

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Adib, Kari	Assad, Ezz	Acevedo Ec
Alvarez, J	Del Toro,	Atallah, J
Biswas, Li	Gonzales,	Barrie, Ch
Fuentes, L	Konrad, Pa	Beeman, Pa
Gardell, J	Leach, Rob	Belange, W
Grant, Ale	Nieto, Nic	Borrego-Sa
Leszczynsk	Pintus, Ri	Bryan, Mic
Naranjo, D	Ross, Will	Camacho, H
Saenz, Eri	Vanwalker,	Canal, Mar
Violette,	Wagner, Je	Carmack, S
		Chavez, Ti
		Cordero, A
		Crispin, J
		Diaz, Hect
		Elsherbiny
		Evans, Dev
		Franco, Ar
		Garcia, Ch
		Guevara, J
		Habig, Eli
		Hamlett, N
		Hedhli, Ar
		Houston, D
		Jean, Rood
		Jones, Jen
		Keller, He
		Mellquist,
		Moodie, Th
		Ordonez, R
		Oyelowo, E
		Perdomo De
		Pol, Eduar
		Sharp, DeA
		Snead, Dav
		Stanley, B
		Sweatman,
		Tavarez, G
		Trujillo I
		Varghese,
		Vizcarra,
		Whelan, Th
		Wilbur, Gr

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	MA027205A	2019	Toyota	tundra	6	Trade on New	No	\$ 41,965	\$ 39,800	100%	850	0
2	CTB210067A	2019	Ford	ESCAPE	12	Trade on New	No	\$ 17,991	\$ 16,594	98%	-579	1,343.00
3	J0209409AA	2019	Toyota	RAV4	31	Trade on New	Yes	\$ 35,692	\$ 32,500	90%	251	1,366.00
4	CPH210024A	2020	Honda	ACCORD	29	Trade on Used	No	\$ 24,956	\$ 24,956	95%	1,800.00	3,615.19
5	LA030575	2020	Honda	ACCORD	12	Trade on Used	No	\$ 23,659	\$ 23,659	105%	-876	936
6	LM115882AA	2019	Jeep	COMPASS	4	Trade on Used	No	\$ 24,500	\$ 24,500	99%	3,171.00	2,792.00
7	CTB220223B	2021	Toyota	SIENNA	5	Street/Curb Buy	Yes	\$ 42,596	\$ 42,596	95%	-1,827.00	1,250.00
8	CTBP180033	2018	Toyota	RAV4	4	Trade on Used	No	\$ 28,695	\$ 28,695	90%	970	1,576.60
9	CTB220166A	2017	Ford	EXPEDITI	14	Trade on Used	No	\$ 31,995	\$ 31,995	90%	2,205.00	1,223.00
10	M3145297	2021	Toyota	PRIUS	13	Loaner	Yes	\$ 29,850	\$ 29,850	100%	1,546.00	0
11	CTBS180038A	2018	Toyota	COROLLA	14	Trade on New	Yes	\$ 18,589	\$ 18,589	92%	1,155.94	1,346.00
12	H7161384A	2021	Toyota	PRIUS	13	Trade on New	No	\$ 25,860	\$ 25,860	85%	-680	0
13	CTB220190A	2019	Toyota	TACOMA	19	Trade on New	Yes	\$ 38,960	\$ 38,960	103%	1,658.00	2,520.00
14	kc201980	2019	Toyota	COROLLA	5	Trade on Used	No	\$ 23,569	\$ 21,500	100%	-930	3,198.00
15	CTBP190052	2019	Toyota	COROLLA	24	Trade on Used	No	\$ 22,659	\$ 22,659	95%	3,952.00	2,754.00
16	CTBP190051	2019	Toyota	CAMRY	20	LBO Customer	No	\$ 18,562	\$ 18,562	98%	1,995.00	1,646.00
17	CTBP180039	2018	Toyota	RAV4	25	Street/Curb Buy	No	\$ 33,568	\$ 33,568	97%	2,560.00	2,078.00
18	CTB220052AA	2014	Toyota	SIENNA	18	Trade on Used	No	\$ 18,965	\$ 18,500	96%	641	1
19	CTB220198A	2019	Toyota	CAMRY	14	LBO Customer	Yes	\$ 17,526	\$ 17,526	98%	-646	0
20	h9165662	2017	Nissan	quest	22	Trade on Used	No	\$ 21,596	\$ 21,596	95%	-222	1,044.00
21	CTB220235A	2019	Toyota	Camry	12	Trade on Used	Yes	\$ 27,896	\$ 27,896	100%	-247	3,611.00
22	JN754329	2018	Nissan	FRONTIER	16	Trade on Used	No	\$ 27,991	\$ 27,991	98%	-948	3,721.08
23	LU960512	2020	Toyota	Camry	26	Loaner	Yes	\$ 27,986	\$ 27,986	100%	-3,848.00	1,129.00
24	CPH220087B	2021	Toyota	TACOMA	9	Trade on New	Yes	\$ 39,863	\$ 39,863	97%	1,409.00	2,147.15
25	CTB8220395A	2021	Toyota	RAV4	6	Trade on New	Yes	\$ 36,956	\$ 36,956	89%	1,220.00	829
26	MJ079314A	2019	Toyota	COROLLA	25	Trade on New	Yes	\$ 18,992	\$ 18,992	98%	2,972.00	2,317.00
27	CTB220363A	2019	Toyota	rav4	3	Street/Curb Buy	No	\$ 29,862	\$ 29,800	97%	2,597.00	2,067.94
28	NG114888A	2014	Mercedes-Benz	CLA	13	Other	No	\$ 31,944	\$ 21,944	98%	-1,833.00	0
29	CTB210106AA	2014	Jeep	cherokee	4	Other	No	\$ 15,900	\$ 15,900	100%	181	281
30	CTB210199A	2019	Toyota	camry	9	Trade on New	No	\$ 24,569	\$ 24,569	97%	2,270.00	2,521.00
31	NC220088A	2019	Toyota	tacoma	3	Trade on New	No	\$ 29,800	\$ 29,800	98%	-259	1,285.00

