\$2,774
9	180018os	20	Infiniti	q50	34		No	\$ -	\$ -	100%	\$1,252	\$0
10	179927	22	Toyota	camry	49		Yes	\$ -	\$ -	94%	(\$560)	\$495
11	180038os	21	Toyota	sienna	22		No	\$ -	\$ -	91%	\$1,076	\$551
12	179812	18	Toyota	rav4	78		No	\$ -	\$ -	92%	(\$1,052)	\$0
13	179958	17	Honda	civic	49		No	\$ -	\$ -	95%	\$1,404	\$3,017
14	179950	24	Toyota	rav4	51		Yes	\$ -	\$ -	99%	\$296	\$1,557
15	180114	21	Toyota	rav4	24		No	\$ -	\$ -	97%	\$1,746	\$6,591
16	179876os	21	Toyota	camry	70		No	\$ -	\$ -	98%	(\$1,499)	\$6,858
17	180010	17	Chevrolet	tahoe	41		No	\$ -	\$ -	99%	(\$1,358)	\$2,624
18	180003os	16	Toyota	corolla	49		Yes	\$ -	\$ -	97%	(\$912)	\$496
19	179736os	21	Toyota	corolla	99		Yes	\$ -	\$ -	96%	\$1,066	\$945
20	179991	19	Cadillac	escalade	42		No	\$ -	\$ -	95%	\$368	\$0
21	179951	20	Toyota	camry	55		Yes	\$ -	\$ -	100%	\$3,773	\$1,026
22	180108	23	Toyota	4runner	9		No	\$ -	\$ -	101%	\$9,751	\$4,058
23	180001	19	Toyota	rav4	45		Yes	\$ -	\$ -	98%	(\$1,921)	\$3,001
24	179924	21	BMW	3 series	57		No	\$ -	\$ -	94%	\$599	\$3,860
25	179913	23	Toyota	venza	81		Yes	\$ -	\$ -	89%	(\$18)	\$4,462
26	180104	20	Toyota	camry	13		Yes	\$ -	\$ -	99%	\$1,407	\$1,366
27	180076	22	Mitsubishi	outlander	26		No	\$ -	\$ -	98%	\$4,250	\$0

28	179979	21	Toyota	corolla	51		Yes	\$	-	\$	-	94%	\$886	\$1
29	179807	21	Toyota	corolla	86		Yes	\$	-	\$	-	97%	(\$1,078)	\$0
30	180110	15	Jeep	renegade	21		No	\$	-	\$	-	98%	\$1,972	\$0
31	179897	21	Mazda	cx-9	72		No	\$	-	\$	-	94%	(\$650)	\$2,496
32	180074	21	Toyota	corolla	46		Yes	\$	-	\$	-	99%	\$2,253	\$1,215
33	1799922	18	Toyota	camry	70		No	\$	-	\$	-	91%	\$809	\$4,593
34	179981	21	Subaru	crosstrek	50		No	\$	-	\$	-	99%	\$1,472	\$1,344
35	180042	21	Toyota	venza	40		No	\$	-	\$	-	105%	\$4,949	\$1,997
36	180100	19	Toyota	corolla	33		Yes	\$	-	\$	-	99%	\$1,559	\$1,485
37	179738	20	Toyota	camry	108		Yes	\$	-	\$	-	97%	(\$1,833)	\$1,197
38	179959	23	Toyota	corolla	62		Yes	\$	-	\$	-	94%	(\$1,453)	\$247
39	180037	20	Toyota	86	42		No	\$	-	\$	-	95%	(\$670)	\$7,774
40	180040	19	Kia	sedona	42		No	\$	-	\$	-	96%	\$240	\$0
41	180107	24	Lexus	rx	28		No	\$	-	\$	-	92%	\$1,237	\$2,411
42	180081	16	Toyota	tacoma	42		Yes	\$	-	\$	-	99%	\$2,980	\$2,794
43	179965	18	Toyota	rav4	60		No	\$	-	\$	-	99%	(\$1,659)	\$1,547
44	180105	17	Toyota	camry	24		No	\$	-	\$	-	98%	\$569	\$2
45	180056	19	Toyota	camry	42		No	\$	-	\$	-	97%	\$1,850	\$1,001
46	179855	21	Toyota	tacoma	91		Yes	\$	-	\$	-	97%	\$1,734	\$2,258
47	179992	21	Volkswagen	golf	60		No	\$	-	\$	-	97%	\$1,921	\$2,790
48	179748	21	Toyota	tacoma	69		Yes	\$	-	\$	-	97%	(\$2,700)	\$0
49	180209	21	Lexus	is	8		No	\$	-	\$	-	97%	(\$181)	\$7,431
50	180090	20	Toyota	corolla	30		Yes	\$	-	\$	-	99%	\$4,009	\$0
51	179638	22	Toyota	tacoma	137		Yes	\$	-	\$	-	89%	(\$4,829)	\$250
52	180060	17	Toyota	86	24		Yes	\$	-	\$	-	99%	\$11	\$2,275
53	180197	24	Toyota	land cruiser	21		No	\$	-	\$	-	97%	\$7,050	\$250

