

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	20536B	2021	Volkswagen	PASSAT	18	Trade on New	No	\$ 25,836	\$ 25,836	86%	\$1,628	\$2,229
2	6720J	2018	Volkswagen	TIGUAN	63	Street/Curb Buy	Yes	\$ 26,393	\$ 26,393	107%	(\$162)	\$468
3	58632c	2013	DODGE	GRAND CARAVAN	85	Trade on New	NO	\$ 6,266	\$ 7,300	67%	\$213	\$0
4	58302C	2015	KIA	SORENTO	85	Trade on Used	NO	\$ 11,900	\$ 11,500	83%	\$684	\$1,575
5	42381C	2015	FORD	F150	62	Trade on New	NO	\$ 21,953	\$ 21,953	60%	\$1,073	\$0
6	7350J	2018	Volkswagen	ATLAS	35	LBO OEM/Leasing Co.	YES	\$ 33,585	\$ 33,585	98%	\$1,609	\$3,099
7	28242A	2016	CHRYSLER	200	93	Trade on Used	NO	\$ 11,800	\$ 10,075	77%	(\$1,235)	\$2,650
8	7080J	2015	Volkswagen	PASSAT	45	Auction/Wholesale	NO	\$ 11,870	\$ 11,360	108%	\$1,024	\$895
9	8270J	2019	MAZDA	3	15	Auction/Wholesale	NO	\$ 21,000	\$ 20,575	91%	(\$390)	\$3,568
10	11162A	2016	HYUNDAI	ELANTRA	7	Trade on Used	NO	\$ 11,580	\$ 10,590	86%	\$851	\$1,459
11	59101C	2016	Volkswagen	TIGUAN	23	TRADE ON NEW	NO	\$ 17,900	\$ 17,900	96%	\$1,324	\$2,150
12	44591J	2017	Volkswagen	JETTA	57	Trade on New	YES	\$ 15,852	\$ 14,852	97%	(\$71)	\$1,267
13	7810J	2018	Volkswagen	TIGUAN	23	LBO OEM/Leasing Co.	YES	\$ 24,900	\$ 24,900	105%	(\$531)	\$2,460
14	5980J	2019	DODGE	CARAVAN	91	Auction/Wholesale	NO	\$ 17,405	\$ 17,405	88%	\$312	\$3,501
15	44571J	2018	FORD	FUSION	59	Trade on New	NO	\$ 18,564	\$ 18,564	94%	\$1,117	\$3,108
16	5531J	2012	NISSAN	JUKE	21	Street/Curb Buy	NO	\$ 12,300	\$ 11,900	103%	\$2,257	\$0
17	7960J	2020	Volkswagen	TIGUAN	24	LBO OEM/Leasing Co.	NO	\$ 29,900	\$ 29,900	104%	\$779	\$1,177
18	58581C	2015	HONDA	CRV	106	Trade on New	NO	\$ 16,509	\$ 16,509	81%	\$486	\$1,085
19	8510J	2017	Volkswagen	JETTA	5	LBO OEM/Leasing Co.	NO	\$ 16,973	\$ 16,973	105%	\$5,288	\$683
20	6630J	2018	Mitsubishi	OUTLANDER	67	ntal Fleet (Enterprise, e	NO	\$ 15,253	\$ 15,253	80%	\$487	\$2,865
21	8370J	2017	VOLKSWAGEN	PASSAT	15	LBO OEM/Leasing Co.	NO	\$ 17,460	\$ 17,460	97%	\$1,954	\$1,695
22	7361J	2017	AUDI	A6	22	Trade on Used	NO	\$ 19,569	\$ 19,569	95%	\$3,911	\$1,315
23	7061J	2008	Chevrolet	IMPALA	19	Trade on Used	NO	\$ 4,686	\$ 4,686	85%	\$2,927	\$0
24	29981A	2018	AUDI	Q5	15	Trade on New	NO	\$ 33,062	\$ 33,062	87%	\$4,354	\$1,600
25	59181C	2016	HONDA	CRV	46	Trade on New	NO	\$ 23,800	\$ 23,800	102%	\$3,224	\$1,462
26	7371J	2015	Volkswagen	GOLF	10	Trade on Used	NO	\$ 13,286	\$ 13,286	91%	\$2,435	\$1,079
27	7990J	2020	Volkswagen	TIGUAN	29	LBO OEM/Leasing Co.	YES	\$ 28,336	\$ 28,336	70%	\$27	\$860

