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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	\$500
1	HR256994	2017	Chevrolet	TAHOE	49						\$4,400	\$3,091
2	DJ136184	2013	BUICK	ENCLAVE	10						\$5,376	\$2,392
3	PT585343	2017	DODGE	JOURNEY	16						\$4,862	\$770
4	PG255676	2019	Chevrolet	SILVERADO	15						\$4,020	\$3,815
5	NR368361	2021	Chevrolet	TAHOE	17						\$1,453	\$0
6	H1511807	2017	Chevrolet	EQUINOX	49						\$4,077	\$0
7	GR404181	2016	Chevrolet	SUBURBAN	50						(\$2,490)	\$613
8	KF109518	2019	Chevrolet	MALIBU	35						\$4,725	\$740
9	LR165860	2020	Chevrolet	TAHOE	79						\$1,153	\$825
10	KL172123	2019	Chevrolet	TRAX	21						\$2,673	\$838
11	P6188445	2016	Chevrolet	EQUINOX	4						\$5,072	\$1,731
12	GEL06111	2016	LINCOLN	NAVIGATOR	44						\$4,140	\$3,076
13	PEA21025	2014	FORD	F250	1						\$3,605	\$819
14	KS643127	2019	Chevrolet	BLAZER	5						\$4,157	\$1,800
15	K1167507	2019	Chevrolet	COLORADO	12						(\$795)	\$591
16	KG650471	2019	RAM	1500	16						\$61	\$850
17	KS525519	2019	Chevrolet	EQUINOX	18						\$957	\$312
18	EFA70472	2014	FORD	F150	37						\$2,446	\$0
19	KF198172	2019	Chevrolet	MALIBU	20						\$3,782	\$1,694
20	MZ120274	2021	Chevrolet	SILVERADO	6						\$9,423	\$3,445
21	PH860498	2015	DODGE	CHALLENGER	4						\$7,256	\$3,561
22	PG602626	2019	RAM	2500	15						\$8,768	\$700
23	KH572545	2019	DODGE	CHARGER	34						\$4,484	\$3,326
24	KR176104	2019	Chevrolet	TAHOE	82						(\$267)	\$2,092
25	KEA07594	2019	FORD	EXPEDITION	119						\$2,168	\$3,973
26	KR336496	2019	Chevrolet	TAHOE	28						\$2,030	\$2,073
27	KZ111802	2019	Chevrolet	SILVERADO	0						\$216	\$0
28	KX141959	2019	TOYOTA	TACOMA	79						(\$460)	\$2,473
29	JC190378	2018	FORD	ECOSPORT	45						\$1,541	\$2,064
30	MX106965	2021	TOYOTA	TACOMA	41						\$2,487	\$0
31	HG276017	2017	GMC	SIERRA	66						(\$3,229)	\$3,115
32	LF300814	2020	Chevrolet	2500HD	7						\$1,960	\$129
33	PG371213	2021	GMC	SIERRA	22						\$3,667	\$874
34	HKD92593	2017	FORD	F150	56						\$4,707	\$3,919
35	PF192959	2020	Chevrolet	2500HD	8						\$2,669	\$5,210
36	JKE56999	2018	FORD	F150	7						\$10,039	\$3,344

37	KC199317	2019	NISSAN	ALTIMA	0						\$479	\$527
38	NG102132	2018	GMC	SIERRA	12						\$2,621	\$5,094
39	MRA95394	2021	FORD	BRONCO	14						\$2,212	\$1,244
40	PEA01490	2020	FORD	EXPEDITION	85						\$184	\$3,709
41	G9800748	2016	INFINITI	GX80	21						\$4,757	\$1,240
42	PA001612	2016	LEXUS	GS 350	59						\$2,807	\$472
43	KFB03293	2019	FORD	F150	66						\$905	\$881
44	KF571201	2019	Mercedes-Benz	GLC 300	53						(\$2,679)	\$0
45	GEB30560	2016	FORD	F250	87						\$222	\$0
46	GZ154805	2016	Chevrolet	SILVERADO	87						(\$1,827)	\$646
47	H0120869	2017	Chevrolet	CAMARO	51						\$761	\$200
48	P0112325	2021	Chevrolet	CAMARO	27						\$4,248	\$3,443
49	EK183958	2014	TOYOTA	FJ CRUISER	59						\$1,284	\$1,086
50	PZ383161	2014	Chevrolet	SILVERADO	39						\$6,996	\$1,432
51	MZ332995	2021	Chevrolet	SILVERADO	5						\$4,373	\$0
52	LF159569	2020	Chevrolet	2500HD	106						(\$1,520)	\$3,984
53	KA004933	2019	HONDA	ACCORD	22						\$2,216	\$1,520

Scoreboard Totals

% Retailed of Non-Franchise Make	53%
Total # Retail Units	150
Avg. Days to Sale	26.8
Avg. Advertised Price (Time of Sale)	#DIV/0!
Avg. Transaction Price	#DIV/0!
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	#DIV/0!
Avg. Front-End Gross	\$ 2,719
Avg. Finance Gross	\$ 1,509
PUVR	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!
GROI	#DIV/0!
% with Trade	0%
Avg. Over/Under Allowance	#DIV/0!



