

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
ROMAN	MIKE	SANTIAGO
JOE	DYLON	DANNY
ADRIAN	ALI	PRINCE
		SHANTALL
		RENIEL
		KAREN
		MELANY
		GEORGE
		CASEY
		MANUEL
		RICHARD
		ANTHONY
		PAUL

Pre-Work VO1 Week 4 Pre-Owned

Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only.)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
- 6) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)
- 7) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.



Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Price (Time)	Transaction Price	Market %	End	Finance Gross	Salesperson	Desk Manager	Finance Manager	Trade	Under Allowance
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500	Desiree Dawson	Michael Hayes	ALI	Yes	\$2,000
1	U07710LU	2019	HONDA	ACCORD	10		NO	\$ 27,456	\$ 27,456	87%	\$1,770	\$6,594	DANNY	ROMAN	MIKE	NO	\$0
2	U07711LU	2019	HONDA	CIVIC	15		NO	\$ 24,719	\$ 24,719	85%	\$1,321	\$4,325	SHANTALL	ROMAN	MIKE	NO	\$0
3	U07397P	2019	HONDA	PILOT	76		YES	\$ 35,498	\$ 35,174	83%	\$522	\$5,947	MELANY	JOE	MIKE	NO	\$0
4	U07777LU	2020	HONDA	PILOT	13		NO	\$ 38,745	\$ 38,745	88%	\$1,172	\$4,599	PRINCE	JOE	MIKE	NO	\$0
5	U07486P	2020	HONDA	CRV	68		YES	\$ 31,125	\$ 31,125	92%	(\$957)	\$5,115	SHANTALL	ROMAN	MIKE	NO	\$0
6	U07740T	2014	HONDA	CRV	11		NO	\$ 18,098	\$ 18,098	83%	\$2,719	\$0	SHANTALL	ROMAN	ALI	NO	\$0
7	U07718I	2019	HONDA	CRV	18		YES	\$ 29,843	\$ 29,423	87%	(\$1,459)	\$5,115	SHANTALL	JOE	MIKE	NO	\$0
8	U07451P	2019	HONDA	CRV	80		YES	\$ 28,706	\$ 26,703	85%	\$393	\$3,318	SHANTALL	JOE	MIKE	NO	\$0
9	U07479P	2019	HONDA	HRV	74		YES	\$ 22,406	\$ 22,000	89%	(\$101)	\$7,187	SHANTALL	JOE	MIKE	NO	\$0
10	U07787LU	2019	HONDA	HRV	5		NO	\$ 26,587	\$ 26,587	92%	\$0	\$1,955	KAREN	ROMAN	MIKE	NO	\$0
11	U07792LU	2019	HONDA	CIVIC	6		NO	\$ 24,180	\$ 24,180	93%	\$1,139	\$7,628	CASEY	ROMAN	MIKE	NO	\$0
12	U07667T	2015	HONDA	PILOT	25		NO	\$ 21,800	\$ 20,800	85%	\$754	\$2,362	DANNY	ROMAN	DYLON	NO	\$0
13	U07667T	2019	HONDA	ACCORD	15		YES	\$ 26,769	\$ 26,769	84%	\$169	\$3,641	RENIEL	JOE	MIKE	NO	\$0
14	U07748I	2014	HONDA	CRV	12		NO	\$ 19,700	\$ 19,700	103%	\$754	\$3,064	MELANY	ROMAN	DYLON	YES	\$400
15	U07795LU	2020	HONDA	CRV	4	Trade on New	NO	\$ 29,879	\$ 29,879	85%	\$2,100	\$3,461	PRINCE	ROMAN	ALI	NO	\$0
16	U07447T	2017	HONDA	PILOT	84	Trade on New	YES	\$ 36,224	\$ 36,224	84%	\$3,017	\$11,050	RICHARD	ROMAN	DYLON	YES	\$0
17	U07797LU	2019	HONDA	ACCORD	20	Trade on New	NO	\$ 23,158	\$ 23,158	86%	\$0	\$1,078	DANNY	ROMAN	DYLON	NO	\$0
18	U07798LU	2020	HONDA	CRV	25	Trade on New	NO	\$ 34,598	\$ 34,568	86%	\$0	\$3,349	RICHARD	ROMAN	ALI	NO	\$0
19	U07729I	2019	HONDA	PILOT	16	Trade on New	YES	\$ 34,688	\$ 34,388	102%	\$1,137	\$6,193	GEORGE	ROMAN	ALI	NO	\$0
20	U07800LU	2019	HONDA	CRV	21	Trade on New	NO	\$ 22,314	\$ 22,314	86%	\$2,201	\$2,468	DANNY	ROMAN	DYLON	NO	\$0
21	U07603P	2020	HONDA	HRV	44	Trade on New	YES	\$ 23,402	\$ 23,402	89%	(\$436)	\$6,132	RENIEL	ROMAN	MIKE	NO	\$0
22	U07581P	2018	NISSAN	ROGUE	48	Street/Curb Buy	NO	\$ 25,358	\$ 24,526	89%	\$1,222	\$3,015	RENIEL	ROMAN	MIKE	NO	\$0
23	U07682P	2019	HONDA	PILOT	22	Trade on New	YES	\$ 36,022	\$ 36,022	88%	\$758	\$10,265	RICHARD	ROMAN	ALI	YES	(\$2,360)
