

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	U2699	2013	Ford	escape	11	Street/Curb Buy	No	\$ 20,853	\$ 19,995	100%	\$4,246	\$3,304
2	U2650	2016	Toyota	4runner	41	Street/Curb Buy	No	\$ 29,853	\$ 29,853	90%	\$3,963	\$2,970
3	U2693	2010	Honda	civic	16	Street/Curb Buy	No	\$ 9,835	\$ 8,000	91%	\$2,636	\$250
4	U2667	2013	Honda	civic	31	Trade on Used	No	\$ 12,495	\$ 12,995	83%	\$4,781	\$1,857
5	U2608	2018	Volkswagen	beetle	78	Street/Curb Buy	No	\$ 19,853	\$ 19,853	100%	\$1,239	\$3,187
6	U2585	2016	Subaru	impreza	94	Street/Curb Buy	No	\$ 23,440	\$ 23,440	89%	\$878	\$5,289
7	U2694	2013	Nissan	370z	17	Street/Curb Buy	No	\$ 22,853	\$ 19,768	100%	\$3,034	\$250
8	U2708	2015	Tesla	model s	9	Street/Curb Buy	No	\$ 41,853	\$ 41,853	94%	\$8,546	\$402
9	U2710	2018	Ford	transit	7	Trade on New	No	\$ 34,853	\$ 34,995	100%	\$6,217	\$2,439
10	U2559	2015	Dodge	charger	124	Trade on Used	No	\$ 14,853	\$ 15,853	83%	(\$155)	\$1,836
11	U2701	2018	Ford	explorer	17	Street/Curb Buy	No	\$ 33,835	\$ 32,036	97%	\$5,233	\$2,646
12	U2677	2020	GMC	acadia	36	Street/Curb Buy	No	\$ 38,853	\$ 38,006	100%	\$2,787	\$250
13	U2620	2015	Toyota	sienna	77	Trade on Used	No	\$ 25,453	\$ 25,285	100%	(\$209)	\$3,945
14	U2697	2017	Ford	cmax	24	Trade on New	No	\$ 17,835	\$ 13,653	100%	\$1,325	\$250
15	U2600	2019	Ford	escape	84	Trade on New	No	\$ 18,853	\$ 18,853	81%	\$3,272	\$1,409
16	U2666	2018	Toyota	tacoma	45	Street/Curb Buy	No	\$ 37,853	\$ 37,853	88%	\$2,687	\$3,663
17	U2560	2021	Ford	ranger	129	Street/Curb Buy	No	\$ 34,853	\$ 36,000	100%	\$460	\$2,760
18	U2643	2018	Honda	civic	62	Street/Curb Buy	No	\$ 19,835	\$ 20,995	84%	\$3,247	\$1,250
19	U2586	2018	Ford	explorer	100	Trade on New	No	\$ 29,835	\$ 30,039	100%	\$1,087	\$250
20	U2729	2020	Jeep	wrangler	4	Street/Curb Buy	No	\$ 58,995	\$ 54,751	100%	\$11,124	\$250
21	U2720	2019	Honda	civic	13	Street/Curb Buy	No	\$ 24,853	\$ 24,500	100%	\$1,654	\$250
22	U2716	2017	Honda	hrv	16	Street/Curb Buy	No	\$ 20,994	\$ 20,994	100%	\$3,856	\$1,572
23	U2671	2020	Honda	civic	49	Trade on Used	No	\$ 27,835	\$ 30,995	100%	\$6,056	\$3,216
24	U2712	2019	Toyota	rav4	19	Trade on New	No	\$ 29,435	\$ 29,435	100%	\$4,637	\$3,619
25	U2736	2016	Honda	civic	3	Street/Curb Buy	No	\$ 17,995	\$ 17,995	100%	\$6,984	\$711
26	U2593	2016	Ford	edge	104	Street/Curb Buy	No	\$ 21,835	\$ 21,835	100%	\$411	\$250
27	U2628	2121	Ford	bronco sport	81	Street/Curb Buy	No	\$ 38,835	\$ 38,000	100%	(\$1,867)	\$2,628
28	U2730	2019	Tesla	Model 3	8	Street/Curb Buy	No	\$ 49,835	\$ 49,853	100%	\$13,848	\$4,074
29	U2606	2017	Ford	explorer	97	Street/Curb Buy	No	\$ 35,835	\$ 35,835	100%	(\$689)	\$250
30	U2713	2018	Ford	mustang	22	Trade on New	No	\$ 36,735	\$ 36,835	100%	\$5,716	\$5,601

