

[illegible]

[illegible]

New Car Franchise(s)

Chevrolet

[illegible]

[illegible]

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	7656	2020	Buick	Encore	50	Trade on Used					(\$501)	\$619
2	T7325C	2019	FORD	F150	8	Trade on New					\$947	\$2,118
3	7623	2019	Chevrolet	SILVERADO	83	Trade on New					(\$907)	\$579
4	7633	2018	JEEP	CHEROKEE	64	Trade on Used					\$109	\$852
5	7703	2015	Chevrolet	TAHOE	6	Trade on New					\$1,481	\$1,542
6	7658A	2015	JEEP	CHEROKEE	3	Trade on Used					\$2,307	\$1,152
7	7609	2017	Chevrolet	COLORADO	86	Trade on New					\$72	\$0
8	7713A	2015	DODGE	JOURNEY	5	Trade on Used					\$133	\$882
9	7588	2018	Chevrolet	2500	92	Trade on New					\$3,902	\$2,830
10	7661	2019	TOYOTA	RAV4	51	Trade on Used					(\$852)	\$2,454
11	7700	2018	TOYOTA	TACOMA	8	Trade on Used					\$3,500	\$2,015
12	7606	2020	FORD	F250	87	Trade on New					\$1,001	\$354
13	T7454A	2019	SUBARU	CROSSTREK	37	Trade on New					\$2,000	\$1,291
14	7666A	2016	Chevrolet	SILVERADO	7	Trade on New					\$3,002	\$1,738
15	T7456A	2020	TOYOTA	TACOMA	35	Auction/Wholesale					\$1,801	\$1,545
16	T7469A	2008	Chevrolet	COLORADO	55	Trade on Used					\$1,797	\$2,425
17	7493A	2017	Chevrolet	SILVERADO	37	Trade on New					\$128	\$1,662
18	T7417A	2018	NISSAN	SENTRA	70	Auction/Wholesale					(\$461)	\$908
19	7543N	2016	TOYOTA	RAV4	17	Auction/Wholesale					\$1,017	\$0
20	T7086A	2017	GMC	ACADIA	67	Auction/Wholesale					(\$1,087)	\$1,089
21	7710	2013	KIA	SPORTAGE	13	Trade on Used					\$735	\$1,270
22	T7497A	2018	FORD	ECOSPORT	29	Auction/Wholesale					\$2,002	\$607
23	T7439A	2019	Chevrolet	COLORADO	58	Trade on New	Yes				\$372	\$2,272
24	7668A	2017	Chevrolet	TRAX	14	Trade on New					\$1,002	\$1,032
25	7700A	2017	FORD	F150	5	Auction/Wholesale					\$2,907	\$736
26	T7325D	2015	FORD	F150	11	Auction/Wholesale					\$2,691	\$0
27	7606A	2015	FORD	F150	8	Trade on Used					\$3,857	\$712

28	T7519A	2019	Chevrolet	SILVERADO	36	Trade on New						(\$1,031)	\$1,869
29	7637	2019	DODGE	JOURNEY	74	Auction/Wholesale						(\$239)	\$2,351
30	T7492A	2016	Chevrolet	COLORADO	49	Trade on New						\$1,524	\$0
31	7673	2017	Buick	ENVISION	45	Auction/Wholesale						\$500	\$0
32	T7525N	2017	GMC	ACADIA	23	Auction/Wholesale						\$2,001	\$2,064
33	7579	2019	TOYOTA	COROLLA	110	Auction/Wholesale						\$0	\$0
34	T7356A	2019	TOYOTA	RAV4	97	Auction/Wholesale						\$1	\$0
35	7705	2019	GMC	TERRAIN	19	Auction/Wholesale						\$1,005	\$1,118
36	T7576A	2016	Chevrolet	COLORADO	10	Trade on New						\$2,700	\$1,259
37	T7359A	2020	Chevrolet	SILVERADO	42	Trade on New						\$148	\$1,779
38	7692	2018	HYUNDAI	SANTA FE	27	Auction/Wholesale						(\$620)	\$1,594
39	7702	2017	Chevrolet	SILVERADO	19	Auction/Wholesale						\$1,524	\$893
40	7493B	2015	DODGE	CHARGER	10	Trade on Used						\$1,287	\$150
41	7543O	2015	SUBARU	LEGACY	9	Trade on Used						\$1,000	\$595
42	7612	2017	GMC	YUKON	100	Trade on Used						(\$2,442)	\$2,443
43	7711	2018	JEEP	CHEROKEE	22	Auction/Wholesale						\$766	\$0
44	T7497B	2013	Volkswagen	TDI	9	Trade on Used						\$1,000	\$0
45	7716	2019	FORD	ECOSPORT	23	Auction/Wholesale						\$1,758	\$2,701
46	7485M	2017	JEEP	CHEROKEE	80	Auction/Wholesale						\$776	\$2,010
47	7653	2019	Mitsubishi	OUTLANDER	68	Auction/Wholesale						(\$1,318)	\$1,320
48	7718A	2015	Mitsubishi	OUTLANDER	24	Auction/Wholesale						\$495	\$578
49	7410D	2005	Chevrolet	SILVERADO	30	Trade on Used						\$529	\$0
50	T7520A	2020	Chevrolet	SILVERADO	47	Trade on New						\$4	\$1,030
51	T7518A	2011	Chevrolet	SILVERADO	1	Trade on Used						\$2,519	\$1,142
52	T7464A	2016	TOYOTA	4RUNNER	94	Trade on Used						\$0	\$0
53	7615	2019	Chevrolet	2500	103	Trade on New						\$11	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	61%
Total # Retail Units	200
Avg. Days to Sale	45.9
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)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	#DIV/0!
Avg. Front-End Gross	\$ 920
Avg. Finance Gross	\$ 1,017
PUVR	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!
GROI	#DIV/0!
% with Trade	52%
Avg. Over/Under Allowance	\$781