32	KZ141341	2019	GMC	arcadia	24	Trade on New	No	\$ 24,865	\$ 24,865	98%	-3,026.00	2,254.02
33	CTB220200A	2018	Toyota	highland	12	Trade on Used	No	\$ 32,100	\$ 32,100	100%	1	5,958.19
34	KS072939	2019	Toyota	SEQUIA	15	Trade on New	Yes	\$ 45,986	\$ 45,986	100%	1,597.00	3,310.80
35	CMT220277A	2021	Toyota	4RUNNER	3	Loaner	Yes	\$ 38,960	\$ 38,960	97%	11,511.00	466
36	D9550131	2013	Infiniti	qx60	8	Other	No	\$ 18,956	\$ 18,956	100%	651	0
37	CTB220093A	2019	Toyota	HIGHLAND	11	Trade on New	Yes	\$ 36,523	\$ 35,000	105%	1,256.00	2,156.11
38	MU438881L	2021	Toyota	CAMRY	5	Trade on New	No	\$ 29,863	\$ 29,863	99%	1,688.00	3,432.04
39	CTBP180030	2018	Toyota	RAV4	3	Trade on New	No	\$ 33,698	\$ 32,600	94%	1,326.00	5,345.87
40	CTBP180036	2018	Ford	F150	4	Trade on New	No	\$ 38,991	\$ 38,991	96%	-4,600.00	1
41	KM210174	2019	Toyota	TACOMA	7	Trade on New	No	\$ 34,900	\$ 34,900	98%	1	3,359.00
42	CTB220165A	2018	Toyota	camry	14	Trade on New	Yes	\$ 27,500	\$ 27,500	90%	-844	1,488.00
43	NU635761AA	2019	Toyota	tacoma	10	Trade on New	Yes	\$ 33,962	\$ 33,962	98%	2,115.00	75
44	CTB220309A	2019	Chrysler	330	9	Trade on Used	No	\$ 34,600	\$ 34,600	99%	-607	0
45	CTB220364A	2017	Kia	OPTIMA	26	Trade on Used	No	\$ 18,900	\$ 18,900	98%	1,939.00	1,777.00
46	CMT220238A	2016	Honda	CIVIC	2	Trade on Used	No	\$ 19,863	\$ 19,863	98%	-630	0
47	DX021750	2013	Toyota	tacoma	10	Other	No	\$ 12,998	\$ 12,998	97%	-680	4,912.65
48	NV003670A	2019	Toyota	corolla	13	Trade on Used	Yes	\$ 26,500	\$ 26,500	98%	2,736.00	2,538.00
49	CTBP210333	2021	Toyota	COROLLA	6	Trade on New	No	\$ 22,800	\$ 22,800	95%	0	2,383.68
50	CTB210184A	2021	Toyota	RAV4	10	ntal Fleet (Enterprise, e	Yes	\$ 33,960	\$ 33,960	93%	-218	1,654.00
51	CTB220404A	2019	Toyota	COROLLA	7	Trade on New	Yes	\$ 21,500	\$ 21,500	99%	-978	1,902.00
52	CTB220093AAA	2019	Kia	SORENTO	8	Trade on Used	No	\$ 24,500	\$ 24,500	100%	-2,001.00	1,814.80
53	CTB220243A	2019	Toyota	CAMRY	8	Trade on Used	Yes	\$ 29,800	\$ 29,800	97%	540	1

