

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%	\$1,500.00	\$500.00
1	V7469A	2019	Volkswagen	Atlas	56	Trade on New	Yes	\$ 37,933	\$ 37,933		\$5,136.87	\$2,433.77
2	BV8912A	2014	Volkswagen	Tiguan	3	Trade on Used	No	\$ 16,981	\$ 16,981		\$6,438.10	\$417.00
3	V7447A	2018	Volkswagen	Atlas	55	Trade on New	Yes	\$ 29,952	\$ 29,952		\$1,722.86	\$1,419.41
4	V7463A	2019	Volkswagen	Tiguan	47	Trade on New	Yes	\$ 29,729	\$ 29,629		\$2,160.16	\$1,325.00
5	BV8874A	2014	Volkswagen	Passat	35	Trade on Used	No	\$ 11,900	\$ 12,800		\$4,718.72	\$0.00
6	BV8908	2017	Volkswagen	Tiguan	70	Street/Curb Buy	Yes	\$ 23,656	\$ 23,656		\$4,195.50	\$1,959.00
7	BV8907	2019	Volkswagen	Atlas	70	Street/Curb Buy	Yes	\$ 41,531	\$ 41,531		\$4,437.40	\$3,030.04
8	BV8917	2016	Volkswagen	Golf Sportwagen	46	Street/Curb Buy	Yes	\$ 20,922	\$ 20,922		\$5,128.78	\$1,100.00
9	AV8911	2019	Volkswagen	Atlas	62	Auction/Wholesale	Yes	\$ 40,823	\$ 40,773		-\$1,854.77	\$2,044.46
10	V7510SA	2018	Volkswagen	Passat	37	Trade on New	Yes	\$ 21,829	\$ 21,338		\$1,241.21	\$0.00
11	V7439A	2019	Volkswagen	Tiguan	49	Trade on New	Yes	\$ 36,711	\$ 36,611		\$5,477.86	\$1,100.00
12	V7431A	2020	Volkswagen	Tiguan	76	Trade on New	Yes	\$ 31,735	\$ 31,735		\$3,088.03	\$1,744.56
13	V7501A	2014	Volkswagen	Tiguan	10	Trade on New	No	\$ 14,977	\$ 14,977		\$4,960.03	\$863.00
14	V7503A	2017	Volkswagen	Tiguan	14	Trade on New	Yes	\$ 20,927	\$ 20,927		\$2,705.80	\$1,325.00
15	V7464A	2019	Volkswagen	Tiguan	68	Trade on New	Yes	\$ 28,921	\$ 28,921		\$2,167.99	\$2,194.28
16	CV8915	2019	Volkswagen	Tiguan	48	Street/Curb Buy	Yes	\$ 31,930	\$ 31,930		\$2,520.95	\$2,897.34
17	BV8927	2018	Volkswagen	Jetta	37	Street/Curb Buy	Yes	\$ 20,330	\$ 20,730		\$3,885.24	\$2,446.00
18	V7404B	2015	Volkswagen	Tiguan	47	Trade on Used	No	\$ 16,388	\$ 16,288		\$1,991.64	\$716.98
19	V7434A	2019	Volkswagen	Atlas	67	Trade on New	Yes	\$ 41,627	\$ 41,327		\$1,529.26	\$2,005.36
20	V7480A	2019	Volkswagen	Tiguan	16	Trade on New	Yes	\$ 29,917	\$ 29,917		\$3,849.75	\$2,161.29
21	BV8922	2019	Volkswagen	Atlas	33	Street/Curb Buy	Yes	\$ 37,938	\$ 37,938		\$2,179.09	\$3,252.47
22	V7502A	2019	Audi	Q7	9	Trade on New	No	\$ 53,422	\$ 51,922		\$5,441.29	\$1,650.00
23	V7504A	2017	Volkswagen	Passat	4	Trade on Used	Yes	\$ 20,930	\$ 20,930		\$3,053.00	\$900.00
24	V7433A	2019	Volkswagen	Tiguan	72	Trade on New	Yes	\$ 28,929	\$ 28,929		\$1,667.29	\$874.00
25	BV8877	2014	Volkswagen	Beetle	129	Auction/Wholesale	No	\$ 22,332	\$ 22,332		\$25.01	\$0.00
26	AV8923	2021	Volkswagen	Atlas	41	Auction/Wholesale	Yes	\$ 45,912	\$ 45,912		\$1,420.16	\$2,899.44
27	BV8932	2013	Volkswagen	Sportwagen TDI	8	Street/Curb Buy	No	\$ 14,970	\$ 14,970		\$3,497.65	\$1,045.00
28	V7521A	2019	Volkswagen	Tiguan	1	Trade on New	Yes	\$ 28,636	\$ 28,636		\$5,047.61	\$1,800.00
29	AV8913	2021	Volkswagen	Atlas	69	Auction/Wholesale	Yes	\$ 52,809	\$ 52,809		-\$308.32	\$1,970.02
30	CV8854	2020	Volkswagen	Cross Sport	180	Auction/Wholesale	Yes	\$ 49,910	\$ 49,910		-\$603.77	\$2,244.31

