

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	x7092	2019	Nissan	Maxima	1	LBO Customer		\$ 21,145	\$ 21,145	100%	\$215	\$1,632
2	nm379b	2012	Nissan	Rogue	2	Trade on Used		\$ 10,900	\$ 9,500	87%	\$3,585	\$225
3	rgb822c	2013	Ford	Fusion	45	Trade on Used		\$ 10,800	\$ 10,800	100%	\$2,242	\$0
4	ne003p	2019	Nissan	Rogue	42	Auction/Wholesale		\$ 26,392	\$ 26,392	100%	\$2,219	\$2,516
5	nd976p	2014	Nissan	Pathfinder	66	Auction/Wholesale		\$ 13,788	\$ 13,788	100%	\$1,124	\$0
6	ne040p	2019	Nissan	Versa Note	19	Auction/Wholesale		\$ 19,656	\$ 19,656	100%	\$1,010	\$1,073
7	nd806pach	2017	Ford	escape	112	Trade on Used		\$ 20,839	\$ 20,500	98%	\$608	\$3,267
8	nm349a	2018	Nissan	Armada	125	Trade on New		\$ 35,497	\$ 35,497	100%	(\$5,749)	\$5,956
9	x7093	2019	Nissan	Murano	1	LBO Customer		\$ 25,491	\$ 25,491	100%	\$215	\$2,430
10	ne035p	2019	Nissan	sentra	13	Auction/Wholesale		\$ 21,229	\$ 21,229	100%	\$1,715	\$1,502
11	x7094	2019	Nissan	altima	1	LBO Customer		\$ 12,552	\$ 12,552	100%	\$215	\$2,794
12	x7095	2018	Nissan	rogue	1	LBO Customer		\$ 17,375	\$ 17,375	100%	\$215	\$0
13	nm441a	2019	Nissan	Altima	41	Trade on New		\$ 25,242	\$ 25,242	100%	\$2,459	\$1,832
14	x7096	2019	Nissan	altima	1	LBO Customer		\$ 13,435	\$ 13,435	100%	\$215	\$3,111
15	x7097	2019	Nissan	murano	1	LBO Customer		\$ 20,236	\$ 20,236	100%	\$215	\$2,218
16	nm289b	2017	Alfa Romeo	giulia	73	Trade on Used		\$ 24,992	\$ 24,992	100%	\$96	\$3,875
17	nd992p	2021	Toyota	tacoma	60	Auction/Wholesale		\$ 43,756	\$ 43,756	100%	(\$2,109)	\$1,340
18	nd994p	2014	Audi	a6	58	Auction/Wholesale		\$ 18,538	\$ 18,538	100%	(\$1,632)	\$0
19	x7098	2019	Nissan	altima	1	LBO Customer		\$ 16,339	\$ 16,339	100%	\$215	\$2,841
20	nm406b	2021	Lexus	is	8	Trade on Used		\$ 45,950	\$ 45,950	100%	\$2,655	\$0
21	nd981p	2017	Volkswagen	jetta	1	Auction/Wholesale		\$ 16,511	\$ 16,511	100%	(\$247)	\$2,373
22	ne030p	2016	Jeep	patriot	17	Auction/Wholesale		\$ 16,183	\$ 16,183	100%	\$2,355	\$1,854
23	nm300b	2017	Nissan	maxima	49	Trade on Used		\$ 24,235	\$ 24,235	100%	\$1,643	\$4,310
24	nm437a	2013	Hyundai	elantra	46	Trade on New		\$ 11,771	\$ 11,771	100%	\$1,436	\$0
25	x7071	2019	Nissan	maxima	1	LBO Customer		\$ 20,663	\$ 20,663	100%	\$215	\$0
26	nd853pa	2017	Nissan	maxima	93	Trade on Used		\$ 19,150	\$ 19,000	99%	\$412	\$994
27	ne026p	2015	Toyota	corolla	25	Auction/Wholesale		\$ 18,173	\$ 18,173	100%	\$2,283	\$0
28	ne007p	2019	Nissan	sentra	40	Auction/Wholesale		\$ 20,302	\$ 20,302	100%	(\$1,819)	\$718
29	ne004p	2015	Subaru	forester	50	Auction/Wholesale		\$ 18,788	\$ 18,788	100%	\$894	\$3,839

