








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	6UC3387	2016	HONDA	ACCORD	30	Trade on New	Yes	\$ 24,577	\$ 22,557	102%	\$2,876	\$1,441
2	6UC3375	2016	Chevrolet	MALIBU	44	Trade on New	No	\$ 16,987	\$ 16,987	95%	\$3,749	\$0
3	6UC3370	2018	Chrysler	300	48	Trade on New	No	\$ 25,133	\$ 25,133	95%	\$2,513	\$826
4	6UC2207	2018	HONDA	FIT	42	Trade on New	Yes	\$ 17,973	\$ 17,973	93%	\$1,928	\$1,333
5	6UT3394	2015	GMC	SIERRA 3500	23	Trade on New	No	\$ 59,000	\$ 60,993	102%	\$5,492	\$3,252
6	6UC3396	2021	Ford	ESCAPE	21	Trade on New	No	\$ 28,557	\$ 27,900	95%	\$1,722	\$1,753
7	LP1008	2022	HONDA	CIVIC	67	Loaner	Yes	\$ 23,993	\$ 23,994	80%	\$2,661	\$1,971
8	6UC3392C	2022	HONDA	PILOT	27	Trade on Used	Yes	\$ 39,997	\$ 39,997	87%	\$3,010	\$0
9	6UC2403	2018	HONDA	ACCORD	12	Trade on New	Yes	\$ 29,577	\$ 29,577	100%	\$995	\$2,280
10	6UT3371	2018	GMC	CANYON	53	Trade on Used	No	\$ 33,873	\$ 31,873	89%	\$2,186	\$2,948
11	6UC3393C	2017	HONDA	PILOT	30	Trade on New	Yes	\$ 34,993	\$ 34,031	99%	\$854	\$1,487
12	6UT3372	2016	Ford	F150	54	Street/Curb Buy	No	\$ 27,993	\$ 27,993	93%	\$4,221	\$4,243
13	6UC3388	2017	HONDA	ACCORD	40	Trade on New	Yes	\$ 23,613	\$ 23,363	97%	\$1,746	\$1,030
14	6UC3402	2018	TOYOTA	COROLLA	22	Auction/Wholesale	No	\$ 18,983	\$ 18,983	97%	\$2,887	\$2,934
15	6UC2412	2014	KIA	SORENTO	22	Trade on New	No	\$ 13,993	\$ 12,997	99%	\$2,320	\$561
16	6UC3419	2020	Acura	MDX	15	Trade on New	No	\$ 47,597	\$ 47,597	100%	\$4,045	\$0
17	6UC3400	2016	Dodge	CHALLENGER	9	Trade on Used	No	\$ 25,957	\$ 26,660	102%	\$4,445	\$4,761
18	6UC3408	2020	NISSAN	ALTIMA	30	Auction/Wholesale	No	\$ 26,833	\$ 26,833	94%	(\$503)	\$0
19	6UT3409	2021	Ram	2500	23	Trade on Used	No	\$ 66,683	\$ 66,683	99%	\$4,028	\$5,903
20	6UC3418	2017	TOYOTA	CAMRY	23	Trade on New	No	\$ 19,367	\$ 19,367	93%	\$2,000	\$3,264
21	6UC3427	2017	Chevrolet	MALIBU	16	Street/Curb Buy	No	\$ 20,487	\$ 20,487	99%	\$2,119	\$3,152
22	LP1011	2022	HONDA	HRV	1	Loaner	Yes	\$ 24,899	\$ 24,899	101%	\$1,339	\$3,605
23	6UC3426C	2017	HONDA	CRV	18	Trade on New	Yes	\$ 31,927	\$ 31,927	100%	\$4,658	\$250
24	6UC3445	2019	HONDA	CIVIC	9	Trade on New	No	\$ 22,297	\$ 22,297	93%	\$4,222	\$1,974
25	6UC3431	2020	HONDA	CIVIC	17	Trade on Used	No	\$ 26,993	\$ 26,993	95%	\$2,284	\$2,227
26	6UC3405	2020	TOYOTA	CAMRY	43	Auction/Wholesale	No	\$ 26,693	\$ 26,693	89%	\$252	\$3,004
27	6UC3404	2016	BUICK	ENCORE	44	Auction/Wholesale	No	\$ 17,693	\$ 17,693	95%	\$1,156	\$0
28	6UC3438	2014	GMC	TERRAIN	14	Trade on New	No	\$ 14,787	\$ 14,787	93%	\$3,106	\$0
29	6UC3428	2019	CHEVROLET	SONIC	25	Auction/Wholesale	No	\$ 17,943	\$ 17,943	90%	(\$1,237)	\$0



## Scoreboard Totals

% Retailed of Non-Franchise Make	56%
Total # Retail Units	36
Avg. Days to Sale	25.9
Avg. Advertised Price (Time of Sale)	\$ 27,028
Avg. Transaction Price	\$ 26,887
Avg. Market Price at 100%	\$ 28,261
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 141
Avg. Front-End Gross	\$ 2,589
Avg. Finance Gross	\$ 1,708
PUVR	\$ 4,297
Total Gross (Units & PUVR)	\$ 154,709
GROI	222%
% with Trade	31%
Avg. Over/Under Allowance	\$14



