

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	LB513581	2018	INFINITI	QX60	4	LBO Customer	No	29780.73	29780.73	100%	-350.00	327.98
2	P047949	2018	INFINITI	QX30	30	Auction/Wholesale	No	27995.00	27995.00	107%	4041.56	3218.70
3	U074694	2012	TOYOTA TRUCK	HIGHLANDER	11	Trade on Used	No	16500.00	16500.00	96%	2779.83	1727.02
4	U510506	2018	INFINITI	QX60	55	Trade on Used	No	33525.00	33525.00	102%	1718.25	2333.29
5	P702959	2020	INFINITI	QX80	58	Auction/Wholesale	No	48500.00	48500.00	91%	-61.16	.00
6	LP146538	2019	INFINITI	QX50	14	Loaner	Yes	33000.00	33000.00	110%	1920.95	1144.85
7	LP109015	2020	INFINITI	QX50	17	Loaner	Yes	35500.00	35500.00	111%	1906.00	1155.32
8	X559180	2017	INFINITI	QX60	110	Other	No	26900.00	26900.00	98%	-1387.18	1646.34
9	LP100938	2020	INFINITI	QX50	4	Loaner	Yes	33600.00	33600.00	110%	713.00	2856.00
10	U136423	2019	INFINITI	QX50	9		No	27500.00	27500.00	98%	161.00	1007.00
11	P741615	2017	INFINITI	Q70	7	Auction/Wholesale	Yes	28275.00	28275.00	105%	3266.65	2761.54
12	ALN01034	2019	ASTON MARTIN	VANTAGE		Trade on New	No	114193.28	114193.28	98%	-148.63	.00
13	OB415354	2017	INFINITI	QX50	24	Street/Curb Buy	Yes	24900.00	24900.00	108%	4168.54	.00
14	X633489	2017	NISSAN	PATHFINDER		Other	No	13769.00	13769.00	96%	618.76	979.03
15	LP201074	2020	INFINITI	Q50	20	Loaner	Yes	29955.00	29955.00	103%	611.00	244.00
16	LP251437	2020	INFINITI	Q50	20	Loaner	Yes	30600.00	30600.00	107%	1529.00	250.00
17	LP111191	2020	INFINITI	QX50	18	Loaner	Yes	29999.00	29999.00	100%	47.00	800.35
18	P015363	2017	NISSAN	ROGUE SPORT	78	Auction/Wholesale	No	16900.00	16900.00	102%	-19.50	.00
19	LP108184	2020	INFINITI	QX50	14	Loaner	Yes	33400.00	33400.00	98%	497.00	365.00
20	U102351	2021	INFINITI	QX50	42	Trade on New	No	34880.00	34880.00	87%	1171.88	1130.40
21	LP103727	2020	INFINITI	QX50	27	Loaner	Yes	29900.00	29900.00	95%	821.00	150.00
22	P741050	2018	NISSAN	ROGUE	79	Auction/Wholesale	No	17900.00	17900.00	95%	-570.80	1302.72
23	LP508320	2020	INFINITI	QX60	8	Loaner	Yes	41555.00	41555.00	94%	-1367.47	2066.97
24	P700807	2020	INFINITI	QX80	67	Auction/Wholesale	Yes	51250.00	51250.00	94%	2469.72	570.93
25	LP507303	2020	INFINITI	QX60	3	Loaner	Yes	40673.55	40673.55	106%	2742.55	.00
26	U092404	2019	NISSAN	ARMADA	12	Trade on New	No	37555.00	37555.00	107%	4079.11	1297.00
27	P125778	2019	INFINITI	QX50	130	Auction/Wholesale	No	27900.00	27900.00	100%	-307.37	.00

