

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	DP12544	21	HONDA	ACCORD	1	Loaner	YES	\$ 28,000	\$ 26,631	98%	\$3,903	\$1,469
2	220483C	19	HONDA	ACCORD	9	TRADE ON USED	YES	\$ 27,501	\$ 27,961	101%	\$3,069	\$4,838
3	DP12475	17	JEEP	RENEGADE	23	Street/Curb Buy	No	\$ 17,000	\$ 16,930	99%	(\$1,931)	\$0
4	DP12459	19	FORD	TRANSIT	27	Street/Curb Buy	No	\$ 49,500	\$ 48,299	92%	\$2,021	\$3,272
5	DP12520	20	HONDA	ODYSSEY	6	Auction/Wholesale	No	\$ 41,631	\$ 41,631	101%	(\$1,864)	\$8,055
6	220526A	16	HYUNDAI	SONATA	55	TRADE ON NEW	No	\$ 14,250	\$ 13,000	96%	\$3,712	\$0
7	DP12451	15	DODGE	DART	31	Street/Curb Buy	No	\$ 10,000	\$ 10,000	103%	\$1,263	\$163
8	DP12323	18	HONDA	ODYSSEY	62	Auction/Wholesale	YES	\$ 36,410	\$ 36,410	97%	\$2,066	\$5,022
9	DP12384	19	DODGE	CHARGER	46	Auction/Wholesale	No	\$ 27,491	\$ 27,491	95%	(\$2,378)	\$4,896
10	DP12269A	18	KIA	SORENTO	32	TRADE ON USED	No	\$ 27,000	\$ 27,000	93%	(\$767)	\$1,248
11	DP12414	21	KIA	RIO	39	Auction/Wholesale	No	\$ 20,426	\$ 20,426	99%	(\$747)	\$2,276
12	DP12553	19	CHEVY	COLORADO	1	Street/Curb Buy	No	\$ 30,000	\$ 30,000	103%	\$1,222	\$5,212
13	DP11278	11	HONDA	CIVIC	1	Street/Curb Buy	No	\$ 11,700	\$ 11,473	106%	\$4,207	\$603
14	DP12087	17	NISSAN	ROGUE	128	Auction/Wholesale	No	\$ 20,000	\$ 18,369	100%	(\$4,023)	\$0
15	DP12426	19	HYUNDAI	SANTA FE	40	Auction/Wholesale	No	\$ 26,000	\$ 26,000	96%	(\$1,903)	\$5,397
16	DP12527	2	MERCURY	MARQUIS	10	Street/Curb Buy	No	\$ 5,000	\$ 4,652	85%	\$2,441	\$0
17	DP12273A	12	TOYOTA	CAMRY	11	TRADE ON USED	No	\$ 13,000	\$ 7,000	102%	\$1,303	\$200
18	220585A	11	HONDA	ACCORD	35	TRADE ON NEW	No	\$ 8,000	\$ 8,042	88%	\$2,131	\$0
19	DP12364	15	LEXUS	IS250	54	Auction/Wholesale	No	\$ 25,701	\$ 25,551	94%	(\$3,902)	\$3,372
20	DP12529	19	TESLA	MODEL 3	6	Street/Curb Buy	No	\$ 47,000	\$ 53,000	108%	\$4,625	\$6,097
21	DP12561	12	TOYOTA	TUNDRA	16	Street/Curb Buy	No	\$ 20,500	\$ 20,480	90%	\$3,337	\$0
22	DP12433	13	LEXUS	CT200	40	Auction/Wholesale	No	\$ 19,000	\$ 19,000	95%	(\$1,813)	\$1,998
23	DP12512	16	TOYOTA	TACOMA	13	Street/Curb Buy	No	\$ 32,416	\$ 33,166	106%	\$2,933	\$0
24	DP12324	19	TOYOTA	HIGHLANDER	66	Auction/Wholesale	No	\$ 31,958	\$ 31,958	92%	(\$428)	\$0
25	DP12484	14	JEEP	WRANGLER	26	Auction/Wholesale	No	\$ 33,000	\$ 32,032	107%	(\$1,467)	\$3,270
26	220584A	20	HONDA	RIDGELINE	55	TRADE ON NEW	YES	\$ 39,263	\$ 39,263	96%	(\$1,098)	\$2,232
27	DP12495	17	FORD	ESCAPE	22	Auction/Wholesale	No	\$ 22,677	\$ 22,677	101%	(\$2,131)	\$3,144