24	U07710LU	2019	HONDA	ACCORD	10	Trade on New	NO	\$ 26,870	\$ 26,870	84%	\$1,770	\$ 6,594	SANTIAGO	JOE	MIKE	NO	\$0
25	U07711LU	2019	HONDA	CIVIC	15	Trade on New	NO	\$ 21,451	\$ 21,451	85%	\$1,321	\$ 4,325	PRINCE	JOE	MIKE	NO	\$0
26	U07397P	2019	HONDA	PILOT	76	Trade on New	YES	\$ 35,000	\$ 34,500	85%	\$522	\$ 5,947	SHANTALL	JOE	MIKE	NO	\$0
27	U07493P	2019	Honda	CIVIC	1	Trade on New	No	\$ 23,547	\$ 22,740	89%	\$1,258	\$2,154	RENIEL	JOE	MIKE	NO	\$0
28	U07771LU	2019	Nissan	ROGUE SPORT	64	Auction/Wholesale	No	\$ 26,987	\$ 26,400	87%	\$2,167	\$4,365	DANNY	ROMAN	MIKE	NO	\$0
29	U07773LU	2019	Honda	CRV	5	Trade on New	No	\$ 28,745	\$ 28,500	86%	\$0	\$2,544	PRINCE	JOE	DYLON	NO	\$0
30	UU07715I	2019	Honda	ODYSSEY	12	Trade on New	No	\$ 32,890	\$ 32,890	90%	\$0	\$3,457	SANTIAGO	ROMAN	MIKE	NO	\$0
31	U07772LU	2019	Honda	CRV	8	Trade on New	Yes	\$ 29,800	\$ 29,500	91%	(\$1,685)	\$4,781	RENIEL	ROMAN	MIKE	NO	\$0
32	U07774LU	2019	Honda	CIVIC	3	Trade on New	No	\$ 23,410	\$ 23,410	90%	\$1,144	\$2,216	CASEY	ROMAN	DYLON	NO	\$0
33	U07675P	2019	Honda	CRV	17	Trade on New	No	\$ 28,790	\$ 28,590	85%	\$1,863	\$2,659	DANNY	JOE	DYLON	NO	\$0
34	U07409P	2019	Honda	CIVIC	18	Trade on New	Yes	\$ 22,578	\$ 22,578	84%	\$1,379	\$4,044	RENIEL	ROMAN	DYLON	NO	\$0
35	U07776P	2019	Honda	CRV	84	Trade on New	Yes	\$ 29,485	\$ 29,000	86%	(\$307)	\$3,764	GEORGE	JOE	MIKE	NO	\$0
36	U07777LU	2017	Honda	ACCORD	12	Trade on New	No	\$ 21,478	\$ 20,899	87%	\$0	\$2,527	RICHARD	JOE	MIKE	NO	\$0
37	U07486P	2020	Honda	PILOT	22	Trade on New	Yes	\$ 36,898	\$ 36,500	87%	\$2,164	\$3,212	PRINCE	JOE	MIKE	NO	\$0
38	U07740T	2020	Honda	CRV	68	Trade on New	Yes	\$ 30,590	\$ 30,130	87%	(\$957)	\$5,115	SHANTALL	ROMAN	MIKE	NO	\$0
39	U07718I	2014	Honda	CRV	11	Auction/Wholesale	Yes	\$ 19,874	\$ 19,500	85%	\$2,719	\$0	SHANTALL	ROMAN	ALI	NO	\$0
40	U07451P	2019	Honda	CRV	18	Trade on New	Yes	\$ 29,700	\$ 29,700	83%	(\$1,459)	\$8,479	SHANTALL	JOE	MIKE	NO	\$0
41	U07479P	2019	Honda	CRV	80	Trade on New	No	\$ 28,900	\$ 28,900	88%	\$395	\$3,319	SHANTALL	JOE	MIKE	NO	\$0
42	U07787LU	2019	Honda	HRV	11	Trade on New	Yes	\$ 25,471	\$ 25,471	92%	(\$1,014)	\$7,186	SANTIAGO	JOE	MIKE	NO	\$0
43	U07792LU	2019	Honda	HRV	2	Trade on New	No	\$ 26,410	\$ 26,100	83%	\$0	\$1,954	KAREN	ROMAN	MIKE	NO	\$0
44	U07667T	2019	Honda	CIVIC	1	Trade on New	No	\$ 23,800	\$ 23,800	87%	\$1,183	\$7,627	CASEY	JOE	MIKE	NO	\$0
45	U07714I	2015	Honda	PILOT	25	Trade on New	No	\$ 24,900	\$ 24,100	85%	\$754	\$2,362	DANNY	ROMAN	DYLON	NO	\$0
46	U07748I	2019	Honda	ACCORD	15	Auction/Wholesale	No	\$ 32,100	\$ 31,800	89%	\$169	\$3,640	RENIEL	JOE	MIKE	NO	\$0
47	U07795LU	2014	Honda	CRV	12	LBO OEM/Leasing Co.	No	\$ 18,574	\$ 17,900	92%	\$754	\$3,064	MELANY	ROMAN	ALI	YES	\$0
48	U07447T	2020	Honda	CRV	4	LBO OEM/Leasing Co.	Yes	\$ 30,980	\$ 30,980	93%	\$2,100	\$3,461	PRINCE	JOE	ALI	NO	\$0
49	U07797LU	2017	Honda	PILOT	84	Trade on New	Yes	\$ 29,800	\$ 29,000	85%	\$2,952	\$11,049	RICHARD	JOE	ALI	YES	\$0
50	U07798LU	2019	Honda	ACCORD	4	LBO OEM/Leasing Co.	No	\$ 27,894	\$ 26,400	84%	\$0	\$1,078	DANNY	JOE	ALI	NO	\$0
51	U07729I	2020	Honda	CRV	14	LBO OEM/Leasing Co.	No	\$ 30,123	\$ 29,500	103%	\$470	\$3,344	RICHARD	ROMAN	ALI	NO	\$0

