









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	T48756A	2017	TOYOTA	HIGHLANDER	28	Trade on New	No	\$ 29,595	\$ 29,595	100%	\$2,758	\$1,222
2	T48631A	2015	KIA	SORENTO	50	Trade on New	No	\$ 17,422	\$ 17,298	103%	\$2,863	\$1,103
3	T48825A	2014	TOYOTA	TUNDRA	8	Trade on New	No	\$ 28,952	\$ 28,957	99%	\$2,353	\$961
4	T48770C	2019	TOYOTA	CAMRY	7	Trade on Used	No	\$ 28,429	\$ 28,429	101%	\$2,421	\$1,832
5	V10560A	2018	TOYOTA	TACOMA	2	Other	No	\$ 37,500	\$ 37,500	100%	\$2,201	\$2,505
6	TP0226C	2021	TOYOTA	COROLLA	17	Trade on New	No	\$ 23,900	\$ 23,900	103%	\$1,488	\$2,076
7	TP0251A	2020	GMC	TERRAIN	23	Trade on Used	No	\$ 30,897	\$ 30,897	100%	\$3,375	\$2,750
8	T48859A	2019	TOYOTA	TACOMA	9	Trade on New	No	\$ 39,861	\$ 39,861	101%	\$3,020	\$3,739
9	TP0274	2017	TOYOTA	CAMRY	26	Auction/Wholesale		\$ 22,683	\$ 22,683	99%	(\$1,701)	\$0
10	TP0261	2015	Chevrolet	SILVERADO	27	Auction/Wholesale	No	\$ 28,922	\$ 28,922	100%	\$1,181	\$2,070
11	tv0231	2019	Infiniti	QX60	52	Auction/Wholesale	No	\$ 34,256	\$ 34,256	100%	(\$1,460)	\$1,645
12	TP0287	2019	TOYOTA	COROLLA	14	Auction/Wholesale	No	\$ 19,991	\$ 19,991	100%	(\$558)	\$1,654
13	C31830A	2019	TOYOTA	HIGHLANDER	4	Trade on Used	No	\$ 39,562	\$ 39,562	100%	\$374	\$1,148
14	TP0096	2018	LINCOLN	MKX	197	Auction/Wholesale	No	\$ 36,977	\$ 36,977	99%	\$1,267	\$1,942
15	PV0211A	2016	TOYOTA	4RUNNER	49	Trade on Used	No	\$ 35,962	\$ 35,962	99%	\$2,415	\$3,077
16	TP0282	2019	TOYOTA	COROLLA	15	Auction/Wholesale	No	\$ 19,999	\$ 19,717	99%	(\$436)	\$2,710
17	AP1985A	2019	Chevrolet	SILVERADO	11	Trade on Used	No	\$ 48,600	\$ 48,600	101%	(\$367)	\$5,654
18	L31252C	2019	FORD	F-150	1	Other	No	\$ 36,890	\$ 36,890	100%	\$449	\$1,777
19	C31868B	2021	FORD	Expedition	24	Other	No	\$ 69,505	\$ 69,505	101%	\$4,021	\$4,599
20	t48770b	2019	TOYOTA	Rav4	5	Trade on Used	No	\$ 31,990	\$ 30,847	101%	\$1,203	\$2,734
21	T48771A	2022	TOYOTA	4RUNNER	20	Trade on New	No	\$ 51,990	\$ 51,339	100%	\$2,000	\$1,446
22	T48698B	2018	HYUNDAI	SANTA FE	7	Trade on Used	No	\$ 19,314	\$ 19,314	100%	\$101	\$2,222
23	T48554A	2018	TOYOTA	TACOMA	53	Trade on New	No	\$ 32,396	\$ 32,396	100%	\$49	\$364
24	TV0233	2019	TOYOTA	C-HR	53	Auction/Wholesale	NO	\$ 26,002	\$ 26,002	100%	(\$1,278)	\$1,937
25	T48657A	2019	TOYOTA	HIGHLANDER	45	Trade on New	NO	\$ 30,859	\$ 30,859	100%	\$1,213	\$0
26	TP0285	2019	TOYOTA	CAMRY	15	Auction/Wholesale	No	\$ 24,998	\$ 24,998	100%	\$339	\$2,589
27	TP0288	2019	TOYOTA	CAMRY	15	Auction/Wholesale	No	\$ 26,577	\$ 26,577	100%	\$3,470	\$741

