









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	DM20005A	2018	Kia	SORENTO	33	Trade on New	HAG	\$ 19,788	\$ 18,696		\$100	\$0
2	K210069A	2018	Kia	OPTIMA	15	Trade on New	HAG	\$ 14,988	\$ 14,455		\$1,100	\$100
3	P210026	2020	Kia	OPTIMA	93	Auction/Wholesale	HAG	\$ 16,988	\$ 16,988		(\$359)	\$1,764
4	M210192A	2017	Ram	1500	40	Trade on New	HAG	\$ 27,488	\$ 27,488		(\$102)	\$4,613
5	X210036	2018	Kia	OPTIMA	9	Other	HAG	\$ 17,988	\$ 17,689		\$555	\$1,773
6	P210078	2019	Dodge	CHARGER	21	Auction/Wholesale	HAG	\$ 24,488	\$ 23,846		\$784	\$3,249
7	X210016	2018	Kia	SORENTO	58	Other	HAG	\$ 24,911	\$ 24,911		\$1,078	\$1,941
8	P210044A	2015	Chevrolet	SILVERADO	12	Trade on Used	No	\$ 24,988	\$ 23,988		\$2,766	\$195
9	XH21048	2013	Honda	CRV	1	Other	No	\$ 8,995	\$ 8,546		\$863	\$100
10	M210257A	2019	Jeep	COMPASS	12	Trade on New	HAG	\$ 23,988	\$ 23,088		\$2,446	\$2,574
11	PS21025	2013	Kia	SORENTO	8	Street/Curb Buy	No	\$ 9,988	\$ 8,720		\$1,407	\$1,146
12	M210187A	2016	Kia	OPTIMA	14	Trade on New	HAG	\$ 15,488	\$ 15,488		\$1,128	\$2,312
13	XH21049	2019	Kia	ACCORD	1	Other	HAG	\$ 24,995	\$ 24,786		\$100	\$1,622
14	M210336A	2017	Kia	SPORTAGE	8	Trade on New	HAG	\$ 20,988	\$ 20,751		\$1,698	\$2,784
15	P210039	2018	Kia	SOUL	76	Auction/Wholesale	HAG	\$ 11,691	\$ 11,691		\$731	\$3,082
16	XH21050	2012	Nissan	FRONTIER	1	Other	No	\$ 15,999	\$ 15,750		\$1,489	\$858
17	XH21017A	2015	Mini	COOPER	77	Trade on Used	HAG	\$ 13,491	\$ 13,491		\$161	\$1,821
18	PS21024	2020	Kia	TELLURIDE	10	Street/Curb Buy	HAG	\$ 36,988	\$ 36,988		\$7,397	\$4,410
19	M210081B	2017	Kia	SOUL	50	Trade on Used	HAG	\$ 13,491	\$ 13,289		\$798	\$0
20	P210093	2015	Kia	OPTIMA	13	Auction/Wholesale	HAG	\$ 16,988	\$ 15,865		(\$1,104)	\$2,632
21	K210159A	2018	Ford	MUSTANG	24	Trade on New	HAG	\$ 20,491	\$ 20,081		\$2,368	\$353
22	SA21004	2017	Kia	SOUL	36	Auction/Wholesale	HAG	\$ 13,888	\$ 12,680		\$300	\$1,184
23	XH21051	2018	Toyota	RAV4	1	Other	HAG	\$ 16,999	\$ 16,967		\$1,746	\$2,516
24	X210041	2021	Kia	SELTOS	11	Auction/Wholesale	HAG	\$ 25,988	\$ 24,000		\$2,525	\$143
25	K210194B	2014	Kia	OPTIMA	27	Trade on Used	No	\$ 13,488	\$ 11,562		(\$281)	\$1,764
26	XH21053	2019	Toyota	RAV4	1	Other	HAG	\$ 24,999	\$ 24,874		\$1,041	\$2,601

