

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	D1Q0043A	2020	Jeep	Grand Cherokee	56	Trade on New	Yes	\$ 31,900	\$ 36,900	97%	\$3,079	\$230
2	1N0514A	2018	Dodge	Journey	23	Trade on New	Yes	\$ 22,700	\$ 25,700	103%	\$6,209	\$2,230
3	1W0457A	2019	Ram	1500	36	Trade on New	Yes	\$ 36,300	\$ 36,525	101%	\$4,081	\$1,139
4	1N0515B	2017	Jeep	Patriot	1	Trade on New	Yes	\$ 21,675	\$ 21,197	108%	\$5,397	\$1,731
5	1W0514A	2020	Jeep	Grand Cherokee	21	Trade on New	Yes	\$ 37,200	\$ 40,900	100%	\$10,553	\$1,424
6	1N0455A	2020	Jeep	Grand Cherokee	37	Trade on New	Yes	\$ 40,600	\$ 41,900	95%	\$1,479	\$230
7	1W0462A	2019	Ram	1500	36	Trade on New	Yes	\$ 39,500	\$ 41,500	101%	\$6,131	\$2,168
8	1A0053A	2018	Dodge	Caravan	37	Trade on New	Yes	\$ 23,000	\$ 23,000	101%	\$4,950	\$230
9	1N0515A	2018	Dodge	Charger	37	Trade on New	Yes	\$ 28,500	\$ 35,900	96%	\$8,619	\$1,557
10	P12713	2018	Dodge	Durango	5	Trade on Used	Yes	\$ 59,500	\$ 59,500	99%	\$5,700	\$1,383
11	1Z0027A	2019	Ram	1500	96	Trade on New	Yes	\$ 41,000	\$ 41,000	89%	(\$448)	\$230
12	1W0415A	2019	Ram	1500	49	Trade on New	Yes	\$ 38,500	\$ 40,900	99%	\$6,468	\$3,457
13	D1N0342A	2019	Jeep	Cherokee	107	Trade on New	Yes	\$ 28,300	\$ 31,494	93%	\$3,574	\$718
14	1Y0007A	2016	Ram	2500	78	Auction/Wholesale	No	\$ 39,900	\$ 40,900	99%	\$8,511	\$580
15	P12703	2019	Jeep	Charger	15	Auction/Wholesale	Yes	\$ 34,300	\$ 34,900	111%	\$8,568	\$2,531
16	1N0473A	2019	Jeep	Grand Cherokee	44	Trade on New	Yes	\$ 32,900	\$ 33,900	96%	\$3,814	\$2,836
17	1W0431A	2019	RAM	1500	98	Trade on new	Yes	\$ 34,600	\$ 35,157	91%	(\$263)	\$230
18	p12694	2020	Ram	1500	36	Auction/Wholesale	Yes	\$ 39,400	\$ 40,879	99%	\$2,535	\$659
19	d1w0518a	2019	Jeep	Compass	21	trade on new	Yes	\$ 26,400	\$ 27,500	101%	\$5,342	\$1,097
20	D1N0358A	2019	Jeep	Grand Cherokee	90	trade on new	Yes	\$ 26,800	\$ 27,800	87%	(\$2,542)	\$1,750
21	1n0539a	2019	Jeep	Cherokee	21	trade on new	Yes	\$ 28,900	\$ 29,900	98%	\$5,598	\$1,333
22	D1W0509A	2021	Ram	1500	70	TRADE ON NEW	Yes	\$ 43,400	\$ 44,979	91%	\$437	\$1,531
23	1W0405A	2019	Ram	1500	28	TRADE ON NEW	Yes	\$ 36,700	\$ 37,700	103%	\$5,770	\$1,715
24	P12701	2018	CHRYSLER	PACIFICA	25	Auction/Wholesale	Yes	\$ 34,500	\$ 33,490	103%	\$8,013	\$580
25	D1W0479A	2019	Ram	1500	38	TRADE ON NEW	Yes	\$ 51,000	\$ 43,229	97%	\$2,905	\$887
26	DIN0463A	2019	Jeep	Grand Cherokee	51	Trade on New	Yes	\$ 33,600	\$ 33,349	95%	\$2,581	\$1,330
27	1N0516A	2019	Jeep	Cherokee	10	Trade on New	Yes	\$ 28,000	\$ 28,900	100%	\$6,162	\$3,792