ACADEMY

Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	61%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	45.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#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	\$ 920	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,017	#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	52%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	781	#DIV/0!	#DIV/0!



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

[illegible]

[illegible]

[illegible]

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	61%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	45.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#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	\$ 920	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,017	#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	52%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	781	#DIV/0!	#DIV/0!



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

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	61%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	45.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#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	\$ 920	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,017	#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	52%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	781	#DIV/0!	#DIV/0!



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

[illegible]

[illegible]

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	20	0
Avg. Days to Sale	45.9	59.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#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	\$ 920	\$ 1,462	#DIV/0!
Avg. Finance Gross	\$ 1,017	\$ 1,469	#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	52%	18%	#DIV/0!
Avg. Over/Under Allowance	781	500	#DIV/0!



Scoreboard			
Same Brand as New	Totals	Yes	No
Total # Retail Units	200	78	122
Avg. Days to Sale	45.9	47.7	44.8
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#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	\$ 920	\$ 1,033	\$ 849
Avg. Finance Gross	\$ 1,017	\$ 1,152	\$ 931
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	52%	14%	0%
Avg. Over/Under Allowance	781	750	813



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	54	62
% of Retail Units	100%	27%	31%
% Retailed of Non-New Franchise	61%	9%	68%
Avg. Days to Sale	45.9	53.9	35.6
Avg. Transaction Price	#DIV/0!	#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	\$ 920	\$ 841	\$ 1,332
Avg. Finance Gross	\$ 1,017	\$ 1,256	\$ 801
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	52%	57%	44%
Avg. Over/Under Allowance	781	750	875



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	84	0	0
0%	42%	0%	0%
#DIV/0!	89%	#DIV/0!	#DIV/0!
#DIV/0!	48.4	#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!	\$ 667	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,023	#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!	55%	#DIV/0!	#DIV/0!
#DIV/0!	625	#DIV/0!	#DIV/0!

[illegible]

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	84	25
% of Retail Units	100%	42%	13%
% Retailed of Non-New Franchise	61%	65%	48%
Avg. Days to Sale	45.9	12.5	38.0
Avg. Transaction Price	#DIV/0!	#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	\$ 920	\$ 1,608	\$ 818
Avg. Finance Gross	\$ 1,017	\$ 853	\$ 1,343
PUVR	#DIV/0!	\$ 2,460	\$ 2,161
Total Gross (Units & PUVR)	#DIV/0!	\$ 206,657	\$ 54,032
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	52%	57%	32%
Avg. Over/Under Allowance	781	769	1,000



46-60 days	61-90 days	90+ days
21	44	26
11%	22%	13%
62%	61%	58%
52.4	73.2	110.4
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ 460	\$ 80	\$ 593
\$ 1,296	\$ 1,003	\$ 1,035
\$ 1,756	\$ 1,083	\$ 1,628
\$ 36,879	\$ 47,641	\$ 42,334
#DIV/0!	#DIV/0!	#DIV/0!
52%	45%	65%
#DIV/0!	#DIV/0!	750