

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	K6645	2021	Chevrolet	BLAZER	42	Auction/Wholesale	YES	\$ 33,989	\$ 36,344	88%	(\$371)	\$2,310
2	K6750	2021	Chevrolet	COLORADO	8	Auction/Wholesale	NO	\$ 28,036	\$ 29,091	92%	\$995	\$731
3	K6751	2019	Chevrolet	TRAVERSE	7	Street/Curb Buy	NO	\$ 31,972	\$ 33,967	96%	\$1,995	\$3,262
4	K6752	2020	FORD	FUSION	26	Auction/Wholesale	NO	\$ 31,072	\$ 32,067	95%	\$995	\$2,941
5	K6614	2021	Chevrolet	SILVERADO	73	Auction/Wholesale	NO	\$ 51,683	\$ 53,678	91%	(\$806)	\$1,741
6	K6725	2021	Chevrolet	SILVERADO	12	Auction/Wholesale	NO	\$ 43,900	\$ 45,895	104%	(\$445)	\$2,085
7	K6600	2020	Chevrolet	SILVERADO	101	Auction/Wholesale	YES	\$ 35,900	\$ 37,895	92%	\$1,342	\$3,737
8	K6765	2020	Chevrolet	TRAVERSE	48	Street/Curb Buy	NO	\$ 30,916	\$ 31,911	94%	\$995	\$2,490
9	K6670	2019	Chevrolet	SILVERADO	44	Auction/Wholesale	NO	\$ 36,900	\$ 45,782	95%	\$6,244	\$3,251
10	K6774	2019	Chevrolet	TAHOE	18	Auction/Wholesale	YES	\$ 52,900	\$ 54,895	101%	\$1,995	\$3,837
11	K6685	2015	RAM	1500	37	Auction/Wholesale	NO	\$ 36,004	\$ 37,999	98%	\$1,475	\$0
12	K6775	2019	Chevrolet	CRUZE	12	Street/Curb Buy	NO	\$ 17,151	\$ 18,803	102%	\$695	\$2,149
13	K6776	2020	Chevrolet	Equinox	22	Auction/Wholesale	YES	\$ 27,166	\$ 28,161	100%	\$995	\$1,925
14	K6777	2018	Chevrolet	TRAVERSE	18	Street/Curb Buy	NO	\$ 27,372	\$ 29,367	94%	\$1,995	\$2,891
15	K6718	2018	JEEP	GRAND CHEROKEE	27	Auction/Wholesale	NO	\$ 35,900	\$ 37,895	96%	\$295	\$5,724
16	K6769	2017	JEEP	WRANGLER	23	Auction/Wholesale	NO	\$ 41,900	\$ 43,895	108%	\$1,056	\$5,120
17	K6780	2018	Chevrolet	TRAVERSE	2	Auction/Wholesale	NO	\$ 22,432	\$ 24,427	95%	\$1,995	\$2,061
18	K6783	2019	Chevrolet	SILVERADO	4	Auction/Wholesale	YES	\$ 33,548	\$ 38,043	99%	\$3,495	\$2,645
19	K6729	2021	Chevrolet	SILVERADO	22	Street/Curb Buy	NO	\$ 42,360	\$ 44,355	95%	(\$484)	\$1,975
20	21115A	2020	Chevrolet	Equinox	24	Auction/Wholesale	NO	\$ 27,992	\$ 29,987	110%	\$4,297	\$4,571
21	K6787	2020	Chevrolet	TRAX	19	Street/Curb Buy	NO	\$ 18,985	\$ 20,980	101%	\$1,995	\$1,980
22	K6789	2018	Chevrolet	MALIBU	17	Auction/Wholesale	YES	\$ 19,030	\$ 21,025	99%	\$1,500	\$667
23	K6790	2020	Chevrolet	SILVERADO	21	Street/Curb Buy	NO	\$ 45,018	\$ 47,013	97%	\$1,986	\$3,921
24	K6791	2018	Chevrolet	TRAVERSE	21	Auction/Wholesale	NO	\$ 38,913	\$ 40,908	98%	\$1,995	\$1,350
25	K6792	2021	Chevrolet	TRAVERSE	19	Auction/Wholesale	NO	\$ 41,805	\$ 41,805	103%	\$0	\$1,531
26	K6601	2020	Chevrolet	SILVERADO	104	Auction/Wholesale	YES	\$ 35,900	\$ 42,906	90%	\$5,565	\$4,082
27	K6604	2019	RAM	1500	97	Auction/Wholesale	NO	\$ 36,989	\$ 38,984	84%	\$63	\$0

