









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	3341A	2021	Hyundai	PALISADE	21	Trade on New	Yes	\$ 29,683	\$ 30,683	101%	\$4,703	\$2,818
2	2970A	2019	Hyundai	TUCSON	2	Trade on New	Yes	\$ 14,999	\$ 17,394	100%	\$3,087	\$883
3	3008A	2010	Honda	CIVIC	49	Street/Curb Buy	No	\$ 4,999	\$ 2,906	85%	(\$724)	\$0
4	2732SL	2024	Hyundai	TUCSON	14	Loaner	Yes	\$ 27,492	\$ 29,492	80%	(\$2,497)	\$994
5	3161A	2021	Lincoln	AVIATOR	75	Trade on New	No	\$ 37,899	\$ 39,145	87%	\$1,109	\$5,394
6	3086B	2014	GMC	ACADIA	6	Trade on Used	No	\$ 4,999	\$ 5,949	110%	\$686	\$0
7	P0470A	2012	Honda	CIVIC	42	Trade on New	No	\$ 6,999	\$ 4,999	120%	\$3,283	\$0
8	P0451	2023	Hyundai	SONATA	99	Auction/Wholesale	Yes	\$ 19,999	\$ 23,994	85%	(\$924)	\$0
9	2717SLA	2018	Hyundai	ELANTRA	22	Trade on Used	No	\$ 15,999	\$ 17,994	87%	\$927	\$2,853
10	3089A	2022	Kia	SELTOS	67	Trade on New	No	\$ 20,488	\$ 22,682	92%	(\$1,523)	\$744
11	3141A	2022	Hyundai	ELANTRA	9	Trade on New	Yes	\$ 19,888	\$ 19,888	89%	(\$2,568)	\$0
12	P0462	2023	Kia	K5	49	Auction/Wholesale	No	\$ 21,999	\$ 23,350	85%	(\$1,409)	\$1,130
13	3076A	2011	Nissan	MAXIMA	5	Trade on New	No	\$ 9,999	\$ 7,988	100%	\$717	\$574
14	2951A	2022	Ram	1500	30	Trade on New	No	\$ 29,999	\$ 3,146	89%	\$1,484	\$1,220
15	2946B1	2018	Ford	EXPLORER	37	Trade on Used	No	\$ 24,999	\$ 22,898	95%	(\$1,152)	\$1,713
16	P0483	2023	Toyota	COROLLA	43	Auction/Wholesale	No	\$ 19,999	\$ 20,487	89%	(\$1,283)	\$0
17	P0488	2021	Hyundai	SANTA FE	42	Auction/Wholesale	Yes	\$ 19,999	\$ 21,000	89%	(\$2,260)	\$2,164
18	P0438A	2019	Hyundai	ELANTRA	37	Trade on Used	No	\$ 9,999	\$ 11,888	85%	(\$1,048)	\$752
19	2929A	2018	Toyota	CAMRY	20	Trade on New	No	\$ 21,999	\$ 22,478	95%	\$4,255	\$2,294
20	3150A	2021	Hyundai	SANTA FE	3	Trade on New	No	\$ 29,999	\$ 28,994	95%	\$5,223	\$1,415
21	2786B	2019	Jeep	GRAND CHEROKEE	80	Trade on Used	No	\$ 19,999	\$ 18,760	90%	(\$3,845)	\$1,768
22	3062A	2022	Hyundai	SANTA FE	37	Trade on New	Yes	\$ 24,999	\$ 24,998	95%	\$319	\$1,353
23	3159A	2019	Chevrolet	TAHOE	31	Trade on New	No	\$ 39,999	\$ 37,899	100%	\$3,424	\$2,410
24	P0485	2019	Hyundai	SANTA FE	20	Auction/Wholesale	Yes	\$ 21,999	\$ 21,999	100%	(\$399)	\$0
25	3139A	2017	Hyundai	ELANTRA	5	Trade on New	No	\$ 10,999	\$ 12,884	95%	\$1,224	\$1,339
26	P0492	2019	Ford	RANGER	10	Auction/Wholesale	No	\$ 24,999	\$ 26,633	100%	\$2,334	\$1,657
27	P0482	2023	Hyundai	SANTA CRUZ	42	Auction/Wholesale	Yes	\$ 34,999	\$ 32,427	95%	(\$699)	\$2,320