Scoreboard Totals

% Retailed of Non-Franchise Make	31%
Total # Retail Units	108
Avg. Days to Sale	45.5
Avg. Advertised Price (Time of Sale)	\$ -
Avg. Transaction Price	\$ -
Avg. Market Price at 100%	\$ -
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	#DIV/0!
Avg. Front-End Gross	\$ 1,065
Avg. Finance Gross	\$ 1,706
PUVR	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!
GROI	#DIV/0!
% with Trade	0%
Avg. Over/Under Allowance	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Alejandro Orozco
% Retailed of Non-New Franchise	31%	#DIV/0!	29%
Total # Retail Units	108	0	28
Avg. Days to Sale	45.5	#DIV/0!	43.7
Avg. Advertised Price (Time of Sale)	\$ -	#DIV/0!	\$ -
Avg. Transaction Price	\$ -	#DIV/0!	\$ -
Avg. Market Price at 100%	\$ -	#DIV/0!	\$ -
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,065	#DIV/0!	\$ 1,633
Avg. Finance Gross	\$ 1,706	#DIV/0!	\$ 1,404
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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

Tony Chen	Arturo Topete		
34%	29%	#DIV/0!	#DIV/0!
35	45	0	0
46.0	46.2	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 414	\$ 1,217	#DIV/0!	#DIV/0!
\$ 2,191	\$ 1,517	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
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Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Will	gil
% Retailed of Non-New Franchise	31%	0%	100%
Total # Retail Units	108	2	1
Avg. Days to Sale	45.5	35.0	36.0
Avg. Advertised Price (Time of Sale)	\$ -	\$ -	\$ -
Avg. Transaction Price	\$ -	\$ -	\$ -
Avg. Market Price at 100%	\$ -	\$ -	\$ -
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,065	\$ (381)	\$ 1,101
Avg. Finance Gross	\$ 1,706	\$ 3,032	\$ -
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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

steve	james	braian	sam
33%	0%	57%	67%
3	1	7	3
56.3	49.0	50.6	53.7
\$ -	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,466	\$ (68)	\$ 166	\$ 2,021
\$ 636	\$ -	\$ 1,312	\$ 1,340
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0%	0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

roberto	jae	kris	tony
60%	0%	0%	0%
10	3	2	4
38.2	44.3	28.0	50.8
\$ -	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 822	\$ 732	\$ 3,290	\$ (534)
\$ 1,629	\$ 3,461	\$ 512	\$ 1,492
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0%	0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

juan	ed	jasmine	kevin
80%	33%	29%	29%
5	3	7	7
40.8	68.7	45.1	72.0
\$ -	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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\$ 1,433	\$ 631	\$ 711	\$ 362
\$ 1,159	\$ 510	\$ 2,241	\$ 2,147
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0%	0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

david	henry	raul	phil
27%	25%	0%	50%
11	4	4	4
38.6	45.5	58.0	25.8
\$ -	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 359	\$ 2,318	\$ 1,093	\$ 3,367
\$ 718	\$ 315	\$ 2,210	\$ 1,706
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0%	0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

jaimé	jose	jason	andrew
0%	13%	25%	25%
7	8	4	8
38.3	55.8	33.3	35.1
\$ -	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,589	\$ 1,128	\$ 239	\$ 2,061
\$ 2,056	\$ 3,063	\$ 4,081	\$ 1,418
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0%	0%	0%	0%
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Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Richard Lee	Dan Ryan
% Retailed of Non-New Franchise	31%	30%	27%
Total # Retail Units	108	37	37
Avg. Days to Sale	45.5	47.7	39.8
Avg. Advertised Price (Time of Sale)	\$ -	\$ -	\$ -
Avg. Transaction Price	\$ -	\$ -	\$ -
Avg. Market Price at 100%	\$ -	\$ -	\$ -
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,065	\$ 1,132	\$ 1,441
Avg. Finance Gross	\$ 1,706	\$ 2,109	\$ 1,324
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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

Ed Cernavskis			
35%	#DIV/0!	#DIV/0!	#DIV/0!
34	0	0	0
49.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 581	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,683	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	108	41	67
Avg. Days to Sale	45.5	57.0	38.5
Avg. Advertised Price (Time of Sale)	\$ -	\$ -	\$ -
Avg. Transaction Price	\$ -	\$ -	\$ -
Avg. Market Price at 100%	\$ -	\$ -	\$ -
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,065	\$ 468	\$ 1,430
Avg. Finance Gross	\$ 1,706	\$ 1,312	\$ 1,948
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	108	75	33
Avg. Days to Sale	45.5	48.4	38.9
Avg. Advertised Price (Time of Sale)	\$ -	\$ -	\$ -
Avg. Transaction Price	\$ -	\$ -	\$ -
Avg. Market Price at 100%	\$ -	\$ -	\$ -
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,065	\$ 916	\$ 1,402
Avg. Finance Gross	\$ 1,706	\$ 1,847	\$ 1,386
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	108	0	0
% of Retail Units	100%	0%	0%
% Retailed of Non-New Franchise	31%	#DIV/0!	#DIV/0!
Avg. Days to Sale	45.5	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ -	#DIV/0!	#DIV/0!
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 1,065	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,706	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/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	108	35	24
% of Retail Units	100%	32%	22%
% Retailed of Non-New Franchise	31%	34%	42%
Avg. Days to Sale	45.5	20.3	38.2
Avg. Transaction Price	\$ -	\$ -	\$ -
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 1,065	\$ 2,103	\$ 1,482
Avg. Finance Gross	\$ 1,706	\$ 2,088	\$ 1,664
PUVR	#DIV/0!	\$ 4,191	\$ 3,146
Total Gross (Units & PUVR)	#DIV/0!	\$ 146,689	\$ 75,507
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
21	19	8
19%	18%	7%
29%	26%	0%
51.3	70.9	107.8
\$ -	\$ -	\$ -
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ 787	\$ (223)	\$ (1,136)
\$ 1,297	\$ 1,619	\$ 1,130
\$ 2,085	\$ 1,396	\$ (6)
\$ 43,776	\$ 26,521	\$ (50)
#DIV/0!	#DIV/0!	#DIV/0!
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!