30	nm434a	2018	Nissan	maxima	66	Trade on New		\$ 17,888	\$ 17,188	96%	\$230	\$0
31	ne046l	2019	Nissan	maxima	16	Other		\$ 34,498	\$ 34,098	99%	\$5,264	\$2,288
32	x7099	2019	Nissan	maxima	1	LBO Customer		\$ 17,953	\$ 17,953	100%	\$215	\$0
33	x7100	2019	Nissan	rogue	1	LBO Customer		\$ 18,145	\$ 18,145	100%	\$215	\$0
34	ne052p	2016	Nissan	sentra	19	Auction/Wholesale		\$ 14,276	\$ 14,276	100%	(\$1,339)	\$934
35	nm362a	2015	Toyota	highlander	85	Trade on Used		\$ 16,992	\$ 16,992	100%	\$1,786	\$1,374
36	gc346a3	2019	Subaru	legacy	80	Trade on New		\$ 23,560	\$ 23,560	100%	(\$350)	\$2,987
37	nd929pa	2016	Hyundai	veloster	58	Trade on Used		\$ 15,992	\$ 14,639	92%	\$1,249	\$0
38	nm432a	2007	Volkswagen	beetle	43	Trade on New		\$ 9,620	\$ 9,000	94%	\$838	\$0
39	nd993p	2009	Nissan	altima	65	Auction/Wholesale		\$ 9,996	\$ 9,996	100%	(\$2,425)	\$101
40	ne010p	2020	Nissan	altima	45	Auction/Wholesale		\$ 32,996	\$ 31,996	97%	(\$2,040)	\$1,410
41	nd979p	2016	Subaru	crosstrek	70	Auction/Wholesale		\$ 18,731	\$ 18,731	100%	(\$394)	\$1,853
42	ne053p	2019	Hyundai	kona	16	Auction/Wholesale		\$ 21,125	\$ 21,125	100%	\$1,865	\$1,421
43	ne011p	2016	Nissan	rogue	44	Auction/Wholesale		\$ 19,139	\$ 19,139	100%	(\$1,123)	\$1,044
44	NE039P	2014	Nissan	juke	25	Auction/Wholesale		\$ 13,674	\$ 13,674	100%	\$378	
45	nd923pa	2016	Ford	fusion	96	Trade on Used		\$ 15,497	\$ 15,497	100%	(\$2,990)	\$209
46	ne008p	2019	Kia	soul	45	Auction/Wholesale		\$ 17,498	\$ 17,498	100%	\$1,680	\$1,261
47	nm164b	2016	Nissan	murano	235	Trade on Used		\$ 19,569	\$ 19,569	100%	(\$646)	\$2,375
48	ne020pa	2007	Honda	civic	4	Trade on Used		\$ 8,999	\$ 7,531	84%	\$1,396	\$0
49	gb019p	2017	Nissan	pathfinder	76	Auction/Wholesale		\$ 20,437	\$ 20,437	100%	(\$1,865)	\$0
50	ne049p	2018	Volkswagen	passat	21	Auction/Wholesale		\$ 19,992	\$ 19,992	100%	(\$1,008)	\$3,333
51	nd971p	2018	Chrysler	300	90	Auction/Wholesale		\$ 22,508	\$ 22,508	100%	(\$3,155)	\$1,000
52	nm374a	2020	Nissan	rogue	55	Trade on New		\$ 25,546	\$ 25,546	100%	\$1,295	\$1,536
53	ne039pa	2020	Nissan	sport	4	Trade on Used		\$ 32,003	\$ 29,550	92%	\$1,071	\$1,676

Scoreboard Totals

% Retailed of Non-Franchise Make	40%
Total # Retail Units	83
Avg. Days to Sale	44.9
Avg. Advertised Price (Time of Sale)	\$ 21,171
Avg. Transaction Price	\$ 21,000
Avg. Market Price at 100%	\$ 21,387
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 171
Avg. Front-End Gross	\$ 377
Avg. Finance Gross	\$ 1,487
PUVR	\$ 1,846
Total Gross (Units & PUVR)	\$ 153,248
GROI	70%
% with Trade	33%
Avg. Over/Under Allowance	\$397