28	TP0260	2018	NISSAN	ROGUE	25	Auction/Wholesale	No	\$	23,487	\$	23,487	100%	\$2,670	\$434
29	TP0288A	2004	TOYOTA	TUNDRA	3	Trade on Used	NO	\$	9,269	\$	9,269	115%	\$3,606	\$0
30	TB0036	2019	TOYOTA	HIGHLANDER	4	Auction/Wholesale	No	\$	31,229	\$	31,229	101%	\$1,010	\$3,683
31	T48765A	2019	TOYOTA	HIGHLANDER	23	Trade on New	No	\$	36,803	\$	36,803	101%	(\$1,726)	\$1,468
32	TP0240A	2011	TOYOTA	TACOMA	31	Trade on Used	NO	\$	18,926	\$	18,926	102%	\$2,317	\$0
33	TP0286	2019	TOYOTA	COROLLA	17	Auction/Wholesale	No	\$	21,205	\$	21,205	101%	\$644	\$0
34	T48543B	2019	TOYOTA	CAMRY	12	Trade on Used	No	\$	26,488	\$	26,488	100%	\$341	\$0
35	T48726A	2019	TOYOTA	Rav4	25	Trade on New	No	\$	26,827	\$	26,827	100%	\$268	\$1,351
36	A11112A	2019	MAZDA	CX-5	2	Trade on Used	No	\$	30,560	\$	30,560	99%	\$746	\$2,308
37	T48825A	2014	TOYOTA	TUNDRA	8	Trade on New	No	\$	28,952	\$	28,952	102%	\$2,352	\$961
38	t48756a	2017	TOYOTA	HIGHLANDER	30	Trade on New	No	\$	29,675	\$	29,595	100%	\$2,578	\$1,222
39	v10623b	2019	TOYOTA	HIGHLANDER	23	Trade on Used	No	\$	35,375	\$	34,074	101%	\$925	\$1,778
40	t48849a	2021	TOYOTA	HIGHLANDER	11	Trade on New	No	\$	43,975	\$	43,096	99%	\$1,672	\$580
41	t48631a	2015	KIA	SORENTO	53	Trade on New	No	\$	17,298	\$	17,298	100%	\$2,863	\$1,103
42	t48770c	2019	TOYOTA	CAMRY	7	Trade on Used	No	\$	28,429	\$	28,429	101%	\$2,421	\$1,832
43	tp0274	2017	TOYOTA	CAMRY	26	Auction/Wholesale	No	\$	22,683	\$	22,683	100%	(\$1,701)	\$0
44	b26878c	2015	Chevrolet	camaro	20	Trade on Used	No	\$	19,624	\$	16,632	100%	(\$836)	\$2,135
45	t48859a	2019	TOYOTA	TACOMA	9	Trade on New	No	\$	39,975	\$	39,861	100%	\$2,925	\$3,739
46	TP0251A	2020	GMC	TERRAIN	21	Trade on New	No	\$	30,897	\$	30,897	101%	\$3,375	\$2,750
47	TP0226C	2021	TOYOTA	COROLLA	17	Trade on Used	NO	\$	23,900	\$	23,900	101%	\$1,313	\$2,076
48	V10560A	2018	TOYOTA	TACOMA	2	Trade on Used	No	\$	37,500	\$	37,500	100%	\$2,106	\$2,505
49	B3742A	2015	JEEP	GRAND CHEROKE	1	Trade on Used	No	\$	23,339	\$	22,934	100%	\$374	\$180
50	TP0284	2019	TOYOTA	COROLLA	23	Trade on Used	No	\$	23,007	\$	23,007	114%	\$1,151	\$0
51	T48548B	2021	TOYOTA	4RUNNER	47	Trade on Used	No	\$	41,518	\$	41,518	101%	(\$1,287)	\$0
52	T48800A	2021	TOYOTA	AVALON	23	Trade on New	No	\$	44,230	\$	44,229	100%	\$12,911	\$0
53	TP0283	2019	TOYOTA	CAMRY	24	Auction/Wholesale	No	\$	29,005	\$	29,005	114%	\$2,463	\$3,238