28	220643A	16	HONDA	CRV	18	TRADE ON NEW	No	\$	22,000	\$	21,342	101%	\$1,345	\$500
29	DP12589	19	HONDA	HRV	12	Auction/Wholesale	YES	\$	25,000	\$	25,000	100%	(\$2,802)	\$1,100
30	220640A	21	HONDA	CIVIC	11	TRADE ON NEW	YES	\$	33,325	\$	33,325	98%	\$941	\$6,888
31	DP12197A	18	TOYOTA	TACOMA	70	TRADE ON USED	No	\$	28,000	\$	28,000	90%	\$2,738	\$5,221
32	220645A	15	CHRYSLER	200	6	TRADE ON NEW	No	\$	11,000	\$	7,062	108%	\$1,218	\$0
33	DP12363	15	NISSAN	MURANO	57	Auction/Wholesale	No	\$	19,432	\$	19,850	97%	(\$2,179)	\$100
34	DP12237A	13	NISSAN	EDGE	28	TRADE ON USED	No	\$	13,512	\$	13,362	90%	\$4,938	\$1,736
35	DP12439A	14	CHEVROLET	CORVETTE	15	TRADE ON USED	No	\$	43,000	\$	41,549	101%	\$4,007	\$3,320
36	220658A	18	HONDA	CR-V	7	TRADE ON NEW	YES	\$	31,000	\$	31,000	102%	\$3,455	\$4,107
37	220575A	20	HONDA	RIDGELINE	29	TRADE ON NEW	YES	\$	42,000	\$	42,000	99%	\$1,826	\$4,672
38	LBO	19	HONDA	PASSPORT		LBO Customer	No	\$	-	\$	-	0%	\$0	\$5,012
39	220603A	19	HONDA	ACCORD	35	TRADE ON NEW	YES	\$	27,000	\$	27,000	99%	\$747	\$3,770
40	DP12305	16	HYUNDAI	SONATA	73	Auction/Wholesale	No	\$	16,000	\$	15,491	103%	(\$1,939)	\$271
41	LBO	19	HONDA	HRV	0	LBO Customer	No	\$	-	\$	-	0%	\$0	\$3,010
42	DP12288	20	HYUNDAI	SORENTO	75	Auction/Wholesale	No	\$	26,783	\$	26,783	96%	\$695	\$2,594
43	220626A	18	HONDA	CRV	28	TRADE ON NEW	YES	\$	26,555	\$	26,555	97%	(\$2,158)	\$0
44	DP12455	18	CHEVY	EQUINOX	39	Street/Curb Buy	No	\$	20,000	\$	20,000	95%	\$798	\$3,510
45	DP12256	15	HONDA	PILOT	81	Auction/Wholesale	No	\$	19,000	\$	19,000	105%	(\$2,644)	\$2,876
46	DP12554	15	CHEVY	CRUZE	10	Street/Curb Buy	No	\$	18,000	\$	17,697	119%	\$2,680	\$3,031
47	DP12551	18	CHEVY	MALIBU	10	Auction/Wholesale	No	\$	21,000	\$	21,000	105%	(\$2,998)	\$832
48	DP12520A	15	HONDA	ODYSSEY	11	TRADE ON USED	No	\$	26,286	\$	26,286	103%	\$1,906	\$2,719
49	DP12518	14	JEEP	CHEROKEE	17	Auction/Wholesale	No	\$	18,000	\$	18,000	116%	(\$3,008)	\$2,523
50	LBO	19	HONDA	CRV	0	LBO Customer	No	\$	-	\$	-	0%	\$0	\$0
51	DP12522	16	BUICK	VERANO	19	Auction/Wholesale	No	\$	17,500	\$	17,500	104%	\$130	\$1,675
52	DP12376	20	INFINITI	QX60	57	Auction/Wholesale	No	\$	31,856	\$	31,856	95%	(\$2,063)	\$2,453
53	DP12415A	16	VW	PASSAT	45	TRADE ON USED	No	\$	16,762	\$	14,500	94%	\$2,749	\$2,327

