

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
381	303	993
76	250	738
718	411	522
798	997	981
505		57
		771
		550
		890
		252
		376
		768
		808
		753
		110
		638
		488
		999
		993
		738
		522
		981
		57
		771
		550
		890
		252
		376
		768
		808

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	35	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$750	\$1,100
1	PS167329	2020	Chevrolet	SILVERADO	80	Auction/Wholesale	No	\$ 43,989	\$ 43,989	96%	\$5,145	\$10,710
2	DS742015	2017	JEEP	WRANGLER	17	Other	No	\$ 38,489	\$ 38,489	102%	\$2,143	\$3,670
3	S150743	2013	Chevrolet	SILVERADO	16	Trade on New	No	\$ 41,889	\$ 41,271	99%	\$2,730	\$3,099
4	S194270	2011	Chevrolet	TAHOE	11	Trade on New	No	\$ 16,989	\$ 16,989	91%	\$2,884	\$2,090
5	S158338	2016	Chevrolet	TRAX	40	Trade on Used	Yes	\$ 13,589	\$ 13,589	97%	\$978	\$1,923
6	S107880	2007	HUMMER	H2	1	Trade on New	No				(\$1,630)	\$0
7	S170635	2017	GMC	SIERRA	27	Trade on New	YES	\$ 41,589	\$ 41,589	100%	\$3,126	\$4,054
8	S615338	2014	CADILLAC	SRX	6	Trade on Used	NO	\$ 19,489	\$ 19,489	106%	\$748	\$1,412
9	S363130	2014	GMC	SIERRA	119	TRADE ON NEW	NO	\$ 24,189	\$ 28,289	86%	\$160	\$1,510
10	OS835753	2017	INFINITI	Q50	28	Street/Curb Buy	NO	\$ 23,189	\$ 23,189	97%	\$3,566	\$3,679
11	S172299	2015	Chevrolet	TRAX	34	Trade on Used	No	\$ 11,789	\$ 10,859	99%	\$108	\$900
12	KSA24005	2012	FORD	EXPLORER	28	Street/Curb Buy	NO	\$ 13,789	\$ 13,789	98%	\$1,314	\$2,295
13	S537127	2012	HONDA	CIVIC	5	Trade on Used	NO	\$ 11,089	\$ 11,089	109%	\$2,387	\$1,767
14	2S138135	2019	Chevrolet	COLORADO	21	Trade on Used	YES	\$ 43,289	\$ 43,289	99%	\$4,627	\$5,059
15	LBO105361	2018	Chevrolet	CRUZE	0	LBO Customer	NO				(\$5)	\$1,878
16	OS603137	2019	Chevrolet	CORVETTE	11	Street/Curb Buy	YES	\$ 93,489	\$ 93,489	107%	\$20,094	\$14,474
17	PS136013	2020	NISSAN	ALTIMA	86	Street/Curb Buy	No	\$ 18,889	\$ 18,889	98%	\$1,567	\$4,049
18	KSB84674	2015	JEEP	RENEGADE	8	Street/Curb Buy	No	\$ 16,689	\$ 14,168	106%	\$508	\$705
19	S051061	2010	TOYOTA	TACOMA	18	Trade on New	NO	\$ 23,989	\$ 23,989	101%	\$2,575	\$1,708
20	S268152	2004	DODGE	RAM 2500	19	Trade on Used	NO	\$ 23,889	\$ 23,889	105%	\$6,353	\$2,497
21	S297201	2014	CADILLAC	XTS	9	Trade on Used	NO	\$ 20,489	\$ 20,489	105%	\$4,688	\$2,759
22	DS186393	2020	JEEP	GLADIATOR	0	Street/Curb Buy	No	\$ 40,500	\$ 40,500	103%	\$5,225	\$1,974
23	KS169529	2007	Mercedes-Benz	G-CLASS	30	Street/Curb Buy	No	\$ 46,289	\$ 43,837		\$4,394	\$0
24	S100192	2010	Chevrolet	CORVETTE	33	TRADE ON USED	NO	\$ 30,489	\$ 30,181	97%	\$2,695	\$478
25	S248152	2017	FORD	FOCUS	41	Trade on Used	NO	\$ 12,389	\$ 12,389	94%	\$1,603	\$1,284