28	1N0393B	2017	Chevrolet	Equinox	21	Trade on New	No	\$	20,000	\$	15,330	97%	\$1,192	\$997
29	D1W0504A	2019	Ram	1500	25	Trade on New	Yes	\$	37,900	\$	37,900		\$2,331	\$2,094
30	1N0504A	2019	Jeep	Grand Cherokee	25	Trade on New	Yes	\$	35,500	\$	37,500	98%	\$4,979	\$580
31	p12693	2019	Jeep	compass	30	Auction/Wholesale	Yes	\$	24,000	\$	26,500	96%	\$3,275	\$2,345
32	1z0036a	2018	Jeep	Grand Cherokee	55	Trade on New	Yes	\$	27,300	\$	30,000	96%	\$435	\$2,518
33	1y0009b	2017	Jeep	Grand Cherokee	4	Trade on New	Yes	\$	26,500	\$	30,000	91%	\$1,611	\$1,278
34	1n0364a	2018	CHRYSLER	PACIFICA	33	Trade on New	Yes	\$	34,500	\$	35,500	99%	\$7,165	\$230
35	1n0523a	2019	Jeep	Compass	14	Trade on New	Yes	\$	25,600	\$	28,900	99%	\$6,681	\$3,062
36	1n04440a	2020	Jeep	Compass	43	Trade on New	Yes	\$	27,900	\$	27,900		\$5,581	\$380
37	1y0009a	2017	Ram	1500	34	Trade on New	Yes	\$	28,000	\$	36,000	91%	\$4,038	\$776
38	1n0388a	2019	Jeep	Cherokee	51	Trade on New	Yes	\$	27,000	\$	26,000	94%	\$2,111	\$230
39	1w0413a	2019	Ram	1500	31	Trade on New	Yes	\$	40,300	\$	39,678	104%	\$7,522	\$2,565
40	1n0394a	2019	Ram	1500	50	Trade on New	Yes	\$	38,000	\$	37,453	98%	\$1,027	\$380
41	p12698	2020	Jeep	Compass	16	Auction/Wholesale	Yes	\$	39,400	\$	28,900	99%	\$7,560	\$4,625
42	1m0248a	2019	Jeep	Compass	17	trade on new	Yes	\$	24,700	\$	26,900	96%	\$3,631	\$1,656
43	1w0496a	2019	ram	1500	64	trade on new	Yes	\$	35,900	\$	37,395	96%	\$4,455	\$1,767
44	1n0418a	2020	Jeep	Cherokee	38	Trade on New	Yes	\$	32,000	\$	27,819	99%	(\$420)	\$230
45	1w0362a	2019	ram	1500	76	trade on new	Yes	\$	36,300	\$	36,900	98%	\$3,146	\$2,695
46	1j0060a	2019	Jeep	Cherokee	33	trade on new	Yes	\$	28,900	\$	29,900	98%	\$5,732	\$4,566
47	d1n0302a	2018	Jeep	Grand Cherokee	101	Trade on New	Yes	\$	27,700	\$	28,700	94%	\$845	\$2,445
48	1z0041a	2015	Jeep	Grand Cherokee	1	Trade on New	No	\$	21,900	\$	20,900	94%	\$5,730	\$2,503
49	p12677	2018	jeep	Compass	63	trade on new	No	\$	22,900	\$	22,900	93%	\$3,909	\$457
50	1n0285a	2020	Jeep	Grand Cherokee	98	Trade on New	Yes	\$	35,900	\$	39,600	91%	\$638	\$1,664
51	1n0368a	2018	dodge	Durango	49	Trade on New	No	\$	33,900	\$	33,900	98%	\$3,088	\$730
52	1m0207a	2021	Jeep	Grand Cherokee	84	Trade on New	Yes	\$	33,900	\$	34,900	81%	\$2,379	\$816
53	p12687	2018	Jeep	Compass	34	Auction/Wholesale	No	\$	22,900	\$	25,679	93%	\$5,440	\$2,675