Scoreboard Totals

% Retailed of Non-Franchise Make	65%
Total # Retail Units	200
Avg. Days to Sale	29.4
Avg. Advertised Price (Time of Sale)	\$ 26,084
Avg. Transaction Price	\$ 25,898
Avg. Market Price at 100%	\$ 27,356
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 191
Avg. Front-End Gross	\$ 834
Avg. Finance Gross	\$ 2,429
PUVR	\$ 3,297
Total Gross (Units & PUVR)	\$ 659,330
GROI	156%
% with Trade	48%
Avg. Over/Under Allowance	\$407



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	TYLER OTIS
% Retailed of Non-New Franchise	65%	#DIV/0!	67%
Total # Retail Units	200	0	175
Avg. Days to Sale	29.4	#DIV/0!	29.6
Avg. Advertised Price (Time of Sale)	\$ 26,084	#DIV/0!	\$ 26,912
Avg. Transaction Price	\$ 25,898	#DIV/0!	\$ 26,734
Avg. Market Price at 100%	\$ 27,356	#DIV/0!	\$ 27,356
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	98%
Avg. Transaction to Market	95%	#DIV/0!	98%
Avg. Transactional Discount	\$ 191	#DIV/0!	\$ 177
Avg. Front-End Gross	\$ 834	#DIV/0!	\$ 794
Avg. Finance Gross	\$ 2,429	#DIV/0!	\$ 2,420
PUVR	\$ 3,297	#DIV/0!	\$ 3,214
Total Gross (Units & PUVR)	\$ 659,330	#DIV/0!	\$ 562,474
GROI	156%	#DIV/0!	146%
% with Trade	48%	#DIV/0!	50%
Avg. Over/Under Allowance	407	#DIV/0!	463



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

BOB SKINNER			
63%	#DIV/0!	#DIV/0!	#DIV/0!
16	0	0	0
30.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,017	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,675	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,263	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 343	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,226	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,243	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,469	#DIV/0!	#DIV/0!	#DIV/0!
\$ 71,500	#DIV/0!	#DIV/0!	#DIV/0!
190%	#DIV/0!	#DIV/0!	#DIV/0!
44%	#DIV/0!	#DIV/0!	#DIV/0!
72	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Allena Hopkins	Dylan Vines
% Retailed of Non-New Franchise	65%	75%	80%
Total # Retail Units	200	16	20
Avg. Days to Sale	29.4	32.3	37.9
Avg. Advertised Price (Time of Sale)	\$ 26,084	\$ 23,911	\$ 29,324
Avg. Transaction Price	\$ 25,898	\$ 23,602	\$ 29,046
Avg. Market Price at 100%	\$ 27,356	\$ 24,184	\$ 30,112
Avg. Price to Market % (Time of Sale)	95%	99%	97%
Avg. Transaction to Market	95%	98%	96%
Avg. Transactional Discount	\$ 191	\$ 308	\$ 279
Avg. Front-End Gross	\$ 834	\$ 640	\$ 1,322
Avg. Finance Gross	\$ 2,429	\$ 1,828	\$ 2,288
PUVR	\$ 3,297	\$ 2,469	\$ 3,610
Total Gross (Units & PUVR)	\$ 659,330	\$ 39,496	\$ 72,191
GROI	156%	117%	118%
% with Trade	48%	19%	55%
Avg. Over/Under Allowance	407	219	680



