

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	MK2580P	2016	KIA	Soul	43	Auction/Wholesale	No	\$ 16,710	\$ 16,710	100%	\$1,376	\$2,488
2	mk22350b	2015	KIA	Sportage	58	Trade on Used	No	\$ 15,295	\$ 14,537	97%	\$927	\$224
3	mk23063a	2022	Mitsubishi	outlander	79	Trade on New	No	\$ 29,912	\$ 29,912	91%	\$57	\$3,901
4	mk2568p	2015	Dodge	caravan	55	Auction/Wholesale	No	\$ 16,697	\$ 16,538	104%	\$159	\$242
5	mk22428a	2019	Subaru	impreza	46	Trade on New	No	\$ 27,590	\$ 27,590	106%	\$2,285	\$2,826
6	mk23092a	2016	Toyota	highlander	41	Trade on New	No	\$ 31,990	\$ 31,990	104%	\$3,568	\$5,241
7	mk23107a	2015	Jeep	cherokee	35	Trade on New	No	\$ 19,312	\$ 19,312	98%	\$2,127	\$1,978
8	mk23097a	2017	Honda	civic	33	Trade on New	No	\$ 22,815	\$ 22,760	100%	\$419	\$1,850
9	mk23086a	2015	Ford	fusion	23	Trade on New	No	\$ 18,990	\$ 18,469	98%	\$1,920	\$823
10	mk23126a	2016	Chevrolet	cruze	15	Trade on New	No	\$ 14,990	\$ 14,890	105%	\$3,140	\$1,645
11	MK22410a	2015	Mitsubishi	outlander	84	Trade on New	No	\$ 17,990	\$ 17,990	104%	\$1,479	\$3,769
12	mk2590o	2017	KIA	forte	23	Auction/Wholesale	No	\$ 20,990	\$ 20,990	113%	\$373	\$2,383
13	mk23090a	2019	Toyota	highlander	49	Trade on New	No	\$ 36,917	\$ 36,917	101%	\$113	\$743
14	mk2580p	2016	KIA	soul	42	Auction/Wholesale	No	\$ 16,710	\$ 16,710	100%	\$1,376	\$2,488
15	mk23078a	2015	KIA	optima	67	Trade on New	No	\$ 14,520	\$ 14,220	94%	\$1,894	\$346
16	mk22245b	2007	Toyota	camry	112	Trade on Used	No	\$ 5,991	\$ 5,586	67%	(\$822)	\$0
17	mk23017b	2014	Hyundai	elantra	98	Trade on Used	No	\$ 8,996	\$ 8,500	74%	\$1,090	\$718
18	mk23070a	2020	Ford	explorer	52	Trade on New	No	\$ 41,990	\$ 39,990	103%	\$1,022	\$3,521
19	mk2596p	2022	KIA	k5	26	Auction/Wholesale	yes	\$ 35,790	\$ 34,128	97%	\$2,233	\$703
20	MK22429A	2015	Toyota	highlander	65	Trade on New	No	\$ 25,927	\$ 25,927	94%	(\$799)	\$4,583
21	MK23060B	2018	Subaru	legacy	61	Trade on Used	No	\$ 19,927	\$ 19,927	91%	\$2,632	\$2,372
22	mk2563P	2020	KIA	Sportage	71	Auction/Wholesale	yes	\$ 27,519	\$ 27,519	95%	(\$30)	\$3,465
23	mk23124a	2018	KIA	niro	36	Trade on New	yes	\$ 20,726	\$ 20,000	99%	\$2,150	\$2,740
24	mk22423a	2014	KIA	soul	74	Trade on New	No	\$ 13,619	\$ 12,900	98%	\$1,443	\$1,861
25	mk22311c	2013	Ford	fusion	78	Street/Curb Buy	No	\$ 10,911	\$ 10,911	83%	\$820	\$242
26	mk2020sa	2014	KIA	sorento	76	Trade on Used	No	\$ 12,928	\$ 12,900	103%	\$1,184	\$670
27	MK2034P	2016	KIA	SOUL	68	Auction/Wholesale	No	\$ 17,728	\$ 17,728	100%	(\$1,121)	\$1,800
28	MK2569P	2015	KIA	optima	70	Auction/Wholesale	No	\$ 18,922	\$ 18,922	106%	(\$673)	\$407
29	mk22423a	2014	KIA	soul	74	Trade on New	No	\$ 13,619	\$ 12,900	104%	\$1,444	\$1,862