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Charles Brooks
% Retailed of Non-New Franchise	56%	#DIV/0!	56%
Total # Retail Units	36	0	18
Avg. Days to Sale	25.9	#DIV/0!	24.6
Avg. Advertised Price (Time of Sale)	\$ 27,028	#DIV/0!	\$ 24,909
Avg. Transaction Price	\$ 26,887	#DIV/0!	\$ 24,681
Avg. Market Price at 100%	\$ 28,261	#DIV/0!	\$ 25,880
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	96%
Avg. Transaction to Market	95%	#DIV/0!	95%
Avg. Transactional Discount	\$ 141	#DIV/0!	\$ 228
Avg. Front-End Gross	\$ 2,589	#DIV/0!	\$ 2,626
Avg. Finance Gross	\$ 1,708	#DIV/0!	\$ 1,528
PUVR	\$ 4,297	#DIV/0!	\$ 4,154
Total Gross (Units & PUVR)	\$ 154,709	#DIV/0!	\$ 74,768
GROI	222%	#DIV/0!	247%
% with Trade	31%	#DIV/0!	28%
Avg. Over/Under Allowance	14	#DIV/0!	-56



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

Vance Moore			
59%	#DIV/0!	#DIV/0!	#DIV/0!
17	0	0	0
27.1	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,416	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,478	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,991	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (61)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,534	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,915	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,448	#DIV/0!	#DIV/0!	#DIV/0!
\$ 75,624	#DIV/0!	#DIV/0!	#DIV/0!
200%	#DIV/0!	#DIV/0!	#DIV/0!
35%	#DIV/0!	#DIV/0!	#DIV/0!
88	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Pedro Berdion	Stephen Mason
% Retailed of Non-New Franchise	56%	50%	60%
Total # Retail Units	36	10	10
Avg. Days to Sale	25.9	24.5	34.7
Avg. Advertised Price (Time of Sale)	\$ 27,028	\$ 23,736	\$ 25,832
Avg. Transaction Price	\$ 26,887	\$ 23,571	\$ 25,806
Avg. Market Price at 100%	\$ 28,261	\$ 25,663	\$ 27,206
Avg. Price to Market % (Time of Sale)	96%	92%	95%
Avg. Transaction to Market	95%	92%	95%
Avg. Transactional Discount	\$ 141	\$ 165	\$ 26
Avg. Front-End Gross	\$ 2,589	\$ 2,473	\$ 2,168
Avg. Finance Gross	\$ 1,708	\$ 1,479	\$ 1,753
PUVR	\$ 4,297	\$ 3,952	\$ 3,921
Total Gross (Units & PUVR)	\$ 154,709	\$ 39,518	\$ 39,208
GROI	222%	246%	158%
% with Trade	31%	40%	40%
Avg. Over/Under Allowance	14	-50	100



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

Jim Mcneill	Tony Wilson	Jeff King	
#DIV/0!	55%	60%	#DIV/0!
0	11	5	0
#DIV/0!	21.0	22.0	#DIV/0!
#DIV/0!	\$ 34,896	\$ 18,695	#DIV/0!
#DIV/0!	\$ 34,631	\$ 18,645	#DIV/0!
#DIV/0!	\$ 35,731	\$ 19,012	#DIV/0!
#DIV/0!	98%	98%	#DIV/0!
#DIV/0!	97%	98%	#DIV/0!
#DIV/0!	\$ 265	\$ 50	#DIV/0!
#DIV/0!	\$ 3,024	\$ 2,711	#DIV/0!
#DIV/0!	\$ 1,932	\$ 1,585	#DIV/0!
#DIV/0!	\$ 4,955	\$ 4,295	#DIV/0!
#DIV/0!	\$ 54,507	\$ 21,476	#DIV/0!
#DIV/0!	245%	377%	#DIV/0!
#DIV/0!	27%	0%	#DIV/0!
#DIV/0!	0	0	#DIV/0!





























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Michael Boucher	
% Retailed of Non-New Franchise	56%	56%	#DIV/0!
Total # Retail Units	36	36	0
Avg. Days to Sale	25.9	25.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,028	\$ 27,028	#DIV/0!
Avg. Transaction Price	\$ 26,887	\$ 26,887	#DIV/0!
Avg. Market Price at 100%	\$ 28,261	\$ 28,244	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	96%	#DIV/0!
Avg. Transaction to Market	95%	95%	#DIV/0!
Avg. Transactional Discount	\$ 141	\$ 141	#DIV/0!
Avg. Front-End Gross	\$ 2,589	\$ 2,589	#DIV/0!
Avg. Finance Gross	\$ 1,708	\$ 1,708	#DIV/0!
PUVR	\$ 4,297	\$ 4,297	#DIV/0!
Total Gross (Units & PUVR)	\$ 154,709	\$ 154,709	#DIV/0!
GROI	222%	222%	#DIV/0!
% with Trade	31%	0%	#DIV/0!
Avg. Over/Under Allowance	14	14	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	36	11	25
Avg. Days to Sale	25.9	28.1	25.0
Avg. Advertised Price (Time of Sale)	\$ 27,028	\$ 28,939	\$ 26,113
Avg. Transaction Price	\$ 26,887	\$ 28,645	\$ 26,113
Avg. Market Price at 100%	\$ 28,261	\$ 30,524	\$ 27,241
Avg. Price to Market % (Time of Sale)	96%	95%	96%
Avg. Transaction to Market	95%	94%	96%
Avg. Transactional Discount	\$ 141	\$ 294	\$ 74
Avg. Front-End Gross	\$ 2,589	\$ 2,470	\$ 2,642
Avg. Finance Gross	\$ 1,708	\$ 1,486	\$ 1,806
PUVR	\$ 4,297	\$ 3,955	\$ 4,448
Total Gross (Units & PUVR)	\$ 154,709	\$ 43,507	\$ 111,202
GROI	222%	177%	246%
% with Trade	31%	55%	20%
Avg. Over/Under Allowance	14	-45	40