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	J. HUESTON
% Retailed of Non-New Franchise	40%	#DIV/0!	39%
Total # Retail Units	83	0	33
Avg. Days to Sale	44.9	#DIV/0!	39.8
Avg. Advertised Price (Time of Sale)	\$ 21,171	#DIV/0!	\$ 20,718
Avg. Transaction Price	\$ 21,000	#DIV/0!	\$ 20,448
Avg. Market Price at 100%	\$ 21,387	#DIV/0!	\$ 21,015
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	99%
Avg. Transaction to Market	98%	#DIV/0!	97%
Avg. Transactional Discount	\$ 171	#DIV/0!	\$ 270
Avg. Front-End Gross	\$ 377	#DIV/0!	\$ 648
Avg. Finance Gross	\$ 1,487	#DIV/0!	\$ 1,187
PUVR	\$ 1,846	#DIV/0!	\$ 1,800
Total Gross (Units & PUVR)	\$ 153,248	#DIV/0!	\$ 59,390
GROI	70%	#DIV/0!	80%
% with Trade	33%	#DIV/0!	33%
Avg. Over/Under Allowance	397	#DIV/0!	830



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

P. STILL	S. GRIFFITH	A. POINDEXTER	
38%	47%	33%	#DIV/0!
24	17	9	0
49.1	42.9	56.2	#DIV/0!
\$ 21,270	\$ 20,310	\$ 24,195	#DIV/0!
\$ 21,126	\$ 20,274	\$ 24,062	#DIV/0!
\$ 21,422	\$ 20,349	\$ 24,336	#DIV/0!
99%	100%	99%	#DIV/0!
99%	100%	99%	#DIV/0!
\$ 144	\$ 36	\$ 133	#DIV/0!
\$ (51)	\$ 550	\$ 199	#DIV/0!
\$ 1,508	\$ 1,287	\$ 2,875	#DIV/0!
\$ 1,456	\$ 1,838	\$ 3,074	#DIV/0!
\$ 34,954	\$ 31,240	\$ 27,663	#DIV/0!
51%	76%	82%	#DIV/0!
29%	24%	56%	#DIV/0!
-146	225	341	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Mike Lucki	C. VANSKY
% Retailed of Non-New Franchise	40%	#DIV/0!	22%
Total # Retail Units	83	0	9
Avg. Days to Sale	44.9	#DIV/0!	29.4
Avg. Advertised Price (Time of Sale)	\$ 21,171	#DIV/0!	\$ 21,072
Avg. Transaction Price	\$ 21,000	#DIV/0!	\$ 21,034
Avg. Market Price at 100%	\$ 21,387	#DIV/0!	\$ 21,110
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	100%
Avg. Transaction to Market	98%	#DIV/0!	100%
Avg. Transactional Discount	\$ 171	#DIV/0!	\$ 38
Avg. Front-End Gross	\$ 377	#DIV/0!	\$ 814
Avg. Finance Gross	\$ 1,487	#DIV/0!	\$ 1,658
PUVR	\$ 1,846	#DIV/0!	\$ 2,472
Total Gross (Units & PUVR)	\$ 153,248	#DIV/0!	\$ 22,250
GROI	70%	#DIV/0!	144%
% with Trade	33%	#DIV/0!	33%
Avg. Over/Under Allowance	397	#DIV/0!	250



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

C. ASKEW	T. BREECE	B. FIELDS	S. FOUT
57%	13%	17%	50%
14	8	6	2
47.7	32.8	28.7	209.0
\$ 23,564	\$ 18,181	\$ 20,005	\$ 9,194
\$ 23,196	\$ 18,110	\$ 19,748	\$ 8,844
\$ 23,966	\$ 18,254	\$ 20,282	\$ 9,558
98%	100%	99%	96%
97%	99%	97%	93%
\$ 368	\$ 72	\$ 257	\$ 350
\$ 552	\$ 22	\$ 584	\$ 115
\$ 1,812	\$ 1,333	\$ 1,456	\$ -
\$ 2,365	\$ 1,355	\$ 2,040	\$ 115
\$ 33,106	\$ 10,839	\$ 12,241	\$ 230
77%	82%	130%	2%
64%	0%	33%	0%
595	#DIV/0!	100	#DIV/0!