Scoreboard Totals

% Retailed of Non-Franchise Make	35%
Total # Retail Units	200
Avg. Days to Sale	8.9
Avg. Advertised Price (Time of Sale)	\$ 26,298
Avg. Transaction Price	\$ 25,920
Avg. Market Price at 100%	\$ 26,934
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 378
Avg. Front-End Gross	\$ 2,197
Avg. Finance Gross	\$ -
PUVR	Err:522
Total Gross (Units & PUVR)	Err:522
GROI	Err:522
% with Trade	48%
Avg. Over/Under Allowance	\$576



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Adib, Kari	Alvarez, J
% Retailed of Non-New Franchise	35%	Err:502	Err:502
Total # Retail Units	200	2	28
Avg. Days to Sale	8.9	19.0	9.3
Avg. Advertised Price (Time of Sale)	\$ 26,298	\$ 27,941	\$ 28,544
Avg. Transaction Price	\$ 25,920	\$ 27,941	\$ 28,152
Avg. Market Price at 100%	\$ 26,934	\$ 27,941	\$ 29,445
Avg. Price to Market % (Time of Sale)	98%	100%	97%
Avg. Transaction to Market	96%	100%	96%
Avg. Transactional Discount	\$ 378	\$ -	\$ 392
Avg. Front-End Gross	\$ 2,197	\$ (2,048)	\$ (277)
Avg. Finance Gross	\$ -	\$ 2,370	\$ 1,268
PUVR	Err:522	\$ 2,382	\$ 3,825
Total Gross (Units & PUVR)	Err:522	\$ 4,764	\$ 107,104
GROI	Err:522	162%	527%
% with Trade	48%	Err:502	Err:502
Avg. Over/Under Allowance	576	0	283



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

Biswas, Li	Fuentes, L	Gardell, J	Grant, Ale
Err:502	Err:502	Err:502	Err:502
27	8	1	6
8.8	8.6	22.0	6.0
\$ 26,886	\$ 26,172	\$ 21,596	\$ 26,633
\$ 26,710	\$ 26,126	\$ 21,596	\$ 26,785
\$ 27,880	\$ 26,536	\$ 22,733	\$ 27,255
96%	99%	95%	98%
96%	98%	95%	98%
\$ 176	\$ 46	\$ -	\$ (152)
\$ 1,175	\$ 2,389	\$ (222)	\$ 68
\$ 1,583	\$ 1,852	\$ 1,044	\$ 1,333
Err:522	\$ 844	\$ (365)	#DIV/0!
Err:522	\$ 6,752	\$ (365)	#DIV/0!
Err:522	135%	-28%	#DIV/0!
Err:502	Err:502	Err:502	Err:502
681	1,478	#DIV/0!	400