52	U07800LU	2019	Honda	PILOT	16	Trade on New	Yes	\$ 36,452	\$ 36,000	85%	\$1,312	\$6,192	GEORGE	ROMAN	ALI	No	
53	U07603P	2019	Honda	CRV	9	Trade on New	No	\$ 27,995	\$ 26,500	84%	\$2,201	\$2,468	DANNY	JOE	DYLON	No	
54	U07581P	2020	Honda	HRV	44	Trade on New	Yes	\$ 26,850	\$ 26,500	86%	(\$509)	\$6,131	RENIEL	ROMAN	ALI	No	
55	U07682P	2018	Nissan	ROGUE	46	Trade on New	No	\$ 25,754	\$ 25,500	88%	\$956	\$3,065	RENIEL	ROMAN	MIKE	No	
56	U07804LU	2019	Honda	PILOT	22	LBO OEM/Leasing Co.	Yes	\$ 34,210	\$ 33,900	87%	\$758	\$10,265	RICHARD	ROMAN	ALI	Yes	\$0
57	U07651T	2018	Honda	CIVIC	9	LBO OEM/Leasing Co.	Yes	\$ 23,500	\$ 22,800	92%	\$55	\$1,875	SANTIAGO	ROMAN	ALI	No	
58	U07818LU	2011	Subaru	OUTBACK	32	Trade on Used	No	\$ 15,485	\$ 14,900	85%	\$1,330	\$1,925	MELANY	ROMAN	MIKE	Yes	\$0
59	U07819LU	2019	Honda	PILOT	7	Trade on New	Yes	\$ 35,100	\$ 34,500	87%	\$2,276	\$6,026	PAUL	JOE	MIKE	No	\$0
60	U07799I	2019	Honda	FIT	12	LBO OEM/Leasing Co.	Yes	\$ 19,900	\$ 19,500	106%	\$2,200	\$2,485	RENIEL	JOE	MIKE	No	
61	U07820LU	2019	Honda	CRV	2	Trade on New	No	\$ 29,500	\$ 28,900	85%	\$692	\$4,434	DANNY	JOE	MIKE	No	
62	U07821LU	2019	Acura	MDX	17	LBO OEM/Leasing Co.	No	\$ 36,400	\$ 36,150	89%	\$1,987	\$3,257	SHANTALL	ROMAN	DYLON	No	
63	U07822LU	2019	Honda	ODYSSEY	24	Trade on New	Yes	\$ 34,580	\$ 34,100	88%	\$1,254	\$3,212	MELANY	JOE	MIKE	No	
64	U07697T	2019	Honda	CIVIC	18	LBO OEM/Leasing Co.	Yes	\$ 23,251	\$ 22,500	88%	\$989	\$6,446	SHANTALL	JOE	DYLON	No	
65	U07823LU	2014	Ford	ESCAPE	24	Trade on New	No	\$ 10,995	\$ 10,995	87%	\$2,677	\$3,556	KAREN	ROMAN	MIKE	No	
66	U07825LU	2018	Honda	CRV	54	Trade on New	No	\$ 28,300	\$ 27,450	92%	(\$1)	\$1,917	SANTIAGO	ROMAN	DYLON	No	
67	U07824LU	2019	Honda	ACCORD	27	LBO OEM/Leasing Co.	Yes	\$ 25,983	\$ 25,480	87%	\$1,432	\$3,244	CASEY	ROMAN	DYLON	No	
68	U07582P	2019	Honda	CRV	14	LBO OEM/Leasing Co.	Yes	\$ 28,790	\$ 28,500	91%	\$1,223	\$1,010	RICHARD	ROMAN	ALI	No	
69	U07365I	2019	Honda	CIVIC	54	LBO OEM/Leasing Co.	Yes	\$ 23,541	\$ 22,950	109%	\$2,359	\$1,322	SHANTALL	ROMAN	ALI	No	
70	U07633P	2019	Honda	HRV	106	LBO OEM/Leasing Co.	No	\$ 26,854	\$ 25,980	80%	(\$141)	\$0	RENIEL	ROMAN	ALI	No	
71	U07768P	2019	Honda	CRV	42	Trade on New	Yes	\$ 29,790	\$ 29,500	84%	\$630	\$9,747	MELANY	JOE	MIKE	No	
72	U07826LU	2019	Honda	CIVIC	12	Trade on New	No	\$ 22,985	\$ 22,985	82%	\$31	\$4,782	SANTIAGO	ROMAN	ALI	No	
73	U07654I	2014	Honda	ACCORD	35	Trade on New	No	\$ 16,850	\$ 15,500	85%	(\$126)	\$992	RENIEL	ROMAN	MIKE	No	