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Jesse Mccarty	Brian Cooper	Michael Craig	Kenny Milton
50%	58%	67%	67%
20	26	30	15
34.7	24.9	25.4	21.9
\$ 26,381	\$ 24,788	\$ 25,964	\$ 24,142
\$ 26,539	\$ 24,340	\$ 25,849	\$ 24,049
#DIV/0!	\$ 25,263	#DIV/0!	\$ 24,197
#DIV/0!	98%	#DIV/0!	100%
#DIV/0!	96%	#DIV/0!	99%
\$ (176)	\$ 448	\$ 118	\$ 93
\$ 229	\$ 795	\$ 864	\$ 1,363
\$ 2,277	\$ 2,318	\$ 2,158	\$ 2,389
\$ 2,785	\$ 3,113	\$ 3,126	\$ 3,752
\$ 55,691	\$ 80,926	\$ 93,771	\$ 56,276
109%	185%	171%	256%
40%	50%	53%	33%
130	44	304	196

Donald Maloy	Sherick Brown	Christian Kilpatrick	
75%	65%	100%	#DIV/0!
8	26	1	0
27.3	39.8	1.0	#DIV/0!
\$ 27,544	\$ 27,383	\$ 20,000	#DIV/0!
\$ 27,323	\$ 27,090	\$ 19,450	#DIV/0!
\$ 28,771	\$ 28,037	\$ 18,692	#DIV/0!
96%	98%	107%	#DIV/0!
95%	97%	104%	#DIV/0!
\$ 221	\$ 293	\$ 550	#DIV/0!
\$ 326	\$ 221	\$ 629	#DIV/0!
\$ 3,186	\$ 2,931	\$ 1,802	#DIV/0!
\$ 3,512	\$ 3,152	\$ 2,431	#DIV/0!
\$ 28,092	\$ 81,948	\$ 2,431	#DIV/0!
170%	105%	4500%	#DIV/0!
75%	58%	0%	#DIV/0!
1,375	742	-500	#DIV/0!

Scoreboard

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Finance Manager	Totals	BOB Z	WILL JACKSON
% Retailed of Non-New Franchise	65%	66%	55%
Total # Retail Units	200	70	53
Avg. Days to Sale	29.4	30.2	27.6
Avg. Advertised Price (Time of Sale)	\$ 26,084	\$ 26,597	\$ 28,893
Avg. Transaction Price	\$ 25,898	\$ 26,380	\$ 28,610
Avg. Market Price at 100%	\$ 27,356	\$ 27,116	\$ 29,044
Avg. Price to Market % (Time of Sale)	95%	98%	99%
Avg. Transaction to Market	95%	97%	99%
Avg. Transactional Discount	\$ 191	\$ 217	\$ 283
Avg. Front-End Gross	\$ 834	\$ 481	\$ 807
Avg. Finance Gross	\$ 2,429	\$ 3,051	\$ 2,159
PUVR	\$ 3,297	\$ 3,532	\$ 2,965
Total Gross (Units & PUVR)	\$ 659,330	\$ 247,214	\$ 157,169
GROI	156%	160%	135%
% with Trade	48%	0%	0%
Avg. Over/Under Allowance	407	395	296



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CATERRY S			
77%	#DIV/0!	#DIV/0!	#DIV/0!
69	0	0	0
31.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,883	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,788	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,455	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 95	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,153	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,138	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,291	#DIV/0!	#DIV/0!	#DIV/0!
\$ 227,060	#DIV/0!	#DIV/0!	#DIV/0!
147%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
559	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	32	168
Avg. Days to Sale	29.4	20.7	31.2
Avg. Advertised Price (Time of Sale)	\$ 26,084	\$ 32,914	\$ 24,580
Avg. Transaction Price	\$ 25,898	\$ 32,777	\$ 24,580
Avg. Market Price at 100%	\$ 27,356	\$ 32,890	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	100%	#DIV/0!
Avg. Transaction to Market	95%	100%	#DIV/0!
Avg. Transactional Discount	\$ 191	\$ 137	\$ 202
Avg. Front-End Gross	\$ 834	\$ 1,762	\$ 657
Avg. Finance Gross	\$ 2,429	\$ 3,123	\$ 2,297
PUVR	\$ 3,297	\$ 4,885	\$ 2,981
Total Gross (Units & PUVR)	\$ 659,330	\$ 156,322	\$ 500,798
GROI	156%	259%	140%
% with Trade	48%	47%	48%
Avg. Over/Under Allowance	407	691	353