30	MK23130A	2020	KIA	forte	40	Trade on New	yes	\$ 21,927	\$ 21,927	97%	\$1,506	\$454
31	MK23136A	2019	Toyota	TACOMA	33	Trade on New	No	\$ 39,993	\$ 39,200	94%	\$1,802	\$798
32	mk23127a	2014	Ford	focus	38	Trade on New	No	\$ 12,729	\$ 12,000	94%	\$1,570	\$242
33	mk2581sa	2017	Ford	edge	57	Trade on Used	No	\$ 26,900	\$ 26,900	104%	\$1,810	\$5,394
34	mk22446a	2015	Nissan	armada	36	Trade on New	No	\$ 27,590	\$ 27,590	99%	\$1,884	\$568
35	mk22449a	2017	Subaru	wrx	31	Trade on New	No	\$ 27,611	\$ 27,990	98%	\$656	\$458
36	mk2053p	2020	KIA	soul	96	Auction/Wholesale	yes	\$ 19,906	\$ 16,500	79%	\$984	\$1,088
37	mk23092b	2013	Hyundai	sonata	29	Trade on Used	No	\$ 10,990	\$ 9,318	86%	\$2,664	\$697
38	mk22437a	2015	Dodge	journey	66	Trade on New	No	\$ 9,910	\$ 9,910	91%	\$1,042	\$3,777
39	mk22211gb	2013	KIA	optima	92	Trade on Used	No	\$ 12,810	\$ 12,810	87%	\$538	\$855
40	mk2584pa	2016	Cadillac	ats	47	Trade on Used	No	\$ 23,429	\$ 23,054	98%	\$2,119	\$2,237
41	mk23100b	2017	Chevrolet	malibu	39	Trade on Used	No	\$ 20,910	\$ 20,910	100%	\$437	\$874
42	mk2592p	2011	KIA	rio	49	Street/Curb Buy	No	\$ 6,415	\$ 6,222	95%	\$775	\$242
43	mk2042p	2020	KIA	telluride	60	Auction/Wholesale	yes	\$ 44,298	\$ 44,298	98%	(\$1,973)	\$1,976
44	mk23017b	2014	Hyundai	elantra	98	Trade on Used	No	\$ 8,998	\$ 8,500	70%	\$1,090	\$840
45	mk2570p	2014	KIA	soul	16	Street/Curb Buy	No	\$ 14,990	\$ 14,990	102%	\$1,422	\$1,173
46	mk22245b	2007	Toyota	camry	112	Trade on Used	No	\$ 5,991	\$ 5,586	62%	(\$827)	\$0
47	mk22398a	2015	Jeep	compass	53	Trade on New	No	\$ 16,930	\$ 15,648	88%	\$299	\$242
48	mk2033pa	2012	KIA	optima	18	Trade on Used	No	\$ 15,990	\$ 14,598	89%	\$3,795	\$3,596
49	mk2561p	2020	KIA	forte	18	Auction/Wholesale	yes	\$ 23,990	\$ 23,990	100%	\$8,644	\$2,650
50	mk2571p	2014	Nissan	370z	15	Street/Curb Buy	No	\$ 28,990	\$ 28,990	99%	\$995	\$1,150
51	mk2034p	2016	KIA	soul	68	Auction/Wholesale	No	\$ 17,728	\$ 17,728	100%	(\$1,121)	\$1,800
52	mk22347b	2014	Jeep	cherokee	58	Trade on Used	No	\$ 16,923	\$ 16,923	95%	\$1,209	\$3,152
53	mk22406b	2004	Chevrolet	1500	24	Trade on Used	No	\$ 9,990	\$ 9,990	112%	\$3,756	\$466

Scoreboard Totals

% Retailed of Non-Franchise Make	46%
Total # Retail Units	100
Avg. Days to Sale	46.0
Avg. Advertised Price (Time of Sale)	\$ 21,981
Avg. Transaction Price	\$ 21,621
Avg. Market Price at 100%	\$ 22,766
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 359
Avg. Front-End Gross	\$ 1,530
Avg. Finance Gross	\$ 1,813
PUVR	\$ 3,343
Total Gross (Units & PUVR)	\$ 334,293
GROI	121%
% with Trade	38%
Avg. Over/Under Allowance	(\$48)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Ryan
% Retailed of Non-New Franchise	46%	#DIV/0!	40%
Total # Retail Units	100	0	48
Avg. Days to Sale	46.0	#DIV/0!	45.1
Avg. Advertised Price (Time of Sale)	\$ 21,981	#DIV/0!	\$ 22,759
Avg. Transaction Price	\$ 21,621	#DIV/0!	\$ 22,389
Avg. Market Price at 100%	\$ 22,766	#DIV/0!	\$ 23,538
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	97%
Avg. Transaction to Market	95%	#DIV/0!	95%
Avg. Transactional Discount	\$ 359	#DIV/0!	\$ 370
Avg. Front-End Gross	\$ 1,530	#DIV/0!	\$ 1,774
Avg. Finance Gross	\$ 1,813	#DIV/0!	\$ 1,631
PUVR	\$ 3,343	#DIV/0!	\$ 3,405
Total Gross (Units & PUVR)	\$ 334,293	#DIV/0!	\$ 163,441
GROI	121%	#DIV/0!	121%
% with Trade	38%	#DIV/0!	35%
Avg. Over/Under Allowance	-48	#DIV/0!	-129