## Scoreboard Totals

% Retailed of Non-Franchise Make	31%
Total # Retail Units	200
Avg. Days to Sale	24.0
Avg. Advertised Price (Time of Sale)	\$ 33,062
Avg. Transaction Price	\$ 32,693
Avg. Market Price at 100%	\$ 32,598
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 369
Avg. Front-End Gross	\$ 1,718
Avg. Finance Gross	\$ 1,725
PUVR	\$ 3,444
Total Gross (Units & PUVR)	\$ 688,719
GROI	158%
% with Trade	45%
Avg. Over/Under Allowance	\$1,270



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	MILLARD JONES	CRAIG WILLIAMS
% Retailed of Non-New Franchise	31%	23%	39%
Total # Retail Units	200	52	98
Avg. Days to Sale	24.0	20.9	24.1
Avg. Advertised Price (Time of Sale)	\$ 33,062	\$ 31,666	\$ 33,005
Avg. Transaction Price	\$ 32,693	\$ 31,264	\$ 32,638
Avg. Market Price at 100%	\$ 32,598	\$ 31,172	\$ 32,624
Avg. Price to Market % (Time of Sale)	101%	102%	101%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ 369	\$ 402	\$ 366
Avg. Front-End Gross	\$ 1,718	\$ 1,985	\$ 1,622
Avg. Finance Gross	\$ 1,725	\$ 1,371	\$ 1,641
PUVR	\$ 3,444	\$ 3,356	\$ 3,263
Total Gross (Units & PUVR)	\$ 688,719	\$ 174,514	\$ 319,780
GROI	158%	185%	149%
% with Trade	45%	31%	52%
Avg. Over/Under Allowance	1,270	1,461	953



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

JAMIE TUMPSON			
24%	#DIV/0!	#DIV/0!	#DIV/0!
50	0	0	0
27.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,627	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,286	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,213	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 341	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,630	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,259	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,888	#DIV/0!	#DIV/0!	#DIV/0!
\$ 194,425	#DIV/0!	#DIV/0!	#DIV/0!
150%	#DIV/0!	#DIV/0!	#DIV/0!
44%	#DIV/0!	#DIV/0!	#DIV/0!
1,996	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	BRANDON MATHIAS	KENDALL DECKER
% Retailed of Non-New Franchise	31%	31%	33%
Total # Retail Units	200	95	64
Avg. Days to Sale	24.0	24.0	22.4
Avg. Advertised Price (Time of Sale)	\$ 33,062	\$ 33,296	\$ 32,701
Avg. Transaction Price	\$ 32,693	\$ 32,982	\$ 32,347
Avg. Market Price at 100%	\$ 32,598	\$ 32,847	\$ 32,361
Avg. Price to Market % (Time of Sale)	101%	101%	101%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ 369	\$ 313	\$ 354
Avg. Front-End Gross	\$ 1,718	\$ 1,649	\$ 1,894
Avg. Finance Gross	\$ 1,725	\$ 1,508	\$ 1,915
PUVR	\$ 3,444	\$ 3,157	\$ 3,809
Total Gross (Units & PUVR)	\$ 688,719	\$ 299,950	\$ 243,750
GROI	158%	143%	189%
% with Trade	45%	42%	47%
Avg. Over/Under Allowance	1,270	1,277	1,084



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

ERIC MANNING			
29%	#DIV/0!	#DIV/0!	#DIV/0!
41	0	0	0
26.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,086	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,564	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,614	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 522	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,604	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,933	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,537	#DIV/0!	#DIV/0!	#DIV/0!
\$ 145,020	#DIV/0!	#DIV/0!	#DIV/0!
147%	#DIV/0!	#DIV/0!	#DIV/0!
46%	#DIV/0!	#DIV/0!	#DIV/0!
1,507	#DIV/0!	#DIV/0!	#DIV/0!





























