

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	HC1000A	2015	NISSAN	VERSA S/S PLUS/	13	Trade on New	No	\$ 9,998	\$8,998.00	100%	\$100.54	\$574
###	HC1012A	2022	HONDA	CIVIC SPOR	16	Trade on New		\$ 22,998	\$22,498.00	96%	\$1,733.19	\$1,276
###	HC996A	2020	LEXUS	ES 350	41	Trade on New	No	\$ 31,998	\$31,998.00		\$4,866.16	
###	HT2390B	2020	CHRYSLER	PACIFICA TOURIN	19	Trade on Used	No	\$ 26,988	\$26,988.00	98%	\$1,708.14	\$3,720
###	HT2395A	2016	CHEVROLET	EQUINOX LS	85	Trade on New	No	\$ 8,998	\$8,396.27	100%	(\$86.25)	\$4,370
###	HT3046B	2022	NISSAN	ROGUE S	95	Trade on Used	No	\$ 22,488	\$22,488.00	84%	(\$70.75)	\$1,049
###	HT3133A	2017	TOYOTA	PRIUS C	24	Trade on New	No	\$ 14,998	\$14,809.00	100%	(\$236.13)	\$1,381
###	HT3148A	2022	HONDA	CR-V EXL	15	Trade on New	No	\$ 28,998	\$28,998.00	100%		\$1,198
###	HT3156A	2016	GMC	SIERRA K2500 DE	9	Trade on New	No	\$ 39,998	\$35,389.28	101%	\$1,633.19	\$1,505
###	HT3169A	2021	BUICK	ENCORE GX SELEC	7	Trade on New	No	\$ 20,488	\$20,000.00	100%	(\$231.50)	\$715
###	HT3189A	2020	NISSAN	MURANO PLATINUM	6	Trade on New	No	\$ 23,998	\$23,488.00	101%	(\$46.91)	\$4,775
###	HT3193A	2022	TOYOTA	HIGHLANDER HYBR	14	Trade on New	No	\$ 47,998	\$47,998.00	101%	\$285.20	\$0
###	HT3203A	2022	HONDA	CR-V EX	36	Trade on New		\$ 29,488	\$29,488.00	110%	\$2,371.90	\$0
###	HT3204A	2016	HONDA	CR-V TOURI	24	Trade on New	No	\$ 19,998	\$19,488.00	103%	\$111.84	\$2,385
###	HT3206A	2017	HONDA	CR-V EX	7	Trade on New	No	\$ 22,488	\$19,006.99	102%	(\$178.91)	\$0
###	HT3206B	2018	HONDA	CR-V EXL	22	Trade on Used	No	\$ 22,988	\$21,998.00	109%	(\$353.72)	\$0
###	HT3210A	2023	HONDA	HR-V SPORT	12	Trade on New		\$ 25,998	\$25,998.00	98%	(\$1,819.31)	\$1,391
###	HT3219A	2019	HONDA	CR-V EX	5	Trade on New	No	\$ 23,488	\$23,488.00	99%	\$1,528.00	\$2,651
										108%	\$1,088.29	\$1,532