Grant, Ale	Leszczynsk	Naranjo, D	Saenz, Eri
Err:502	Err:502	Err:502	Err:502
6	16	7	28
6.0	13.8	9.9	10.9
\$ 26,633	\$ 25,643	\$ 27,359	\$ 26,948
\$ 26,785	\$ 25,440	\$ 26,645	\$ 26,497
\$ 27,255	\$ 26,054	\$ 27,209	\$ 27,918
98%	98%	101%	97%
98%	98%	98%	95%
\$ (152)	\$ 202	\$ 714	\$ 451
\$ 68	\$ 2,028	\$ 676	\$ 734
\$ 1,333	\$ 2,213	\$ 1,958	\$ 1,750
#DIV/0!	\$ 2,091	\$ 2,436	\$ 2,198
#DIV/0!	\$ 33,457	\$ 17,054	\$ 61,534
#DIV/0!	214%	334%	275%
Err:502	Err:502	Err:502	Err:502
400	761	233	885

Violette,

Err:502

0

#DIV/0!

Err:502

#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Acevedo Ec	Atallah, J
% Retailed of Non-New Franchise	35%	Err:502	Err:502
Total # Retail Units	200	6	5
Avg. Days to Sale	8.9	7.8	9.0
Avg. Advertised Price (Time of Sale)	\$ 26,298	\$ 28,318	\$ 22,776
Avg. Transaction Price	\$ 25,920	\$ 28,307	\$ 22,959
Avg. Market Price at 100%	\$ 26,934	\$ 28,968	\$ 23,799
Avg. Price to Market % (Time of Sale)	98%	98%	96%
Avg. Transaction to Market	96%	98%	96%
Avg. Transactional Discount	\$ 378	\$ 10	\$ (183)
Avg. Front-End Gross	\$ 2,197	\$ 806	\$ 760
Avg. Finance Gross	\$ -	\$ 1,863	\$ 1,421
PUVR	Err:522	\$ 4,043	\$ 716
Total Gross (Units & PUVR)	Err:522	\$ 24,256	\$ 3,581
GROI	Err:522	656%	125%
% with Trade	48%	Err:502	Err:502
Avg. Over/Under Allowance	576	1,209	333



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

Barrie, Ch	Beeman, Pa	Belange, W	Borrego-Sa
Err:502	Err:502	Err:502	Err:502
2	2	4	6
6.5	13.5	8.3	12.0
\$ 30,711	\$ 25,730	\$ 30,378	\$ 27,927
\$ 30,711	\$ 25,730	\$ 30,029	\$ 27,927
\$ 30,940	\$ 26,449	\$ 31,310	\$ 28,635
99%	97%	97%	98%
99%	97%	96%	98%
\$ -	\$ -	\$ 349	\$ -
\$ (1,318)	\$ 733	\$ 3,267	\$ 1,463
\$ 515	\$ 2,238	\$ 720	\$ 3,193
#DIV/0!	\$ 1,741	\$ 3,370	\$ 932
#DIV/0!	\$ 3,481	\$ 13,479	\$ 5,589
#DIV/0!	180%	490%	100%
Err:502	Err:502	Err:502	Err:502
#DIV/0!	200	2,400	625

Bryan, Mic	Camacho, H	Canal, Mar	Carmack, S
Err:502	Err:502	Err:502	Err:502
0	2	4	1
#DIV/0!	9.0	9.5	2.0
#DIV/0!	\$ 25,755	\$ 26,272	\$ 27,596
#DIV/0!	\$ 25,128	\$ 25,864	\$ 27,596
#DIV/0!	\$ 24,848	\$ 26,374	\$ 27,596
#DIV/0!	104%	100%	100%
#DIV/0!	101%	98%	100%
#DIV/0!	\$ 627	\$ 408	\$ -
#DIV/0!	\$ 3,051	\$ 609	\$ 2,700
#DIV/0!	\$ 875	\$ 1,686	\$ 1,138
#DIV/0!	\$ 2,259	\$ (479)	#DIV/0!
#DIV/0!	\$ 4,518	\$ (1,916)	#DIV/0!
#DIV/0!	360%	-70%	#DIV/0!
Err:502	Err:502	Err:502	Err:502
#DIV/0!	#DIV/0!	250	#DIV/0!