27	M210339A	2016	Kia	SOUL	10	Trade on New	HAG	\$	13,488	\$	12,143		(\$136)	\$611
28	XH21052	2019	Honda	HRV	1	Other	HAG	\$	18,995	\$	18,128		\$208	\$872
29	M210339Z	2017	Kia	FORTE	10	Trade on New	HAG	\$	14,488	\$	14,425		\$784	\$300
30	P210073	2020	Kia	OPTIMA	31	Auction/Wholesale	HAG	\$	17,491	\$	17,191		\$1,452	\$707
31	XH21054	2013	Hyundai	SONATA	1	Other	No	\$	10,988	\$	10,650		\$1,489	\$0
32	SA21007	2018	Kia	SPORTAGE	22	Auction/Wholesale	HAG	\$	22,988	\$	22,500		\$1,265	\$3,592
33	XH21055	2017	Honda	ACCORD	1	Other	HAG	\$	17,889	\$	17,889		\$104	\$1,000
34	PS21028	2018	Kia	SORENTO	1	LBO Customer	No	\$	13,737	\$	13,737		\$0	\$759
35	P210089	2018	Kia	SPORTAGE	30	Auction/Wholesale	HAG	\$	17,488	\$	17,266		\$1,564	\$0
36	K210077A	2015	Kia	OPTIMA	4	Trade on New	No	\$	14,988	\$	12,599		\$311	\$1
37	XH21057	2014	Toyota	CAMRY	1	Other	No	\$	11,995	\$	11,733		\$2,184	\$1,420
38	P210080	2019	Jeep	RENEGADE	38	Auction/Wholesale	HAG	\$	16,491	\$	15,800		\$367	\$3,029
39	M210086A	2012	Chevrolet	IMPALA	20	Trade on New	No	\$	8,481	\$	7,606		\$1,093	\$0
40	XH21048A	2012	Chevrolet	MALIBU	13	Trade on Used	No	\$	7,988	\$	7,206		\$1,799	\$0
41	P210076A	2015	Ford	FUSION	10	Trade on Used	HAG	\$	12,988	\$	10,472		(\$721)	\$2,012
42	X210039	2019	Kia	SORENTO	19	Other	HAG	\$	27,988	\$	27,200		\$5,925	\$1,180
43	X210031	2017	Ford	MUSTANG	1	Other	HAG	\$	19,491	\$	19,491		\$2,214	\$1,816
44	P210066	2020	Nissan	ALTIMA	45	Auction/Wholesale	HAG	\$	18,991	\$	18,175		\$100	\$3,080
45	M210219A	2018	Kia	SOUL	40	Trade on New	HAG	\$	14,788	\$	14,044		\$100	\$885
46	M210178A	2019	Chevrolet	EQUINOX	22	Trade on New	HAG	\$	17,888	\$	17,470		\$1,352	\$242
47	P210085	2018	Kia	SPORTAGE	37	Auction/Wholesale	HAG	\$	17,491	\$	17,185		\$1,960	\$1,153
48	XH21058	2019	Kia	STINGER	1	Other	HAG	\$	32,988	\$	32,988		\$4,367	\$3,275
49	M210304A	2016	Kia	SORENTO	25	Trade on New	No	\$	18,988	\$	18,988		\$190	\$1,683
50	M210332A	2014	Chevrolet	IMPALA	25	Trade on New	No	\$	9,491	\$	8,431		\$1,608	\$1,249
51	XH21059	2018	Honda	PILOT	1	Other	HAG	\$	26,995	\$	26,392		\$697	\$874
52	P210092	2020	Kia	OPTIMA	30	Auction/Wholesale	HAG	\$	17,491	\$	17,691		\$781	\$2,647
53	PS21023	2019	Kia	SORENTO	29	Street/Curb Buy	HAG	\$	18,488	\$	17,128		\$2,848	\$0

## Scoreboard Totals

% Retailed of Non-Franchise Make	53%
Total # Retail Units	101
Avg. Days to Sale	24.4
Avg. Advertised Price (Time of Sale)	\$ 18,565
Avg. Transaction Price	\$ 17,914
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	\$ 651
Avg. Front-End Gross	\$ 1,074
Avg. Finance Gross	\$ 1,282
PUVR	\$ 2,356
Total Gross (Units & PUVR)	\$ 237,945
GROI	194%
% with Trade	37%
Avg. Over/Under Allowance	(\$124)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	JC	Kelvin
% Retailed of Non-New Franchise	53%	52%	54%
Total # Retail Units	101	33	26
Avg. Days to Sale	24.4	29.1	21.7
Avg. Advertised Price (Time of Sale)	\$ 18,565	\$ 18,490	\$ 17,091
Avg. Transaction Price	\$ 17,914	\$ 18,060	\$ 16,390
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	\$ 651	\$ 430	\$ 701
Avg. Front-End Gross	\$ 1,074	\$ 1,126	\$ 901
Avg. Finance Gross	\$ 1,282	\$ 1,487	\$ 1,171
PUVR	\$ 2,356	\$ 2,613	\$ 2,073
Total Gross (Units & PUVR)	\$ 237,945	\$ 86,238	\$ 53,891
GROI	194%	179%	210%
% with Trade	37%	39%	19%
Avg. Over/Under Allowance	-124	-240	-239