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	36	16	20
Avg. Days to Sale	25.9	22.6	28.6
Avg. Advertised Price (Time of Sale)	\$ 27,028	\$ 26,723	\$ 27,224
Avg. Transaction Price	\$ 26,887	\$ 26,466	\$ 27,224
Avg. Market Price at 100%	\$ 28,261	\$ 28,091	\$ 28,366
Avg. Price to Market % (Time of Sale)	96%	95%	96%
Avg. Transaction to Market	95%	94%	96%
Avg. Transactional Discount	\$ 141	\$ 258	\$ 48
Avg. Front-End Gross	\$ 2,589	\$ 2,726	\$ 2,480
Avg. Finance Gross	\$ 1,708	\$ 1,352	\$ 1,993
PUVR	\$ 4,297	\$ 4,078	\$ 4,473
Total Gross (Units & PUVR)	\$ 154,709	\$ 65,243	\$ 89,466
GROI	222%	246%	207%
% with Trade	31%	38%	25%
Avg. Over/Under Allowance	14	31	0



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	36	18	5
% of Retail Units	100%	50%	14%
% Retailed of Non-New Franchise	56%	50%	60%
Avg. Days to Sale	25.9	24.7	25.8
Avg. Transaction Price	\$ 26,887	\$ 25,214	\$ 38,441
Avg. Transaction to Market %	95%	96%	94%
Avg. Transactional Discount	\$ 141	\$ 161	\$ 259
Avg. Front End Gross	\$ 2,589	\$ 2,859	\$ 3,191
Avg. Finance Gross	\$ 1,708	\$ 1,232	\$ 3,168
PUVR	\$ 4,297	\$ 4,091	\$ 6,358
Total Gross (Units & PUVR)	\$ 154,709	\$ 73,635	\$ 31,792
GROI	222%	237%	231%
% with Trade	31%	39%	20%
Avg. Over/Under Allowance	14	-56	200



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	5	3	0
14%	14%	8%	0%
60%	100%	0%	#DIV/0!
25.2	32.8	23.3	#DIV/0!
\$ 27,170	\$ 21,629	\$ 25,962	#DIV/0!
97%	93%	91%	#DIV/0!
\$ 178	\$ -	\$ (0)	#DIV/0!
\$ 3,190	\$ 511	\$ 2,431	#DIV/0!
\$ 2,394	\$ 1,188	\$ 1,859	#DIV/0!
\$ 5,584	\$ 1,699	\$ 4,290	#DIV/0!
\$ 27,919	\$ 8,493	\$ 12,870	#DIV/0!
294%	86%	255%	#DIV/0!
20%	0%	67%	#DIV/0!
200	0	-167	#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	36	26	6
% of Retail Units	100%	72%	17%
% Retailed of Non-New Franchise	56%	54%	50%
Avg. Days to Sale	25.9	17.6	42.2
Avg. Transaction Price	\$ 26,887	\$ 27,633	\$ 23,416
Avg. Transaction to Market %	95%	96%	94%
Avg. Transactional Discount	\$ 141	\$ 109	\$ 42
Avg. Front End Gross	\$ 2,589	\$ 2,654	\$ 2,106
Avg. Finance Gross	\$ 1,708	\$ 1,661	\$ 1,385
PUVR	\$ 4,297	\$ 4,315	\$ 3,491
Total Gross (Units & PUVR)	\$ 154,709	\$ 112,193	\$ 20,947
GROI	222%	319%	127%
% with Trade	31%	35%	17%
Avg. Over/Under Allowance	14	-19	167



46-60 days	61-90 days	90+ days
3	1	0
8%	3%	0%
100%	0%	#DIV/0!
51.7	67.0	#DIV/0!
\$ 28,333	\$ 23,994	#DIV/0!
91%	80%	#DIV/0!
\$ 667	\$ (1)	#DIV/0!
\$ 2,973	\$ 2,661	#DIV/0!
\$ 2,672	\$ 1,971	#DIV/0!
\$ 5,646	\$ 4,632	#DIV/0!
\$ 16,937	\$ 4,632	#DIV/0!
139%	104%	#DIV/0!
33%	0%	#DIV/0!
0	0	#DIV/0!