

#	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	5T4513	2020	TOYOTA	HIGHLANDER	50	Trade on New	Yes	\$ 42,991	\$ 42,991	13%	\$5,274.05	\$3,388.69
2	5L0180	2019	TOYOTA	CAMRY	2	LBO Customer	No				\$0.00	\$2,145.16
3	5T4611	2016	TOYOTA	PRIUS	9	Trade on New	Yes	\$ 22,991	\$ 22,491	100%	\$2,537.63	\$3.00
4	5T4489	2020	TOYOTA	RAV4	62	Trade on New	No	\$ 30,888	\$ 30,888	88%	(\$1,932.01)	\$3,956.50
5	5P1405	2020	TOYOTA	COROLLA	36	Street/Curb Buy	Yes	\$ 22,761	\$ 22,761	96%	\$1,653.15	\$0.00
6	5T4495	2019	NISSAN	FRONTIER	61	Trade on Used	No	\$ 31,992	\$ 31,992	92%	\$378.21	\$4,585.00
7	5P1388	2018	FORD	F-150	44	Auction/Wholesale	No	\$ 42,992	\$ 42,992	96%	(\$1,011.78)	\$3,938.18
8	5T4510	2018	TOYOTA	HIGHLANDER	55	Trade on New	Yes	\$ 35,771	\$ 37,158	98%	\$1,639.02	\$4,031.44
9	5T4497	2020	RAM	1500	60	Trade on New	No	\$ 40,772	\$ 40,772	89%	(\$307.66)	\$4,103.33
10	5L0177	2021	TOYOTA	TACOMA	0	LBO Customer	No				\$0.00	\$133.00
11	5P1425	2019	TOYOTA	HIGHLANDER	18	Street/Curb Buy	No	\$ 41,992	\$ 41,992	98%	\$4,257.59	\$3,959.60
12	5P1396	2017	LEXUS	NX200T	40	Auction/Wholesale	No	\$ 34,642	\$ 34,642	100%	(\$3,414.00)	\$550.00
13	5T4589	2017	TOYOTA	HIGHLANDER	23	Trade on New	No	\$ 31,992	\$ 31,500	101%	\$2,798.01	\$3,363.34
14	5P1376	2015	TOYOTA	AVALON	53	Auction/Wholesale	No	\$ 17,944	\$ 17,944	N/A	\$455.63	\$188.14
15	5L0181	2019	TOYOTA	HIGHLANDER	0	LBO Customer	No			N/A	\$0.00	\$1,355.16
16	5P1423	2019	NISSAN	ALTIMA	23	Street/Curb Buy	No	\$ 22,692	\$ 22,692	101%	(\$2,569.27)	\$2,100.18
17	5T4573	2021	TOYOTA	TUNDRA	28	Trade on New	Yes	\$ 57,991	\$ 57,991	98%	\$1,154.87	\$2,090.75
18	5T4539	2019	LEXUS	UX 200	43	Trade on Used	No	\$ 33,992	\$ 32,673	97%	\$3,319.48	\$1,000.00
19	5T4613	2015	TOYOTA	CAMRY	12	Trade on New	No	\$ 21,444	\$ 17,499	101%	\$3,301.20	\$125.00
20	5T4556	2019	TOYOTA	COROLLA	20	Trade on Used	Yes	\$ 19,791	\$ 18,278	96%	\$1,512.96	\$2,924.65
21	5T4565	2021	TOYOTA	CAMRY	32	Trade on New	No	\$ 29,992	\$ 28,113	95%	\$1,879.19	\$2,770.38
22	5T4618	2014	RAM	1500	11	Trade on Used	No	\$ 27,992	\$ 26,500	103%	\$1,342.84	\$1,366.40
23	5P1387	2016	LEXUS	RC350	49	Other	No	\$ 35,992	\$ 39,888	103%	(\$2,514.49)	\$2,937.45
24	5P1389	2018	LEXUS	GS350	49	Other	No	\$ 39,592	\$ 40,478	99%	\$513.79	\$4,091.62
25	5P1437	2014	TOYOTA	TACOMA	8	Street/Curb Buy	No	\$ 27,992	\$ 22,926	92%	\$8,065.01	\$3,139.08
26	5T4579	2014	TOYOTA	TACOMA	29	Trade on New	No	\$ 24,692	\$ 22,843	N/A	\$1,557.00	\$0.00
27	5T4547	2018	LEXUS	IS300	45	Trade on New	No	\$ 33,652	\$ 33,278	98%	\$373.66	\$681.00
28	5P1399	2020	TOYOTA	CAMRY	45	Street/Curb Buy	No	\$ 26,692	\$ 26,648	100%	\$43.65	\$1,399.00
29	5P1439	2021	LEXUS	LX570	7	Street/Curb Buy	No	\$ 108,992	\$ 92,834	102%	\$0.00	\$0.00