28	K6793	2018	GMC	SIERRA	32	Auction/Wholesale	NO	\$	28,698	\$	30,693	97%	\$1,989	\$2,429
29	K6766	2019	Chevrolet	SILVERADO	25	Street/Curb Buy	NO	\$	35,900	\$	37,895	97%	\$1,156	\$6,676
30	K6687	2021	Chevrolet	SILVERADO	50	Auction/Wholesale	NO	\$	42,900	\$	44,895	102%	\$950	\$0
31	K6795	2019	Chevrolet	Equinox	7	Auction/Wholesale	NO	\$	19,981	\$	21,976	94%	\$495	\$1,066
32	K6796	2020	Chevrolet	SILVERADO	50	Auction/Wholesale	NO	\$	36,900	\$	38,895	100%	\$281	\$3,376
33	K6761	2017	Chevrolet	SILVERADO	24	Auction/Wholesale	NO	\$	32,900	\$	37,895	110%	\$4,706	\$9,562
34	K6799	2019	Chevrolet	Equinox	13	Auction/Wholesale	YES	\$	22,192	\$	24,187	100%	\$505	\$0
35	K6739	2021	Chevrolet	SILVERADO	28	Street/Curb Buy	NO	\$	49,900	\$	52,014		\$424	\$0
36	K6800	2018	HONDA	CRV	9	Auction/Wholesale	NO	\$	22,817	\$	24,812	93%	\$1,295	\$720
37	K6802	2018	Chevrolet	MALIBU	12	Street/Curb Buy	NO	\$	23,600	\$	25,595	98%	\$1,495	\$1,889
38	K6801	2020	JEEP	GRAND CHEROKEE	11	Auction/Wholesale	NO	\$	33,662	\$	35,657	100%	\$2,495	\$2,490
39	K6803	2018	Chevrolet	TRAVERSE	10	Auction/Wholesale	NO	\$	36,226	\$	38,221	97%	\$2,074	\$1,801
40	K6804	2021	Chevrolet	TRAILBLAZER	46	Auction/Wholesale	YES	\$	32,996	\$	34,991	101%	\$416	\$1,410
41	K6746	2021	Chevrolet	SILVERADO	44	Street/Curb Buy	NO	\$	38,476	\$	40,471	99%	\$1,307	\$8,038
42	K6797	2019	Chevrolet	Equinox	10	Auction/Wholesale	NO	\$	23,900	\$	25,895	91%	\$203	\$1,802
43	K6808	2020	Chevrolet	TAHOE	26	Auction/Wholesale	NO	\$	53,376	\$	55,371	94%	\$2,595	\$3,604
44	K6809	2018	Chevrolet	SILVERADO	6	Street/Curb Buy	NO	\$	28,682	\$	30,677	98%	\$1,250	\$1,568
45	K6755	2019	JEEP	CHEROKEE	39	Auction/Wholesale	NO	\$	24,989	\$	29,989	95%	\$2,000	\$2,379
46	K6810	2021	Chevrolet	Equinox	18	Auction/Wholesale	YES	\$	27,399	\$	29,394	94%	\$1,995	\$2,947
47	K6811	2018	Chevrolet	SILVERADO	17	Auction/Wholesale	NO	\$	31,655	\$	33,650	97%	\$2,970	\$3,918
48	K6813	2021	Chevrolet	TRAVERSE	42	Auction/Wholesale	NO	\$	36,980	\$	38,975	101%	\$495	\$1,943
49	K6814	2016	GMC	SIERRA	56	Auction/Wholesale	NO	\$	24,451	\$	26,446	91%	\$995	\$1,624
50	K6781	2018	Chevrolet	SILVERADO	31	Auction/Wholesale	NO	\$	18,900	\$	21,295	98%	\$1,255	\$630
51	K6815	2018	Chevrolet	TRAVERSE	33	Street/Curb Buy	NO	\$	25,172	\$	27,167	95%	\$495	\$350
52	K6816	2021	Chevrolet	TRAILBLAZER	41	Street/Curb Buy	YES	\$	34,584	\$	36,579	103%	\$495	\$2,403
53	K6818	2020	Chevrolet	Equinox	76	Auction/Wholesale	NO	\$	28,985	\$	30,980	102%	\$995	\$2,702