Chavez, Ti	Cordero, A	Crispin, J	Diaz, Hect
Err:502	Err:502	Err:502	Err:502
1	8	1	2
3.0	12.4	6.0	8.0
\$ 23,500	\$ 29,021	\$ 23,400	\$ 34,464
\$ 23,500	\$ 28,773	\$ 23,400	\$ 32,781
\$ 26,111	\$ 30,115	\$ 22,718	\$ 33,820
90%	96%	103%	102%
90%	96%	103%	97%
\$ -	\$ 248	\$ -	\$ 1,683
\$ 3,093	\$ 1,680	\$ (1,916)	\$ 1,208
\$ 305	\$ 1,880	\$ 1,305	\$ 910
#DIV/0!	\$ 1,685	#DIV/0!	\$ 1,842
#DIV/0!	\$ 13,481	#DIV/0!	\$ 3,683
#DIV/0!	170%	#DIV/0!	253%
Err:502	Err:502	Err:502	Err:502
#DIV/0!	436	0	1,500

Diaz, Hect	Elsherbiny	Evans, Dev	Franco, Ar
Err:502	Err:502	Err:502	Err:502
2	3	2	3
8.0	11.7	18.5	9.3
\$ 34,464	\$ 23,505	\$ 29,246	\$ 23,374
\$ 32,781	\$ 23,505	\$ 27,650	\$ 23,374
\$ 33,820	\$ 24,063	\$ 31,829	\$ 24,719
102%	98%	92%	95%
97%	98%	87%	95%
\$ 1,683	\$ -	\$ 1,596	\$ -
\$ 1,208	\$ (1,624)	\$ 126	\$ 1,842
\$ 910	\$ 1,138	\$ 1,875	\$ 2,243
\$ 1,842	\$ 873	\$ 2,773	\$ 3,358
\$ 3,683	\$ 2,618	\$ 5,545	\$ 10,073
253%	115%	195%	554%
Err:502	Err:502	Err:502	Err:502
1,500	0	250	1,033

Garcia, Ch	Guevara, J	Habig, Eli	Hamlett, N
Err:502	Err:502	Err:502	Err:502
0	1	4	2
#DIV/0!	8.0	11.8	8.5
#DIV/0!	\$ 24,500	\$ 32,540	\$ 32,200
#DIV/0!	\$ 24,500	\$ 29,641	\$ 32,200
#DIV/0!	\$ 24,500	\$ 32,921	\$ 32,836
#DIV/0!	100%	99%	98%
#DIV/0!	100%	90%	98%
#DIV/0!	\$ -	\$ 2,899	\$ -
#DIV/0!	\$ (2,001)	\$ 925	\$ (34)
#DIV/0!	\$ 1,815	\$ 2,279	\$ 1
#DIV/0!	\$ 3,082	\$ 3,798	\$ 2,341
#DIV/0!	\$ 3,082	\$ 15,193	\$ 4,681
#DIV/0!	566%	393%	308%
Err:502	Err:502	Err:502	Err:502
#DIV/0!	#DIV/0!	0	375

Hedhli, Ar	Houston, D	Jean, Rood	Jones, Jen
Err:502	Err:502	Err:502	Err:502
5	1	4	3
19.2	2.0	7.5	9.7
\$ 24,491	\$ 19,863	\$ 29,182	\$ 27,379
\$ 24,353	\$ 19,863	\$ 28,465	\$ 26,872
\$ 25,006	\$ 20,268	\$ 30,485	\$ 26,729
98%	98%	96%	102%
97%	98%	93%	101%
\$ 137	\$ -	\$ 717	\$ 508
\$ (256)	\$ (630)	\$ 917	\$ (325)
\$ 2,268	\$ -	\$ 1,546	\$ 1,097
\$ 3,163	\$ 10,894	\$ 5,341	\$ (1,137)
\$ 15,816	\$ 10,894	\$ 21,364	\$ (3,410)
244%	9872%	901%	-158%
Err:502	Err:502	Err:502	Err:502
238	#DIV/0!	340	0