28	6411J	2018	NISSAN	VERSA	40	Trade on Used	NO	\$	13,930	\$	13,930	107%	\$1,815	\$1,063
29	6540J	2018	SUBARU	IMPREZA	76	Street/Curb Buy	NO	\$	18,862	\$	18,862	93%	\$267	\$2,344
30	7660J	2019	Volkswagen	TIGUAN	36	LBO OEM/Leasing Co.	NO	\$	21,624	\$	21,000	111%	\$286	\$0
31	59201C	2012	SUBARU	LEGACY	10	Trade on New	NO	\$	11,666	\$	11,125	77%	\$3,132	\$2,202
32	43371J	2011	Chevrolet	MALIBU	61	Trade on New	NO	\$	7,300	\$	6,540	91%	\$2,114	\$769
33	43901J	2012	NISSAN	VERSA	62	Trade on New	NO	\$	4,900	\$	3,900	82%	\$743	\$0
34	6840J	2017	Volkswagen	TIGUAN	70	LBO OEM/Leasing Co.	NO	\$	19,033	\$	19,033	93%	\$101	\$1,697
35	29982A	2012	Volkswagen	TIGUAN	2	Trade on Used	NO	\$	10,900	\$	10,900	85%	\$2,492	\$443
36	5911J	2010	JEEP	COMPASS	30	Trade on Used	NO	\$	5,313	\$	5,000	85%	\$2,882	\$0
37	6420j	2020	Volkswagen	jetta	87	Street/Curb Buy	YES	\$	19,010	\$	19,851	79%	\$550	\$3,715
38	8410J	2018	Volkswagen	TIGUAN	24	Street/Curb Buy	YES	\$	19,413	\$	19,413	92%	\$5,317	\$1,330
39	7390J	2017	KIA	SOUL	45	Auction/Wholesale	NO	\$	16,907	\$	16,907	106%	\$449	\$1,410
40	44521A	2016	Volkswagen	PASSAT	8	Trade on New	NO	\$	11,890	\$	11,890	85%	\$2,715	\$1,244
41	59231C	2014	HONDA	ACCORD	42	Trade on New	NO	\$	13,244	\$	13,244	104%	\$996	\$1,608
42	43582J	2013	NISSAN	VERSA	44	Trade on Used	NO	\$	5,460	\$	5,440	83%	\$2,718	\$0
43	5140J	2018	Volkswagen	ATLAS	145	LBO OEM/Leasing Co.	NO	\$	27,749	\$	26,549	101%	\$4,112	\$1,714
44	20665B	2016	FORD	FOCUS	7	Trade on New	NO	\$	10,124	\$	10,124	96%	\$1,754	\$1,689
45	6940J	2019	Volkswagen	JETTA	60	Street/Curb Buy	NO	\$	20,600	\$	20,100	103%	(\$2,112)	\$870
46	6170J	2018	KIA	OPTIMA	99	Street/Curb Buy	NO	\$	18,900	\$	18,900	94%	\$177	\$4,158
47	11111A	2018	FORD	FOCUS	63	Trade on New	NO	\$	14,700	\$	14,700	106%	\$2,571	\$1,863
48	8170J	2017	Volkswagen	PASSAT	26	LBO OEM/Leasing Co.	NO	\$	16,838	\$	16,838	96%	\$542	\$1,139
49	7850J	2021	Volkswagen	ATLAS	35	LBO OEM/Leasing Co.	YES	\$	38,214	\$	38,214	88%	(\$483)	\$1,674
50	59351C	2017	DODGE	GRAND CARAVAN	31	Trade on New	NO	\$	20,400	\$	20,400	95%	\$3,129	\$2,201
51	7751J	2014	SUBARU	CROSSTRECK	14	Trade on Used	NO	\$	9,623	\$	10,323	86%	\$4,249	\$1,364
52	6772J	2005	JEEP	LIBERTY	38	Trade on Used	NO	\$	5,188	\$	5,092	107%	\$2,779	\$0
53	58131C	2014	SUBARU	CROSSTREK	117	Trade on New	NO	\$	14,615	\$	13,000	90%	\$1,584	\$2,449

Scoreboard Totals

% Retailed of Non-Franchise Make	57%
Total # Retail Units	109
Avg. Days to Sale	47.7
Avg. Advertised Price (Time of Sale)	\$ 17,817
Avg. Transaction Price	\$ 17,568
Avg. Market Price at 100%	\$ 19,161
Avg. Price to Market % (Time of Sale)	93%
Avg. Transaction to Market	92%
Avg. Transactional Discount	\$ 249
Avg. Front-End Gross	\$ 1,449
Avg. Finance Gross	\$ 1,533
PUVR	\$ 2,982
Total Gross (Units & PUVR)	\$ 325,068
GROI	128%
% with Trade	26%
Avg. Over/Under Allowance	\$92