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

Drew			
55%	#DIV/0!	#DIV/0!	#DIV/0!
42	0	0	0
22.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 19,535	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,742	#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!
\$ 793	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,139	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,190	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,329	#DIV/0!	#DIV/0!	#DIV/0!
\$ 97,815	#DIV/0!	#DIV/0!	#DIV/0!
200%	#DIV/0!	#DIV/0!	#DIV/0!
45%	#DIV/0!	#DIV/0!	#DIV/0!
18	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Frankie	James
% Retailed of Non-New Franchise	53%	60%	29%
Total # Retail Units	101	15	7
Avg. Days to Sale	24.4	21.1	29.1
Avg. Advertised Price (Time of Sale)	\$ 18,565	\$ 19,153	\$ 15,704
Avg. Transaction Price	\$ 17,914	\$ 18,735	\$ 14,763
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	\$ 651	\$ 418	\$ 941
Avg. Front-End Gross	\$ 1,074	\$ 1,353	\$ 406
Avg. Finance Gross	\$ 1,282	\$ 1,317	\$ 1,470
PUVR	\$ 2,356	\$ 2,671	\$ 1,875
Total Gross (Units & PUVR)	\$ 237,945	\$ 40,058	\$ 13,126
GROI	194%	244%	157%
% with Trade	37%	27%	43%
Avg. Over/Under Allowance	-124	-159	-131



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

Keenan	AR	Bob	Bobby
67%	33%	64%	63%
3	3	11	8
17.3	25.7	22.5	36.9
\$ 17,321	\$ 13,322	\$ 18,328	\$ 18,055
\$ 16,482	\$ 12,592	\$ 17,269	\$ 17,600
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 839	\$ 730	\$ 1,059	\$ 455
\$ 1,101	\$ 667	\$ 1,007	\$ 861
\$ 1,042	\$ 1,432	\$ 1,111	\$ 1,304
\$ 2,143	\$ 2,098	\$ 2,118	\$ 2,165
\$ 6,428	\$ 6,295	\$ 23,300	\$ 17,322
270%	234%	197%	120%
33%	0%	18%	25%
0	0	-143	333

Josh	Termaine	Roe	John
75%	40%	60%	80%
4	5	5	5
7.8	23.2	22.0	10.8
\$ 12,838	\$ 21,709	\$ 15,932	\$ 18,772
\$ 12,089	\$ 19,958	\$ 15,477	\$ 18,408
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 749	\$ 1,751	\$ 454	\$ 365
\$ 1,274	\$ 1,009	\$ 385	\$ 1,266
\$ 943	\$ 218	\$ 1,391	\$ 1,450
\$ 2,217	\$ 1,227	\$ 1,775	\$ 2,716
\$ 8,869	\$ 6,135	\$ 8,876	\$ 13,579
852%	95%	188%	492%
25%	40%	40%	80%
0	50	-375	13

Chris	Malcolm	Blake	Nick
50%	83%	13%	44%
8	6	8	9
19.0	32.2	37.8	21.1
\$ 18,916	\$ 25,474	\$ 15,690	\$ 22,456
\$ 18,523	\$ 24,815	\$ 15,095	\$ 22,032
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 393	\$ 659	\$ 595	\$ 423
\$ 1,501	\$ 1,392	\$ 947	\$ 1,130
\$ 1,130	\$ 1,992	\$ 959	\$ 1,883
\$ 2,631	\$ 3,384	\$ 1,907	\$ 3,013
\$ 21,047	\$ 20,304	\$ 15,254	\$ 27,113
269%	153%	120%	233%
38%	33%	50%	56%
-230	-100	-621	53

Alan			
50%	#DIV/0!	#DIV/0!	#DIV/0!
4	0	0	0
31.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,651	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,311	#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!
\$ 340	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,385	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,175	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,560	#DIV/0!	#DIV/0!	#DIV/0!
\$ 10,238	#DIV/0!	#DIV/0!	#DIV/0!
161%	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!
243	#DIV/0!	#DIV/0!	#DIV/0!























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Andrew	Chris
% Retailed of Non-New Franchise	53%	48%	57%
Total # Retail Units	101	40	61
Avg. Days to Sale	24.4	20.7	26.8
Avg. Advertised Price (Time of Sale)	\$ 18,565	\$ 18,671	\$ 18,495
Avg. Transaction Price	\$ 17,914	\$ 18,174	\$ 17,743
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	\$ 651	\$ 497	\$ 752
Avg. Front-End Gross	\$ 1,074	\$ 1,180	\$ 1,004
Avg. Finance Gross	\$ 1,282	\$ 1,220	\$ 1,323
PUVR	\$ 2,356	\$ 2,400	\$ 2,327
Total Gross (Units & PUVR)	\$ 237,945	\$ 95,984	\$ 141,961
GROI	194%	229%	176%
% with Trade	37%	0%	0%
Avg. Over/Under Allowance	-124	-17	-190