ACADEMY

Scoreboard

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Desk Manager	Totals	Raul Alonso	Jeremy Contreras
% Retailed of Non-New Franchise	53%	57%	38%
Total # Retail Units	150	53	26
Avg. Days to Sale	26.8	27.6	22.7
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	#DIV/0!	#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	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,719	\$ 2,431	\$ 2,671
Avg. Finance Gross	\$ 1,509	\$ 1,248	\$ 1,758
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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

Eddie Tamez	Robert Robles	Vanessa Jasso	
59%	51%	100%	#DIV/0!
27	43	1	0
28.4	27.3	22.0	#DIV/0!
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,011	\$ 2,896	\$ 3,667	#DIV/0!
\$ 1,847	\$ 1,484	\$ 874	#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!
0%	0%	0%	#DIV/0!
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Scoreboard

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Sales Consultant	Totals	Paizley Esquibel	Mario Gloria
% Retailed of Non-New Franchise	53%	32%	50%
Total # Retail Units	150	19	6
Avg. Days to Sale	26.8	25.2	6.0
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	#DIV/0!	#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	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,719	\$ 2,527	\$ 4,707
Avg. Finance Gross	\$ 1,509	\$ 1,012	\$ 2,625
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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Joe Cooks	Lee Perales	Brad Mangold	Steve Montgomery
64%	67%	57%	42%
11	9	7	12
24.5	31.7	37.6	33.3
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,137	\$ 2,133	\$ 1,567	\$ 2,058
\$ 1,036	\$ 1,641	\$ 1,678	\$ 1,532
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0%	0%	0%	0%
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Val Lanoce	Anthony Medrano	Mike Richardson	Eric Smith
56%	44%	56%	60%
16	9	9	10
23.7	29.0	40.4	27.5
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#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!	#DIV/0!
\$ 3,408	\$ 2,287	\$ 3,094	\$ 2,698
\$ 1,586	\$ 1,213	\$ 1,808	\$ 1,466
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Rolando Villasenor	Fransisco Garcia	Chuck Huffman	Justin Salazar
60%	#DIV/0!	75%	22%
5	0	8	9
21.0	#DIV/0!	43.1	12.9
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,404	#DIV/0!	\$ 2,300	\$ 4,647
\$ 1,253	#DIV/0!	\$ 1,406	\$ 1,361
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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0%	#DIV/0!	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Katie McCall	Sam Lozano	David Garza	Aaron Prewitt-Carr
50%	50%	60%	#DIV/0!
2	6	5	0
15.0	33.5	11.8	#DIV/0!
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 588	\$ 1,867	\$ 3,605	#DIV/0!
\$ -	\$ 1,539	\$ 2,718	#DIV/0!
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Scoreboard

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Finance Manager	Totals	Justin Long	Andrew Zapata
% Retailed of Non-New Franchise	53%	58%	43%
Total # Retail Units	150	36	44
Avg. Days to Sale	26.8	24.7	32.9
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	#DIV/0!	#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	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,719	\$ 2,109	\$ 2,423
Avg. Finance Gross	\$ 1,509	\$ 1,940	\$ 1,356
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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

Lorna Stephens	David Garza	Vanessa Jasso	
52%	62%	50%	#DIV/0!
42	26	2	0
24.3	21.8	45.0	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,222	\$ 3,206	\$ 3,282	#DIV/0!
\$ 1,562	\$ 1,204	\$ -	#DIV/0!
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0%	0%	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	150	0	0
Avg. Days to Sale	26.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	#DIV/0!	#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	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,719	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,509	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	150	71	79
Avg. Days to Sale	26.8	24.2	29.1
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	#DIV/0!	#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	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,719	\$ 3,041	\$ 2,429
Avg. Finance Gross	\$ 1,509	\$ 1,498	\$ 1,519
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	150	0	0
% of Retail Units	100%	0%	0%
% Retailed of Non-New Franchise	53%	#DIV/0!	#DIV/0!
Avg. Days to Sale	26.8	#DIV/0!	#DIV/0!
Avg. Transaction Price	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 2,719	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,509	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	150	91	23
% of Retail Units	100%	61%	15%
% Retailed of Non-New Franchise	53%	51%	48%
Avg. Days to Sale	26.8	14.0	38.0
Avg. Transaction Price	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 2,719	\$ 3,244	\$ 2,919
Avg. Finance Gross	\$ 1,509	\$ 1,492	\$ 1,176
PUVR	#DIV/0!	\$ 4,737	\$ 4,095
Total Gross (Units & PUVR)	#DIV/0!	\$ 431,059	\$ 94,195
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
15	11	2
10%	7%	1%
60%	73%	50%
53.5	76.7	112.5
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,778	\$ (203)	\$ 324
\$ 2,126	\$ 1,556	\$ 3,979
\$ 3,904	\$ 1,353	\$ 4,303
\$ 58,559	\$ 14,887	\$ 8,605
#DIV/0!	#DIV/0!	#DIV/0!
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!