28	2880A	2019	Toyota	COROLLA	6	Trade on New	No	\$ 19,999	\$ 19,483	95%	\$1,440	
29	3164A	2019	Hyundai	TUCSON	8	Trade on New	No	\$ 14,999	\$ 16,232	92%	(\$580)	\$75
30	3095A	2013	Ford	EXPLORER	1	Trade on New	No	\$ 9,999	\$ 7,899	120%	\$365	\$789
31	P0459	2023	Kia	SORENTO	71	Auction/Wholesale	No	\$ 24,999	\$ 2,688	89%	(\$2,388)	\$1,863
32	P0502	2018	Honda	CIVIC	7	Auction/Wholesale	No	\$ 19,999	\$ 20,325	95%	(\$1,275)	\$1,649
33	3063A	2021	Hyundai	PALISADE	16	Trade on New	No	\$ 29,999	\$ 31,789	95%	\$1,257	\$1,243
34	P0490	2021	Hyundai	SONATA	32	Auction/Wholesale	Yes	\$ 19,999	\$ 19,900	100%	(\$1,104)	\$773
35	3010A	2020	Jeep	CHEROKEE	28	Trade on New	No	\$ 19,999	\$ 20,027	100%	(\$354)	\$1,939
36	P0457	2021	Ford	EXPEDITION	74	Auction/Wholesale	No	\$ 44,999	\$ 44,988	85%	(\$3,056)	\$3,531
37	2973B	2017	Hyundai	ELANTRA	28	Trade on Used	No	\$ 9,999	\$ 9,399	95%	\$1,285	\$574
38	P0465	2021	Hyundai	KONA	70	Auction/Wholesale	Yes	\$ 14,999	\$ 16,999	85%	(\$2,082)	\$2,209
39	P0477	2020	Lincoln	CORSAIR	61	Auction/Wholesale	No	\$ 24,999	\$ 24,775	87%	(\$2,220)	\$1,180
40	2830A	2015	Buick	ENCLAVE	21	Trade on New	No	\$ 10,999	\$ 12,783	100%	\$3,564	
41	P0442	2023	Toyota	COROLLA	50	Auction/Wholesale	No	\$ 24,999	\$ 23,189	85%	(\$84)	\$867
42	3086C	2008	Chevrolet	IMPALLA	18	Trade on Used	No	\$ 4,999	\$ 3,333	90%	(\$764)	
43	P0457A	2015	Cadillac	ESCALADE	21	Trade on Used	No	\$ 24,999	\$ 24,481	100%	\$2,126	\$2,439
44	3103A	2020	GMC	YUKON	40	Trade on New	No	\$ 44,999	\$ 45,478	98%	(\$993)	\$3,940
45	P0454A	2018	Mazda	3	49	Trade on Used	No	\$ 9,999	\$ 10,188	89%	(\$1,365)	\$789
46	3063B	2015	Nissan	ROUGE	8	Trade on Used	No	\$ 9,999	\$ 8,444	92%	(\$1,171)	\$789
47	3107A	2023	Ford	ESCAPE	28	Trade on New	No	\$ 29,999	\$ 28,999	95%	(\$884)	\$2,164
48	3023A	2023	Hyundai	TUCSON	66	Trade on New	Yes	\$ 29,999	\$ 27,431	92%	\$2,895	
49	2991A	2013	Chevrolet	CRUZ	16	Trade on New	No	\$ 6,999	\$ 4,888	100%	\$1,082	
50	P0489	2019	Jeep	WRANGLER	62	Auction/Wholesale	No	\$ 29,999	\$ 28,999	89%	(\$2,073)	\$4,154
51	2968A	2021	Ford	TRANSIT	43	Trade on New	No	\$ 24,999	\$ 25,079	95	(\$938)	\$3,558
52	3143B	2022	Hyundai	ELANTRA	1	Trade on Used	Yes	\$ 18,999	\$ 20,383	105%	\$1,659	\$3,075
53	3174B	2016	Honda	CIVIC	2	Trade on Used	No	\$ 14,999	\$ 13,933	100%	\$919	\$1,289