74	U07621P	2019	Honda	CRV	45	LBO OEM/Leasing Co.	Yes	\$ 29,970	\$ 29,400	84%	\$2,975	\$6,723	RENIEL	JOE	MIKE	No	
75	U07830LU	2019	Honda	CIVIC	11	Trade on New	No	\$ 23,500	\$ 23,300	103%	\$0	\$356	CASEY	JOE	ALI	No	
76	U07562P	2019	Honda	FIT	61	LBO OEM/Leasing Co.	Yes	\$ 19,800	\$ 18,500	85%	\$26	\$3,721	ANTHONY	JOE	MIKE	No	
77	U07831LU	2019	Honda	CRV	19	Trade on New	Yes	\$ 29,800	\$ 29,700	84%	\$1,687	\$3,731	CASEY	JOE	DYLON	No	
78	U07834LU	2019	Honda	CRV	12	LBO OEM/Leasing Co.	No	\$ 28,987	\$ 28,547	86%	\$1,650	\$3,290	RICHARD	ROMAN	ALI	No	
79	U07578I	2019	Lincoln	NAUTALIS	75	Auction/Wholesale	No	\$ 31,542	\$ 30,980	88%	\$1,450	\$12,566	SANTIAGO	JOE	DYLON	No	
80	U07843LU	2019	Honda	HRV	14	LBO OEM/Leasing Co.	No	\$ 26,841	\$ 26,300	87%	\$478	\$2,854	SANTIAGO	JOE	MIKE	No	
81	U07845LU	2019	Honda	ACCORD	6	LBO OEM/Leasing Co.	Yes	\$ 27,850	\$ 27,400	92%	\$0	\$1,442	MELANY	JOE	ALI	No	
82	U07802P	2019	Honda	HRV	8	LBO OEM/Leasing Co.	Yes	\$ 26,890	\$ 25,900	85%	\$1,902	\$2,416	MELANY	JOE	MIKE	No	
83	U07847LU	2019	Honda	FIT	27	Trade on New	No	\$ 19,555	\$ 19,555	87%	\$970	\$3,169	GEORGE	ROMAN	MIKE	No	
84	U07775P	2019	Honda	HRV	18	LBO OEM/Leasing Co.	Yes	\$ 24,895	\$ 24,895	89%	\$1,392	\$1,308	GEORGE	ROMAN	ALI	No	
85	U07846LU	2019	Honda	CRV	26	Trade on New	Yes	\$ 29,878	\$ 29,878	84%	\$1,685	\$3,152	ANTHONY	ROMAN	DYLON	No	
86	U07732I	2018	Honda	PILOT	28	LBO OEM/Leasing Co.	No	\$ 29,850	\$ 29,850	106%	\$1,999	\$1,655	DANNY	JOE	MIKE	No	
87	U07605P	2018	Honda	ACCORD	54	Trade on New	Yes	\$ 33,100	\$ 30,000	88%	(\$3,717)	\$4,465	SHANTALL	ROMAN	MIKE	No	
88	U07851LU	2019	Honda	ACCORD	22	LBO OEM/Leasing Co.	Yes	\$ 26,999	\$ 26,800	88%	\$1,414	\$3,474	DANNY	JOE	DYLON	No	
89	U07801P	2016	Honda	CIVIC	10	Trade on Used	No	\$ 22,500	\$ 22,000	87%	\$3,476	\$1,338	PRINCE	JOE	DYLON	No	
90	U07731I	2019	Honda	HRV	27	Trade on New	Yes	\$ 25,478	\$ 25,478	108%	\$1,814	\$1,528	PRINCE	JOE	ALI	No	
91	U07735T	2019	HONDA	HRV	32	LBO OEM/Leasing Co.	No	\$ 26,750	\$ 26,400	87%	\$3,788	\$3,666	RICHARD	ROMAN	ALI	No	
92	U07852LU	2013	DODGE	DURANGO	27	Trade on New	No	\$ 18,958	\$ 18,450	92%	\$3,788	\$3,666	RICHARD	ROMAN	MIKE	No	
93	U07855LU	2020	HONDA	CIVIC	2	Trade on New	Yes	\$ 24,521	\$ 24,521	85%	\$1,876	\$2,270	MELANY	ROMAN	DYLON	No	
94	U07856LU	2019	Honda	PILOT	4	LBO OEM/Leasing Co.	YES	\$ 35,478	\$ 34,900	87%	\$1,992	\$2,972	DANNY	ROMAN	ALI	No	
95	U07364I	2018	HONDA	FIT	113	Auction/Wholesale	NO	\$ 20,585	\$ 18,000	107%	(\$3,090)	\$3,890	RENIEL	ROMAN	ALI	No	