26	OSG355714	2013	Chevrolet	SILVERADO	80	Street/Curb Buy	NO	\$	22,489	\$	22,489	95%	\$772	\$3,274
27	IS207312	2019	HONDA	CIVIC	1	TRADE ON NEW	NO	\$	22,595	\$	22,595	104%	\$375	\$4,431
28	S345611	2016	INFINITI	Q50	8	Trade on Used	NO	\$	24,289	\$	24,289	107%	\$4,447	\$4,020
29	S206968	2010	Chevrolet	SILVERADO	4	Trade on New	NO	\$	23,989	\$	23,989	119%	\$4,759	\$328
30	PS298168	2018	SUBARU	OUTBACK	50	Street/Curb Buy	NO	\$	20,089	\$	20,089	100%	\$136	\$2,793
31	KS703670	2011	CHRYSLER	TOWN & COUNTRY	19	Street/Curb Buy	NO	\$	8,889	\$	8,408	116%	(\$530)	\$1,734
32	2SA20896	2009	FORD	ESCAPE	25	Trade on Used	NO	\$	9,289	\$	9,289	108%	\$3,036	\$225
33	LBO160764	2018	Chevrolet	COLORADO	0	LBO Customer	NO						\$431	\$1,475
34	S244625	2014	NISSAN	SENTRA	9	Trade on Used	NO	\$	8,389	\$	7,589	108%	(\$110)	\$2,395
35	IS118407	2008	Chevrolet	IMPALA	47	Trade on Used	NO	\$	4,195	\$	4,195	61%	\$160	\$0
36	IS168969	2016	Chevrolet	TRAX	25	TRADE ON NEW	NO	\$	13,157	\$	13,940	95%	(\$894)	\$1,829
37	S175679	2010	JEEP	LIBERTY	11	TRADE ON NEW	NO	\$	8,189	\$	8,189	106%	(\$689)	\$1,774
38	PS500385	2020	NISSAN	ROGUE	88	Street/Curb Buy	NO	\$	20,889	\$	20,889	89%	(\$28)	\$1,724
39	S433906	2014	Chevrolet	CRUZE	8	Trade on Used	NO	\$	12,889	\$	14,884	105%	\$3,819	\$2,354
40	S142649	2015	Chevrolet	SUBURBAN	3	TRADE ON NEW	NO	\$	38,089	\$	38,089	107%	\$6,337	\$2,157
41	S137539	2009	Chevrolet	SILVERADO	36	Trade on Used	NO	\$	14,189	\$	13,939	96%	\$4,732	\$1,304
42	S035183	2019	HONDA	PILOT	8	TRADE ON NEW	NO	\$	37,189	\$	37,189	103%	\$3,080	\$1,202
43	S241667	2016	GMC	TERRAIN	5	Trade on Used	YES	\$	21,289	\$	21,589	99%	\$1,274	\$1,312
44	OS167949	2018	TOYOTA	RAV4	7	Street/Curb Buy	NO	\$	18,989	\$	18,989	88%	(\$1,191)	\$3,148
45	PSD54709	2017	FORD	EXPLORER	35	Street/Curb Buy	NO	\$	23,989	\$	23,989	94%	\$191	\$3,258
46	IS379424	2007	NISSAN	VERSA	15	TRADE ON NEW	NO	\$	4,495	\$	4,495	91%	\$75	\$328
47	S297292	2000	BUICK	CENTURY	33	Trade on Used	NO	\$	3,989	\$	3,473	90%	\$1,801	\$0
48	S311327	2011	MAZDA	CX-9	47	TRADE ON NEW	NO	\$	9,789	\$	9,789	108%	\$533	\$1,005
49	SM245441	2019	TOYOTA	TACOMA	36	Trade on Used	NO	\$	38,589	\$	38,589	96%	\$5,278	\$4,934
50	S119653	2012	CHEVROLET	MALIBU	43	Trade on Used	NO	\$	8,689	\$	8,689	95%	\$569	\$692
51	PS520419	2015	JEEP	CHEROKEE	34	Street/Curb Buy	NO	\$	19,089	\$	19,089	99%	(\$269)	\$3,420
52	S309964	2017	SUBARU	OUTBACK	35	Trade on Used	NO	\$	18,289	\$	18,289	95%	\$2,288	\$1,740
53	2S123102	2018	Chevrolet	COLORADO	48	Trade on Used	YES	\$	33,089	\$	33,089	96%	\$2,916	\$5,458

Scoreboard Totals

% Retailed of Non-Franchise Make	64%
Total # Retail Units	199
Avg. Days to Sale	27.6
Avg. Advertised Price (Time of Sale)	\$ 21,991
Avg. Transaction Price	\$ 21,839
Avg. Market Price at 100%	\$ 22,134
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 152
Avg. Front-End Gross	\$ 2,210
Avg. Finance Gross	\$ 2,000
PUVR	\$ 4,264
Total Gross (Units & PUVR)	\$ 848,499
GROI	254%
% with Trade	40%
Avg. Over/Under Allowance	\$573