Scoreboard Totals

% Retailed of Non-Franchise Make	3%
Total # Retail Units	88
Avg. Days to Sale	38.3
Avg. Advertised Price (Time of Sale)	\$ 30,126
Avg. Transaction Price	\$ 30,956
Avg. Market Price at 100%	\$ 31,200
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ (830)
Avg. Front-End Gross	\$ 3,854
Avg. Finance Gross	\$ 1,746
PUVR	\$ 5,601
Total Gross (Units & PUVR)	\$ 492,871
GROI	170%
% with Trade	35%
Avg. Over/Under Allowance	(\$1,556)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Tom Nanni	Matthew Rabineau
% Retailed of Non-New Franchise	3%	4%	0%
Total # Retail Units	88	81	7
Avg. Days to Sale	38.3	41.6	0.0
Avg. Advertised Price (Time of Sale)	\$ 30,126	\$ 30,926	\$ 20,870
Avg. Transaction Price	\$ 30,956	\$ 31,828	\$ 20,870
Avg. Market Price at 100%	\$ 31,200	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (830)	\$ (902)	\$ 0
Avg. Front-End Gross	\$ 3,854	\$ 4,178	\$ 113
Avg. Finance Gross	\$ 1,746	\$ 1,715	\$ 2,114
PUVR	\$ 5,601	\$ 5,892	\$ 2,226
Total Gross (Units & PUVR)	\$ 492,871	\$ 477,286	\$ 15,585
GROI	170%	160%	#DIV/0!
% with Trade	35%	38%	0%
Avg. Over/Under Allowance	-1,556	-1,556	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Tim Nolan	Jonas Pierre-Louis
% Retailed of Non-New Franchise	3%	0%	0%
Total # Retail Units	88	8	3
Avg. Days to Sale	38.3	50.1	26.3
Avg. Advertised Price (Time of Sale)	\$ 30,126	\$ 31,288	\$ 32,493
Avg. Transaction Price	\$ 30,956	\$ 32,766	\$ 32,569
Avg. Market Price at 100%	\$ 31,200	\$ 31,540	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	99%	#DIV/0!
Avg. Transaction to Market	99%	104%	#DIV/0!
Avg. Transactional Discount	\$ (830)	\$ (1,478)	\$ (76)
Avg. Front-End Gross	\$ 3,854	\$ 4,758	\$ 2,299
Avg. Finance Gross	\$ 1,746	\$ 1,019	\$ 2,596
PUVR	\$ 5,601	\$ 5,777	\$ 4,895
Total Gross (Units & PUVR)	\$ 492,871	\$ 46,217	\$ 14,686
GROI	170%	127%	205%
% with Trade	35%	63%	0%
Avg. Over/Under Allowance	-1,556	-250	#DIV/0!



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

Rufus Simon Jr	Michael Leder	Amanda Dilberti	Cory Stiltner
0%	0%	9%	8%
2	4	11	13
0.0	42.8	32.5	44.8
\$ 21,812	\$ 37,700	\$ 31,345	\$ 26,637
\$ 21,812	\$ 39,550	\$ 31,442	\$ 27,926
#DIV/0!	\$ 39,136	#DIV/0!	\$ 28,421
#DIV/0!	96%	#DIV/0!	94%
#DIV/0!	101%	#DIV/0!	98%
\$ 0	\$ (1,850)	\$ (96)	\$ (1,289)
\$ 43	\$ 3,537	\$ 3,969	\$ 3,412
\$ 2,606	\$ 1,769	\$ 1,997	\$ 1,735
\$ 2,648	\$ 5,305	\$ 5,966	\$ 5,147
\$ 5,296	\$ 21,222	\$ 65,629	\$ 66,912
#DIV/0!	113%	210%	148%
0%	25%	45%	38%
#DIV/0!	-6,518	-1,776	-557

Tom Van Daele	Phillip Torres	Mike Ford	
0%	0%	0%	#DIV/0!
1	13	8	0
0.0	46.7	59.1	#DIV/0!
\$ 18,516	\$ 31,046	\$ 30,238	#DIV/0!
\$ 18,516	\$ 32,313	\$ 32,531	#DIV/0!
#DIV/0!	\$ 32,265	\$ 32,644	#DIV/0!
#DIV/0!	96%	93%	#DIV/0!
#DIV/0!	100%	100%	#DIV/0!
\$ 0	\$ (1,267)	\$ (2,293)	#DIV/0!
\$ 519	\$ 3,679	\$ 3,566	#DIV/0!
\$ 2,615	\$ 1,251	\$ 1,622	#DIV/0!
\$ 3,134	\$ 4,930	\$ 5,189	#DIV/0!
\$ 3,134	\$ 64,088	\$ 41,509	#DIV/0!
#DIV/0!	118%	97%	#DIV/0!
0%	38%	63%	#DIV/0!
#DIV/0!	-1,725	-3,519	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Brian Denryter	Shane Ratliff
% Retailed of Non-New Franchise	3%	4%	0%
Total # Retail Units	88	81	7
Avg. Days to Sale	38.3	41.6	0.0
Avg. Advertised Price (Time of Sale)	\$ 30,126	\$ 30,926	\$ 20,870
Avg. Transaction Price	\$ 30,956	\$ 31,828	\$ 20,870
Avg. Market Price at 100%	\$ 31,200	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (830)	\$ (902)	\$ 0
Avg. Front-End Gross	\$ 3,854	\$ 4,178	\$ 113
Avg. Finance Gross	\$ 1,746	\$ 1,715	\$ 2,114
PUVR	\$ 5,601	\$ 5,892	\$ 2,226
Total Gross (Units & PUVR)	\$ 492,871	\$ 477,286	\$ 15,585
GROI	170%	160%	#DIV/0!
% with Trade	35%	0%	0%
Avg. Over/Under Allowance	-1,556	-1,556	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	88	58	30
Avg. Days to Sale	38.3	42.5	30.2
Avg. Advertised Price (Time of Sale)	\$ 30,126	\$ 33,353	\$ 24,485
Avg. Transaction Price	\$ 30,956	\$ 34,303	\$ 24,485
Avg. Market Price at 100%	\$ 31,200	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (830)	\$ (950)	\$ (598)
Avg. Front-End Gross	\$ 3,854	\$ 4,129	\$ 3,324
Avg. Finance Gross	\$ 1,746	\$ 1,809	\$ 1,625
PUVR	\$ 5,601	\$ 5,938	\$ 4,949
Total Gross (Units & PUVR)	\$ 492,871	\$ 344,394	\$ 148,477
GROI	170%	147%	241%
% with Trade	35%	57%	23%
Avg. Over/Under Allowance	-1,556	-1,482	-1,777