Scoreboard Totals

% Retailed of Non-Franchise Make	32%
Total # Retail Units	130
Avg. Days to Sale	41.9
Avg. Advertised Price (Time of Sale)	\$ 32,346
Avg. Transaction Price	\$ 34,654
Avg. Market Price at 100%	\$ 33,322
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	104%
Avg. Transactional Discount	\$ (2,308)
Avg. Front-End Gross	\$ 1,547
Avg. Finance Gross	\$ 2,666
PUVR	\$ 4,213
Total Gross (Units & PUVR)	\$ 547,741
GROI	104%
% with Trade	21%
Avg. Over/Under Allowance	\$848



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	NICK	LANELL
% Retailed of Non-New Franchise	32%	33%	31%
Total # Retail Units	130	63	67
Avg. Days to Sale	41.9	47.8	36.4
Avg. Advertised Price (Time of Sale)	\$ 32,346	\$ 34,970	\$ 29,879
Avg. Transaction Price	\$ 34,654	\$ 37,545	\$ 31,937
Avg. Market Price at 100%	\$ 33,322	\$ 36,089	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	97%	#DIV/0!
Avg. Transaction to Market	104%	104%	#DIV/0!
Avg. Transactional Discount	\$ (2,308)	\$ (2,575)	\$ (2,058)
Avg. Front-End Gross	\$ 1,547	\$ 2,267	\$ 871
Avg. Finance Gross	\$ 2,666	\$ 3,560	\$ 1,825
PUVR	\$ 4,213	\$ 5,827	\$ 2,696
Total Gross (Units & PUVR)	\$ 547,741	\$ 367,083	\$ 180,658
GROI	104%	117%	83%
% with Trade	21%	27%	15%
Avg. Over/Under Allowance	848	1,487	-351



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	CHRISTIAN	JOE
% Retailed of Non-New Franchise	32%	27%	53%
Total # Retail Units	130	15	15
Avg. Days to Sale	41.9	46.2	39.9
Avg. Advertised Price (Time of Sale)	\$ 32,346	\$ 31,006	\$ 30,241
Avg. Transaction Price	\$ 34,654	\$ 33,812	\$ 32,695
Avg. Market Price at 100%	\$ 33,322	\$ 32,130	\$ 31,570
Avg. Price to Market % (Time of Sale)	97%	97%	96%
Avg. Transaction to Market	104%	105%	104%
Avg. Transactional Discount	\$ (2,308)	\$ (2,806)	\$ (2,454)
Avg. Front-End Gross	\$ 1,547	\$ 1,645	\$ 1,197
Avg. Finance Gross	\$ 2,666	\$ 2,300	\$ 3,195
PUVR	\$ 4,213	\$ 3,945	\$ 4,392
Total Gross (Units & PUVR)	\$ 547,741	\$ 59,174	\$ 65,879
GROI	104%	91%	121%
% with Trade	21%	33%	13%
Avg. Over/Under Allowance	848	1,029	350



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

O.T.	CHERRIE	MARISOL	REGGIE
43%	30%	18%	50%
7	27	22	8
79.7	21.5	35.2	53.0
\$ 29,145	\$ 30,080	\$ 33,065	\$ 40,283
\$ 30,973	\$ 32,071	\$ 35,341	\$ 43,078
\$ 32,057	\$ 30,965	#DIV/0!	#DIV/0!
91%	97%	#DIV/0!	#DIV/0!
97%	104%	#DIV/0!	#DIV/0!
\$ (1,828)	\$ (1,991)	\$ (2,276)	\$ (2,796)
\$ 1,045	\$ 1,650	\$ 1,704	\$ 334
\$ 2,816	\$ 2,078	\$ 1,859	\$ 2,708
\$ 3,861	\$ 3,728	\$ 3,563	\$ 3,042
\$ 27,029	\$ 100,664	\$ 78,375	\$ 24,333
56%	194%	103%	48%
29%	7%	9%	50%
750	-1,450	2,500	404