28	LP144668	2019	INFINITI	QX50	17	Loaner	Yes	29990.00	29990.00	105%	1234.00	1663.34
29	P351305	2018	INFINITI	Q50	60	Trade on New	Yes	26980.00	26980.00	105%	2100.62	.00
30	U571197	2016	CADILLAC	SRX	18	Trade on Used	No	19999.00	19999.00	98%	1848.95	2304.70
31	AU022878	2019	MERCEDES-BENZ	AMG GT	11	Trade on New	No	101900.00	101900.00	100%	9084.42	.00
32	X851067	2017	INFINITI	Q50	17	Other	No	29900.00	29900.00	95%	657.18	5884.05
33	LP107610	2020	INFINITI	QX50	32	Loaner	Yes	34467.00	34467.00	105%	-654.00	788.00
34	P361652	2018	INFINITI	Q50	3	Auction/Wholesale	No	25500.00	25500.00	99%	844.00	865.00
35	LB680380	2019	INFINITI	QX80		LBO Customer	No	52477.19	52477.19	100%	-499.81	.00
36	P561291	2017	INFINITI	QX60	1	Auction/Wholesale	No	30900.00	30900.00	102%	207.00	.00
37	U613761	2012	BMW	7 SERIES	29	Trade on Used	No	12500.00	12500.00	84%	3010.31	913.60
38	U146510	2019	INFINITI	QX50	15	Trade on New	No	29500.00	29500.00	101%	-1403.38	530.00
39	LP522058	2020	INFINITI	QX60	34	Loaner	Yes	32900.00	32900.00	82%	754.00	544.00
40	UC07145	2018	FORD TRUCK	F-150	7	Trade on Used	No	28000.00	28000.00	87%	2825.00	1969.04
41	T509974	2015	INFINITI	QX60	9	Trade on Used	No	22500.00	22500.00	118%	535.23	2433.07
42	P700035	2010	INFINITI	EX35	13	Auction/Wholesale	No	16500.00	16500.00	142%	-111.46	1428.00
43	X170562	2015	LEXUS	RX 350	15	Other	No	23800.00	23800.00	97%	741.96	.00
44	OB684984	2015	JEEP	WRANGLER UNLIM		Street/Curb Buy	No	14252.83	14252.83	100%	-383.10	.00
45	LB530284	2018	INFINITI	Q60		LBO Customer	No	34347.14	34347.14	100%	-499.86	3025.27
46	LP506578	2020	INFINITI	QX60	66	Loaner	Yes	37650.00	37650.00	87%	3171.50	2295.00
47	P353796	2018	INFINITI	Q50	10	Auction/Wholesale	No	25999.00	25999.00	101%	-1396.93	682.00
48	U115952	2014	CHRYSLER	TOWN & COUNTR	155	Trade on Used	No	14995.00	14995.00	107%	3821.47	.00
49	LB520772	2018	INFINITI	QX60	-3	LBO Customer	No	31322.52	31322.52	100%	-634.48	1062.56
50	P166853	2017	NISSAN	MURANO	2	Auction/Wholesale	No	24000.00	24000.00	96%	-632.50	264.93
51	P700418	2017	INFINITI	Q60	93	Auction/Wholesale	Yes	32555.00	32555.00	96%	166.69	1386.70
52	LP506169	2020	INFINITI	QX60	69	Loaner	Yes	40555.00	40555.00	94%	3013.50	2419.56
53	LP505986	2020	INFINITI	QX60	35	Loaner	Yes	43555.00	43555.00	101%	2898.00	3711.25

Scoreboard Totals

% Retailed of Non-Franchise Make	#DIV/0!
Total # Retail Units	0
Avg. Days to Sale	0.0
Avg. Advertised Price (Time of Sale)	\$ 31,000
Avg. Transaction Price	\$ 31,000
Avg. Market Price at 100%	\$ 31,223
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ -
Avg. Front-End Gross	\$ 1,417
Avg. Finance Gross	\$ 1,331
PUVR	\$ 2,748
Total Gross (Units & PUVR)	\$ -
GROI	#DIV/0!
% with Trade	#DIV/0!
Avg. Over/Under Allowance	\$72