## Scoreboard Totals

% Retailed of Non-Franchise Make	63%
Total # Retail Units	200
Avg. Days to Sale	32.2
Avg. Advertised Price (Time of Sale)	\$ 20,328
Avg. Transaction Price	\$ 19,629
Avg. Market Price at 100%	\$ 14,199
Avg. Price to Market % (Time of Sale)	143%
Avg. Transaction to Market	138%
Avg. Transactional Discount	\$ 699
Avg. Front-End Gross	\$ 224
Avg. Finance Gross	\$ 1,586
PUVR	\$ 1,485
Total Gross (Units & PUVR)	\$ 296,971
GROI	85%
% with Trade	26%
Avg. Over/Under Allowance	\$1,150



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Brian Thompson
% Retailed of Non-New Franchise	63%	#DIV/0!	66%
Total # Retail Units	200	0	70
Avg. Days to Sale	32.2	#DIV/0!	30.2
Avg. Advertised Price (Time of Sale)	\$ 20,328	#DIV/0!	\$ 19,321
Avg. Transaction Price	\$ 19,629	#DIV/0!	\$ 19,225
Avg. Market Price at 100%	\$ 14,199	#DIV/0!	#REF!
Avg. Price to Market % (Time of Sale)	143%	#DIV/0!	#REF!
Avg. Transaction to Market	138%	#DIV/0!	#REF!
Avg. Transactional Discount	\$ 699	#DIV/0!	\$ 96
Avg. Front-End Gross	\$ 224	#DIV/0!	\$ 840
Avg. Finance Gross	\$ 1,586	#DIV/0!	\$ 1,650
PUVR	\$ 1,485	#DIV/0!	\$ 2,019
Total Gross (Units & PUVR)	\$ 296,971	#DIV/0!	\$ 141,311
GROI	85%	#DIV/0!	125%
% with Trade	26%	#DIV/0!	20%
Avg. Over/Under Allowance	1,150	#DIV/0!	1,940



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

Randall Martin	Sean Varone		
64%	50%	#DIV/0!	#DIV/0!
108	22	0	0
33.5	32.5	#DIV/0!	#DIV/0!
\$ 20,404	\$ 23,154	#DIV/0!	#DIV/0!
\$ 19,114	\$ 23,439	#DIV/0!	#DIV/0!
\$ 21,586	\$ 24,811	#DIV/0!	#DIV/0!
95%	93%	#DIV/0!	#DIV/0!
89%	94%	#DIV/0!	#DIV/0!
\$ 1,290	\$ (285)	#DIV/0!	#DIV/0!
\$ 37	\$ (820)	#DIV/0!	#DIV/0!
\$ 1,555	\$ 1,567	#DIV/0!	#DIV/0!
\$ 1,333	\$ 533	#DIV/0!	#DIV/0!
\$ 143,926	\$ 11,734	#DIV/0!	#DIV/0!
75%	25%	#DIV/0!	#DIV/0!
29%	27%	#DIV/0!	#DIV/0!
824	1,000	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	GARCIA	ORR
% Retailed of Non-New Franchise	63%	61%	63%
Total # Retail Units	200	38	27
Avg. Days to Sale	32.2	24.3	31.4
Avg. Advertised Price (Time of Sale)	\$ 20,328	\$ 19,190	\$ 20,088
Avg. Transaction Price	\$ 19,629	\$ 18,603	\$ 19,695
Avg. Market Price at 100%	\$ 14,199	\$ 19,797	#REF!
Avg. Price to Market % (Time of Sale)	143%	97%	#REF!
Avg. Transaction to Market	138%	94%	#REF!
Avg. Transactional Discount	\$ 699	\$ 586	\$ 393
Avg. Front-End Gross	\$ 224	\$ 412	\$ 823
Avg. Finance Gross	\$ 1,586	\$ 1,424	\$ 1,610
PUVR	\$ 1,485	\$ 1,536	\$ 1,658
Total Gross (Units & PUVR)	\$ 296,971	\$ 58,374	\$ 44,770
GROI	85%	122%	97%
% with Trade	26%	18%	30%
Avg. Over/Under Allowance	1,150	1,500	1,489