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	NICK SIMMONS	BRITTNEY WENI
% Retailed of Non-New Franchise	31%	22%	31%
Total # Retail Units	200	46	48
Avg. Days to Sale	24.0	20.5	22.4
Avg. Advertised Price (Time of Sale)	\$ 33,062	\$ 34,713	\$ 35,646
Avg. Transaction Price	\$ 32,693	\$ 34,529	\$ 35,218
Avg. Market Price at 100%	\$ 32,598	\$ 34,443	\$ 35,182
Avg. Price to Market % (Time of Sale)	101%	101%	101%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ 369	\$ 183	\$ 428
Avg. Front-End Gross	\$ 1,718	\$ 1,593	\$ 1,876
Avg. Finance Gross	\$ 1,725	\$ 1,837	\$ 1,767
PUVR	\$ 3,444	\$ 3,430	\$ 3,644
Total Gross (Units & PUVR)	\$ 688,719	\$ 157,781	\$ 174,898
GROI	158%	174%	166%
% with Trade	45%	0%	0%
Avg. Over/Under Allowance	1,270	1,151	1,310



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

JASON JORDAN	JAMES ROBINSON		
32%	38%	#DIV/0!	#DIV/0!
59	47	0	0
30.7	20.7	#DIV/0!	#DIV/0!
\$ 31,783	\$ 30,414	#DIV/0!	#DIV/0!
\$ 31,285	\$ 30,085	#DIV/0!	#DIV/0!
\$ 31,291	\$ 29,988	#DIV/0!	#DIV/0!
102%	101%	#DIV/0!	#DIV/0!
100%	100%	#DIV/0!	#DIV/0!
\$ 499	\$ 329	#DIV/0!	#DIV/0!
\$ 1,450	\$ 2,015	#DIV/0!	#DIV/0!
\$ 1,631	\$ 1,692	#DIV/0!	#DIV/0!
\$ 3,081	\$ 3,707	#DIV/0!	#DIV/0!
\$ 181,799	\$ 174,241	#DIV/0!	#DIV/0!
115%	214%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
799	1,994	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	199
Avg. Days to Sale	24.0	#DIV/0!	24.0
Avg. Advertised Price (Time of Sale)	\$ 33,062	#DIV/0!	\$ 32,743
Avg. Transaction Price	\$ 32,693	#DIV/0!	\$ 32,743
Avg. Market Price at 100%	\$ 32,598	#DIV/0!	\$ 32,693
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	100%
Avg. Transaction to Market	100%	#DIV/0!	100%
Avg. Transactional Discount	\$ 369	#DIV/0!	\$ 371
Avg. Front-End Gross	\$ 1,718	#DIV/0!	\$ 1,735
Avg. Finance Gross	\$ 1,725	#DIV/0!	\$ 1,734
PUVR	\$ 3,444	#DIV/0!	\$ 3,469
Total Gross (Units & PUVR)	\$ 688,719	#DIV/0!	\$ 690,420
GROI	158%	#DIV/0!	159%
% with Trade	45%	#DIV/0!	45%
Avg. Over/Under Allowance	1,270	#DIV/0!	1,270



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	138	62
Avg. Days to Sale	24.0	22.4	27.6
Avg. Advertised Price (Time of Sale)	\$ 33,062	\$ 32,941	\$ 32,985
Avg. Transaction Price	\$ 32,693	\$ 32,562	\$ 32,985
Avg. Market Price at 100%	\$ 32,598	\$ 32,471	\$ 33,029
Avg. Price to Market % (Time of Sale)	101%	101%	100%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ 369	\$ 379	\$ 347
Avg. Front-End Gross	\$ 1,718	\$ 1,761	\$ 1,624
Avg. Finance Gross	\$ 1,725	\$ 1,653	\$ 1,886
PUVR	\$ 3,444	\$ 3,414	\$ 3,510
Total Gross (Units & PUVR)	\$ 688,719	\$ 471,125	\$ 217,595
GROI	158%	168%	139%
% with Trade	45%	0%	144%
Avg. Over/Under Allowance	1,270	1,321	1,166