YULIE	ANGEL	DURAN	
33%	33%	25%	#DIV/0!
15	12	8	0
30.9	51.6	76.9	#DIV/0!
\$ 29,611	\$ 35,027	\$ 30,755	#DIV/0!
\$ 31,882	\$ 37,265	\$ 33,412	#DIV/0!
\$ 29,185	\$ 35,405	\$ 32,959	#DIV/0!
101%	99%	93%	#DIV/0!
109%	105%	101%	#DIV/0!
\$ (2,271)	\$ (2,238)	\$ (2,658)	#DIV/0!
\$ 1,412	\$ 1,433	\$ 1,200	#DIV/0!
\$ 3,905	\$ 3,472	\$ 2,689	#DIV/0!
\$ 5,317	\$ 4,904	\$ 3,889	#DIV/0!
\$ 79,758	\$ 58,849	\$ 31,115	#DIV/0!
194%	92%	55%	#DIV/0!
7%	50%	38%	#DIV/0!
1,500	1,294	1,467	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	LUIS	HALEY
% Retailed of Non-New Franchise	32%	31%	34%
Total # Retail Units	130	68	62
Avg. Days to Sale	41.9	39.8	44.3
Avg. Advertised Price (Time of Sale)	\$ 32,346	\$ 32,997	\$ 31,632
Avg. Transaction Price	\$ 34,654	\$ 35,077	\$ 34,191
Avg. Market Price at 100%	\$ 33,322	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,308)	\$ (2,080)	\$ (2,559)
Avg. Front-End Gross	\$ 1,547	\$ 1,732	\$ 1,345
Avg. Finance Gross	\$ 2,666	\$ 3,173	\$ 2,110
PUVR	\$ 4,213	\$ 4,905	\$ 3,455
Total Gross (Units & PUVR)	\$ 547,741	\$ 333,524	\$ 214,217
GROI	104%	126%	82%
% with Trade	21%	0%	0%
Avg. Over/Under Allowance	848	269	1,156



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	130	28	102
Avg. Days to Sale	41.9	34.6	44.0
Avg. Advertised Price (Time of Sale)	\$ 32,346	\$ 31,011	\$ 35,035
Avg. Transaction Price	\$ 34,654	\$ 33,269	\$ 35,035
Avg. Market Price at 100%	\$ 33,322	\$ 31,650	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	98%	#DIV/0!
Avg. Transaction to Market	104%	105%	#DIV/0!
Avg. Transactional Discount	\$ (2,308)	\$ (2,258)	\$ (2,322)
Avg. Front-End Gross	\$ 1,547	\$ 1,458	\$ 1,572
Avg. Finance Gross	\$ 2,666	\$ 2,690	\$ 2,659
PUVR	\$ 4,213	\$ 4,149	\$ 4,231
Total Gross (Units & PUVR)	\$ 547,741	\$ 116,158	\$ 431,583
GROI	104%	130%	99%
% with Trade	21%	18%	22%
Avg. Over/Under Allowance	848	290	1,003



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	130	88	42
Avg. Days to Sale	41.9	35.0	56.5
Avg. Advertised Price (Time of Sale)	\$ 32,346	\$ 31,925	\$ 35,767
Avg. Transaction Price	\$ 34,654	\$ 34,123	\$ 35,767
Avg. Market Price at 100%	\$ 33,322	#DIV/0!	\$ 34,840
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	103%
Avg. Transaction to Market	104%	#DIV/0!	103%
Avg. Transactional Discount	\$ (2,308)	\$ (2,199)	\$ (2,539)
Avg. Front-End Gross	\$ 1,547	\$ 1,776	\$ 1,068
Avg. Finance Gross	\$ 2,666	\$ 2,491	\$ 3,032
PUVR	\$ 4,213	\$ 4,268	\$ 4,099
Total Gross (Units & PUVR)	\$ 547,741	\$ 375,570	\$ 172,171
GROI	104%	129%	73%
% with Trade	21%	6%	52%
Avg. Over/Under Allowance	848	823	893