31	U2725	2018	Subaru	crosstrek	16	Street/Curb Buy	No	\$	23,853	\$	23,845	100%	\$4,051	\$3,475
32	U2685	2020	Chevrolet	silverado	47	Trade on New	No	\$	54,335	\$	54,335	100%	\$8,055	\$5,018
33	U2656	2016	Hyundai	tucson	64	Street/Curb Buy	No	\$	20,800	\$	20,800	100%	\$2,874	\$3,394
34	U2673	2019	Ford	ranger	57	Trade on New	No	\$	34,853	\$	33,753	100%	\$1,393	\$1,495
35	20154	2020	Ford	expedition	32	Loaner	No	\$	56,735	\$	55,673	100%	\$1,360	\$3,423
36	U2673	2019	Ford	ranger	57	Trade on New	No	\$	34,853	\$	33,753	100%	\$1,109	\$1,873
37	U2672	2020	Jeep	wrangler	68	Trade on New	No	\$	38,753	\$	38,753	100%	\$3,769	\$1,896
38	U2758	2014	Toyota	fj cruiser	10	Trade on New	No	\$	36,853	\$	36,853	100%	\$3,999	\$250
39	U2633	2016	Ford	escape	96	Street/Curb Buy	No	\$	17,835	\$	17,835	100%	\$2,016	\$250
40	U2742	2019	Toyota	chr	23	Trade on Used	No	\$	24,853	\$	25,500	97%	\$5,304	\$2,973
41	U2678	2013	Ford	edge	70	Trade on New	No	\$	15,635	\$	14,291	100%	\$334	\$396
42	U2689	2019	Ford	mustang	66	Street/Curb Buy	No	\$	42,853	\$	42,223	100%	\$2,902	\$2,033
43	U2660	2019	Volkswagen	jetta	79	Trade on Used	No	\$	26,853	\$	26,853	100%	\$366	\$2,281
44	U2722	2019	Subaru	Crosstrek	45	Street/Curb Buy	No	\$	27,458	\$	27,458	100%	\$4,879	\$1,575
45	U2741	2019	Ford	FIESTA	31	Trade on New	No	\$	16,988	\$	13,835	100%	\$1,912	\$2,025
46	U2680	2016	Jeep	wrangler	77	Street/Curb Buy	No	\$	37,634	\$	37,634	100%	\$1,767	\$250
47	U2753	2020	Toyota	tacoma	26	Street/Curb Buy	No	\$	39,788	\$	39,788	100%	\$4,675	\$2,051
48	U2752	2008	Toyota	carolla	28	Street/Curb Buy	No	\$	8,888	\$	8,888	100%	\$3,330	\$250
49	U2665	2018	Honda	CVR	88	Trade on New	No	\$	24,888	\$	24,888	81%	(\$19)	\$800
50	U2757	2019	Ford	ranger	27	Trade on New	No	\$	35,888	\$	35,888	94%	\$6,774	\$4,734
51	U2537	2019	Ford	mustang	187	Street/Curb Buy	No	\$	27,888	\$	27,888	92%	\$1,904	\$1,447
52	U2657	2018	BMW	330i	94	Street/Curb Buy	No	\$	28,853	\$	28,559	93%	\$465	\$3,955
53	U2724	2018	Ford	mustang	52	Street/Curb Buy	No	\$	36,888	\$	36,750	100%	\$4,852	\$3,034

Scoreboard Totals

% Retailed of Non-Franchise Make	60%
Total # Retail Units	53
Avg. Days to Sale	52.0
Avg. Advertised Price (Time of Sale)	\$ 29,535
Avg. Transaction Price	\$ 29,177
Avg. Market Price at 100%	\$ 30,472
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 358
Avg. Front-End Gross	\$ 3,303
Avg. Finance Gross	\$ 2,066
PUVR	\$ 5,369
Total Gross (Units & PUVR)	\$ 284,581
GROI	127%
% with Trade	26%
Avg. Over/Under Allowance	(\$40)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Guy Mello
% Retailed of Non-New Franchise	60%	#DIV/0!	69%
Total # Retail Units	53	0	32
Avg. Days to Sale	52.0	#DIV/0!	50.5
Avg. Advertised Price (Time of Sale)	\$ 29,535	#DIV/0!	\$ 27,823
Avg. Transaction Price	\$ 29,177	#DIV/0!	\$ 27,383
Avg. Market Price at 100%	\$ 30,472	#DIV/0!	\$ 28,885
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	96%
Avg. Transaction to Market	96%	#DIV/0!	95%
Avg. Transactional Discount	\$ 358	#DIV/0!	\$ 440
Avg. Front-End Gross	\$ 3,303	#DIV/0!	\$ 3,477
Avg. Finance Gross	\$ 2,066	#DIV/0!	\$ 1,936
PUVR	\$ 5,369	#DIV/0!	\$ 5,413
Total Gross (Units & PUVR)	\$ 284,581	#DIV/0!	\$ 173,221
GROI	127%	#DIV/0!	141%
% with Trade	26%	#DIV/0!	28%
Avg. Over/Under Allowance	-40	#DIV/0!	-34