30	5L0182	2019	TOYOTA	CAMRY
31	5P1413	2021	TOYOTA	TACOMA
32	5L0183	2021	TOYOTA	TUNDRA
33	5P1430	2017	TOYOTA	COROLLA
34	5P1445	2021	TOYOTA	4Runner
35	5P1438	2020	TOYOTA	TACOMA
36	5T4544	2017	TOYOTA	PRIUS
37	5T4569	2019	TOYOTA	4Runner
38	5T4531	2020	LEXUS	RX350
39	5P1380	2020	TOYOTA	COROLLA
40	5T4648	2008	TOYOTA	CAMRY
41	5T4623	2020	TOYOTA	COROLLA
42	5P1410	2019	TOYOTA	Corolla Ha
43	5T4630	2019	INFINITI	QX80
44	5P1431	2019	TOYOTA	LAND CRUIS
45	5L0184	2018	TOYOTA	HIGHLANDER
46	5P1386	2019	LEXUS	NX300
47	5P1379	2011	TOYOTA	TACOMA
48	5T4612	2017	TOYOTA	CAMRY
49	5T4639	2014	TOYOTA	PRIUS
50	5T4505	2019	TOYOTA	HIGHLANDER
51	5P1417	2019	NISSAN	FRONTIER
52	5P1457	2021	TOYOTA	4Runner
53	5L0185	2019	TOYOTA	HIGHLANDER

1	LBO Customer	No					\$0.00	\$1,556.15
35	Street/Curb Buy	Yes	\$ 45,991	\$ 44,740	100%		\$1,250.13	\$1,669.00
0	LBO Customer	No					\$0.00	\$175.00
19	Street/Curb Buy	Yes	\$ 19,991	\$ 18,665	101%		\$1,325.84	\$2,757.76
1	Street/Curb Buy	No	\$ 49,000	\$ 50,750	N/A		\$6,241.00	\$3,705.43
9	Street/Curb Buy	Yes	\$ 45,991	\$ 38,541	99%		\$4,950.00	\$1,177.01
52	Trade on New	Yes	\$ 19,551	\$ 18,253	87%		\$1,298.06	\$483.04
39	Trade on New	Yes	\$ 42,491	\$ 41,722	98%		\$768.95	\$5,779.43
56	Trade on New	No	\$ 45,992	\$ 45,537	92%		\$454.58	\$379.09
63	Auction/Wholesale	No	\$ 22,552	\$ 26,821	98%		(\$4,268.98)	\$0.00
6	Trade on New	No	\$ 10,444	\$ 6,254	118%		\$4,189.64	\$0.00
18	Trade on New	Yes	\$ 21,991	\$ 21,049	98%		\$942.37	\$3,263.54
47	Auction/Wholesale	Yes	\$ 24,991	\$ 26,588	103%		(\$347.48)	\$2,558.18
16	Trade on New	No	\$ 58,992	\$ 53,928	103%		\$3,063.85	\$2,762.03
26	Street/Curb Buy	Yes	\$ 95,991	\$ 89,486	99%		\$6,505.48	\$8,781.32
0	LBO Customer	No					\$0.00	\$175.00
61	Other	No	\$ 37,992	\$ 41,200	93%		(\$207.81)	\$4,203.31
68	Other	No	\$ 18,888	\$ 22,463			(\$3,575.88)	\$1,210.27
27	Trade on New	No	\$ 21,692	\$ 20,614	98%		\$1,078.09	\$75.00
16	Trade on Used	No	\$ 14,444	\$ 10,500			\$3,943.55	\$344.00
74	Trade on New	Yes	\$ 35,991	\$ 40,043	96%		(\$4,201.97)	\$5,114.88
46	Other	No	\$ 27,992	\$ 31,169	100%		(\$3,676.70)	\$3,343.06
1	Street/Curb Buy	No	\$ 51,000	\$ 52,750			\$9,781.00	\$2,191.52
0	LBO Customer	No					\$0.00	\$2,461.27

