

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	HY524489	2018	Hyundai	SANTA FE	29	Trade on Used	No	\$ 23,995	\$ 23,995	95%	\$2,440	\$1,177
2	HY064327	2021	Hyundai	SONATA	2	Trade on New	yes	\$ 32,500	\$ 32,500	104%	\$2,354	\$2,493
3	HY028055	2021	Hyundai	ELANTRA	12	Trade on New	yes	\$ 26,323	\$ 26,323	102%	\$2,725	\$2,696
4	HY414284	2019	Hyundai	ELANTRA	20	Trade on Used	No	\$ 23,000	\$ 23,000	95%	\$3,711	\$2,419
5	HY415504	2019	Hyundai	ELANTRA	0	LBO Customer	No	\$ -	\$ 12,810	0%	\$1,995	\$3,882
6	HY514675	2020	Hyundai	ELANTRA	20	Trade on New	NO	\$ 21,995	\$ 20,000	98%	\$119	\$1,216
7	HY032640	2019	Hyundai	TUCSON	46	Trade on New	NO	\$ 26,995	\$ 22,810	96%	\$3	\$150
8	HY688506	2019	RAM	1500	10	Trade on New	No	\$ 39,995	\$ 39,995	102%	\$451	\$350
9	HY405050	2018	HONDA	CRV	58	Trade on Used	NO	\$ 28,995	\$ 25,250	91%	(\$1,705)	\$2,314
10	HY376435	2022	Hyundai	SANTA FE	24	Trade on New	YES	\$ 33,995	\$ 33,397	94%	\$ 2,445.00	\$ 1,410.00
11	HY095945	2015	HONDA	ACCORD	7	Trade on Used	No	\$ 17,495	\$ 14,285	94%	\$ 1,500.00	\$ -
12	HZ330841	2017	Hyundai	TUCSON	5	Trade on New	No	\$ 19,995	\$ 19,795	84%	hy	\$ 802.00
13	HY280776	2021	Hyundai	PALISADE	9	Trade on New	YES	\$ 51,995	\$ 52,995	95%	\$4,760	\$3,610
14	HY039932	2020	TOYOTA	COROLLA	37	Trade on New	No	\$ 24,995	\$ 24,995	96%	\$2,115	\$769
15	HY384914	2021	KIA	RIO	4	Trade on New	No	\$ 21,401	\$ 21,401	99%	\$1,725	\$1,595
16	HY375490	2021	Hyundai	TUCSON	15	Trade on New	NO	\$ 27,900	\$ 27,600	96%	\$1,377	\$1,886
17	HY392455	2020	Jeep	Renegade	43	Trade on New	no	\$ 26,995	\$ 25,000	92%	\$333	\$600
18	HY259392	2020	Chevrolet	SILVERADO	14	Trade on New	No	\$ 42,081	\$ 40,793	91%	\$10,888	\$0
19	HY161537	2017	Chevrolet	IMPALA	55	Trade on Used	No	\$ 19,995	\$ 19,995	96%	\$2,192	\$651
20	HY822635	2019	Hyundai	ELANTRA	3	LBO OEM/Leasing Co.	NO	\$ 20,995	\$ 19,995	98%	\$3,265	\$1,325
21	HY637163	2017	DODGE	CHARGER	10	Trade on New	NO	\$ 38,995	\$ 37,591	95%	\$3,041	\$3,236
22	HY511847	2018	Nissan	KICKS	16	Trade on Used	No	\$ 19,995	\$ 22,755	110%	\$2,529	\$200
23	HY551804	2018	Hyundai	SANTA FE	49	Trade on Used	No	\$ 19,995	\$ 19,000	95%	\$524	\$180
24	HY02417	2017	Nissan	rougue	24	Trade on New	No	\$ 17,995	\$ 17,500	101%	\$383	\$814
25	HY773336	2019	Hyundai	ELANTRA	1	LBO Customer	No		\$ 13,415		\$1,994	\$722
26	HY238282	2018	Hyundai	ELANTRA	41	Trade on Used	NO	\$ 15,995	\$ 13,795	97%	(\$198)	\$980
27	HY902101	2019	Hyundai	TUCSON	1	LBO Customer	No		\$ 18,257		\$2,000	\$2,330
28	HZ487164	2017	Hyundai	SONATA	11	Trade on Used	No	\$ 16,995	\$ 16,995	98%	\$1,676	\$1,355
29	HY826014	2019	Hyundai	ELANTRA	1	LBO Customer			\$ 11,363		\$1,995	\$443
30	HYJ32434	2018	Jeep	Renegade	25	Trade on New	No	\$ 21,995	\$ 20,500	96%	\$412	\$2,573
31	HY773525	2019	Hyundai	ELANTRA	1	LBO Customer	No		\$ 12,847		\$1,814	\$172