M. FREE	J. GOODE	J. LATTIMORE	T. TASSELL
75%	22%	67%	50%
4	9	3	4
40.0	20.7	47.3	19.5
\$ 16,581	\$ 16,170	\$ 22,942	\$ 24,514
\$ 16,039	\$ 16,101	\$ 22,491	\$ 24,429
\$ 17,200	\$ 16,244	\$ 23,435	\$ 24,599
96%	100%	98%	100%
93%	99%	96%	99%
\$ 542	\$ 69	\$ 451	\$ 85
\$ 340	\$ 318	\$ 1,331	\$ 985
\$ 1,076	\$ 1,552	\$ 1,292	\$ 1,204
\$ 1,415	\$ 1,869	\$ 2,623	\$ 2,189
\$ 5,661	\$ 16,824	\$ 7,869	\$ 8,757
79%	202%	89%	165%
50%	22%	33%	50%
1,500	0	946	726

T. THOMAS	D. WADDLE	E. QADIR	
50%	20%	43%	#DIV/0!
10	5	7	0
55.8	44.8	81.3	#DIV/0!
\$ 25,252	\$ 21,042	\$ 22,171	#DIV/0!
\$ 25,252	\$ 21,042	\$ 21,971	#DIV/0!
\$ 25,252	\$ 21,042	\$ 22,380	#DIV/0!
100%	100%	99%	#DIV/0!
100%	100%	98%	#DIV/0!
\$ -	\$ (0)	\$ 200	#DIV/0!
\$ 205	\$ (1,619)	\$ 174	#DIV/0!
\$ 1,731	\$ 1,773	\$ 1,210	#DIV/0!
\$ 1,936	\$ 154	\$ 1,211	#DIV/0!
\$ 19,360	\$ 770	\$ 8,477	#DIV/0!
49%	6%	24%	#DIV/0!
30%	20%	29%	#DIV/0!
233	-2,492	402	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	L. TALBOTT	S. GRIFFITH
% Retailed of Non-New Franchise	40%	34%	52%
Total # Retail Units	83	58	25
Avg. Days to Sale	44.9	41.4	53.1
Avg. Advertised Price (Time of Sale)	\$ 21,171	\$ 21,507	\$ 20,393
Avg. Transaction Price	\$ 21,000	\$ 21,385	\$ 20,108
Avg. Market Price at 100%	\$ 21,387	\$ 21,637	\$ 20,706
Avg. Price to Market % (Time of Sale)	99%	99%	98%
Avg. Transaction to Market	98%	99%	97%
Avg. Transactional Discount	\$ 171	\$ 121	\$ 285
Avg. Front-End Gross	\$ 377	\$ 171	\$ 856
Avg. Finance Gross	\$ 1,487	\$ 1,566	\$ 1,307
PUVR	\$ 1,846	\$ 1,710	\$ 2,163
Total Gross (Units & PUVR)	\$ 153,248	\$ 99,169	\$ 54,079
GROI	70%	70%	73%
% with Trade	33%	0%	0%
Avg. Over/Under Allowance	397	431	300



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	83	0	0
Avg. Days to Sale	44.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,171	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 21,000	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 21,387	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 171	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 377	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,487	#DIV/0!	#DIV/0!
PUVR	\$ 1,846	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 153,248	#DIV/0!	#DIV/0!
GROI	70%	#DIV/0!	#DIV/0!
% with Trade	33%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	397	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	83	50	33
Avg. Days to Sale	44.9	31.0	66.0
Avg. Advertised Price (Time of Sale)	\$ 21,171	\$ 21,308	\$ 20,769
Avg. Transaction Price	\$ 21,000	\$ 21,153	\$ 20,769
Avg. Market Price at 100%	\$ 21,387	\$ 21,474	\$ 21,178
Avg. Price to Market % (Time of Sale)	99%	99%	98%
Avg. Transaction to Market	98%	99%	98%
Avg. Transactional Discount	\$ 171	\$ 154	\$ 196
Avg. Front-End Gross	\$ 377	\$ 314	\$ 474
Avg. Finance Gross	\$ 1,487	\$ 1,491	\$ 1,481
PUVR	\$ 1,846	\$ 1,775	\$ 1,955
Total Gross (Units & PUVR)	\$ 153,248	\$ 88,731	\$ 64,517
GROI	70%	97%	51%
% with Trade	33%	26%	42%
Avg. Over/Under Allowance	397	109	664