Scoreboard Totals

% Retailed of Non-Franchise Make	32%
Total # Retail Units	142
Avg. Days to Sale	33.2
Avg. Advertised Price (Time of Sale)	\$ 35,735
Avg. Transaction Price	\$ 34,728
Avg. Market Price at 100%	\$ 37,147
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	93%
Avg. Transactional Discount	\$ 1,007
Avg. Front-End Gross	\$ 783
Avg. Finance Gross	\$ 1,636
PUVR	\$ 2,534
Total Gross (Units & PUVR)	\$ 359,859
GROI	79%
% with Trade	41%
Avg. Over/Under Allowance	\$527



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	PORTWOOD	TALPLACIDO
% Retailed of Non-New Franchise	32%	33%	32%
Total # Retail Units	142	24	62
Avg. Days to Sale	33.2	33.5	33.0
Avg. Advertised Price (Time of Sale)	\$ 35,735	\$ 36,332	\$ 37,525
Avg. Transaction Price	\$ 34,728	\$ 35,060	\$ 36,473
Avg. Market Price at 100%	\$ 37,147	#DIV/0!	#VALUE!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#VALUE!
Avg. Transaction to Market	93%	#DIV/0!	#VALUE!
Avg. Transactional Discount	\$ 1,007	\$ 1,272	\$ 1,052
Avg. Front-End Gross	\$ 783	\$ 801	\$ 272
Avg. Finance Gross	\$ 1,636	\$ 1,131	\$ 1,345
PUVR	\$ 2,534	\$ 1,994	\$ 1,681
Total Gross (Units & PUVR)	\$ 359,859	\$ 47,859	\$ 104,220
GROI	79%	61%	50%
% with Trade	41%	46%	45%
Avg. Over/Under Allowance	527	580	28



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

OOMMEN			
31%	#DIV/0!	#DIV/0!	#DIV/0!
55	0	0	0
33.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,780	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,933	#DIV/0!	#DIV/0!	#DIV/0!
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\$ 847	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,346	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,165	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,661	#DIV/0!	#DIV/0!	#DIV/0!
\$ 201,342	#DIV/0!	#DIV/0!	#DIV/0!
120%	#DIV/0!	#DIV/0!	#DIV/0!
35%	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Sales Consultant	Totals	MALDONADO	TILLMAN
% Retailed of Non-New Franchise	32%	17%	42%
Total # Retail Units	142	12	12
Avg. Days to Sale	33.2	32.4	49.6
Avg. Advertised Price (Time of Sale)	\$ 35,735	\$ 29,067	\$ 29,277
Avg. Transaction Price	\$ 34,728	\$ 29,335	\$ 30,445
Avg. Market Price at 100%	\$ 37,147	#VALUE!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#VALUE!	#DIV/0!
Avg. Transaction to Market	93%	#VALUE!	#DIV/0!
Avg. Transactional Discount	\$ 1,007	\$ (268)	\$ (1,168)
Avg. Front-End Gross	\$ 783	\$ (284)	\$ (561)
Avg. Finance Gross	\$ 1,636	\$ 1,167	\$ 1,118
PUVR	\$ 2,534	\$ 1,025	\$ 557
Total Gross (Units & PUVR)	\$ 359,859	\$ 12,297	\$ 6,685
GROI	79%	39%	13%
% with Trade	41%	33%	25%
Avg. Over/Under Allowance	527	625	1,450



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

BAILEY	KORONKIEWICZ	HALL	MITCHELL
32%	20%	33%	27%
19	5	3	15
34.2	38.4	61.0	22.8
\$ 39,627	\$ 27,382	\$ 28,658	\$ 43,973
\$ 38,755	\$ 26,619	\$ 30,846	\$ 41,693
#DIV/0!	#DIV/0!	\$ 30,532	#DIV/0!
#DIV/0!	#DIV/0!	94%	#DIV/0!
#DIV/0!	#DIV/0!	101%	#DIV/0!
\$ 872	\$ 763	\$ (2,188)	\$ 2,281
\$ 500	\$ 893	\$ (2,062)	\$ 1,404
\$ 1,579	\$ 1,365	\$ 1,957	\$ 2,298
\$ 2,177	\$ 2,259	\$ (105)	\$ 4,356
\$ 41,367	\$ 11,293	\$ (315)	\$ 65,333
59%	80%	-2%	165%
63%	40%	67%	53%
490	623	-1,250	313