96	U07857LU	2019	HONDA	ACCORD	5	Trade on New	YES	\$ 26,895	\$ 26,500	87%	\$1,268	\$3,897	DANNY	ROMAN	DYLON	No	
97	U07858LU	2019	HONDA	CRV	10	Trade on New	YES	\$ 29,854	\$ 28,000	91%	\$0	\$2,982	PRINCE	ROMAN	DYLON	No	
98	U07752I	2018	HONDA	CRV	27	Auction/Wholesale	YES	\$ 29,900	\$ 29,900	109%	\$533	\$7,351	SHANTALL	ROMAN	DYLON	No	
99	U07679T	2017	HONDA	CRV	38	Trade on Used	Yes	\$ 23,500	\$ 23,000	84%	\$487	\$5,261	RENIEL	ROMAN	ALI	No	
100	U07828P	2019	HONDA	CIVIC	10	Trade on New	YES	\$ 22,989	\$ 22,989	85%	\$915	\$4,606	DANNY	ROMAN	ALI	No	
101	U07716I	2019	HONDA	CRV	33	Auction/Wholesale	Yes	\$ 29,898	\$ 27,890	110%	(\$1,506)	\$2,353	RENIEL	ADRIAN	MIKE	No	
102	U07579T	2015	HONDA	CRV	64	Trade on Used	Yes	\$ 18,989	\$ 18,989	89%	\$545	\$2,738	PRINCE	ROMAN	MIKE	No	
103	U07887LU	2019	HONDA	CIVIC	5	Auction/Wholesale	No	\$ 23,541	\$ 22,541	91%	\$0	\$1,779	SANTIAGO	ROMAN	DYLON	No	
104	U07889P	2021	HONDA	CIVIC	5	Auction/Wholesale	Yes	\$ 29,854	\$ 29,857	93%	\$245	\$3,777	SHANTALL	ROMAN	MIKE	No	
105	U07890LU	2019	HONDA	ACCORD	10	Auction/Wholesale	No	\$ 25,485	\$ 25,481	89%	\$799	\$3,926	CASEY	ROMAN	DYLON	No	
106	U07666P	2019	HONDA	CIVIC	46	Trade on New	Yes	\$ 22,989	\$ 22,989	88%	\$1,932	\$1,076	RICHARD	ROMAN	DYLON	No	
107	U07757I	2021	HONDA	CRV	31	Auction/Wholesale	Yes	\$ 32,458	\$ 32,458	104%	\$79	\$7,348	SHANTALL	ROMAN	MIKE	No	
108	U07891LU	2019	HONDA	ODYSSEY	7	Auction/Wholesale	No	\$ 29,859	\$ 29,500	85%	\$0	\$4,141	PAUL	ROMAN	ALI	No	
109	U07833P	2018	HONDA	HRV	12	Trade on New	Yes	\$ 21,241	\$ 21,241	87%	\$582	\$3,761	SHANTALL	JOE	MIKE	Yes	\$0
110	U07850P	2019	HONDA	ACCORD	10	Trade on New	Yes	\$ 28,435	\$ 28,435	91%	\$1,965	\$5,530	RENIEL	ROMAN	ALI	No	
111	U07827P	2020	HONDA	HRV	14	Street/Curb Buy	YES	\$ 25,896	\$ 25,896	93%	\$1,441	\$5,588	GEORGE	ROMAN	MIKE	No	
112	U07894LU	2019	HONDA	HRV	3	Trade on New	No	\$ 22,457	\$ 22,000	89%	\$1,335	\$0	RICHARD	ADRIAN	ALI	No	
113	U07893LU	2019	HONDA	HRV	5	Trade on New	No	\$ 23,547	\$ 23,547	84%	\$1,214	\$4,850	PAUL	ADRIAN	ALI	No	
114	U07895LU	2019	HONDA	CRV	6	Trade on New	No	\$ 26,458	\$ 26,100	85%	(\$145)	\$6,432	CASEY	JOE	ALI	No	
115	U07769P	2021	HONDA	CIVIC	29	Trade on Used	Yes	\$ 29,854	\$ 29,854	88%	\$1,915	\$6,500	RICHARD	ADRIAN	ALI	No	
116	U07903LU	2019	HONDA	HRV	85	Trade on New	No	\$ 19,854	\$ 19,854	92%	\$0	\$853	MELANY	ROMAN	MIKE	No	
117	U07854P	2019	HONDA	CIVIC	11	Trade on New	Yes	\$ 25,345	\$ 25,000	85%	\$2,892	\$5,489	SANTIAGO	ROMAN	ALI	No	