32	HY826014	2019	Hyundai	ELANTRA	1	LBO Customer	No		\$ 11,363		\$1,995	\$443
33	HY207076	2018	Chevrolet	TRAVERSE	23	Trade on New	No	\$ 33,097	\$ 33,097	95%	\$3,422	\$3,029
34	HY253599	2016	Chevrolet	TRAVERSE	9	Trade on New	No	\$ 16,995	\$ 16,636	94%	\$2,981	\$474
35	HY711179	2019	HONDA	HR-V	68	Trade on New	No	\$ 29,995	\$ 24,357	89%	(\$3,589)	\$0
36	HY803924	2018	Hyundai	TUCSON	5		No		\$ 24,500		\$2,715	\$0
37	HY105434	2019	Hyundai	SANTA FE	3	LBO Customer	No		\$ 18,583		\$1,694	\$3,049
38	HY738546	2019	Hyundai	SONATA	30	Trade on New	yes	\$ 29,995	\$ 27,900	94%	\$251	\$2,001
39	HY438604	2015	Chevrolet	SILVERADO	6	Trade on New	No	\$ 25,995	\$ 24,500	93%	\$4,215	\$2,304
40	HZ123529	2015	Hyundai	SONATA	7	Trade on New	No	\$ 15,995	\$ 15,995	96%	\$2,125	\$678
41	HY106922	2019	Hyundai	SANTA FE	7	Trade on New	yes		\$ 28,995		\$2,751	\$2,055
42	HY023214	2020	Hyundai	VENUE	18	Trade on New	No	\$ 21,995	\$ 20,620	96%	(\$1,219)	\$2,834
43	HY061342	2019	Hyundai	SANTA FE	69	Trade on New	NO	\$ 33,925	\$ 28,000	92%	(\$2,599)	\$1,934
44	HY330812	2017	Hyundai	TUCSON	20	Trade on New	No	\$ 17,000	\$ 17,000	96%	\$2,015	\$0
45	HY657544	2018	TOYOTA	CAMRY	17	Trade on New	No	\$ 25,995	\$ 25,995	97%	\$2,235	\$1,535
46	HY330812	2017	Hyundai	TUCSON	20	Trade on New	No		\$ 17,000	94%	\$2,015	\$0
47	HY136923	2020	Hyundai	TUCSON	77	Trade on Used	yes	\$ 29,895	\$ 24,470	91%	(\$3,761)	\$1,400
48	HY409952	2021	Hyundai	TUCSON	54	Trade on New	yes	\$ 31,975	\$ 26,630	89%	(\$648)	\$2,882
49	HY022260	2019	TOYOTA	RAV 4	80	Trade on New	No	\$ 29,895	\$ 24,571	87%	(\$3,073)	\$400
50	HYB35395	2020	FORD	EXPLORER	38	Trade on New	No	\$ 52,000	\$ 51,000	92%	(\$1,507)	\$4,062
51	HY007561	2019	Hyundai	SANTA FE	12	Trade on New	yes	\$ 27,995	\$ 26,500	93%	\$148	\$2,052
52	HY152726	2018	Nissan	rougue	19	Trade on New	No	\$ 20,995	\$ 20,995	98%	\$1,740	\$1,300
53	HY317128	2020	Nissan	ALTIMA	21	Trade on New	No	\$ 27,995	\$ 23,995	94%	\$1,156	\$3,710