31	V7885A	2014	Volkswagen	Beetle	110	Trade on New	No	\$	14,994	\$	14,994		\$5,876.08	\$400.00
32	BV8930	2015	Subaru	Forester	14	Street/Curb Buy	No	\$	17,968	\$	17,668		\$2,894.19	\$1,942.00
33	CV8875	2016	Volkswagen	Beetle	147	Auction/Wholesale	Yes	\$	26,435	\$	26,435		\$1,861.84	\$0.00
34	V7344A	2019	Volkswagen	Tiguan	113	Trade on New	Yes	\$	31,965	\$	31,765		\$2,520.67	\$1,000.00
35	AV8936	2021	Volkswagen	Atlas	16	Auction/Wholesale	Yes	\$	46,909	\$	46,909		\$2,401.31	\$2,702.00
36	R7212A	2021	Volkswagen	Jetta	17	Loaner	Yes	\$	22,405	\$	22,155		\$3,176.23	\$1,145.28
37	V7497A	2019	Volkswagen	Jetta	36	Trade on New	No	\$	26,912	\$	26,912		\$2,995.00	\$1,283.68
38	CV8870	2019	Volkswagen	GTI	158	Auction/Wholesale	No	\$	30,904	\$	30,904		-\$243.30	\$575.00
39	BV8937	2019	Volkswagen	Atlas	16	Street/Curb Buy	No	\$	39,929	\$	39,929		\$5,886.90	\$3,091.18
40	V7514A	2018	Volkswagen	Tiguan	13	Trade on New	No	\$	31,930	\$	31,930		\$3,882.28	\$1,425.66
41	V7541A	2013	Volkswagen	Jetta	24	Trade on New	No	\$	10,990	\$	10,990		\$3,048.05	\$400.00
42	BV8922A	2016	Ford	Explorer	25	Trade on Used	No	\$	25,946	\$	25,946		\$3,300.37	\$825.00
43	BV8921	2018	Volkswagen	Tiguan	59	Street/Curb Buy	No	\$	28,842	\$	28,842		\$1,424.11	\$900.00
44	AV8939	2019	Volkswagen	Atlas	9	Auction/Wholesale	No	\$	40,914	\$	40,414		\$2,810.61	\$1,175.00
45	CV8928	2012	Volkswagen	Jetta	32	Trade on Used	No	\$	10,490	\$	10,490		\$4,736.99	\$0.00
46	V7546A	2018	Volkswagen	GTI	26	Trade on New	No	\$	29,936	\$	29,936		\$1,294.68	\$1,186.06
47	R7204A	2021	Volkswagen	Jetta	21	Loaner	No	\$	22,405	\$	22,805		\$3,761.67	\$2,244.86
48	BV8938	2019	Volkswagen	Jetta	30	Street/Curb Buy	No	\$	24,902	\$	24,902		\$4,095.81	\$2,175.00
49	BV8902	2019	Volkswagen	Tiguan	44	Street/Curb Buy	No	\$	28,832	\$	28,832		\$2,699.51	\$3,301.00
50	CV8886A	2017	Volkswagen	Golf Sportwagen	117	Trade on Used	No	\$	19,926	\$	19,926		\$2,449.38	\$600.00
51	V7537A	2020	Volkswagen	Tiguan	11	Trade on New	No	\$	29,819	\$	29,819		\$5,374.43	\$658.00
52	V7559A	2014	Volkswagen	GTI	14	Trade on New	No	\$	18,772	\$	18,772		\$4,148.13	\$900.00
53	BV8945	2020	Volkswagen	Tiguan	25	Street/Curb Buy	No	\$	30,415	\$	30,415		\$4,278.93	\$2,475.00