Scoreboard

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Desk Manager	Totals	76
% Retailed of Non-New Franchise	64%	67%
Total # Retail Units	199	69
Avg. Days to Sale	27.6	32.0
Avg. Advertised Price (Time of Sale)	\$ 21,991	\$ 22,774
Avg. Transaction Price	\$ 21,839	\$ 22,431
Avg. Market Price at 100%	\$ 22,134	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!
Avg. Transactional Discount	\$ 152	\$ 343
Avg. Front-End Gross	\$ 2,210	\$ 2,011
Avg. Finance Gross	\$ 2,000	\$ 2,146
PUVR	\$ 4,264	\$ 4,190
Total Gross (Units & PUVR)	\$ 848,499	\$ 289,131
GROI	254%	210%
% with Trade	40%	38%
Avg. Over/Under Allowance	573	959



r to access the dropdown list, then scroll up to select your staff member for each column.)

381	718	798	505
67%	57%	100%	100%
49	77	2	2
28.5	24.1	6.5	22.5
\$ 21,832	\$ 21,639	\$ 18,989	\$ 20,745
\$ 21,851	\$ 21,567	\$ 17,879	\$ 20,745
#DIV/0!	#DIV/0!	\$ 18,624	\$ 21,944
#DIV/0!	#DIV/0!	102%	95%
#DIV/0!	#DIV/0!	96%	95%
\$ (19)	\$ 72	\$ 1,111	\$ -
\$ 2,371	\$ 2,339	\$ 891	\$ 2,335
\$ 2,212	\$ 1,802	\$ 1,009	\$ 457
\$ 4,583	\$ 4,248	\$ 1,900	\$ 2,792
\$ 224,567	\$ 327,110	\$ 3,799	\$ 5,583
265%	295%	588%	215%
49%	38%	50%	0%
246	529	0	#DIV/0!

Scoreboard

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Sales Consultant	Totals	993
% Retailed of Non-New Franchise	64%	23%
Total # Retail Units	199	13
Avg. Days to Sale	27.6	27.8
Avg. Advertised Price (Time of Sale)	\$ 21,991	\$ 27,678
Avg. Transaction Price	\$ 21,839	\$ 27,728
Avg. Market Price at 100%	\$ 22,134	\$ 27,468
Avg. Price to Market % (Time of Sale)	99%	101%
Avg. Transaction to Market	99%	101%
Avg. Transactional Discount	\$ 152	\$ (51)
Avg. Front-End Gross	\$ 2,210	\$ 2,558
Avg. Finance Gross	\$ 2,000	\$ 3,692
PUVR	\$ 4,264	\$ 6,250
Total Gross (Units & PUVR)	\$ 848,499	\$ 81,244
GROI	254%	291%
% with Trade	40%	38%
Avg. Over/Under Allowance	573	337



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738	522	981	57
70%	65%	64%	60%
10	17	11	5
21.4	31.9	26.1	39.0
\$ 22,167	\$ 27,857	\$ 24,139	\$ 16,329
\$ 22,247	\$ 27,885	\$ 24,139	\$ 16,438
\$ 21,910	\$ 27,454	#DIV/0!	\$ 16,933
101%	101%	#DIV/0!	96%
102%	102%	#DIV/0!	97%
\$ (80)	\$ (29)	\$ -	\$ (109)
\$ 1,705	\$ 3,689	\$ 2,091	\$ 2,410
\$ 1,297	\$ 2,542	\$ 2,392	\$ 1,704
\$ 3,001	\$ 6,230	\$ 4,741	\$ 4,114
\$ 30,012	\$ 105,915	\$ 52,152	\$ 20,570
227%	252%	271%	231%
30%	35%	36%	20%
0	1,753	525	2,745

771	550	890	252
68%	80%	83%	70%
19	10	6	10
34.2	18.9	47.3	20.2
\$ 23,254	\$ 15,552	\$ 17,039	\$ 23,850
\$ 23,384	\$ 15,622	\$ 16,988	\$ 23,630
\$ 23,151	\$ 15,361	\$ 17,607	\$ 24,177
100%	101%	97%	99%
101%	102%	96%	98%
\$ (130)	\$ (70)	\$ 51	\$ 220
\$ 2,153	\$ 2,377	\$ 1,634	\$ 1,926
\$ 2,032	\$ 1,384	\$ 1,553	\$ 1,975
\$ 4,186	\$ 3,761	\$ 3,187	\$ 3,901
\$ 79,526	\$ 37,608	\$ 19,123	\$ 39,007
188%	459%	143%	294%
47%	40%	33%	40%
-175	525	0	388