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	GERALD B KUENZE	NDON NEIL BREVA
% Retailed of Non-New Franchise	#DIV/0!	28%	22%
Total # Retail Units	0	83	100
Avg. Days to Sale	0.0	26.5	22.8
Avg. Advertised Price (Time of Sale)	\$ 31,000	\$ 31,684	\$ 28,004
Avg. Transaction Price	\$ 31,000	\$ 31,684	\$ 28,004
Avg. Market Price at 100%	\$ 31,223	\$ 32,165	\$ 28,274
Avg. Price to Market % (Time of Sale)	99%	99%	99%
Avg. Transaction to Market	99%	99%	99%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 1,417	\$ 1,604	\$ 1,071
Avg. Finance Gross	\$ 1,331	\$ 1,420	\$ 1,378
PUVR	\$ 2,748	\$ 3,024	\$ 2,449
Total Gross (Units & PUVR)	\$ -	\$ 251,026	\$ 244,914
GROI	#DIV/0!	129%	138%
% with Trade	#DIV/0!	0%	0%
Avg. Over/Under Allowance	72	79	77



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

ENT A HAGEBUSCH			
33%	#DIV/0!	#DIV/0!	#DIV/0!
3	0	0	0
10.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,148	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,148	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,148	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 477	#DIV/0!	#DIV/0!	#DIV/0!
\$ 255	#DIV/0!	#DIV/0!	#DIV/0!
\$ 733	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,198	#DIV/0!	#DIV/0!	#DIV/0!
107%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	GORAN SRBLJAN	MICHAEL DAVID ED
% Retailed of Non-New Franchise	#DIV/0!	26%	13%
Total # Retail Units	0	38	8
Avg. Days to Sale	0.0	25.1	37.4
Avg. Advertised Price (Time of Sale)	\$ 31,000	\$ 34,407	\$ 32,871
Avg. Transaction Price	\$ 31,000	\$ 34,407	\$ 32,871
Avg. Market Price at 100%	\$ 31,223	\$ 34,874	\$ 34,468
Avg. Price to Market % (Time of Sale)	99%	99%	95%
Avg. Transaction to Market	99%	99%	95%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 1,417	\$ 1,859	\$ 432
Avg. Finance Gross	\$ 1,331	\$ 1,110	\$ 930
PUVR	\$ 2,748	\$ 2,969	\$ 1,362
Total Gross (Units & PUVR)	\$ -	\$ 112,816	\$ 10,894
GROI	#DIV/0!	124%	40%
% with Trade	#DIV/0!	0%	0%
Avg. Over/Under Allowance	72	0	250



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CHATHAM LEE DARI	TERRY ODELL BURR	ANDREW O MUNN	PAULO JORGE CRUZ
27%	21%	14%	100%
11	39	14	6
19.0	27.2	18.4	24.7
\$ 30,606	\$ 28,321	\$ 27,926	\$ 71,134
\$ 30,606	\$ 28,321	\$ 27,926	\$ 71,134
\$ 30,038	\$ 28,163	\$ 27,435	\$ 66,912
102%	101%	102%	106%
102%	101%	102%	106%
\$ -	\$ -	\$ -	\$ -
\$ 515	\$ 1,520	\$ 1,090	\$ 5,838
\$ 849	\$ 1,995	\$ 1,591	\$ 491
\$ 1,364	\$ 3,515	\$ 2,681	\$ 6,329
\$ 15,008	\$ 137,071	\$ 37,536	\$ 37,971
84%	164%	188%	130%
0%	0%	0%	0%
25	125	125	0

ABDELHAK NAHA	VICTOR MORA	KRISTA A LECLERC	SALES TECH HOUSE
23%	39%	45%	75%
31	18	11	4
29.9	16.9	24.1	33.5
\$ 29,894	\$ 26,459	\$ 25,292	\$ 49,588
\$ 29,894	\$ 26,459	\$ 25,292	\$ 49,588
\$ 31,416	\$ 26,550	\$ 26,139	\$ 53,036
95%	100%	97%	93%
95%	100%	97%	93%
\$ -	\$ -	\$ -	\$ -
\$ 1,290	\$ 796	\$ 1,558	\$ 785
\$ 1,276	\$ 1,284	\$ 1,012	\$ 144
\$ 2,566	\$ 2,080	\$ 2,570	\$ 929
\$ 79,543	\$ 37,435	\$ 28,271	\$ 3,718
103%	167%	152%	20%
0%	0%	0%	0%
111	28	91	125