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

SELLERS	ROSS	MCCLENDON	COMMANDER
51%	65%	78%	77%
49	17	32	22
37.2	35.5	33.2	24.5
\$ 20,889	\$ 20,965	\$ 22,340	\$ 16,624
\$ 18,665	\$ 20,951	\$ 22,222	\$ 16,939
\$ 22,267	\$ 22,725	\$ 23,518	\$ 17,351
94%	92%	95%	96%
84%	92%	94%	98%
\$ 2,223	\$ 14	\$ 118	\$ (315)
\$ 51	\$ 150	\$ (261)	\$ 654
\$ 1,466	\$ 1,815	\$ 1,770	\$ 1,523
\$ 1,307	\$ 1,538	\$ 1,288	\$ 1,831
\$ 64,038	\$ 26,140	\$ 41,221	\$ 40,277
68%	74%	63%	159%
27%	24%	31%	23%
873	1,750	700	1,625

GARY	MARIA	RAYMOND	
33%	75%	50%	#DIV/0!
3	4	8	0
51.7	34.3	44.4	#DIV/0!
\$ 21,555	\$ 26,218	\$ 20,480	#DIV/0!
\$ 20,876	\$ 26,666	\$ 20,401	#DIV/0!
\$ 22,104	\$ 28,566	\$ 22,575	#DIV/0!
98%	92%	91%	#DIV/0!
94%	93%	90%	#DIV/0!
\$ 679	\$ (447)	\$ 79	#DIV/0!
\$ (291)	\$ 1,060	\$ (942)	#DIV/0!
\$ 1,368	\$ 2,030	\$ 1,763	#DIV/0!
\$ 1,076	\$ 3,090	\$ 821	#DIV/0!
\$ 3,229	\$ 12,358	\$ 6,564	#DIV/0!
36%	122%	33%	#DIV/0!
33%	25%	25%	#DIV/0!
500	0	1,000	#DIV/0!



























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Kameron Montg	Dan Tegeder
% Retailed of Non-New Franchise	63%	68%	57%
Total # Retail Units	200	106	94
Avg. Days to Sale	32.2	31.1	33.5
Avg. Advertised Price (Time of Sale)	\$ 20,328	\$ 20,133	\$ 20,547
Avg. Transaction Price	\$ 19,629	\$ 19,981	\$ 19,231
Avg. Market Price at 100%	\$ 14,199	\$ 21,207	#REF!
Avg. Price to Market % (Time of Sale)	143%	95%	#REF!
Avg. Transaction to Market	138%	94%	#REF!
Avg. Transactional Discount	\$ 699	\$ 152	\$ 1,315
Avg. Front-End Gross	\$ 224	\$ 489	\$ (75)
Avg. Finance Gross	\$ 1,586	\$ 1,676	\$ 1,468
PUVR	\$ 1,485	\$ 1,912	\$ 1,003
Total Gross (Units & PUVR)	\$ 296,971	\$ 202,724	\$ 94,247
GROI	85%	111%	56%
% with Trade	26%	0%	0%
Avg. Over/Under Allowance	1,150	1,239	1,056







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	46	154
Avg. Days to Sale	32.2	37.5	30.6
Avg. Advertised Price (Time of Sale)	\$ 20,328	\$ 24,014	\$ 18,400
Avg. Transaction Price	\$ 19,629	\$ 23,741	\$ 18,400
Avg. Market Price at 100%	\$ 14,199	\$ 25,544	#REF!
Avg. Price to Market % (Time of Sale)	143%	94%	#REF!
Avg. Transaction to Market	138%	93%	#REF!
Avg. Transactional Discount	\$ 699	\$ 274	\$ 826
Avg. Front-End Gross	\$ 224	\$ (278)	\$ 374
Avg. Finance Gross	\$ 1,586	\$ 1,663	\$ 1,564
PUVR	\$ 1,485	\$ 1,023	\$ 1,623
Total Gross (Units & PUVR)	\$ 296,971	\$ 47,074	\$ 249,897
GROI	85%	41%	104%
% with Trade	26%	24%	26%
Avg. Over/Under Allowance	1,150	1,094	1,173