376	768	808	753
67%	80%	75%	50%
18	10	16	10
28.2	37.2	26.9	19.3
\$ 23,786	\$ 22,313	\$ 20,233	\$ 21,472
\$ 23,594	\$ 22,020	\$ 20,403	\$ 21,387
#DIV/0!	#DIV/0!	\$ 20,554	\$ 21,257
#DIV/0!	#DIV/0!	98%	101%
#DIV/0!	#DIV/0!	99%	101%
\$ 191	\$ 293	\$ (170)	\$ 86
\$ 1,640	\$ 2,067	\$ 2,084	\$ 3,229
\$ 2,261	\$ 1,685	\$ 1,614	\$ 1,581
\$ 4,020	\$ 3,751	\$ 3,698	\$ 4,810
\$ 72,366	\$ 37,511	\$ 59,166	\$ 48,101
217%	165%	243%	420%
33%	50%	63%	50%
589	590	603	800

110	638	488	999
50%	44%	68%	100%
14	9	19	2
21.9	15.1	26.1	75.5
\$ 22,017	\$ 16,754	\$ 19,772	\$ 4,000
\$ 20,524	\$ 16,539	\$ 19,455	\$ 4,000
\$ 21,410	\$ 17,170	\$ 19,468	#DIV/0!
103%	98%	102%	#DIV/0!
96%	96%	100%	#DIV/0!
\$ 1,492	\$ 214	\$ 317	\$ -
\$ 2,090	\$ 1,501	\$ 2,250	\$ (818)
\$ 1,780	\$ 1,628	\$ 2,047	\$ -
\$ 3,869	\$ 3,129	\$ 4,297	\$ (5)
\$ 54,171	\$ 28,164	\$ 81,634	\$ (10)
311%	451%	305%	-1%
36%	33%	37%	50%
649	333	1,061	0

Scoreboard

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Finance Manager	Totals	303
% Retailed of Non-New Franchise	64%	61%
Total # Retail Units	199	51
Avg. Days to Sale	27.6	25.5
Avg. Advertised Price (Time of Sale)	\$ 21,991	\$ 25,473
Avg. Transaction Price	\$ 21,839	\$ 25,247
Avg. Market Price at 100%	\$ 22,134	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!
Avg. Transactional Discount	\$ 152	\$ 226
Avg. Front-End Gross	\$ 2,210	\$ 2,510
Avg. Finance Gross	\$ 2,000	\$ 2,400
PUVR	\$ 4,264	\$ 4,971
Total Gross (Units & PUVR)	\$ 848,499	\$ 253,496
GROI	254%	278%
% with Trade	40%	0%
Avg. Over/Under Allowance	573	593



r to access the dropdown list, then scroll up to select your staff member for each column.)

250	997	411	
54%	81%	72%	#DIV/0!
69	21	58	0
32.1	24.8	25.6	#DIV/0!
\$ 23,892	\$ 7,736	\$ 21,857	#DIV/0!
\$ 23,968	\$ 6,978	\$ 21,707	#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!
\$ (76)	\$ 758	\$ 150	#DIV/0!
\$ 2,589	\$ 831	\$ 2,024	#DIV/0!
\$ 2,052	\$ 132	\$ 2,266	#DIV/0!
\$ 4,681	\$ 1,092	\$ 4,290	#DIV/0!
\$ 323,013	\$ 22,941	\$ 248,798	#DIV/0!
219%	228%	278%	#DIV/0!
0%	0%	0%	#DIV/0!
663	0	507	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	199	41
Avg. Days to Sale	27.6	25.1
Avg. Advertised Price (Time of Sale)	\$ 21,991	\$ 35,119
Avg. Transaction Price	\$ 21,839	\$ 34,966
Avg. Market Price at 100%	\$ 22,134	\$ 34,530
Avg. Price to Market % (Time of Sale)	99%	102%
Avg. Transaction to Market	99%	101%
Avg. Transactional Discount	\$ 152	\$ 152
Avg. Front-End Gross	\$ 2,210	\$ 3,272
Avg. Finance Gross	\$ 2,000	\$ 3,104
PUVR	\$ 4,264	\$ 6,376
Total Gross (Units & PUVR)	\$ 848,499	\$ 261,433
GROI	254%	262%
% with Trade	40%	96%
Avg. Over/Under Allowance	573	796



No	
	159
	28.3
\$	18,389
\$	18,389
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	152
\$	1,937
\$	1,716
\$	3,709
\$	589,664
	257%
	198%
	480