Scoreboard Totals

% Retailed of Non-Franchise Make	5%
Total # Retail Units	58
Avg. Days to Sale	46.2
Avg. Advertised Price (Time of Sale)	\$ 28,903
Avg. Transaction Price	\$ 28,826
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ 77
Avg. Front-End Gross	\$ 2,941
Avg. Finance Gross	\$ 1,461
PUVR	\$ 4,402
Total Gross (Units & PUVR)	\$ 255,306
GROI	119%
% with Trade	40%
Avg. Over/Under Allowance	\$0



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	5%	#DIV/0!	#DIV/0!
Total # Retail Units	58	0	0
Avg. Days to Sale	46.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,903	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 28,826	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 77	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,941	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,461	#DIV/0!	#DIV/0!
PUVR	\$ 4,402	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 255,306	#DIV/0!	#DIV/0!
GROI	119%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Evan Chochrek	John Walker
% Retailed of Non-New Franchise	5%	10%	5%
Total # Retail Units	58	20	19
Avg. Days to Sale	46.2	35.0	47.1
Avg. Advertised Price (Time of Sale)	\$ 28,903	\$ 29,243	\$ 26,564
Avg. Transaction Price	\$ 28,826	\$ 29,098	\$ 26,543
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 77	\$ 145	\$ 21
Avg. Front-End Gross	\$ 2,941	\$ 3,255	\$ 3,324
Avg. Finance Gross	\$ 1,461	\$ 1,516	\$ 1,221
PUVR	\$ 4,402	\$ 4,771	\$ 4,545
Total Gross (Units & PUVR)	\$ 255,306	\$ 95,411	\$ 86,353
GROI	119%	169%	131%
% with Trade	40%	25%	37%
Avg. Over/Under Allowance	0	0	0