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	TONY	AUDIE
% Retailed of Non-New Franchise	57%	69%	75%
Total # Retail Units	109	59	28
Avg. Days to Sale	47.7	48.0	40.0
Avg. Advertised Price (Time of Sale)	\$ 17,817	\$ 15,758	\$ 16,491
Avg. Transaction Price	\$ 17,568	\$ 15,436	\$ 16,253
Avg. Market Price at 100%	\$ 19,161	\$ 17,212	\$ 17,420
Avg. Price to Market % (Time of Sale)	93%	92%	95%
Avg. Transaction to Market	92%	90%	93%
Avg. Transactional Discount	\$ 249	\$ 322	\$ 238
Avg. Front-End Gross	\$ 1,449	\$ 1,454	\$ 1,710
Avg. Finance Gross	\$ 1,533	\$ 1,502	\$ 1,289
PUVR	\$ 2,982	\$ 2,956	\$ 3,000
Total Gross (Units & PUVR)	\$ 325,068	\$ 174,432	\$ 83,987
GROI	128%	144%	166%
% with Trade	26%	29%	21%
Avg. Over/Under Allowance	92	218	83



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

FRANK	DAN	JOE	
0%	0%	0%	#DIV/0!
8	10	4	0
41.4	77.7	34.0	#DIV/0!
\$ 24,340	\$ 23,448	\$ 30,351	#DIV/0!
\$ 24,195	\$ 23,414	\$ 30,351	#DIV/0!
\$ 24,584	\$ 26,350	\$ 32,667	#DIV/0!
99%	89%	93%	#DIV/0!
98%	89%	93%	#DIV/0!
\$ 146	\$ 34	\$ -	#DIV/0!
\$ 1,720	\$ 780	\$ 669	#DIV/0!
\$ 1,839	\$ 2,214	\$ 1,393	#DIV/0!
\$ 3,559	\$ 2,993	\$ 2,061	#DIV/0!
\$ 28,471	\$ 29,934	\$ 8,244	#DIV/0!
128%	59%	72%	#DIV/0!
25%	20%	25%	#DIV/0!
500	1,250	-5,000	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	TYLER	MIKE
% Retailed of Non-New Franchise	57%	82%	0%
Total # Retail Units	109	11	2
Avg. Days to Sale	47.7	30.8	42.0
Avg. Advertised Price (Time of Sale)	\$ 17,817	\$ 13,891	\$ 36,161
Avg. Transaction Price	\$ 17,568	\$ 13,358	\$ 36,161
Avg. Market Price at 100%	\$ 19,161	\$ 15,343	\$ 41,039
Avg. Price to Market % (Time of Sale)	93%	91%	88%
Avg. Transaction to Market	92%	87%	88%
Avg. Transactional Discount	\$ 249	\$ 532	\$ -
Avg. Front-End Gross	\$ 1,449	\$ 1,265	\$ (307)
Avg. Finance Gross	\$ 1,533	\$ 1,677	\$ 2,485
PUVR	\$ 2,982	\$ 2,942	\$ 2,179
Total Gross (Units & PUVR)	\$ 325,068	\$ 32,358	\$ 4,357
GROI	128%	257%	52%
% with Trade	26%	27%	0%
Avg. Over/Under Allowance	92	-167	#DIV/0!



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

DAVID	BRYSON	LUIS	JAYDEN
67%	83%	0%	75%
15	6	6	8
33.8	78.7	42.7	51.9
\$ 16,695	\$ 15,135	\$ 26,383	\$ 14,258
\$ 16,683	\$ 14,786	\$ 26,216	\$ 14,256
\$ 17,883	\$ 20,038	\$ 29,034	\$ 15,910
93%	76%	91%	90%
93%	74%	90%	90%
\$ 12	\$ 349	\$ 167	\$ 3
\$ 1,744	\$ 736	\$ 239	\$ 2,387
\$ 1,636	\$ 1,127	\$ 1,898	\$ 1,212
\$ 3,380	\$ 1,863	\$ 2,137	\$ 3,599
\$ 50,694	\$ 11,177	\$ 12,819	\$ 28,791
216%	58%	69%	175%
20%	33%	33%	13%
667	500	750	0