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	69	63
% of Retail Units	100%	35%	32%
% Retailed of Non-New Franchise	31%	23%	35%
Avg. Days to Sale	24.0	22.3	18.7
Avg. Transaction Price	\$ 32,693	\$ 33,610	\$ 32,583
Avg. Transaction to Market %	100%	99%	100%
Avg. Transactional Discount	\$ 369	\$ 595	\$ 417
Avg. Front End Gross	\$ 1,718	\$ 2,408	\$ 1,921
Avg. Finance Gross	\$ 1,725	\$ 1,710	\$ 1,612
PUVR	\$ 3,444	\$ 4,117	\$ 3,533
Total Gross (Units & PUVR)	\$ 688,719	\$ 284,099	\$ 222,574
GROI	158%	198%	208%
% with Trade	45%	42%	49%
Avg. Over/Under Allowance	1,270	1,074	1,196



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
6	59	0	0
3%	30%	0%	0%
33%	34%	#DIV/0!	#DIV/0!
13.3	33.6	#DIV/0!	#DIV/0!
\$ 26,888	\$ 31,553	#DIV/0!	#DIV/0!
99%	101%	#DIV/0!	#DIV/0!
\$ 18	\$ 108	#DIV/0!	#DIV/0!
\$ 261	\$ 818	#DIV/0!	#DIV/0!
\$ 1,196	\$ 1,856	#DIV/0!	#DIV/0!
\$ 1,456	\$ 2,674	#DIV/0!	#DIV/0!
\$ 8,738	\$ 157,755	#DIV/0!	#DIV/0!
146%	91%	#DIV/0!	#DIV/0!
0%	46%	#DIV/0!	#DIV/0!
#DIV/0!	1,514	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	3
0%	0%	2%
#DIV/0!	#DIV/0!	67%
#DIV/0!	#DIV/0!	9.0
#DIV/0!	#DIV/0!	\$ 47,965
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 2,224
#DIV/0!	#DIV/0!	\$ 2,961
#DIV/0!	#DIV/0!	\$ 5,184
#DIV/0!	#DIV/0!	\$ 15,553
#DIV/0!	#DIV/0!	432%
#DIV/0!	#DIV/0!	67%
#DIV/0!	#DIV/0!	2,500

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	150	20
% of Retail Units	100%	75%	10%
% Retailed of Non-New Franchise	31%	29%	35%
Avg. Days to Sale	24.0	12.9	36.9
Avg. Transaction Price	\$ 32,693	\$ 33,374	\$ 29,512
Avg. Transaction to Market %	100%	100%	100%
Avg. Transactional Discount	\$ 369	\$ 387	\$ 488
Avg. Front End Gross	\$ 1,718	\$ 1,928	\$ 1,487
Avg. Finance Gross	\$ 1,725	\$ 1,758	\$ 1,739
PUVR	\$ 3,444	\$ 3,686	\$ 3,225
Total Gross (Units & PUVR)	\$ 688,719	\$ 552,883	\$ 64,507
GROI	158%	309%	107%
% with Trade	45%	43%	55%
Avg. Over/Under Allowance	1,270	1,229	1,797



46-60 days	61-90 days	90+ days
18	8	4
9%	4%	2%
33%	38%	50%
51.4	71.9	158.8
\$ 28,735	\$ 35,611	\$ 35,043
100%	104%	99%
\$ 189	\$ 331	\$ (0)
\$ 637	\$ 1,729	\$ (160)
\$ 1,271	\$ 2,392	\$ 1,163
\$ 1,908	\$ 4,121	\$ 1,003
\$ 34,352	\$ 32,968	\$ 4,010
46%	58%	6%
50%	13%	100%
1,165	100	1,396