Scoreboard Totals

% Retailed of Non-Franchise Make	38%
Total # Retail Units	60
Avg. Days to Sale	23.5
Avg. Advertised Price (Time of Sale)	\$ 27,315
Avg. Transaction Price	\$ 24,883
Avg. Market Price at 100%	\$ 29,365
Avg. Price to Market % (Time of Sale)	93%
Avg. Transaction to Market	85%
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 1,460
Avg. Finance Gross	\$ 1,518
PUVR	#REF!
Total Gross (Units & PUVR)	#REF!
GROI	#REF!
% with Trade	35%
Avg. Over/Under Allowance	(\$462)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Luis E Garcia	Jonathan Camarillo
% Retailed of Non-New Franchise	38%	17%	39%
Total # Retail Units	60	6	28
Avg. Days to Sale	23.5	16.0	22.0
Avg. Advertised Price (Time of Sale)	\$ 27,315	\$ 27,246	\$ 27,270
Avg. Transaction Price	\$ 24,883	\$ 23,160	\$ 24,858
Avg. Market Price at 100%	\$ 29,365	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	85%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#REF!	\$ (1,541)
Avg. Front-End Gross	\$ 1,460	\$ 2,108	\$ 1,444
Avg. Finance Gross	\$ 1,518	\$ 1,813	\$ 1,699
PUVR	#REF!	#REF!	\$ 3,304
Total Gross (Units & PUVR)	#REF!	#REF!	\$ 92,515
GROI	#REF!	#REF!	217%
% with Trade	35%	33%	39%
Avg. Over/Under Allowance	-462	0	-967



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

Alex Figueroa			
42%	#DIV/0!	#DIV/0!	#DIV/0!
26	0	0	0
26.9	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,374	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,306	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#REF!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,322	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,256	#DIV/0!	#DIV/0!	#DIV/0!
#REF!	#DIV/0!	#DIV/0!	#DIV/0!
#REF!	#DIV/0!	#DIV/0!	#DIV/0!
#REF!	#DIV/0!	#DIV/0!	#DIV/0!
31%	#DIV/0!	#DIV/0!	#DIV/0!
-33	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Genaro Davila	Ivan Camarillo
% Retailed of Non-New Franchise	38%	50%	57%
Total # Retail Units	60	10	7
Avg. Days to Sale	23.5	24.8	23.0
Avg. Advertised Price (Time of Sale)	\$ 27,315	\$ 23,486	\$ 27,867
Avg. Transaction Price	\$ 24,883	\$ 22,361	\$ 26,326
Avg. Market Price at 100%	\$ 29,365	#DIV/0!	\$ 29,091
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	96%
Avg. Transaction to Market	85%	#DIV/0!	90%
Avg. Transactional Discount	#REF!	#REF!	\$ 1,541
Avg. Front-End Gross	\$ 1,460	\$ 1,937	\$ 1,224
Avg. Finance Gross	\$ 1,518	\$ 1,549	\$ 1,385
PUVR	#REF!	#REF!	\$ 2,608
Total Gross (Units & PUVR)	#REF!	#REF!	\$ 18,259
GROI	#REF!	#REF!	155%
% with Trade	35%	30%	43%
Avg. Over/Under Allowance	-462	250	-1,702