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	101	0	37
Avg. Days to Sale	24.4	#DIV/0!	23.5
Avg. Advertised Price (Time of Sale)	\$ 18,565	#DIV/0!	\$ 13,614
Avg. Transaction Price	\$ 17,914	#DIV/0!	\$ 13,614
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	\$ 651	#DIV/0!	\$ 922
Avg. Front-End Gross	\$ 1,074	#DIV/0!	\$ 954
Avg. Finance Gross	\$ 1,282	#DIV/0!	\$ 755
PUVR	\$ 2,356	#DIV/0!	\$ 1,709
Total Gross (Units & PUVR)	\$ 237,945	#DIV/0!	\$ 63,223
GROI	194%	#DIV/0!	192%
% with Trade	37%	#DIV/0!	30%
Avg. Over/Under Allowance	-124	#DIV/0!	-100

# HAG



	64
	24.9
	#DIV/0!
\$	20,400
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	494
\$	1,143
\$	1,587
\$	2,730
\$	174,722
	194%
	121%
	-138

## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	101	47	54
Avg. Days to Sale	24.4	27.5	21.7
Avg. Advertised Price (Time of Sale)	\$ 18,565	\$ 17,184	\$ 19,108
Avg. Transaction Price	\$ 17,914	\$ 16,541	\$ 19,108
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	\$ 651	\$ 643	\$ 658
Avg. Front-End Gross	\$ 1,074	\$ 1,032	\$ 1,110
Avg. Finance Gross	\$ 1,282	\$ 1,230	\$ 1,328
PUVR	\$ 2,356	\$ 2,262	\$ 2,438
Total Gross (Units & PUVR)	\$ 237,945	\$ 106,312	\$ 131,632
GROI	194%	179%	212%
% with Trade	37%	0%	13%
Avg. Over/Under Allowance	-124	-104	-142



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	101	34	10
% of Retail Units	100%	34%	10%
% Retailed of Non-New Franchise	53%	53%	60%
Avg. Days to Sale	24.4	25.4	27.5
Avg. Transaction Price	\$ 17,914	\$ 16,082	\$ 15,665
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 651	\$ 787	\$ 1,434
Avg. Front End Gross	\$ 1,074	\$ 1,015	\$ 706
Avg. Finance Gross	\$ 1,282	\$ 993	\$ 758
PUVR	\$ 2,356	\$ 2,008	\$ 1,464
Total Gross (Units & PUVR)	\$ 237,945	\$ 68,258	\$ 14,637
GROI	194%	177%	122%
% with Trade	37%	35%	20%
Avg. Over/Under Allowance	-124	-216	167



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
3	25	0	1
3%	25%	0%	1%
0%	40%	#DIV/0!	0%
15.7	35.6	#DIV/0!	1.0
\$ 20,945	\$ 18,640	#DIV/0!	\$ 13,737
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 876	\$ 546	#DIV/0!	\$ -
\$ 3,884	\$ 889	#DIV/0!	\$ -
\$ 1,852	\$ 1,713	#DIV/0!	\$ 759
\$ 5,736	\$ 2,602	#DIV/0!	\$ 759
\$ 17,208	\$ 65,053	#DIV/0!	\$ 759
629%	141%	#DIV/0!	1989%
0%	36%	#DIV/0!	0%
#DIV/0!	-323	#DIV/0!	#DIV/0!

BO OEM/Leasing co	Other
0	28
0%	28%
#DIV/0!	71%
#DIV/0!	13.8
#DIV/0!	\$ 20,117
#DIV/0!	#DIV/0!
#DIV/0!	\$ 299
#DIV/0!	\$ 1,178
#DIV/0!	\$ 1,394
#DIV/0!	\$ 2,572
#DIV/0!	\$ 72,030
#DIV/0!	333%
#DIV/0!	50%
#DIV/0!	100

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	101	68	18
% of Retail Units	100%	67%	18%
% Retailed of Non-New Franchise	53%	56%	56%
Avg. Days to Sale	24.4	11.8	37.3
Avg. Transaction Price	\$ 17,914	\$ 18,433	\$ 16,311
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 651	\$ 619	\$ 1,051
Avg. Front End Gross	\$ 1,074	\$ 1,310	\$ 713
Avg. Finance Gross	\$ 1,282	\$ 1,256	\$ 1,193
PUVR	\$ 2,356	\$ 2,566	\$ 1,905
Total Gross (Units & PUVR)	\$ 237,945	\$ 174,504	\$ 34,294
GROI	194%	424%	113%
% with Trade	37%	38%	28%
Avg. Over/Under Allowance	-124	-124	0



46-60 days	61-90 days	90+ days
9	3	3
9%	3%	3%
33%	67%	33%
50.9	73.7	103.3
\$ 19,290	\$ 13,958	\$ 15,596
#DIV/0!	#DIV/0!	#DIV/0!
\$ 459	\$ -	\$ 193
\$ 255	\$ 494	\$ 920
\$ 1,068	\$ 2,524	\$ 1,808
\$ 1,323	\$ 3,018	\$ 2,728
\$ 11,907	\$ 9,055	\$ 8,184
49%	106%	61%
33%	67%	33%
-67	167	-933