AMBLER	SELLIER-FLYNN	MURPHEY	ORSBURN
40%	14%	40%	19%
10	7	5	16
36.8	24.9	39.6	33.2
\$ 31,891	\$ 35,852	\$ 36,242	\$ 37,011
\$ 30,863	\$ 34,771	\$ 35,418	\$ 36,138
\$ 32,215	#DIV/0!	#DIV/0!	#VALUE!
99%	#DIV/0!	#DIV/0!	#VALUE!
96%	#DIV/0!	#DIV/0!	#VALUE!
\$ 1,028	\$ 1,080	\$ 824	\$ 872
\$ 762	\$ 2,309	\$ (281)	\$ 1,809
\$ 1,680	\$ 2,341	\$ 1,160	\$ 1,984
\$ 2,442	\$ 5,015	\$ 525	\$ 4,020
\$ 24,422	\$ 35,103	\$ 2,627	\$ 64,313
77%	209%	13%	121%
40%	43%	20%	38%
750	847	0	2,100

BAYOT	OLUMIDE	FARES	WILLIAMS
25%	45%	45%	25%
4	11	11	8
26.8	29.0	24.8	29.1
\$ 46,666	\$ 32,646	\$ 30,055	\$ 41,460
\$ 44,456	\$ 32,511	\$ 28,008	\$ 37,833
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\$ 2,209	\$ 135	\$ 2,047	\$ 3,628
\$ 800	\$ 264	\$ 1,385	\$ 2,263
\$ 2,182	\$ 1,323	\$ 995	\$ 2,200
\$ 2,982	\$ 1,732	\$ 2,380	\$ 4,463
\$ 11,929	\$ 19,049	\$ 26,183	\$ 35,707
90%	66%	123%	146%
25%	18%	36%	63%
0	750	0	-400

HOUSE			
100%	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0
7.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 108,992	#DIV/0!	#DIV/0!	#DIV/0!
\$ 92,834	#DIV/0!	#DIV/0!	#DIV/0!
\$ 106,855	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
87%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 16,158	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
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\$ -	#DIV/0!	#DIV/0!	#DIV/0!
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0%	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Finance Manager	Totals	WEINER	COBIAN
% Retailed of Non-New Franchise	32%	39%	25%
Total # Retail Units	142	44	68
Avg. Days to Sale	33.2	34.3	32.5
Avg. Advertised Price (Time of Sale)	\$ 35,735	\$ 36,594	\$ 33,831
Avg. Transaction Price	\$ 34,728	\$ 35,762	\$ 32,680
Avg. Market Price at 100%	\$ 37,147	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	96%	#VALUE!	#VALUE!
Avg. Transaction to Market	93%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 1,007	\$ 833	\$ 1,152
Avg. Front-End Gross	\$ 783	\$ 461	\$ 1,457
Avg. Finance Gross	\$ 1,636	\$ 1,726	\$ 2,207
PUVR	\$ 2,534	\$ 2,222	\$ 3,732
Total Gross (Units & PUVR)	\$ 359,859	\$ 97,776	\$ 253,748
GROI	79%	65%	127%
% with Trade	41%	0%	0%
Avg. Over/Under Allowance	527	325	481



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	142	50	92
Avg. Days to Sale	33.2	36.7	31.2
Avg. Advertised Price (Time of Sale)	\$ 35,735	\$ 36,342	\$ 34,223
Avg. Transaction Price	\$ 34,728	\$ 35,546	\$ 34,223
Avg. Market Price at 100%	\$ 37,147	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	96%	#VALUE!	#VALUE!
Avg. Transaction to Market	93%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 1,007	\$ 796	\$ 1,137
Avg. Front-End Gross	\$ 783	\$ 1,188	\$ 562
Avg. Finance Gross	\$ 1,636	\$ 1,870	\$ 1,508
PUVR	\$ 2,534	\$ 3,058	\$ 2,211
Total Gross (Units & PUVR)	\$ 359,859	\$ 152,904	\$ 203,398
GROI	79%	84%	74%
% with Trade	41%	40%	41%
Avg. Over/Under Allowance	527	825	362