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

Chris Ryan	Lance Ward		
0%	0%	#DIV/0!	#DIV/0!
7	12	0	0
69.7	49.6	#DIV/0!	#DIV/0!
\$ 32,403	\$ 29,999	#DIV/0!	#DIV/0!
\$ 32,396	\$ 29,904	#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!
\$ 7	\$ 96	#DIV/0!	#DIV/0!
\$ 1,662	\$ 2,557	#DIV/0!	#DIV/0!
\$ 1,431	\$ 1,767	#DIV/0!	#DIV/0!
\$ 3,093	\$ 4,324	#DIV/0!	#DIV/0!
\$ 21,651	\$ 51,890	#DIV/0!	#DIV/0!
49%	105%	#DIV/0!	#DIV/0!
57%	58%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	5%	#DIV/0!	#DIV/0!
Total # Retail Units	58	0	0
Avg. Days to Sale	46.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,903	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 28,826	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 77	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,941	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,461	#DIV/0!	#DIV/0!
PUVR	\$ 4,402	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 255,306	#DIV/0!	#DIV/0!
GROI	119%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	58	28	30
Avg. Days to Sale	46.2	54.7	38.2
Avg. Advertised Price (Time of Sale)	\$ 28,903	\$ 32,257	\$ 25,707
Avg. Transaction Price	\$ 28,826	\$ 32,166	\$ 25,707
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 77	\$ 91	\$ 65
Avg. Front-End Gross	\$ 2,941	\$ 2,510	\$ 3,343
Avg. Finance Gross	\$ 1,461	\$ 1,753	\$ 1,189
PUVR	\$ 4,402	\$ 4,263	\$ 4,531
Total Gross (Units & PUVR)	\$ 255,306	\$ 119,362	\$ 135,944
GROI	119%	87%	166%
% with Trade	40%	46%	33%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	58	55	3
Avg. Days to Sale	46.2	47.8	16.0
Avg. Advertised Price (Time of Sale)	\$ 28,903	\$ 28,710	\$ 31,845
Avg. Transaction Price	\$ 28,826	\$ 28,661	\$ 31,845
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 77	\$ 49	\$ 600
Avg. Front-End Gross	\$ 2,941	\$ 2,890	\$ 3,879
Avg. Finance Gross	\$ 1,461	\$ 1,460	\$ 1,472
PUVR	\$ 4,402	\$ 4,350	\$ 5,351
Total Gross (Units & PUVR)	\$ 255,306	\$ 239,253	\$ 16,053
GROI	119%	114%	378%
% with Trade	40%	24%	333%
Avg. Over/Under Allowance	0	0	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	58	27	7
% of Retail Units	100%	47%	12%
% Retailed of Non-New Franchise	5%	4%	14%
Avg. Days to Sale	46.2	39.4	37.6
Avg. Transaction Price	\$ 28,826	\$ 29,070	\$ 17,623
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 77	\$ 185	\$ (114)
Avg. Front End Gross	\$ 2,941	\$ 3,123	\$ 3,813
Avg. Finance Gross	\$ 1,461	\$ 1,284	\$ 494
PUVR	\$ 4,402	\$ 4,406	\$ 4,307
Total Gross (Units & PUVR)	\$ 255,306	\$ 118,974	\$ 30,147
GROI	119%	138%	234%
% with Trade	40%	37%	0%
Avg. Over/Under Allowance	0	0	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
13	9	2	0
22%	16%	3%	0%
8%	0%	0%	#DIV/0!
38.5	90.1	19.0	#DIV/0!
\$ 27,867	\$ 39,600	\$ 22,480	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (8)	\$ 61	\$ (75)	#DIV/0!
\$ 3,625	\$ 612	\$ 3,469	#DIV/0!
\$ 2,278	\$ 1,512	\$ 1,695	#DIV/0!
\$ 5,903	\$ 2,124	\$ 5,164	#DIV/0!
\$ 76,738	\$ 19,119	\$ 10,328	#DIV/0!
198%	21%	435%	#DIV/0!
62%	56%	0%	#DIV/0!
0	0	#DIV/0!	#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	58	26	8
% of Retail Units	100%	45%	14%
% Retailed of Non-New Franchise	5%	12%	0%
Avg. Days to Sale	46.2	15.7	36.9
Avg. Transaction Price	\$ 28,826	\$ 27,358	\$ 25,619
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 77	\$ 158	\$ (101)
Avg. Front End Gross	\$ 2,941	\$ 3,603	\$ 2,984
Avg. Finance Gross	\$ 1,461	\$ 1,461	\$ 1,648
PUVR	\$ 4,402	\$ 5,065	\$ 4,632
Total Gross (Units & PUVR)	\$ 255,306	\$ 131,678	\$ 37,059
GROI	119%	426%	177%
% with Trade	40%	31%	63%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
9	8	7
16%	14%	12%
0%	0%	0%
51.9	69.3	136.3
\$ 29,963	\$ 36,210	\$ 28,038
#DIV/0!	#DIV/0!	#DIV/0!
\$ 72	\$ 44	\$ 29
\$ 2,911	\$ 1,865	\$ 1,698
\$ 1,435	\$ 1,978	\$ 688
\$ 4,347	\$ 3,843	\$ 2,386
\$ 39,120	\$ 30,744	\$ 16,705
101%	55%	22%
33%	50%	43%
0	0	0