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

Luis Garza Jr	Luis Garza Jr	Adolfo Guerrero	Ramon Aguilair
25%	25%	14%	0%
4	4	7	1
31.5	31.5	9.3	9.0
\$ 29,328	\$ 29,328	\$ 26,580	\$ 51,995
\$ 26,562	\$ 26,562	\$ 23,165	\$ 52,995
#DIV/0!	#DIV/0!	#DIV/0!	#REF!
#DIV/0!	#DIV/0!	#DIV/0!	#REF!
#DIV/0!	#DIV/0!	#DIV/0!	#REF!
\$ (4,966)	\$ (4,966)	\$ (7,976)	#REF!
\$ 1,003	\$ 1,003	\$ 1,320	\$ 4,760
\$ 647	\$ 647	\$ 2,143	\$ 3,610
\$ 2,778	\$ 2,778	\$ 3,463	#REF!
\$ 11,113	\$ 11,113	\$ 24,243	#REF!
120%	120%	580%	#REF!
75%	75%	14%	100%
150	150	-2,000	0

Alejandro Pinzon	Randy Ruiz	Grace Lopez	Noe Gonzalez
20%	50%	0%	50%
5	4	4	2
25.0	29.8	33.5	7.0
\$ 22,776	\$ 29,463	\$ 34,295	\$ 17,495
\$ 21,476	\$ 25,017	\$ 26,458	\$ 21,640
#REF!	\$ 23,103	#DIV/0!	#DIV/0!
#REF!	128%	#DIV/0!	#DIV/0!
#REF!	108%	#DIV/0!	#DIV/0!
#REF!	\$ (2,919)	\$ (737)	\$ (14,498)
\$ 1,225	\$ 883	\$ (75)	\$ 2,126
\$ 1,740	\$ 1,107	\$ 1,553	\$ 1,028
#REF!	\$ 1,990	\$ 1,479	\$ 3,845
#REF!	\$ 7,959	\$ 5,914	\$ 7,690
#REF!	96%	60%	914%
60%	25%	0%	0%
-500	#DIV/0!	#DIV/0!	-1,000

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Jady Guajardo	Carlos Ruiz
% Retailed of Non-New Franchise	38%	#DIV/0!	48%
Total # Retail Units	60	0	23
Avg. Days to Sale	23.5	#DIV/0!	22.8
Avg. Advertised Price (Time of Sale)	\$ 27,315	#DIV/0!	\$ 27,401
Avg. Transaction Price	\$ 24,883	#DIV/0!	\$ 23,899
Avg. Market Price at 100%	\$ 29,365	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	85%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#REF!
Avg. Front-End Gross	\$ 1,460	#DIV/0!	\$ 1,819
Avg. Finance Gross	\$ 1,518	#DIV/0!	\$ 1,093
PUVR	#REF!	#DIV/0!	#REF!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#REF!
GROI	#REF!	#DIV/0!	#REF!
% with Trade	35%	#DIV/0!	0%
Avg. Over/Under Allowance	-462	#DIV/0!	-320



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	60	12	47
Avg. Days to Sale	23.5	25.3	23.6
Avg. Advertised Price (Time of Sale)	\$ 27,315	\$ 33,869	\$ 23,355
Avg. Transaction Price	\$ 24,883	\$ 31,993	\$ 23,355
Avg. Market Price at 100%	\$ 29,365	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	85%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#REF!	#REF!
Avg. Front-End Gross	\$ 1,460	\$ 1,607	\$ 1,410
Avg. Finance Gross	\$ 1,518	\$ 2,252	\$ 1,353
PUVR	#REF!	#REF!	#REF!
Total Gross (Units & PUVR)	#REF!	#REF!	#REF!
GROI	#REF!	#REF!	#REF!
% with Trade	35%	25%	38%
Avg. Over/Under Allowance	-462	-500	-445



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	60	34	23
Avg. Days to Sale	23.5	20.6	28.7
Avg. Advertised Price (Time of Sale)	\$ 27,315	\$ 25,174	\$ 27,531
Avg. Transaction Price	\$ 24,883	\$ 22,364	\$ 27,531
Avg. Market Price at 100%	\$ 29,365	#DIV/0!	\$ 31,306
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	88%
Avg. Transaction to Market	85%	#DIV/0!	88%
Avg. Transactional Discount	#REF!	\$ (3,901)	\$ 1,249
Avg. Front-End Gross	\$ 1,460	\$ 1,365	\$ 1,415
Avg. Finance Gross	\$ 1,518	\$ 1,564	\$ 1,389
PUVR	#REF!	\$ 3,061	\$ 2,912
Total Gross (Units & PUVR)	#REF!	\$ 104,074	\$ 66,984
GROI	#REF!	239%	133%
% with Trade	35%	9%	78%
Avg. Over/Under Allowance	-462	-625	-438