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	142	97	45
Avg. Days to Sale	33.2	28.8	42.5
Avg. Advertised Price (Time of Sale)	\$ 35,735	\$ 34,009	\$ 38,053
Avg. Transaction Price	\$ 34,728	\$ 32,988	\$ 38,053
Avg. Market Price at 100%	\$ 37,147	#VALUE!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#VALUE!	#DIV/0!
Avg. Transaction to Market	93%	#VALUE!	#DIV/0!
Avg. Transactional Discount	\$ 1,007	\$ 1,021	\$ 981
Avg. Front-End Gross	\$ 783	\$ 1,243	\$ (209)
Avg. Finance Gross	\$ 1,636	\$ 1,680	\$ 1,539
PUVR	\$ 2,534	\$ 3,164	\$ 1,330
Total Gross (Units & PUVR)	\$ 359,859	\$ 306,939	\$ 59,851
GROI	79%	120%	30%
% with Trade	41%	21%	84%
Avg. Over/Under Allowance	527	569	446



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	142	42	24
% of Retail Units	100%	30%	17%
% Retailed of Non-New Franchise	32%	33%	50%
Avg. Days to Sale	33.2	38.6	29.5
Avg. Transaction Price	\$ 34,728	\$ 32,274	\$ 29,454
Avg. Transaction to Market %	93%	#DIV/0!	#VALUE!
Avg. Transactional Discount	\$ 1,007	\$ 745	\$ 2,005
Avg. Front End Gross	\$ 783	\$ 896	\$ 1,492
Avg. Finance Gross	\$ 1,636	\$ 1,852	\$ 1,077
PUVR	\$ 2,534	\$ 2,748	\$ 2,569
Total Gross (Units & PUVR)	\$ 359,859	\$ 115,435	\$ 61,662
GROI	79%	79%	106%
% with Trade	41%	45%	42%
Avg. Over/Under Allowance	527	603	150



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
36	10	1	12
25%	7%	1%	8%
14%	30%	0%	0%
27.1	44.8	22.0	1.8
\$ 37,663	\$ 40,353	\$ 22,996	\$ 26,815
#DIV/0!	#VALUE!	75%	#DIV/0!
\$ 2,246	\$ 604	\$ 4,695	\$ 177
\$ 2,391	\$ (1,343)	\$ 3,845	\$ (179)
\$ 2,077	\$ 1,131	\$ 3,165	\$ 962
\$ 4,468	\$ (212)	\$ 7,010	\$ (1,999)
\$ 160,845	\$ (2,122)	\$ 7,010	\$ (23,988)
157%	-4%	499%	-1464%
42%	50%	0%	8%
728	1,150	#DIV/0!	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	16
1%	0%	11%
0%	#DIV/0!	69%
17.0	#DIV/0!	55.7
\$ 37,267	#DIV/0!	\$ 40,029
92%	#DIV/0!	#DIV/0!
\$ 2,724	#DIV/0!	\$ (2,623)
\$ 3,612	#DIV/0!	\$ (2,518)
\$ 2,328	#DIV/0!	\$ 1,594
\$ 5,939	#DIV/0!	\$ (924)
\$ 5,939	#DIV/0!	\$ (14,787)
337%	#DIV/0!	-15%
0%	#DIV/0!	50%
#DIV/0!	#DIV/0!	138

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	142	62	24
% of Retail Units	100%	44%	17%
% Retailed of Non-New Franchise	32%	19%	46%
Avg. Days to Sale	33.2	16.5	37.9
Avg. Transaction Price	\$ 34,728	\$ 36,519	\$ 32,825
Avg. Transaction to Market %	93%	#VALUE!	95%
Avg. Transactional Discount	\$ 1,007	\$ 3,133	\$ 1,039
Avg. Front End Gross	\$ 783	\$ 2,478	\$ 918
Avg. Finance Gross	\$ 1,636	\$ 1,719	\$ 1,855
PUVR	\$ 2,534	\$ 4,197	\$ 2,773
Total Gross (Units & PUVR)	\$ 359,859	\$ 260,210	\$ 66,544
GROI	79%	251%	80%
% with Trade	41%	44%	46%
Avg. Over/Under Allowance	527	534	550



46-60 days	61-90 days	90+ days
29	17	1
20%	12%	1%
48%	47%	0%
52.0	69.4	92.0
\$ 30,623	\$ 36,666	\$ 59,081
#DIV/0!	#DIV/0!	#VALUE!
\$ (719)	\$ (3,238)	\$ (5,090)
\$ (356)	\$ (3,156)	\$ (590)
\$ 1,596	\$ 1,601	\$ -
\$ 1,240	\$ (1,555)	\$ (590)
\$ 35,952	\$ (26,432)	\$ (590)
28%	-22%	-4%
45%	35%	100%
150	550	4,500