BRYSON	BILLY	DEVAN	STEVE G
83%	73%	64%	71%
6	15	14	14
78.7	45.3	49.4	45.9
\$ 15,135	\$ 15,431	\$ 19,642	\$ 16,041
\$ 14,786	\$ 15,051	\$ 19,399	\$ 15,562
\$ 20,038	\$ 16,265	\$ 20,306	\$ 16,538
76%	95%	97%	97%
74%	93%	96%	94%
\$ 349	\$ 380	\$ 243	\$ 479
\$ 736	\$ 1,858	\$ 802	\$ 2,048
\$ 1,127	\$ 1,317	\$ 2,121	\$ 739
\$ 1,863	\$ 3,175	\$ 2,924	\$ 2,787
\$ 11,177	\$ 47,628	\$ 40,933	\$ 39,017
58%	168%	110%	141%
33%	20%	43%	29%
500	150	83	171

MISI			
50%	#DIV/0!	#DIV/0!	#DIV/0!
4	0	0	0
52.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 13,089	#DIV/0!	#DIV/0!	#DIV/0!
\$ 12,658	#DIV/0!	#DIV/0!	#DIV/0!
\$ 14,731	#DIV/0!	#DIV/0!	#DIV/0!
89%	#DIV/0!	#DIV/0!	#DIV/0!
86%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 431	#DIV/0!	#DIV/0!	#DIV/0!
\$ 584	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,372	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,955	#DIV/0!	#DIV/0!	#DIV/0!
\$ 7,821	#DIV/0!	#DIV/0!	#DIV/0!
107%	#DIV/0!	#DIV/0!	#DIV/0!
25%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	STEVE	GREMILLION
% Retailed of Non-New Franchise	57%	70%	74%
Total # Retail Units	109	23	39
Avg. Days to Sale	47.7	49.8	44.1
Avg. Advertised Price (Time of Sale)	\$ 17,817	\$ 16,616	\$ 16,536
Avg. Transaction Price	\$ 17,568	\$ 16,253	\$ 16,229
Avg. Market Price at 100%	\$ 19,161	\$ 18,336	\$ 17,845
Avg. Price to Market % (Time of Sale)	93%	91%	93%
Avg. Transaction to Market	92%	89%	91%
Avg. Transactional Discount	\$ 249	\$ 363	\$ 307
Avg. Front-End Gross	\$ 1,449	\$ 1,228	\$ 1,650
Avg. Finance Gross	\$ 1,533	\$ 1,545	\$ 1,525
PUVR	\$ 2,982	\$ 2,772	\$ 3,175
Total Gross (Units & PUVR)	\$ 325,068	\$ 63,758	\$ 123,839
GROI	128%	123%	160%
% with Trade	26%	0%	0%
Avg. Over/Under Allowance	92	185	300



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

JACKSON	JUDSON	WALKER	TIM
68%	0%	0%	0%
25	4	7	11
43.6	31.3	86.6	46.6
\$ 14,577	\$ 22,627	\$ 23,177	\$ 27,078
\$ 14,362	\$ 22,627	\$ 23,082	\$ 27,002
\$ 15,422	\$ 21,879	\$ 27,025	\$ 28,558
95%	103%	86%	95%
93%	103%	85%	95%
\$ 215	\$ -	\$ 95	\$ 76
\$ 1,644	\$ 1,738	\$ 754	\$ 1,091
\$ 1,189	\$ 2,125	\$ 1,491	\$ 2,135
\$ 2,833	\$ 3,862	\$ 2,245	\$ 3,226
\$ 70,822	\$ 15,448	\$ 15,715	\$ 35,486
163%	197%	40%	92%
0%	0%	0%	0%
-125	0	1,000	-833

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	109	22	87
Avg. Days to Sale	47.7	56.5	45.4
Avg. Advertised Price (Time of Sale)	\$ 17,817	\$ 25,027	\$ 15,699
Avg. Transaction Price	\$ 17,568	\$ 24,959	\$ 15,699
Avg. Market Price at 100%	\$ 19,161	\$ 26,856	\$ 17,279
Avg. Price to Market % (Time of Sale)	93%	93%	91%
Avg. Transaction to Market	92%	93%	91%
Avg. Transactional Discount	\$ 249	\$ 68	\$ 295
Avg. Front-End Gross	\$ 1,449	\$ 1,101	\$ 1,537
Avg. Finance Gross	\$ 1,533	\$ 1,928	\$ 1,434
PUVR	\$ 2,982	\$ 3,030	\$ 2,970
Total Gross (Units & PUVR)	\$ 325,068	\$ 66,649	\$ 258,419
GROI	128%	77%	150%
% with Trade	26%	23%	26%
Avg. Over/Under Allowance	92	-300	181