Keller, He	Mellquist,	Moodie, Th	Ordonez, R
Err:502	Err:502	Err:502	Err:502
1	2	5	9
3.0	8.0	9.0	11.1
\$ 42,398	\$ 23,433	\$ 31,938	\$ 28,356
\$ 42,398	\$ 23,433	\$ 31,505	\$ 28,234
\$ 42,398	\$ 23,828	\$ 33,644	\$ 29,269
100%	98%	95%	97%
100%	98%	94%	96%
\$ -	\$ -	\$ 433	\$ 122
\$ 8,269	\$ (2,345)	\$ 2,348	\$ 212
\$ 300	\$ 897	\$ 1,076	\$ 2,466
#DIV/0!	#DIV/0!	\$ 1,585	\$ 3,486
#DIV/0!	#DIV/0!	\$ 7,923	\$ 31,372
#DIV/0!	#DIV/0!	201%	400%
Err:502	Err:502	Err:502	Err:502
#DIV/0!	#DIV/0!	3,200	1,250

Oyelowo, E	Perdomo De	Pol, Eduar	Sharp, DeA
Err:502	Err:502	Err:502	Err:502
2	3	0	1
13.0	7.7	#DIV/0!	16.0
\$ 27,855	\$ 25,849	#DIV/0!	\$ 24,991
\$ 27,855	\$ 25,849	#DIV/0!	\$ 24,991
\$ 30,137	\$ 27,200	#DIV/0!	\$ 24,991
92%	95%	#DIV/0!	100%
92%	95%	#DIV/0!	100%
\$ -	\$ -	#DIV/0!	\$ -
\$ 433	\$ (536)	#DIV/0!	\$ 1,531
\$ -	\$ 1,495	#DIV/0!	\$ -
\$ 2,918	\$ 1,790	#DIV/0!	#DIV/0!
\$ 5,835	\$ 5,369	#DIV/0!	#DIV/0!
290%	325%	#DIV/0!	#DIV/0!
Err:502	Err:502	Err:502	Err:502
575	0	#DIV/0!	0

Snead, Dav	Stanley, B	Sweatman,	Tavarez, G
Err:502	Err:502	Err:502	Err:502
2	3	6	2
10.5	5.3	11.3	9.0
\$ 31,498	\$ 28,181	\$ 21,424	\$ 30,800
\$ 31,498	\$ 28,181	\$ 21,141	\$ 30,800
\$ 33,754	\$ 28,470	\$ 22,014	\$ 32,356
93%	99%	97%	95%
93%	99%	96%	95%
\$ -	\$ -	\$ 283	\$ -
\$ 462	\$ (1,920)	\$ 885	\$ 813
\$ 805	\$ 2,105	\$ 1,882	\$ 1,807
\$ 1,201	\$ 6,318	Err:522	#DIV/0!
\$ 2,402	\$ 18,954	Err:522	#DIV/0!
131%	1513%	Err:522	#DIV/0!
Err:502	Err:502	Err:502	Err:502
#DIV/0!	0	0	#DIV/0!

Trujillo I	Varghese,	Vizcarra,	Whelan, Th
Err:502	Err:502	Err:502	Err:502
2	7	2	1
11.0	9.6	12.0	6.0
\$ 28,961	\$ 22,047	\$ 27,925	\$ 21,695
\$ 28,778	\$ 21,751	\$ 27,925	\$ 21,695
\$ 29,552	\$ 22,490	\$ 28,665	\$ 22,599
98%	98%	97%	96%
97%	97%	97%	96%
\$ 183	\$ 296	\$ -	\$ -
\$ 2,187	\$ 350	\$ 1,356	\$ 1,418
\$ 2,896	\$ 2,140	\$ 1,044	\$ 1,074
\$ (756)	\$ 3,142	\$ 4,583	#DIV/0!
\$ (1,512)	\$ 21,997	\$ 9,167	#DIV/0!
-86%	543%	492%	#DIV/0!
Err:502	Err:502	Err:502	Err:502
#DIV/0!	1,133	#DIV/0!	1,200

Whelan, Th			
Err:502	Err:502	Err:502	Err:502
1	0	0	0
6.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,695	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,695	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,599	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,418	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,074	#DIV/0!	#DIV/0!	#DIV/0!
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Err:502	Err:502	Err:502	Err:502
1,200	#DIV/0!	#DIV/0!	#DIV/0!