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	130	8	7
% of Retail Units	100%	6%	5%
% Retailed of Non-New Franchise	32%	13%	43%
Avg. Days to Sale	41.9	29.1	38.4
Avg. Transaction Price	\$ 34,654	\$ 25,179	\$ 22,244
Avg. Transaction to Market %	104%	109%	#DIV/0!
Avg. Transactional Discount	\$ (2,308)	\$ (2,199)	\$ (1,680)
Avg. Front End Gross	\$ 1,547	\$ 1,995	\$ 1,894
Avg. Finance Gross	\$ 2,666	\$ 2,852	\$ 1,617
PUVR	\$ 4,213	\$ 4,847	\$ 3,512
Total Gross (Units & PUVR)	\$ 547,741	\$ 38,773	\$ 24,583
GROI	104%	238%	148%
% with Trade	21%	63%	29%
Avg. Over/Under Allowance	848	-637	350



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
28	86	0	0
22%	66%	0%	0%
11%	40%	#DIV/0!	#DIV/0!
25.8	49.1	#DIV/0!	#DIV/0!
\$ 34,434	\$ 36,735	#DIV/0!	#DIV/0!
#DIV/0!	104%	#DIV/0!	#DIV/0!
\$ (2,036)	\$ (2,477)	#DIV/0!	#DIV/0!
\$ 1,617	\$ 1,464	#DIV/0!	#DIV/0!
\$ 2,589	\$ 2,785	#DIV/0!	#DIV/0!
\$ 4,205	\$ 4,249	#DIV/0!	#DIV/0!
\$ 117,749	\$ 365,380	#DIV/0!	#DIV/0!
171%	85%	#DIV/0!	#DIV/0!
7%	21%	#DIV/0!	#DIV/0!
1,000	1,290	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	1	0
0%	1%	0%
#DIV/0!	100%	#DIV/0!
#DIV/0!	6.0	#DIV/0!
#DIV/0!	\$ 24,595	#DIV/0!
#DIV/0!	97%	#DIV/0!
#DIV/0!	\$ (700)	#DIV/0!
#DIV/0!	\$ 806	#DIV/0!
#DIV/0!	\$ 450	#DIV/0!
#DIV/0!	\$ 1,256	#DIV/0!
#DIV/0!	\$ 1,256	#DIV/0!
#DIV/0!	306%	#DIV/0!
#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	130	68	24
% of Retail Units	100%	52%	18%
% Retailed of Non-New Franchise	32%	25%	33%
Avg. Days to Sale	41.9	15.9	39.5
Avg. Transaction Price	\$ 34,654	\$ 31,311	\$ 33,638
Avg. Transaction to Market %	104%	#DIV/0!	106%
Avg. Transactional Discount	\$ (2,308)	\$ (2,012)	\$ (2,735)
Avg. Front End Gross	\$ 1,547	\$ 1,551	\$ 1,510
Avg. Finance Gross	\$ 2,666	\$ 2,539	\$ 2,416
PUVR	\$ 4,213	\$ 4,090	\$ 3,926
Total Gross (Units & PUVR)	\$ 547,741	\$ 278,111	\$ 94,228
GROI	104%	296%	106%
% with Trade	21%	12%	21%
Avg. Over/Under Allowance	848	-31	1,400



46-60 days	61-90 days	90+ days
12	11	15
9%	8%	12%
25%	45%	60%
52.1	76.0	131.0
\$ 42,020	\$ 37,651	\$ 43,349
104%	105%	100%
\$ (2,078)	\$ (2,384)	\$ (3,101)
\$ 1,298	\$ 1,011	\$ 2,185
\$ 2,634	\$ 3,465	\$ 3,081
\$ 3,932	\$ 4,476	\$ 5,265
\$ 47,180	\$ 49,240	\$ 78,982
65%	56%	33%
25%	36%	47%
1,400	1,038	1,366