EMILY ANNE GOME		WAYNE SCOTT HADAM D SNYDER		DIXON HUMBERTO	
40%	100%	0%	0%		
10	1	1	7		
23.9	18.0	9.0	8.3		
\$ 26,816	\$ 8,600	\$ 22,500	\$ 23,977		
\$ 26,816	\$ 8,600	\$ 22,500	\$ 23,977		
\$ 27,182	\$ 8,600	\$ 21,635	\$ 23,825		
99%	100%	104%	101%		
99%	100%	104%	101%		
\$ -	\$ -	\$ -	\$ -		
\$ 951	\$ 2,145	\$ 68	\$ 1,206		
\$ 1,826	\$ -	\$ 2,775	\$ 1,214		
\$ 2,777	\$ 2,145	\$ 2,843	\$ 2,420		
\$ 27,773	\$ 2,145	\$ 2,843	\$ 16,939		
156%	499%	505%	439%		
0%	0%	0%	0%		
0	0	0	0		

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	NICHOLAS S	GARONALD KEITH
% Retailed of Non-New Franchise	#DIV/0!	22%	26%
Total # Retail Units	0	90	96
Avg. Days to Sale	0.0	22.3	25.1
Avg. Advertised Price (Time of Sale)	\$ 31,000	\$ 27,572	\$ 29,355
Avg. Transaction Price	\$ 31,000	\$ 27,572	\$ 29,355
Avg. Market Price at 100%	\$ 31,223	\$ 28,110	\$ 29,372
Avg. Price to Market % (Time of Sale)	99%	98%	100%
Avg. Transaction to Market	99%	98%	100%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 1,417	\$ 1,196	\$ 994
Avg. Finance Gross	\$ 1,331	\$ 1,577	\$ 1,232
PUVR	\$ 2,748	\$ 2,773	\$ 2,225
Total Gross (Units & PUVR)	\$ -	\$ 249,551	\$ 213,635
GROI	#DIV/0!	163%	109%
% with Trade	#DIV/0!	0%	0%
Avg. Over/Under Allowance	72	93	62



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

JAIME ELIZABET		JIMMY CARDENAS	
100%	100%	#DIV/0!	#DIV/0!
5	4	0	0
28.8	35.3	#DIV/0!	#DIV/0!
\$ 64,575	\$ 66,908	#DIV/0!	#DIV/0!
\$ 64,575	\$ 66,908	#DIV/0!	#DIV/0!
\$ 67,968	\$ 59,992	#DIV/0!	#DIV/0!
95%	112%	#DIV/0!	#DIV/0!
95%	112%	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 2,704	\$ 6,429	#DIV/0!	#DIV/0!
\$ -	\$ 736	#DIV/0!	#DIV/0!
\$ 2,704	\$ 7,166	#DIV/0!	#DIV/0!
\$ 13,521	\$ 28,663	#DIV/0!	#DIV/0!
52%	109%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	0	57	143
Avg. Days to Sale	0.0	28.7	22.7
Avg. Advertised Price (Time of Sale)	\$ 31,000	\$ 34,550	\$ 29,585
Avg. Transaction Price	\$ 31,000	\$ 34,550	\$ 29,585
Avg. Market Price at 100%	\$ 31,223	\$ 34,218	\$ 30,141
Avg. Price to Market % (Time of Sale)	99%	101%	98%
Avg. Transaction to Market	99%	101%	98%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 1,417	\$ 1,213	\$ 1,499
Avg. Finance Gross	\$ 1,331	\$ 1,486	\$ 1,269
PUVR	\$ 2,748	\$ 2,700	\$ 2,767
Total Gross (Units & PUVR)	\$ -	\$ 153,875	\$ 395,720
GROI	#DIV/0!	98%	148%
% with Trade	#DIV/0!	0%	0%
Avg. Over/Under Allowance	72	129	49