Err:502	Err:502	Err:502	Err:502
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Err:502	Err:502	Err:502	Err:502
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Err:502	Err:502	Err:502	Err:502
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Err:502	Err:502	Err:502	Err:502
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Err:502	Err:502	Err:502	Err:502
0	0	0	0
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Err:502	Err:502	Err:502	Err:502
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Err:502	Err:502	Err:502
0	0	0
#DIV/0!	#DIV/0!	#DIV/0!
Err:502	Err:502	Err:502
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Gonzales,	Assad, Ezz
% Retailed of Non-New Franchise	35%	Err:502	Err:502
Total # Retail Units	200	18	20
Avg. Days to Sale	8.9	11.3	6.7
Avg. Advertised Price (Time of Sale)	\$ 26,298	\$ 25,109	\$ 28,334
Avg. Transaction Price	\$ 25,920	\$ 25,040	\$ 28,041
Avg. Market Price at 100%	\$ 26,934	\$ 25,902	\$ 29,287
Avg. Price to Market % (Time of Sale)	98%	97%	97%
Avg. Transaction to Market	96%	97%	96%
Avg. Transactional Discount	\$ 378	\$ 68	\$ 293
Avg. Front-End Gross	\$ 2,197	\$ (42)	\$ 911
Avg. Finance Gross	\$ -	\$ 2,057	\$ 1,259
PUVR	Err:522	\$ 2,870	\$ 2,973
Total Gross (Units & PUVR)	Err:522	\$ 51,656	\$ 59,454
GROI	Err:522	364%	574%
% with Trade	48%	Err:502	Err:502
Avg. Over/Under Allowance	576	367	264



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

Del Toro,	Konrad, Pa	Leach, Rob	Nieto, Nic
Err:502	Err:502	Err:502	Err:502
3	18	5	9
11.0	11.3	8.8	8.1
\$ 34,893	\$ 27,541	\$ 22,041	\$ 22,813
\$ 34,893	\$ 27,123	\$ 22,041	\$ 22,657
\$ 37,090	\$ 28,054	\$ 22,738	\$ 23,772
94%	98%	97%	96%
94%	97%	97%	95%
\$ -	\$ 418	\$ -	\$ 156
\$ 517	\$ 910	\$ 568	\$ 985
\$ 1,539	\$ 1,638	\$ 2,076	\$ 1,805
\$ 752	\$ 1,932	\$ 2,891	\$ 1,774
\$ 2,256	\$ 34,782	\$ 14,453	\$ 15,962
71%	227%	536%	347%
Err:502	Err:502	Err:502	Err:502
0	655	300	857

Pintus, Ri	Ross, Will	Vanwalker,	Wagner, Je
Err:502	Err:502	Err:502	Err:502
17	11	11	9
7.0	17.6	8.4	14.7
\$ 27,377	\$ 26,591	\$ 28,464	\$ 29,747
\$ 27,377	\$ 26,265	\$ 27,877	\$ 28,635
\$ 28,055	\$ 27,038	\$ 29,624	\$ 29,976
98%	98%	96%	99%
98%	97%	94%	96%
\$ -	\$ 326	\$ 587	\$ 1,111
\$ 586	\$ 1,025	\$ 1,612	\$ 861
\$ 1,715	\$ 2,085	\$ 1,458	\$ 1,542
Err:522	\$ 1,944	\$ 3,989	\$ 904
Err:522	\$ 21,387	\$ 43,879	\$ 8,132
Err:522	151%	616%	77%
Err:502	Err:502	Err:502	Err:502
714	708	1,342	283

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	63	137
Avg. Days to Sale	8.9	9.7	8.5
Avg. Advertised Price (Time of Sale)	\$ 26,298	\$ 29,932	\$ 24,193
Avg. Transaction Price	\$ 25,920	\$ 29,674	\$ 24,193
Avg. Market Price at 100%	\$ 26,934	\$ 30,819	\$ 25,220
Avg. Price to Market % (Time of Sale)	98%	97%	96%
Avg. Transaction to Market	96%	96%	96%
Avg. Transactional Discount	\$ 378	\$ 258	\$ 434
Avg. Front-End Gross	\$ 2,197	\$ 1,311	\$ 642
Avg. Finance Gross	\$ -	\$ 1,833	\$ 1,561
PUVR	Err:522	Err:522	\$ 2,744
Total Gross (Units & PUVR)	Err:522	Err:522	\$ 375,877
GROI	Err:522	Err:522	481%
% with Trade	48%	57%	43%
Avg. Over/Under Allowance	576	559	587