###	HT3220A	2018 NISSAN	VERSA S/S PLUS/	10	Trade on New	No	\$	8,998	\$8,998.00	120%	\$1,041.20	\$1,549
###	HT3225A	2021 TOYOTA	HIGHLANDER XLE	12	Trade on New	No	\$	34,988	\$33,500.00	107%	(\$270.27)	\$2,733
###	HT3235A1	2022 JEEP	GRAND CHEROKEE	7	Trade on New	No	\$	32,788	\$32,321.80	97%	\$24.89	\$300
###	HT3238A	2024 NISSAN	SENTRA SV	6	Trade on New	No	\$	21,988	\$21,488.00	98%	\$491.09	\$670
###	HT3259A	2020 SUBARU	OUTBACK LIMITED	28	Trade on New	No	\$	26,988	\$26,488.00	104%	\$63.17	\$2,379
###	HT3268A	2021 HONDA	PILOT TOUR	32	Trade on New		\$	29,998	\$28,489.51	100%	\$3,571.50	\$2,452
###	HT3281A	2022 HONDA	PILOT TRAILSPOR	6	Trade on New		\$	37,998	\$36,988.00	107%	(\$21.81)	\$1,645
###	HT3284A	2023 TOYOTA	TUNDRA CREWMAX	3	Trade on New	No	\$	56,998	\$56,998.00	105%	\$3,619.12	\$4,162
###	HT3293A	2017 HONDA	CR-V EXL	5	Trade on New	No	\$	21,488	\$20,143.85	100%	(\$72.96)	\$3,422
###	HT3315A	2014 GMC	TERRAIN SLE	7	Trade on New	No	\$	12,488	\$12,488.00	114%	\$2,347.87	\$2,471
###	HT9437A	2023 TOYOTA	HIGHLANDER L/LE	30	Trade on New	No	\$	44,998	\$43,547.79	100%	\$1,630.01	\$153
###	HT9446A	2021 TOYOTA	VENZA LE/X	11	Trade on New	No	\$	31,998	\$30,904.43	110%	\$829.37	\$0
###	HT9489A	2020 HONDA	FIT LX	29	Trade on New	No	\$	18,488	\$15,309.86	100%	\$13.64	\$0
###	HT9504A	2021 HONDA	CR-V EX	27	Trade on New	No	\$	26,988	\$25,929.60	104%	\$983.80	\$0
###	HT9513A	2021 HONDA	CR-V EXL	64	Trade on New	No	\$	27,998	\$26,800.00	105%	\$2,230.15	\$2,852
###	HT9542A	2024 TOYOTA	4RUNNER SR5 PRE	17	Trade on New	No	\$	48,998	\$48,998.00	100%	(\$649.17)	\$5,930
###	HT9441A	2017 SUBARU	OUTBACK 2.5I LI	16	Trade on New	No	\$	17,988	\$17,440.56	109%	\$630.99	\$0
###	HT2403A	2013 HONDA	CR-V LX	39	Trade on New	No	\$	12,488	\$12,488.00	104%	\$1,897.17	\$799
###	HC1022A	2016 FORD	FUSION SE	13	Trade on New	No	\$	13,488	\$12,988.00	113%	\$455.19	\$688
###	HC948A	2019 TOYOTA	COROLLA	93	Trade on New	No	\$	17,788	\$16,974.36	110%	\$1,201.62	\$0

###	HT9431A	2016 HONDA	CR-V EX	59	Trade on New	No	\$	13,998	\$13,998.00	108%	\$1,099.28	\$1,452
###	HC995A	2015 HONDA	CR-V EXL	14	Trade on New	No	\$	15,988	\$14,988.00	106%	\$76.56	\$1,769
###	RHT39A	2016 HONDA	PILOT EXL	16	Trade on New	No	\$	14,998	\$13,710.96	100%	\$500.13	\$491
###	HT3104A	2021 HONDA	PILOT EXL	8	Trade on New	No	\$	29,488	\$28,629.37	104%	\$1,458.47	\$688
###	HT9466A	2014 JEEP	GRAND CHEROKEE	23	Trade on New	No	\$	14,488	\$14,488.00	123%	\$2,031.14	\$1,817
###	HT3112A	2017 SUBARU	OUTBACK TOURING	24	Trade on New	No	\$	19,988	\$17,500.00	110%	(\$1,714.22)	\$0
###	HT7777A	2018 HYUNDAI	TUCSON VALUE/LI	44	Trade on New	No	\$	17,488	\$18,438.00	102%	\$289.02	\$2,341
###	HT9481A	2018 FORD	ESCAPE SEL	59	Trade on New	No	\$	17,998	\$16,874.00	101%	\$23.10	\$1,798
###	HC1002A	2020 CHEVROLET	TRAX 1LT	42	Trade on New	No	\$	15,988	\$15,988.00	112%	\$30.18	\$2,407
###	HT3218A	2021 HONDA	CR-V TOURI	33	Trade on New	No	\$	32,488	\$32,488.00	105%	\$2,034.20	\$4,385
###	HT3256A	2019 HONDA	RIDGELINE	6	Trade on New	No	\$	25,488	\$23,900.00	101%	\$103.09	\$477
###	HT3257A	2009 BUICK	LUCERNE CXL	7	Trade on New	No	\$	9,998	\$9,998.00	120%	\$979.15	\$1,153

Scoreboard Totals

% Retailed of Non-Franchise Make	59%
Total # Retail Units	79
Avg. Days to Sale	30.9
Avg. Advertised Price (Time of Sale)	\$ 24,091
Avg. Transaction Price	\$ 23,373
Avg. Market Price at 100%	\$ 23,040
Avg. Price to Market % (Time of Sale)	105%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ 414
Avg. Front-End Gross	\$ 461
Avg. Finance Gross	\$ 1,532
PUVR	\$ 1,993
Total Gross (Units & PUVR)	\$ 157,425
GROI	99%
% with Trade	43%
Avg. Over/Under Allowance	\$458