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Daniel Morisato			
45%	#DIV/0!	#DIV/0!	#DIV/0!
20	0	0	0
56.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,508	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,232	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,939	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 276	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,925	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,229	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,154	#DIV/0!	#DIV/0!	#DIV/0!
\$ 103,083	#DIV/0!	#DIV/0!	#DIV/0!
103%	#DIV/0!	#DIV/0!	#DIV/0!
25%	#DIV/0!	#DIV/0!	#DIV/0!
-50	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Austin Butler	Al Davis
% Retailed of Non-New Franchise	60%	62%	71%
Total # Retail Units	53	21	7
Avg. Days to Sale	52.0	52.8	48.3
Avg. Advertised Price (Time of Sale)	\$ 29,535	\$ 29,767	\$ 26,269
Avg. Transaction Price	\$ 29,177	\$ 29,553	\$ 25,890
Avg. Market Price at 100%	\$ 30,472	\$ 31,036	\$ 27,145
Avg. Price to Market % (Time of Sale)	97%	96%	97%
Avg. Transaction to Market	96%	95%	95%
Avg. Transactional Discount	\$ 358	\$ 214	\$ 379
Avg. Front-End Gross	\$ 3,303	\$ 3,879	\$ 3,646
Avg. Finance Gross	\$ 2,066	\$ 2,068	\$ 2,073
PUVR	\$ 5,369	\$ 5,947	\$ 5,719
Total Gross (Units & PUVR)	\$ 284,581	\$ 124,883	\$ 40,033
GROI	127%	137%	165%
% with Trade	26%	5%	57%
Avg. Over/Under Allowance	-40	48	-429



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

Hoku Zuttermeister	Ken Carrill	Louis Agard	Brian Easterling
54%	67%	67%	33%
13	3	3	3
45.2	73.7	23.3	68.7
\$ 30,668	\$ 38,541	\$ 24,028	\$ 19,841
\$ 30,356	\$ 38,485	\$ 23,199	\$ 18,447
\$ 31,117	\$ 38,541	\$ 24,881	\$ 19,841
99%	100%	97%	100%
98%	100%	93%	93%
\$ 312	\$ 56	\$ 828	\$ 1,394
\$ 2,869	\$ 2,386	\$ 4,510	\$ 992
\$ 1,775	\$ 3,071	\$ 2,569	\$ 1,229
\$ 4,644	\$ 5,457	\$ 7,080	\$ 2,221
\$ 60,374	\$ 16,370	\$ 21,239	\$ 6,662
122%	69%	471%	63%
46%	33%	33%	0%
-142	167	0	0

Bobby Krieger			
50%	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0
67.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 40,803	#DIV/0!	#DIV/0!	#DIV/0!
\$ 40,488	#DIV/0!	#DIV/0!	#DIV/0!
\$ 40,803	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 315	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,336	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,965	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,300	#DIV/0!	#DIV/0!	#DIV/0!
\$ 10,600	#DIV/0!	#DIV/0!	#DIV/0!
70%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	Don Minnis	Ken Carrill
% Retailed of Non-New Franchise	60%	56%	71%
Total # Retail Units	53	36	17
Avg. Days to Sale	52.0	51.7	52.8
Avg. Advertised Price (Time of Sale)	\$ 29,535	\$ 28,943	\$ 30,788
Avg. Transaction Price	\$ 29,177	\$ 28,492	\$ 30,628
Avg. Market Price at 100%	\$ 30,472	\$ 29,789	\$ 31,548
Avg. Price to Market % (Time of Sale)	97%	97%	98%
Avg. Transaction to Market	96%	96%	97%
Avg. Transactional Discount	\$ 358	\$ 451	\$ 161
Avg. Front-End Gross	\$ 3,303	\$ 3,039	\$ 3,864
Avg. Finance Gross	\$ 2,066	\$ 2,045	\$ 2,111
PUVR	\$ 5,369	\$ 5,083	\$ 5,975
Total Gross (Units & PUVR)	\$ 284,581	\$ 183,003	\$ 101,578
GROI	127%	124%	133%
% with Trade	26%	0%	0%
Avg. Over/Under Allowance	-40	-3	-118