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	130	70
Avg. Days to Sale	8.9	8.8	8.9
Avg. Advertised Price (Time of Sale)	\$ 26,298	\$ 28,158	\$ 22,336
Avg. Transaction Price	\$ 25,920	\$ 27,849	\$ 22,336
Avg. Market Price at 100%	\$ 26,934	\$ 28,960	\$ 23,314
Avg. Price to Market % (Time of Sale)	98%	97%	96%
Avg. Transaction to Market	96%	96%	96%
Avg. Transactional Discount	\$ 378	\$ 309	\$ 508
Avg. Front-End Gross	\$ 2,197	\$ 1,029	\$ 524
Avg. Finance Gross	\$ -	\$ 1,851	\$ 1,266
PUVR	Err:522	\$ 2,441	\$ 2,878
Total Gross (Units & PUVR)	Err:522	\$ 131,790	\$ 201,494
GROI	Err:522	358%	521%
% with Trade	48%	28%	84%
Avg. Over/Under Allowance	576	555	620



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	68	96
% of Retail Units	100%	34%	48%
% Retailed of Non-New Franchise	35%	21%	45%
Avg. Days to Sale	8.9	8.9	8.6
Avg. Transaction Price	\$ 25,920	\$ 28,804	\$ 24,486
Avg. Transaction to Market %	96%	96%	96%
Avg. Transactional Discount	\$ 378	\$ 371	\$ 336
Avg. Front End Gross	\$ 2,197	\$ 620	\$ 906
Avg. Finance Gross	\$ -	\$ 1,708	\$ 1,740
PUVR	Err:522	\$ 2,969	Err:522
Total Gross (Units & PUVR)	Err:522	\$ 201,862	Err:522
GROI	Err:522	417%	Err:522
% with Trade	48%	49%	45%
Avg. Over/Under Allowance	576	404	557



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	0	3	6
3%	0%	2%	3%
20%	#DIV/0!	0%	0%
8.8	#DIV/0!	14.0	10.8
\$ 33,565	#DIV/0!	\$ 32,265	\$ 23,255
96%	#DIV/0!	99%	97%
\$ 431	#DIV/0!	\$ -	\$ 160
\$ 398	#DIV/0!	\$ 3,070	\$ 2,580
\$ 1,559	#DIV/0!	\$ 532	\$ 1,577
\$ 3,607	#DIV/0!	\$ 1,805	\$ 1,476
\$ 18,034	#DIV/0!	\$ 5,416	\$ 8,856
440%	#DIV/0!	144%	211%
80%	#DIV/0!	67%	50%
338	#DIV/0!	2,975	567

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	7	15
0%	4%	8%
#DIV/0!	0%	80%
#DIV/0!	7.4	9.2
#DIV/0!	\$ 31,802	\$ 16,527
#DIV/0!	97%	94%
#DIV/0!	\$ 98	\$ 959
#DIV/0!	\$ 803	\$ 599
#DIV/0!	\$ 1,994	\$ 889
#DIV/0!	\$ 1,790	\$ 1,698
#DIV/0!	\$ 12,527	\$ 25,465
#DIV/0!	273%	402%
#DIV/0!	57%	40%
#DIV/0!	500	1,083

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	198	1
% of Retail Units	100%	99%	1%
% Retailed of Non-New Franchise	35%	35%	0%
Avg. Days to Sale	8.9	8.8	31.0
Avg. Transaction Price	\$ 25,920	\$ 25,937	\$ 32,500
Avg. Transaction to Market %	96%	96%	82%
Avg. Transactional Discount	\$ 378	\$ 366	\$ 3,192
Avg. Front End Gross	\$ 2,197	\$ 866	\$ 251
Avg. Finance Gross	\$ -	\$ 1,650	\$ 1,366
PUVR	Err:522	\$ 2,516	\$ 1,617
Total Gross (Units & PUVR)	Err:522	\$ 498,099	\$ 1,617
GROI	Err:522	398%	58%
% with Trade	48%	47%	100%
Avg. Over/Under Allowance	576	583	500