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	888	1
% Retailed of Non-New Franchise	59%	62%	40%
Total # Retail Units	79	42	10
Avg. Days to Sale	30.9	22.1	69.2
Avg. Advertised Price (Time of Sale)	\$ 24,091	\$ 23,430	\$ 25,793
Avg. Transaction Price	\$ 23,373	\$ 22,477	\$ 25,205
Avg. Market Price at 100%	\$ 23,040	\$ 22,743	\$ 24,383
Avg. Price to Market % (Time of Sale)	105%	103%	106%
Avg. Transaction to Market	101%	99%	103%
Avg. Transactional Discount	\$ 414	\$ 953	\$ 588
Avg. Front-End Gross	\$ 461	\$ 384	\$ 280
Avg. Finance Gross	\$ 1,532	\$ 1,372	\$ 1,994
PUVR	\$ 1,993	\$ 1,757	\$ 2,273
Total Gross (Units & PUVR)	\$ 157,425	\$ 73,791	\$ 22,733
GROI	99%	127%	47%
% with Trade	43%	45%	30%
Avg. Over/Under Allowance	458	461	533



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

567	176		
62%	67%	#DIV/0!	#DIV/0!
21	6	0	0
29.8	32.3	#DIV/0!	#DIV/0!
\$ 23,993	\$ 26,208	#DIV/0!	#DIV/0!
\$ 23,676	\$ 25,525	#DIV/0!	#DIV/0!
#DIV/0!	\$ 24,648	#DIV/0!	#DIV/0!
#DIV/0!	106%	#DIV/0!	#DIV/0!
#DIV/0!	104%	#DIV/0!	#DIV/0!
\$ (826)	\$ 683	#DIV/0!	#DIV/0!
\$ 609	\$ 781	#DIV/0!	#DIV/0!
\$ 1,609	\$ 1,606	#DIV/0!	#DIV/0!
\$ 2,218	\$ 2,387	#DIV/0!	#DIV/0!
\$ 46,581	\$ 14,321	#DIV/0!	#DIV/0!
113%	104%	#DIV/0!	#DIV/0!
38%	67%	#DIV/0!	#DIV/0!
437	425	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	MARK RITCHEY	AMANDA GRISSETT
% Retailed of Non-New Franchise	59%	30%	50%
Total # Retail Units	79	10	12
Avg. Days to Sale	30.9	28.7	62.3
Avg. Advertised Price (Time of Sale)	\$ 24,091	\$ 20,642	\$ 24,575
Avg. Transaction Price	\$ 23,373	\$ 20,000	\$ 23,565
Avg. Market Price at 100%	\$ 23,040	\$ 19,738	\$ 23,320
Avg. Price to Market % (Time of Sale)	105%	105%	105%
Avg. Transaction to Market	101%	101%	101%
Avg. Transactional Discount	\$ 414	\$ 642	\$ 1,009
Avg. Front-End Gross	\$ 461	\$ 495	\$ (31)
Avg. Finance Gross	\$ 1,532	\$ 1,419	\$ 2,121
PUVR	\$ 1,993	\$ 1,914	\$ 2,090
Total Gross (Units & PUVR)	\$ 157,425	\$ 19,141	\$ 25,080
GROI	99%	120%	51%
% with Trade	43%	20%	42%
Avg. Over/Under Allowance	458	250	10



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

MATTHEW TUNKL	NATHAN REIHELD	ANTONIO SAYLES	STEPHEN BAKER
83%	50%	69%	60%
6	2	13	15
39.5	12.0	27.3	20.1
\$ 16,658	\$ 16,998	\$ 28,040	\$ 25,259
\$ 16,174	\$ 16,498	\$ 27,095	\$ 24,490
\$ 16,447	\$ 16,879	\$ 27,323	\$ 24,270
101%	101%	103%	104%
98%	98%	99%	101%
\$ 484	\$ 500	\$ 945	\$ 769
\$ (359)	\$ 853	\$ 1,004	\$ 575
\$ 1,268	\$ 1,079	\$ 1,231	\$ 1,620
\$ 908	\$ 1,932	\$ 2,235	\$ 2,195
\$ 5,449	\$ 3,865	\$ 29,052	\$ 32,921
51%	351%	109%	161%
17%	50%	54%	60%
0	0	1,243	352