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Retail Units			117	Averages		26.8		\$	26,875	\$	26,470		89%	\$	902	\$	4,020			8	(\$68)

Scoreboard Totals

% Retailed of Non-Franchise Make	7%
Total # Retail Units	117
Avg. Days to Sale	26.8
Avg. Advertised Price (Time of Sale)	\$ 26,875
Avg. Transaction Price	\$ 26,470
Avg. Market Price at 100%	\$ 30,183
Avg. Price to Market % (Time of Sale)	89%
Avg. Transaction to Market	88%
Avg. Transactional Discount	\$ 412
Avg. Front-End Gross	\$ 902
Avg. Finance Gross	\$ 4,020
PUVR	\$ 4,872
Total Gross (Units & PUVR)	\$ 569,997
GROI	247%
% with Trade	7%
Avg. Over/Under Allowance	(\$68)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	JOE	ROMAN
% Retailed of Non-New Franchise	7%	2%	10%
Total # Retail Units	117	44	69
Avg. Days to Sale	26.8	27.1	27.2
Avg. Advertised Price (Time of Sale)	\$ 26,875	\$ 27,993	\$ 26,188
Avg. Transaction Price	\$ 26,470	\$ 27,554	\$ 25,816
Avg. Market Price at 100%	\$ 30,183	\$ 31,864	\$ 29,409
Avg. Price to Market % (Time of Sale)	89%	88%	89%
Avg. Transaction to Market	88%	86%	88%
Avg. Transactional Discount	\$ 412	\$ 460	\$ 372
Avg. Front-End Gross	\$ 902	\$ 943	\$ 884
Avg. Finance Gross	\$ 4,020	\$ 4,459	\$ 3,775
PUVR	\$ 4,872	\$ 5,298	\$ 4,659
Total Gross (Units & PUVR)	\$ 569,997	\$ 233,115	\$ 321,499
GROI	247%	255%	239%
% with Trade	7%	5%	9%
Avg. Over/Under Allowance	-68	0	-98



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

ADRIAN			
0%	#DIV/0!	#DIV/0!	#DIV/0!
4	0	0	0
17.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,439	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,823	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,592	#DIV/0!	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!	#DIV/0!
90%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 616	#DIV/0!	#DIV/0!	#DIV/0!
\$ 740	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,426	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,165	#DIV/0!	#DIV/0!	#DIV/0!
\$ 16,662	#DIV/0!	#DIV/0!	#DIV/0!
332%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Sales Consultant	Totals	SANTIAGO	DANNY	PRINCE
% Retailed of Non-New Franchise	7%	10%	7%	0%
Total # Retail Units	117	10	15	10
Avg. Days to Sale	26.8	21.3	17.7	17.4
Avg. Advertised Price (Time of Sale)	\$ 26,875	\$ 26,729	\$ 26,867	\$ 28,352
Avg. Transaction Price	\$ 26,470	\$ 26,329	\$ 26,377	\$ 28,052
Avg. Market Price at 100%	\$ 30,183	\$ 30,105	\$ 30,872	\$ 32,438
Avg. Price to Market % (Time of Sale)	89%	89%	87%	87%
Avg. Transaction to Market	88%	87%	85%	86%
Avg. Transactional Discount	\$ 412	\$ 444	\$ 490	\$ 333
Avg. Front-End Gross	\$ 902	\$ 566	\$ 1,333	\$ 1,469
Avg. Finance Gross	\$ 4,020	\$ 4,850	\$ 3,098	\$ 3,019
PUVR	\$ 4,872	\$ 5,088	\$ 4,431	\$ 4,359
Total Gross (Units & PUVR)	\$ 569,997	\$ 50,885	\$ 66,462	\$ 43,592
GROI	247%	327%	341%	322%
% with Trade	7%	0%	0%	0%
Avg. Over/Under Allowance	-68	#DIV/0!	0	0



Select your staff member for each column.)