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	0	142	58
Avg. Days to Sale	0.0	22.8	28.5
Avg. Advertised Price (Time of Sale)	\$ 31,000	\$ 30,754	\$ 31,603
Avg. Transaction Price	\$ 31,000	\$ 30,754	\$ 31,603
Avg. Market Price at 100%	\$ 31,223	\$ 30,788	\$ 32,565
Avg. Price to Market % (Time of Sale)	99%	100%	97%
Avg. Transaction to Market	99%	100%	97%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 1,417	\$ 970	\$ 2,511
Avg. Finance Gross	\$ 1,331	\$ 1,528	\$ 848
PUVR	\$ 2,748	\$ 2,498	\$ 3,360
Total Gross (Units & PUVR)	\$ -	\$ 354,727	\$ 194,868
GROI	#DIV/0!	128%	134%
% with Trade	#DIV/0!	0%	0%
Avg. Over/Under Allowance	72	70	75



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	0	36	50
% of Retail Units	#DIV/0!	#DIV/0!	#DIV/0!
% Retailed of Non-New Franchise	#DIV/0!	42%	60%
Avg. Days to Sale	0.0	28.6	19.3
Avg. Transaction Price	\$ 31,000	\$ 39,443	\$ 21,454
Avg. Transaction to Market %	99%	99%	97%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 1,417	\$ 2,744	\$ 2,149
Avg. Finance Gross	\$ 1,331	\$ 1,411	\$ 1,152
PUVR	\$ 2,748	\$ 4,155	\$ 3,301
Total Gross (Units & PUVR)	\$ -	\$ 149,579	\$ 165,059
GROI	#DIV/0!	133%	287%
% with Trade	#DIV/0!	0%	0%
Avg. Over/Under Allowance	72	212	28



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	48	23	15
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
60%	15%	0%	0%
28.6	37.0	32.3	2.9
\$ 59,948	\$ 30,779	\$ 34,508	\$ 29,057
110%	101%	100%	100%
\$ -	\$ -	\$ -	\$ -
\$ 3,344	\$ 819	\$ 1,027	\$ (556)
\$ 174	\$ 1,391	\$ 1,455	\$ 1,340
\$ 3,519	\$ 2,210	\$ 2,482	\$ 784
\$ 17,593	\$ 106,067	\$ 57,075	\$ 11,758
74%	70%	80%	331%
0%	0%	0%	0%
0	101	11	0

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	22
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	14%
#DIV/0!	#DIV/0!	8.0
#DIV/0!	#DIV/0!	\$ 30,600
#DIV/0!	#DIV/0!	99%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 261
#DIV/0!	#DIV/0!	\$ 1,616
#DIV/0!	#DIV/0!	\$ 1,877
#DIV/0!	#DIV/0!	\$ 41,296
#DIV/0!	#DIV/0!	276%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	9

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	0	123	21
% of Retail Units	#DIV/0!	#DIV/0!	#DIV/0!
% Retailed of Non-New Franchise	#DIV/0!	30%	33%
Avg. Days to Sale	0.0	12.3	35.6
Avg. Transaction Price	\$ 31,000	\$ 27,744	\$ 33,159
Avg. Transaction to Market %	99%	100%	96%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 1,417	\$ 1,541	\$ 1,540
Avg. Finance Gross	\$ 1,331	\$ 1,298	\$ 1,304
PUVR	\$ 2,748	\$ 2,838	\$ 2,844
Total Gross (Units & PUVR)	\$ -	\$ 349,103	\$ 59,720
GROI	#DIV/0!	299%	87%
% with Trade	#DIV/0!	0%	0%
Avg. Over/Under Allowance	72	75	99



46-60 days	61-90 days	90+ days
11	14	9
#DIV/0!	#DIV/0!	#DIV/0!
18%	50%	22%
52.1	72.6	116.7
\$ 28,846	\$ 44,610	\$ 44,400
99%	98%	94%
\$ -	\$ -	\$ -
\$ 293	\$ 1,399	\$ 3,864
\$ 1,590	\$ 1,530	\$ 1,398
\$ 1,883	\$ 2,929	\$ 5,261
\$ 20,716	\$ 41,005	\$ 47,351
45%	33%	37%
0%	0%	0%
0	196	0