ETHAN COVERT	PAIGE LOVE	BRANSON ROSS	EAN FINK
0%	100%	86%	67%
2	4	7	3
36.5	25.0	12.9	21.7
\$ 22,388	\$ 28,991	\$ 28,565	\$ 22,658
\$ 21,050	\$ 29,367	\$ 27,274	\$ 22,488
\$ 21,728	#DIV/0!	\$ 27,379	\$ 21,389
103%	#DIV/0!	104%	106%
97%	#DIV/0!	100%	105%
\$ 1,338	\$ (7,624)	\$ 1,291	\$ 170
\$ (596)	\$ 910	\$ 567	\$ 809
\$ 909	\$ 1,913	\$ 2,129	\$ 1,401
\$ 313	\$ 2,822	\$ 2,696	\$ 2,210
\$ 627	\$ 11,289	\$ 18,872	\$ 6,631
15%	138%	277%	163%
0%	0%	57%	67%
#DIV/0!	#DIV/0!	-138	-750

EVA JOHNSON	SHAWN HARTLEY	MATTHEW ANTONETZ	
0%	67%	0%	#DIV/0!
1	3	1	0
5.0	43.0	29.0	#DIV/0!
\$ 23,488	\$ 19,595	\$ 18,488	#DIV/0!
\$ 23,488	\$ 19,094	\$ 15,310	#DIV/0!
\$ 21,748	\$ 18,414	\$ 18,488	#DIV/0!
108%	106%	100%	#DIV/0!
108%	104%	83%	#DIV/0!
\$ -	\$ 500	\$ 3,178	#DIV/0!
\$ 1,088	\$ 222	\$ 14	#DIV/0!
\$ 1,532	\$ 399	\$ -	#DIV/0!
\$ 2,620	\$ 621	\$ 14	#DIV/0!
\$ 2,620	\$ 1,864	\$ 14	#DIV/0!
803%	27%	1%	#DIV/0!
100%	33%	100%	#DIV/0!
0	3,200	2,000	#DIV/0!

Scoreboard

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Finance Manager	Totals	999	11
% Retailed of Non-New Franchise	59%	57%	50%
Total # Retail Units	79	61	2
Avg. Days to Sale	30.9	33.1	9.0
Avg. Advertised Price (Time of Sale)	\$ 24,091	\$ 23,549	\$ 27,243
Avg. Transaction Price	\$ 23,373	\$ 23,016	\$ 24,956
Avg. Market Price at 100%	\$ 23,040	#DIV/0!	\$ 24,860
Avg. Price to Market % (Time of Sale)	105%	#DIV/0!	110%
Avg. Transaction to Market	101%	#DIV/0!	100%
Avg. Transactional Discount	\$ 414	\$ 147	\$ 2,287
Avg. Front-End Gross	\$ 461	\$ 567	\$ 238
Avg. Finance Gross	\$ 1,532	\$ 1,969	\$ -
PUVR	\$ 1,993	\$ 2,536	\$ 238
Total Gross (Units & PUVR)	\$ 157,425	\$ 154,706	\$ 476
GROI	99%	120%	38%
% with Trade	43%	41%	100%
Avg. Over/Under Allowance	458	492	-90



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	79		73
Avg. Days to Sale	30.9	#DIV/0!	26.9
Avg. Advertised Price (Time of Sale)	\$ 24,091	#DIV/0!	\$ 22,820
Avg. Transaction Price	\$ 23,373	#DIV/0!	\$ 22,820
Avg. Market Price at 100%	\$ 23,040	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 414	#DIV/0!	\$ 380
Avg. Front-End Gross	\$ 461	#DIV/0!	\$ 437
Avg. Finance Gross	\$ 1,532	#DIV/0!	\$ 1,473
PUVR	\$ 1,993	#DIV/0!	\$ 1,910
Total Gross (Units & PUVR)	\$ 157,425	#DIV/0!	\$ 139,430
GROI	99%	#DIV/0!	112%
% with Trade	43%	#DIV/0!	40%
Avg. Over/Under Allowance	458	#DIV/0!	292