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	51	130
Avg. Days to Sale	29.4	19.5	33.1
Avg. Advertised Price (Time of Sale)	\$ 26,084	\$ 26,194	\$ 25,398
Avg. Transaction Price	\$ 25,898	\$ 26,101	\$ 25,398
Avg. Market Price at 100%	\$ 27,356	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 191	\$ 103	\$ 232
Avg. Front-End Gross	\$ 834	\$ 1,462	\$ 528
Avg. Finance Gross	\$ 2,429	\$ 2,656	\$ 2,379
PUVR	\$ 3,297	\$ 4,391	\$ 2,888
Total Gross (Units & PUVR)	\$ 659,330	\$ 223,950	\$ 375,417
GROI	156%	311%	124%
% with Trade	48%	39%	52%
Avg. Over/Under Allowance	407	528	421



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	42	47
% of Retail Units	100%	21%	24%
% Retailed of Non-New Franchise	65%	31%	74%
Avg. Days to Sale	29.4	24.3	23.4
Avg. Transaction Price	\$ 25,898	\$ 27,797	\$ 22,946
Avg. Transaction to Market %	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 191	\$ 191	\$ 573
Avg. Front End Gross	\$ 834	\$ 1,658	\$ 2,384
Avg. Finance Gross	\$ 2,429	\$ 2,635	\$ 2,072
PUVR	\$ 3,297	\$ 4,305	\$ 4,457
Total Gross (Units & PUVR)	\$ 659,330	\$ 180,807	\$ 209,493
GROI	156%	230%	298%
% with Trade	48%	48%	47%
Avg. Over/Under Allowance	407	179	31



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
37	68	1	5
19%	34%	1%	3%
76%	79%	0%	0%
18.9	43.7	1.0	0.0
\$ 29,380	\$ 26,793	\$ 26,631	\$ -
99%	98%	93%	#DIV/0!
\$ 25	\$ 7	\$ 1,369	#DIV/0!
\$ 1,545	\$ (1,118)	\$ 3,903	\$ -
\$ 2,407	\$ 2,635	\$ 1,469	\$ 1,604
\$ 3,952	\$ 1,517	\$ 5,372	#DIV/0!
\$ 146,210	\$ 103,133	\$ 5,372	#DIV/0!
257%	47%	7262%	#DIV/0!
46%	53%	0%	0%
565	758	0	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	200	121	26
% of Retail Units	100%	61%	13%
% Retailed of Non-New Franchise	65%	60%	77%
Avg. Days to Sale	29.4	13.4	36.2
Avg. Transaction Price	\$ 25,898	\$ 26,962	\$ 25,140
Avg. Transaction to Market %	95%	97%	96%
Avg. Transactional Discount	\$ 191	\$ 301	\$ 25
Avg. Front End Gross	\$ 834	\$ 1,533	\$ 472
Avg. Finance Gross	\$ 2,429	\$ 2,461	\$ 2,677
PUVR	\$ 3,297	\$ 3,995	\$ 3,149
Total Gross (Units & PUVR)	\$ 659,330	\$ 483,344	\$ 81,876
GROI	156%	398%	125%
% with Trade	48%	47%	46%
Avg. Over/Under Allowance	407	329	690



46-60 days	61-90 days	90+ days
18	22	6
9%	11%	3%
72%	82%	67%
50.9	72.6	111.2
\$ 25,842	\$ 27,618	\$ 27,489
96%	94%	96%
\$ 113	\$ (3)	\$ (343)
\$ (837)	\$ (827)	\$ (728)
\$ 2,077	\$ 2,617	\$ 2,282
\$ 1,241	\$ 1,790	\$ 1,553
\$ 22,329	\$ 39,384	\$ 9,320
34%	32%	18%
56%	55%	67%
358	472	1,150