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	60	38	12
% of Retail Units	100%	63%	20%
% Retailed of Non-New Franchise	38%	45%	50%
Avg. Days to Sale	23.5	25.4	33.6
Avg. Transaction Price	\$ 24,883	\$ 27,621	\$ 22,795
Avg. Transaction to Market %	85%	#DIV/0!	93%
Avg. Transactional Discount	#REF!	#REF!	\$ 884
Avg. Front End Gross	\$ 1,460	\$ 1,323	\$ 920
Avg. Finance Gross	\$ 1,518	\$ 1,635	\$ 1,206
PUVR	#REF!	#REF!	\$ 2,240
Total Gross (Units & PUVR)	#REF!	#REF!	\$ 26,885
GROI	#REF!	#REF!	105%
% with Trade	35%	37%	50%
Avg. Over/Under Allowance	-462	-460	-467



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	0	0	7
0%	0%	0%	12%
#DIV/0!	#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!	1.1
#DIV/0!	#DIV/0!	#DIV/0!	\$ 14,091
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	\$ (14,091)
#DIV/0!	#DIV/0!	#DIV/0!	\$ 1,927
#DIV/0!	#DIV/0!	#DIV/0!	\$ 1,577
#DIV/0!	#DIV/0!	#DIV/0!	\$ 3,504
#DIV/0!	#DIV/0!	#DIV/0!	\$ 24,528
#DIV/0!	#DIV/0!	#DIV/0!	7833%
#DIV/0!	#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
2	0	0
3%	0%	0%
0%	#DIV/0!	#DIV/0!
16.0	#DIV/0!	#DIV/0!
\$ 23,351	#DIV/0!	#DIV/0!
90%	#DIV/0!	#DIV/0!
\$ 1,596	#DIV/0!	#DIV/0!
\$ 4,979	#DIV/0!	#DIV/0!
\$ 1,731	#DIV/0!	#DIV/0!
\$ 6,710	#DIV/0!	#DIV/0!
\$ 13,419	#DIV/0!	#DIV/0!
647%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	60	40	6
% of Retail Units	100%	67%	10%
% Retailed of Non-New Franchise	38%	35%	67%
Avg. Days to Sale	23.5	13.6	33.3
Avg. Transaction Price	\$ 24,883	\$ 23,912	\$ 30,490
Avg. Transaction to Market %	85%	#DIV/0!	89%
Avg. Transactional Discount	#REF!	\$ (3,440)	\$ 1,032
Avg. Front End Gross	\$ 1,460	\$ 2,177	\$ 418
Avg. Finance Gross	\$ 1,518	\$ 1,504	\$ 1,486
PUVR	#REF!	\$ 3,681	\$ 1,904
Total Gross (Units & PUVR)	#REF!	\$ 147,222	\$ 11,421
GROI	#REF!	408%	67%
% with Trade	35%	40%	33%
Avg. Over/Under Allowance	-462	-430	-2,000



46-60 days	61-90 days	90+ days
5	5	0
8%	8%	0%
40%	60%	#DIV/0!
52.4	71.4	#DIV/0!
\$ 22,737	\$ 25,530	#DIV/0!
84%	74%	#DIV/0!
\$ 2,854	\$ 5,211	#DIV/0!
\$ 73	\$ (2,446)	#DIV/0!
\$ 1,235	\$ 1,197	#DIV/0!
\$ 1,309	\$ (1,249)	#DIV/0!
\$ 6,543	\$ (6,245)	#DIV/0!
40%	-25%	#DIV/0!
20%	20%	#DIV/0!
#DIV/0!	300	#DIV/0!