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	79	32	47
Avg. Days to Sale	30.9	37.5	26.4
Avg. Advertised Price (Time of Sale)	\$ 24,091	\$ 24,330	\$ 23,361
Avg. Transaction Price	\$ 23,373	\$ 23,389	\$ 23,361
Avg. Market Price at 100%	\$ 23,040	\$ 23,437	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	104%	#DIV/0!
Avg. Transaction to Market	101%	100%	#DIV/0!
Avg. Transactional Discount	\$ 414	\$ 941	\$ 54
Avg. Front-End Gross	\$ 461	\$ 537	\$ 409
Avg. Finance Gross	\$ 1,532	\$ 1,422	\$ 1,607
PUVR	\$ 1,993	\$ 1,959	\$ 2,016
Total Gross (Units & PUVR)	\$ 157,425	\$ 62,689	\$ 94,736
GROI	99%	80%	118%
% with Trade	43%	44%	43%
Avg. Over/Under Allowance	458	741	260



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	79	69	5
% of Retail Units	100%	87%	6%
% Retailed of Non-New Franchise	59%	58%	80%
Avg. Days to Sale	30.9	26.2	35.8
Avg. Transaction Price	\$ 23,373	\$ 23,765	\$ 18,173
Avg. Transaction to Market %	101%	#DIV/0!	99%
Avg. Transactional Discount	\$ 414	\$ 378	\$ 517
Avg. Front End Gross	\$ 461	\$ 659	\$ 255
Avg. Finance Gross	\$ 1,532	\$ 1,443	\$ 1,903
PUVR	\$ 1,993	\$ 2,103	\$ 2,158
Total Gross (Units & PUVR)	\$ 157,425	\$ 145,085	\$ 10,792
GROI	99%	121%	119%
% with Trade	43%	45%	60%
Avg. Over/Under Allowance	458	510	-83



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	3	0	0
1%	4%	0%	0%
0%	100%	#DIV/0!	#DIV/0!
67.0	4.0	#DIV/0!	#DIV/0!
\$ 21,988	\$ 18,893	#DIV/0!	#DIV/0!
95%	102%	#DIV/0!	#DIV/0!
\$ 1,000	\$ 362	#DIV/0!	#DIV/0!
\$ (262)	\$ (2,556)	#DIV/0!	#DIV/0!
\$ 3,245	\$ 1,857	#DIV/0!	#DIV/0!
\$ 2,982	\$ (699)	#DIV/0!	#DIV/0!
\$ 2,982	\$ (2,097)	#DIV/0!	#DIV/0!
73%	-333%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	1	0
0%	1%	0%
#DIV/0!	0%	#DIV/0!
#DIV/0!	375.0	#DIV/0!
#DIV/0!	\$ 37,100	#DIV/0!
#DIV/0!	114%	#DIV/0!
#DIV/0!	\$ 1,898	#DIV/0!
#DIV/0!	\$ (2,420)	#DIV/0!
#DIV/0!	\$ 3,083	#DIV/0!
#DIV/0!	\$ 663	#DIV/0!
#DIV/0!	\$ 663	#DIV/0!
#DIV/0!	2%	#DIV/0!
#DIV/0!	0%	#DIV/0!
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	79	53	14
% of Retail Units	100%	67%	18%
% Retailed of Non-New Franchise	59%	66%	36%
Avg. Days to Sale	30.9	14.1	37.5
Avg. Transaction Price	\$ 23,373	\$ 23,783	\$ 25,337
Avg. Transaction to Market %	101%	#DIV/0!	102%
Avg. Transactional Discount	\$ 414	\$ 240	\$ 676
Avg. Front End Gross	\$ 461	\$ 492	\$ 795
Avg. Finance Gross	\$ 1,532	\$ 1,487	\$ 1,816
PUVR	\$ 1,993	\$ 1,979	\$ 2,611
Total Gross (Units & PUVR)	\$ 157,425	\$ 104,907	\$ 36,555
GROI	99%	212%	99%
% with Trade	43%	53%	21%
Avg. Over/Under Allowance	458	306	2,333



46-60 days	61-90 days	90+ days
3	6	3
4%	8%	4%
67%	50%	67%
56.7	72.7	187.7
\$ 15,172	\$ 18,195	\$ 25,521
99%	93%	106%
\$ 1,156	\$ 715	\$ 904
\$ (236)	\$ 199	\$ (430)
\$ 1,084	\$ 1,509	\$ 1,488
\$ 847	\$ 1,708	\$ 1,058
\$ 2,542	\$ 10,246	\$ 3,175
35%	46%	8%
0%	33%	33%
#DIV/0!	0	0