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	109	47	62
Avg. Days to Sale	47.7	47.7	47.7
Avg. Advertised Price (Time of Sale)	\$ 17,817	\$ 21,620	\$ 14,582
Avg. Transaction Price	\$ 17,568	\$ 21,506	\$ 14,582
Avg. Market Price at 100%	\$ 19,161	\$ 22,864	\$ 16,443
Avg. Price to Market % (Time of Sale)	93%	95%	89%
Avg. Transaction to Market	92%	94%	89%
Avg. Transactional Discount	\$ 249	\$ 114	\$ 352
Avg. Front-End Gross	\$ 1,449	\$ 1,377	\$ 1,504
Avg. Finance Gross	\$ 1,533	\$ 1,750	\$ 1,369
PUVR	\$ 2,982	\$ 3,127	\$ 2,873
Total Gross (Units & PUVR)	\$ 325,068	\$ 146,959	\$ 178,109
GROI	128%	110%	149%
% with Trade	26%	11%	37%
Avg. Over/Under Allowance	92	-91	218



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	109	37	27
% of Retail Units	100%	34%	25%
% Retailed of Non-New Franchise	57%	68%	89%
Avg. Days to Sale	47.7	45.6	38.7
Avg. Transaction Price	\$ 17,568	\$ 17,746	\$ 10,915
Avg. Transaction to Market %	92%	87%	86%
Avg. Transactional Discount	\$ 249	\$ 299	\$ 362
Avg. Front End Gross	\$ 1,449	\$ 1,722	\$ 1,814
Avg. Finance Gross	\$ 1,533	\$ 1,581	\$ 953
PUVR	\$ 2,982	\$ 3,304	\$ 2,767
Total Gross (Units & PUVR)	\$ 325,068	\$ 122,232	\$ 74,696
GROI	128%	147%	236%
% with Trade	26%	32%	19%
Avg. Over/Under Allowance	92	250	450



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
15	8	1	0
14%	7%	1%	0%
40%	75%	0%	#DIV/0!
50.5	60.9	347.0	#DIV/0!
\$ 20,364	\$ 17,608	\$ 18,825	#DIV/0!
97%	99%	74%	#DIV/0!
\$ 181	\$ 242	\$ -	#DIV/0!
\$ 1,217	\$ 164	\$ 22	#DIV/0!
\$ 1,772	\$ 2,429	\$ 1,082	#DIV/0!
\$ 2,988	\$ 2,593	\$ 1,104	#DIV/0!
\$ 44,826	\$ 20,742	\$ 1,104	#DIV/0!
105%	87%	6%	#DIV/0!
20%	13%	0%	#DIV/0!
-273	500	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
20	1	0
18%	1%	0%
0%	100%	#DIV/0!
40.3	67.0	#DIV/0!
\$ 24,159	\$ 15,253	#DIV/0!
99%	80%	#DIV/0!
\$ 85	\$ -	#DIV/0!
\$ 1,258	\$ 487	#DIV/0!
\$ 1,648	\$ 2,865	#DIV/0!
\$ 2,906	\$ 3,352	#DIV/0!
\$ 58,116	\$ 3,352	#DIV/0!
108%	118%	#DIV/0!
35%	0%	#DIV/0!
-286	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	109	45	18
% of Retail Units	100%	41%	17%
% Retailed of Non-New Franchise	57%	51%	67%
Avg. Days to Sale	47.7	16.1	37.7
Avg. Transaction Price	\$ 17,568	\$ 18,987	\$ 16,564
Avg. Transaction to Market %	92%	93%	98%
Avg. Transactional Discount	\$ 249	\$ 191	\$ 119
Avg. Front End Gross	\$ 1,449	\$ 2,135	\$ 1,573
Avg. Finance Gross	\$ 1,533	\$ 1,655	\$ 1,319
PUVR	\$ 2,982	\$ 3,790	\$ 2,892
Total Gross (Units & PUVR)	\$ 325,068	\$ 170,569	\$ 52,050
GROI	128%	447%	167%
% with Trade	26%	31%	6%
Avg. Over/Under Allowance	92	-216	#DIV/0!



46-60 days	61-90 days	90+ days
11	23	12
10%	21%	11%
45%	61%	67%
54.5	70.9	130.4
\$ 20,298	\$ 15,413	\$ 15,378
94%	87%	81%
\$ 315	\$ 166	\$ 765
\$ 814	\$ 736	\$ 637
\$ 1,255	\$ 1,353	\$ 1,999
\$ 2,069	\$ 2,089	\$ 2,636
\$ 22,761	\$ 48,057	\$ 31,631
67%	69%	47%
45%	26%	17%
300	583	250