SHANTALL	RENIEL	KAREN	MELANY	GEORGE	CASEY
5%	12%	33%	10%	0%	0%
19	17	3	10	6	8
38.8	37.1	10.3	29.9	29.2	10.4
\$ 27,827	\$ 25,421	\$ 21,331	\$ 25,274	\$ 28,495	\$ 25,327
\$ 27,361	\$ 24,766	\$ 21,227	\$ 24,895	\$ 28,289	\$ 25,181
\$ 30,379	\$ 28,399	\$ 24,452	\$ 28,740	\$ 31,579	\$ 28,411
92%	90%	87%	88%	90%	89%
90%	87%	87%	87%	90%	89%
\$ 464	\$ 655	\$ 103	\$ 379	\$ 206	\$ 146
\$ 326	\$ 311	\$ 892	\$ 902	\$ 991	\$ 905
\$ 4,508	\$ 3,755	\$ 2,488	\$ 3,394	\$ 4,369	\$ 4,395
\$ 4,743	\$ 4,066	\$ 3,381	\$ 4,296	\$ 5,360	\$ 5,300
\$ 90,114	\$ 69,124	\$ 10,142	\$ 42,963	\$ 32,159	\$ 42,399
161%	159%	555%	208%	234%	730%
5%	0%	0%	30%	0%	0%
0	0	0	100	0	0

CASEY	RICHARD	ANTHONY	PAUL		
0%	7%	0%	0%	#DIV/0!	#DIV/0!
8	14	2	3	0	0
10.4	30.4	43.5	6.3	#DIV/0!	#DIV/0!
\$ 25,327	\$ 28,660	\$ 24,839	\$ 29,502	#DIV/0!	#DIV/0!
\$ 25,181	\$ 28,347	\$ 24,189	\$ 29,182	#DIV/0!	#DIV/0!
\$ 28,411	\$ 32,470	\$ 29,432	\$ 34,502	#DIV/0!	#DIV/0!
89%	88%	84%	86%	#DIV/0!	#DIV/0!
89%	87%	82%	85%	#DIV/0!	#DIV/0!
\$ 146	\$ 313	\$ 650	\$ 320	#DIV/0!	#DIV/0!
\$ 905	\$ 1,685	\$ 856	\$ 1,163	#DIV/0!	#DIV/0!
\$ 4,395	\$ 5,076	\$ 3,437	\$ 5,006	#DIV/0!	#DIV/0!
\$ 5,300	\$ 6,760	\$ 4,292	\$ 6,169	#DIV/0!	#DIV/0!
\$ 42,399	\$ 94,643	\$ 8,584	\$ 18,507	#DIV/0!	#DIV/0!
730%	282%	147%	1202%	#DIV/0!	#DIV/0!
0%	29%	0%	0%	#DIV/0!	#DIV/0!
0	-472	#DIV/0!	0	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Finance Manager	Totals	MIKE	DYLON	ALI
% Retailed of Non-New Franchise	7%	11%	7%	0%
Total # Retail Units	117	53	27	37
Avg. Days to Sale	26.8	31.3	22.7	23.5
Avg. Advertised Price (Time of Sale)	\$ 26,875	\$ 26,745	\$ 26,572	\$ 27,283
Avg. Transaction Price	\$ 26,470	\$ 26,330	\$ 26,176	\$ 26,884
Avg. Market Price at 100%	\$ 30,183	\$ 30,000	\$ 30,207	\$ 30,661
Avg. Price to Market % (Time of Sale)	89%	89%	88%	89%
Avg. Transaction to Market	88%	88%	87%	88%
Avg. Transactional Discount	\$ 412	\$ 430	\$ 397	\$ 399
Avg. Front-End Gross	\$ 902	\$ 591	\$ 1,281	\$ 1,069
Avg. Finance Gross	\$ 4,020	\$ 4,223	\$ 3,656	\$ 3,996
PUVR	\$ 4,872	\$ 4,693	\$ 4,938	\$ 5,065
Total Gross (Units & PUVR)	\$ 569,997	\$ 248,748	\$ 133,314	\$ 187,401
GROI	247%	205%	300%	289%
% with Trade	7%	0%	0%	0%
Avg. Over/Under Allowance	-68	0	80	-295



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	117	60	57
Avg. Days to Sale	26.8	30.5	23.1
Avg. Advertised Price (Time of Sale)	\$ 26,875	\$ 28,326	\$ 24,952
Avg. Transaction Price	\$ 26,470	\$ 27,911	\$ 24,952
Avg. Market Price at 100%	\$ 30,183	\$ 31,660	\$ 28,765
Avg. Price to Market % (Time of Sale)	89%	89%	87%
Avg. Transaction to Market	88%	88%	87%
Avg. Transactional Discount	\$ 412	\$ 413	\$ 411
Avg. Front-End Gross	\$ 902	\$ 830	\$ 978
Avg. Finance Gross	\$ 4,020	\$ 4,740	\$ 3,262
PUVR	\$ 4,872	\$ 5,555	\$ 4,139
Total Gross (Units & PUVR)	\$ 569,997	\$ 333,275	\$ 235,940
GROI	247%	235%	259%
% with Trade	7%	8%	5%
Avg. Over/Under Allowance	-68	-169	27