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	74	126
Avg. Days to Sale	32.2	31.8	32.5
Avg. Advertised Price (Time of Sale)	\$ 20,328	\$ 20,296	\$ 19,373
Avg. Transaction Price	\$ 19,629	\$ 20,063	\$ 19,373
Avg. Market Price at 100%	\$ 14,199	\$ 21,529	#REF!
Avg. Price to Market % (Time of Sale)	143%	94%	#REF!
Avg. Transaction to Market	138%	93%	#REF!
Avg. Transactional Discount	\$ 699	\$ 232	\$ 973
Avg. Front-End Gross	\$ 224	\$ 131	\$ 279
Avg. Finance Gross	\$ 1,586	\$ 1,465	\$ 1,654
PUVR	\$ 1,485	\$ 1,259	\$ 1,617
Total Gross (Units & PUVR)	\$ 296,971	\$ 93,191	\$ 203,780
GROI	85%	71%	93%
% with Trade	26%	19%	29%
Avg. Over/Under Allowance	1,150	1,118	1,167



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	108	34
% of Retail Units	100%	54%	17%
% Retailed of Non-New Franchise	63%	61%	82%
Avg. Days to Sale	32.2	25.1	26.4
Avg. Transaction Price	\$ 19,629	\$ 19,463	\$ 14,786
Avg. Transaction to Market %	138%	97%	88%
Avg. Transactional Discount	\$ 699	\$ 344	\$ 2,042
Avg. Front End Gross	\$ 224	\$ 1,033	\$ 50
Avg. Finance Gross	\$ 1,586	\$ 1,630	\$ 1,057
PUVR	\$ 1,485	\$ 2,256	\$ 796
Total Gross (Units & PUVR)	\$ 296,971	\$ 243,677	\$ 27,065
GROI	85%	167%	73%
% with Trade	26%	25%	21%
Avg. Over/Under Allowance	1,150	1,405	1,667



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	53	4	0
1%	27%	2%	0%
100%	58%	0%	#DIV/0!
49.0	51.1	21.8	#DIV/0!
\$ 2,906	\$ 22,710	\$ 28,618	#DIV/0!
49%	#REF!	92%	#DIV/0!
\$ 2,093	\$ 589	\$ (27)	#DIV/0!
\$ (724)	\$ (1,250)	\$ (388)	#DIV/0!
\$ -	\$ 1,843	\$ 871	#DIV/0!
\$ (724)	\$ 489	\$ 265	#DIV/0!
\$ (724)	\$ 25,892	\$ 1,061	#DIV/0!
-183%	15%	15%	#DIV/0!
0%	30%	25%	#DIV/0!
#DIV/0!	558	500	#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	121	21
% of Retail Units	100%	61%	11%
% Retailed of Non-New Franchise	63%	64%	57%
Avg. Days to Sale	32.2	13.4	38.8
Avg. Transaction Price	\$ 19,629	\$ 17,861	\$ 22,969
Avg. Transaction to Market %	138%	96%	94%
Avg. Transactional Discount	\$ 699	\$ 728	\$ 210
Avg. Front End Gross	\$ 224	\$ 1,268	\$ (268)
Avg. Finance Gross	\$ 1,586	\$ 1,401	\$ 1,557
PUVR	\$ 1,485	\$ 2,669	\$ 1,289
Total Gross (Units & PUVR)	\$ 296,971	\$ 322,967	\$ 27,059
GROI	85%	401%	52%
% with Trade	26%	20%	24%
Avg. Over/Under Allowance	1,150	1,395	1,500



46-60 days	61-90 days	90+ days
17	32	8
9%	16%	4%
59%	63%	75%
51.6	73.0	99.3
\$ 21,948	\$ 21,639	\$ 24,455
86%	#REF!	91%
\$ 703	\$ 1,201	\$ (250)
\$ (1,530)	\$ (1,832)	\$ (2,671)
\$ 1,190	\$ 2,174	\$ 2,391
\$ (340)	\$ 342	\$ (280)
\$ (5,780)	\$ 10,951	\$ (2,243)
-11%	8%	-4%
35%	41%	25%
967	848	-4,000