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	83	13	21
% of Retail Units	100%	16%	25%
% Retailed of Non-New Franchise	40%	38%	62%
Avg. Days to Sale	44.9	80.9	59.8
Avg. Transaction Price	\$ 21,000	\$ 23,186	\$ 19,141
Avg. Transaction to Market %	98%	98%	94%
Avg. Transactional Discount	\$ 171	\$ 102	\$ 516
Avg. Front End Gross	\$ 377	\$ 588	\$ 1,247
Avg. Finance Gross	\$ 1,487	\$ 1,836	\$ 1,289
PUVR	\$ 1,846	\$ 2,424	\$ 2,536
Total Gross (Units & PUVR)	\$ 153,248	\$ 31,512	\$ 53,259
GROI	70%	47%	80%
% with Trade	33%	46%	33%
Avg. Over/Under Allowance	397	535	181



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	30	0	17
0%	36%	0%	20%
#DIV/0!	50%	#DIV/0!	0%
#DIV/0!	46.2	#DIV/0!	1.0
#DIV/0!	\$ 22,756	#DIV/0!	\$ 17,946
#DIV/0!	100%	#DIV/0!	100%
#DIV/0!	\$ 54	#DIV/0!	\$ 0
#DIV/0!	\$ (378)	#DIV/0!	\$ 215
#DIV/0!	\$ 1,506	#DIV/0!	\$ 1,419
#DIV/0!	\$ 1,077	#DIV/0!	\$ 1,634
#DIV/0!	\$ 32,325	#DIV/0!	\$ 27,780
#DIV/0!	37%	#DIV/0!	3278%
#DIV/0!	47%	#DIV/0!	0%
#DIV/0!	446	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	2
0%	0%	2%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	8.5
#DIV/0!	#DIV/0!	\$ 25,944
#DIV/0!	#DIV/0!	99%
#DIV/0!	#DIV/0!	\$ 200
#DIV/0!	#DIV/0!	\$ 2,590
#DIV/0!	#DIV/0!	\$ 1,596
#DIV/0!	#DIV/0!	\$ 4,186
#DIV/0!	#DIV/0!	\$ 8,371
#DIV/0!	#DIV/0!	683%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	83	39	14
% of Retail Units	100%	47%	17%
% Retailed of Non-New Franchise	40%	23%	43%
Avg. Days to Sale	44.9	8.5	41.1
Avg. Transaction Price	\$ 21,000	\$ 20,019	\$ 22,460
Avg. Transaction to Market %	98%	98%	97%
Avg. Transactional Discount	\$ 171	\$ 151	\$ 280
Avg. Front End Gross	\$ 377	\$ 893	\$ 442
Avg. Finance Gross	\$ 1,487	\$ 1,352	\$ 1,117
PUVR	\$ 1,846	\$ 2,245	\$ 1,559
Total Gross (Units & PUVR)	\$ 153,248	\$ 87,560	\$ 21,826
GROI	70%	476%	61%
% with Trade	33%	26%	29%
Avg. Over/Under Allowance	397	204	238



46-60 days	61-90 days	90+ days
8	14	8
10%	17%	10%
63%	57%	63%
54.4	75.8	165.6
\$ 24,345	\$ 19,473	\$ 22,558
98%	98%	99%
\$ 169	\$ 181	\$ 61
\$ 502	\$ (50)	\$ (1,630)
\$ 1,700	\$ 1,353	\$ 2,797
\$ 2,203	\$ 1,304	\$ 1,167
\$ 17,622	\$ 18,254	\$ 9,337
60%	32%	11%
50%	43%	38%
913	794	-231