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	88	85	3
Avg. Days to Sale	38.3	38.2	40.3
Avg. Advertised Price (Time of Sale)	\$ 30,126	\$ 30,503	\$ 18,408
Avg. Transaction Price	\$ 30,956	\$ 31,399	\$ 18,408
Avg. Market Price at 100%	\$ 31,200	#DIV/0!	\$ 21,382
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	86%
Avg. Transaction to Market	99%	#DIV/0!	86%
Avg. Transactional Discount	\$ (830)	\$ (896)	\$ 1,025
Avg. Front-End Gross	\$ 3,854	\$ 3,880	\$ 3,120
Avg. Finance Gross	\$ 1,746	\$ 1,784	\$ 670
PUVR	\$ 5,601	\$ 5,665	\$ 3,790
Total Gross (Units & PUVR)	\$ 492,871	\$ 481,500	\$ 11,371
GROI	170%	170%	184%
% with Trade	35%	28%	233%
Avg. Over/Under Allowance	-1,556	-1,556	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	88	68	1
% of Retail Units	100%	77%	1%
% Retailed of Non-New Franchise	3%	1%	0%
Avg. Days to Sale	38.3	43.4	5.0
Avg. Transaction Price	\$ 30,956	\$ 31,730	\$ 59,500
Avg. Transaction to Market %	99%	#DIV/0!	99%
Avg. Transactional Discount	\$ (830)	\$ (1,170)	\$ -
Avg. Front End Gross	\$ 3,854	\$ 4,018	\$ 5,700
Avg. Finance Gross	\$ 1,746	\$ 1,711	\$ 1,383
PUVR	\$ 5,601	\$ 5,729	\$ 7,083
Total Gross (Units & PUVR)	\$ 492,871	\$ 389,569	\$ 7,083
GROI	170%	150%	857%
% with Trade	35%	44%	0%
Avg. Over/Under Allowance	-1,556	-1,697	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	12	0	7
0%	14%	0%	8%
#DIV/0!	17%	#DIV/0!	0%
#DIV/0!	34.5	#DIV/0!	0.0
#DIV/0!	\$ 30,075	#DIV/0!	\$ 20,870
#DIV/0!	97%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 541	#DIV/0!	\$ 0
#DIV/0!	\$ 4,956	#DIV/0!	\$ 113
#DIV/0!	\$ 1,763	#DIV/0!	\$ 2,114
#DIV/0!	\$ 6,719	#DIV/0!	\$ 2,226
#DIV/0!	\$ 80,633	#DIV/0!	\$ 15,585
#DIV/0!	233%	#DIV/0!	#DIV/0!
#DIV/0!	8%	#DIV/0!	0%
#DIV/0!	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	88	28	24
% of Retail Units	100%	32%	27%
% Retailed of Non-New Franchise	3%	4%	4%
Avg. Days to Sale	38.3	17.9	37.0
Avg. Transaction Price	\$ 30,956	\$ 31,024	\$ 31,125
Avg. Transaction to Market %	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (830)	\$ (196)	\$ (1,129)
Avg. Front End Gross	\$ 3,854	\$ 5,165	\$ 4,637
Avg. Finance Gross	\$ 1,746	\$ 2,029	\$ 1,677
PUVR	\$ 5,601	\$ 7,194	\$ 6,313
Total Gross (Units & PUVR)	\$ 492,871	\$ 201,427	\$ 151,515
GROI	170%	467%	198%
% with Trade	35%	25%	42%
Avg. Over/Under Allowance	-1,556	-2,577	-1,929



46-60 days	61-90 days	90+ days
12	12	5
14%	14%	6%
0%	8%	0%
51.9	71.5	100.0
\$ 31,120	\$ 34,415	\$ 35,190
102%	97%	97%
\$ (1,637)	\$ (1,031)	\$ (1,690)
\$ 3,247	\$ 3,266	\$ 869
\$ 1,684	\$ 1,363	\$ 1,057
\$ 4,931	\$ 4,629	\$ 1,926
\$ 59,166	\$ 55,545	\$ 9,632
110%	68%	20%
42%	42%	80%
-700	-858	-720