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	199	71
Avg. Days to Sale	27.6	27.1
Avg. Advertised Price (Time of Sale)	\$ 21,991	\$ 26,611
Avg. Transaction Price	\$ 21,839	\$ 26,506
Avg. Market Price at 100%	\$ 22,134	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!
Avg. Transactional Discount	\$ 152	\$ 105
Avg. Front-End Gross	\$ 2,210	\$ 2,754
Avg. Finance Gross	\$ 2,000	\$ 2,428
PUVR	\$ 4,264	\$ 5,277
Total Gross (Units & PUVR)	\$ 848,499	\$ 374,698
GROI	254%	265%
% with Trade	40%	34%
Avg. Over/Under Allowance	573	829



No	
	128
	28.0
\$	19,411
\$	19,411
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	173
\$	1,911
\$	1,778
\$	3,731
\$	477,575
	247%
	44%
	433

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	199	46	64
% of Retail Units	100%	23%	32%
% Retailed of Non-New Franchise	64%	57%	69%
Avg. Days to Sale	27.6	23.1	30.3
Avg. Transaction Price	\$ 21,839	\$ 24,229	\$ 15,673
Avg. Transaction to Market %	99%	#DIV/0!	95%
Avg. Transactional Discount	\$ 152	\$ (18)	\$ 160
Avg. Front End Gross	\$ 2,210	\$ 2,404	\$ 2,200
Avg. Finance Gross	\$ 2,000	\$ 1,741	\$ 1,511
PUVR	\$ 4,264	\$ 4,273	\$ 3,712
Total Gross (Units & PUVR)	\$ 848,499	\$ 196,561	\$ 237,543
GROI	254%	274%	281%
% with Trade	40%	48%	28%
Avg. Over/Under Allowance	573	448	861



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
63	13	0	3
32%	7%	0%	2%
78%	23%	#DIV/0!	33%
33.0	31.7	#DIV/0!	0.3
\$ 23,478	\$ 34,009	#DIV/0!	\$ 17,071
#DIV/0!	101%	#DIV/0!	#DIV/0!
\$ 327	\$ -	#DIV/0!	\$ -
\$ 2,420	\$ 2,107	#DIV/0!	\$ 142
\$ 2,380	\$ 3,121	#DIV/0!	\$ 2,101
\$ 4,800	\$ 5,228	#DIV/0!	\$ 2,951
\$ 302,376	\$ 67,961	#DIV/0!	\$ 8,853
223%	175%	#DIV/0!	18670%
48%	46%	#DIV/0!	0%
492	704	#DIV/0!	#DIV/0!

BO OEM/Leasing co	Other
0	11
0%	6%
#DIV/0!	45%
#DIV/0!	2.5
#DIV/0!	\$ 24,599
#DIV/0!	101%
#DIV/0!	\$ -
#DIV/0!	\$ 948
#DIV/0!	\$ 2,403
#DIV/0!	\$ 3,350
#DIV/0!	\$ 36,852
#DIV/0!	1997%
#DIV/0!	36%
#DIV/0!	420

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	199	126	31
% of Retail Units	100%	63%	16%
% Retailed of Non-New Franchise	64%	67%	61%
Avg. Days to Sale	27.6	12.1	38.2
Avg. Transaction Price	\$ 21,839	\$ 21,884	\$ 19,402
Avg. Transaction to Market %	99%	#DIV/0!	91%
Avg. Transactional Discount	\$ 152	\$ 280	\$ 144
Avg. Front End Gross	\$ 2,210	\$ 2,471	\$ 1,965
Avg. Finance Gross	\$ 2,000	\$ 1,956	\$ 1,728
PUVR	\$ 4,264	\$ 4,427	\$ 3,693
Total Gross (Units & PUVR)	\$ 848,499	\$ 557,849	\$ 114,494
GROI	254%	601%	179%
% with Trade	40%	41%	16%
Avg. Over/Under Allowance	573	576	492



46-60 days	61-90 days	90+ days
16	16	7
8%	8%	4%
63%	44%	86%
51.1	72.1	120.1
\$ 25,481	\$ 22,931	\$ 18,048
95%	98%	93%
\$ (63)	\$ (169)	\$ (829)
\$ 1,587	\$ 1,797	\$ 1,339
\$ 2,626	\$ 2,392	\$ 1,876
\$ 4,213	\$ 4,188	\$ 3,215
\$ 67,404	\$ 67,014	\$ 22,503
117%	91%	53%
44%	63%	57%
661	548	321