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	117	106	8
Avg. Days to Sale	26.8	25.5	41.6
Avg. Advertised Price (Time of Sale)	\$ 26,875	\$ 27,072	\$ 23,488
Avg. Transaction Price	\$ 26,470	\$ 26,662	\$ 23,488
Avg. Market Price at 100%	\$ 30,183	\$ 30,501	\$ 27,123
Avg. Price to Market % (Time of Sale)	89%	89%	87%
Avg. Transaction to Market	88%	87%	87%
Avg. Transactional Discount	\$ 412	\$ 409	\$ 447
Avg. Front-End Gross	\$ 902	\$ 814	\$ 1,947
Avg. Finance Gross	\$ 4,020	\$ 3,944	\$ 4,427
PUVR	\$ 4,872	\$ 4,758	\$ 6,374
Total Gross (Units & PUVR)	\$ 569,997	\$ 504,390	\$ 50,992
GROI	247%	252%	235%
% with Trade	7%	7%	13%
Avg. Over/Under Allowance	-68	-73	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	117	60	5
% of Retail Units	100%	51%	4%
% Retailed of Non-New Franchise	7%	5%	20%
Avg. Days to Sale	26.8	25.3	34.6
Avg. Transaction Price	\$ 26,470	\$ 26,676	\$ 21,749
Avg. Transaction to Market %	88%	87%	85%
Avg. Transactional Discount	\$ 412	\$ 347	\$ 317
Avg. Front End Gross	\$ 902	\$ 859	\$ 1,551
Avg. Finance Gross	\$ 4,020	\$ 4,227	\$ 3,552
PUVR	\$ 4,872	\$ 4,994	\$ 5,103
Total Gross (Units & PUVR)	\$ 569,997	\$ 299,663	\$ 25,515
GROI	247%	266%	244%
% with Trade	7%	7%	20%
Avg. Over/Under Allowance	-68	-215	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	12	0	0
2%	10%	0%	0%
50%	17%	#DIV/0!	#DIV/0!
31.0	33.0	#DIV/0!	#DIV/0!
\$ 25,211	\$ 27,026	#DIV/0!	#DIV/0!
90%	92%	#DIV/0!	#DIV/0!
\$ 416	\$ 648	#DIV/0!	#DIV/0!
\$ 1,331	\$ 297	#DIV/0!	#DIV/0!
\$ 4,302	\$ 4,595	#DIV/0!	#DIV/0!
\$ 5,633	\$ 4,892	#DIV/0!	#DIV/0!
\$ 11,266	\$ 58,701	#DIV/0!	#DIV/0!
259%	197%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Other	LBO OEM/Leasing Co.	Auction/Wholesale
0	24	12
0%	21%	10%
#DIV/0!	4%	17%
#DIV/0!	23.5	33.0
#DIV/0!	\$ 26,726	\$ 27,026
#DIV/0!	89%	92%
#DIV/0!	\$ 537	\$ 648
#DIV/0!	\$ 1,325	\$ 297
#DIV/0!	\$ 3,099	\$ 4,595
#DIV/0!	\$ 4,424	\$ 4,892
#DIV/0!	\$ 106,174	\$ 58,701
#DIV/0!	254%	197%
#DIV/0!	8%	0%
#DIV/0!	0	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	117	82	10
% of Retail Units	100%	70%	9%
% Retailed of Non-New Franchise	7%	4%	10%
Avg. Days to Sale	26.8	13.4	37.6
Avg. Transaction Price	\$ 26,470	\$ 26,644	\$ 24,895
Avg. Transaction to Market %	88%	88%	87%
Avg. Transactional Discount	\$ 412	\$ 304	\$ 600
Avg. Front End Gross	\$ 902	\$ 1,055	\$ 671
Avg. Finance Gross	\$ 4,020	\$ 3,712	\$ 5,028
PUVR	\$ 4,872	\$ 4,767	\$ 5,699
Total Gross (Units & PUVR)	\$ 569,997	\$ 390,871	\$ 56,990
GROI	247%	482%	219%
% with Trade	7%	6%	10%
Avg. Over/Under Allowance	-68	-98	0



46-60 days	61-90 days	90+ days
6	14	2
5%	12%	2%
33%	14%	0%
50.3	74.8	109.5
\$ 25,569	\$ 27,356	\$ 21,990
89%	86%	85%
\$ 938	\$ 495	\$ 1,730
\$ 458	\$ 653	\$ (1,616)
\$ 2,477	\$ 5,722	\$ 1,945
\$ 2,935	\$ 6,375	\$ 329
\$ 17,611	\$ 89,252	\$ 659
82%	112%	5%
0%	14%	0%
0	0	#DIV/0!