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	53	0	53
Avg. Days to Sale	52.0	#DIV/0!	52.0
Avg. Advertised Price (Time of Sale)	\$ 29,535	#DIV/0!	\$ 29,177
Avg. Transaction Price	\$ 29,177	#DIV/0!	\$ 29,177
Avg. Market Price at 100%	\$ 30,472	#DIV/0!	\$ 30,353
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	96%
Avg. Transaction to Market	96%	#DIV/0!	96%
Avg. Transactional Discount	\$ 358	#DIV/0!	\$ 358
Avg. Front-End Gross	\$ 3,303	#DIV/0!	\$ 3,303
Avg. Finance Gross	\$ 2,066	#DIV/0!	\$ 2,066
PUVR	\$ 5,369	#DIV/0!	\$ 5,369
Total Gross (Units & PUVR)	\$ 284,581	#DIV/0!	\$ 284,581
GROI	127%	#DIV/0!	127%
% with Trade	26%	#DIV/0!	26%
Avg. Over/Under Allowance	-40	#DIV/0!	-40



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	53	21	32
Avg. Days to Sale	52.0	64.3	44.0
Avg. Advertised Price (Time of Sale)	\$ 29,535	\$ 30,694	\$ 28,638
Avg. Transaction Price	\$ 29,177	\$ 29,998	\$ 28,638
Avg. Market Price at 100%	\$ 30,472	\$ 31,179	\$ 29,811
Avg. Price to Market % (Time of Sale)	97%	98%	96%
Avg. Transaction to Market	96%	96%	96%
Avg. Transactional Discount	\$ 358	\$ 696	\$ 136
Avg. Front-End Gross	\$ 3,303	\$ 2,379	\$ 3,910
Avg. Finance Gross	\$ 2,066	\$ 2,024	\$ 2,094
PUVR	\$ 5,369	\$ 4,403	\$ 6,004
Total Gross (Units & PUVR)	\$ 284,581	\$ 92,464	\$ 192,117
GROI	127%	82%	172%
% with Trade	26%	10%	38%
Avg. Over/Under Allowance	-40	24	-81



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	53	15	6
% of Retail Units	100%	28%	11%
% Retailed of Non-New Franchise	60%	33%	100%
Avg. Days to Sale	52.0	47.4	63.8
Avg. Transaction Price	\$ 29,177	\$ 30,011	\$ 22,914
Avg. Transaction to Market %	96%	93%	98%
Avg. Transactional Discount	\$ 358	\$ 696	\$ (857)
Avg. Front End Gross	\$ 3,303	\$ 3,305	\$ 2,691
Avg. Finance Gross	\$ 2,066	\$ 2,137	\$ 2,685
PUVR	\$ 5,369	\$ 5,442	\$ 5,375
Total Gross (Units & PUVR)	\$ 284,581	\$ 81,635	\$ 32,251
GROI	127%	138%	132%
% with Trade	26%	13%	0%
Avg. Over/Under Allowance	-40	67	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
31	0	1	0
58%	0%	2%	0%
68%	#DIV/0!	0%	#DIV/0!
52.6	#DIV/0!	32.0	#DIV/0!
\$ 29,132	#DIV/0!	\$ 55,673	#DIV/0!
96%	#DIV/0!	98%	#DIV/0!
\$ 406	#DIV/0!	\$ 1,062	#DIV/0!
\$ 3,484	#DIV/0!	\$ 1,360	#DIV/0!
\$ 1,868	#DIV/0!	\$ 3,423	#DIV/0!
\$ 5,352	#DIV/0!	\$ 4,783	#DIV/0!
\$ 165,912	#DIV/0!	\$ 4,783	#DIV/0!
126%	#DIV/0!	97%	#DIV/0!
39%	#DIV/0!	0%	#DIV/0!
-100	#DIV/0!	0	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	53	20	7
% of Retail Units	100%	38%	13%
% Retailed of Non-New Franchise	60%	70%	71%
Avg. Days to Sale	52.0	15.8	37.3
Avg. Transaction Price	\$ 29,177	\$ 28,771	\$ 30,810
Avg. Transaction to Market %	96%	95%	92%
Avg. Transactional Discount	\$ 358	\$ 773	\$ 652
Avg. Front End Gross	\$ 3,303	\$ 5,359	\$ 3,196
Avg. Finance Gross	\$ 2,066	\$ 1,968	\$ 2,252
PUVR	\$ 5,369	\$ 7,327	\$ 5,447
Total Gross (Units & PUVR)	\$ 284,581	\$ 146,540	\$ 38,132
GROI	127%	580%	171%
% with Trade	26%	35%	29%
Avg. Over/Under Allowance	-40	-218	-143



46-60 days	61-90 days	90+ days
5	12	9
9%	23%	17%
40%	67%	33%
52.4	74.5	113.9
\$ 37,917	\$ 27,369	\$ 26,365
101%	95%	96%
\$ (164)	\$ 151	\$ (229)
\$ 4,293	\$ 1,473	\$ 709
\$ 2,927	\$ 1,956	\$ 1,810
\$ 7,220	\$ 3,429	\$ 2,518
\$ 36,101	\$ 41,144	\$ 22,664
131%	61%	30%
20%	17%	22%
100	83	194