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Luke	Brenda	awnya (Sister store)	Dave (Sister store)
#DIV/0!	43%	58%	70%
0	30	12	10
#DIV/0!	43.0	51.5	53.3
#DIV/0!	\$ 21,050	\$ 22,148	\$ 20,837
#DIV/0!	\$ 20,878	\$ 21,709	\$ 20,058
#DIV/0!	\$ 21,307	\$ 22,663	\$ 22,343
#DIV/0!	99%	98%	93%
#DIV/0!	98%	96%	90%
#DIV/0!	\$ 172	\$ 439	\$ 779
#DIV/0!	\$ 1,167	\$ 1,492	\$ 1,493
#DIV/0!	\$ 1,556	\$ 2,367	\$ 2,792
#DIV/0!	\$ 2,723	\$ 3,859	\$ 4,285
#DIV/0!	\$ 81,691	\$ 46,309	\$ 42,852
#DIV/0!	109%	124%	144%
#DIV/0!	40%	42%	40%
#DIV/0!	207	40	-576

Scoreboard

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Sales Consultant	Totals	Kris N	BAO T
% Retailed of Non-New Franchise	46%	27%	44%
Total # Retail Units	100	11	9
Avg. Days to Sale	46.0	53.5	39.6
Avg. Advertised Price (Time of Sale)	\$ 21,981	\$ 19,484	\$ 20,899
Avg. Transaction Price	\$ 21,621	\$ 18,952	\$ 20,053
Avg. Market Price at 100%	\$ 22,766	\$ 20,548	\$ 22,219
Avg. Price to Market % (Time of Sale)	97%	95%	94%
Avg. Transaction to Market	95%	92%	90%
Avg. Transactional Discount	\$ 359	\$ 532	\$ 846
Avg. Front-End Gross	\$ 1,530	\$ 2,420	\$ 1,166
Avg. Finance Gross	\$ 1,813	\$ 1,609	\$ 1,235
PUVR	\$ 3,343	\$ 4,029	\$ 2,401
Total Gross (Units & PUVR)	\$ 334,293	\$ 44,318	\$ 21,610
GROI	121%	143%	109%
% with Trade	38%	18%	33%
Avg. Over/Under Allowance	-48	0	167



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Mykel I	Raymond V	Ray S	Bill P
48%	25%	63%	50%
21	16	8	14
33.6	52.7	42.3	44.7
\$ 25,509	\$ 21,502	\$ 24,203	\$ 20,081
\$ 25,296	\$ 21,237	\$ 24,027	\$ 19,809
\$ 25,803	\$ 21,980	\$ 24,667	\$ 20,751
99%	98%	98%	97%
98%	97%	97%	95%
\$ 213	\$ 265	\$ 177	\$ 272
\$ 1,616	\$ 1,117	\$ 1,242	\$ 1,597
\$ 1,647	\$ 1,777	\$ 1,734	\$ 1,375
\$ 3,263	\$ 2,895	\$ 2,975	\$ 2,972
\$ 68,524	\$ 46,313	\$ 23,801	\$ 41,608
138%	93%	106%	121%
38%	44%	38%	43%
-125	140	-567	250

Chip K (sis)	Harrison S (sis)	Ivan (sis)	Jake M (sis)
0%	80%	100%	100%
1	5	1	2
57.0	47.2	41.0	55.5
\$ 26,900	\$ 17,113	\$ 31,990	\$ 26,759
\$ 26,900	\$ 16,824	\$ 31,990	\$ 26,759
\$ 25,865	\$ 18,277	\$ 30,760	\$ 26,805
104%	94%	104%	100%
104%	92%	104%	100%
\$ -	\$ 289	\$ -	\$ -
\$ 1,810	\$ 1,819	\$ 3,568	\$ 743
\$ 5,394	\$ 2,949	\$ 5,241	\$ 3,705
\$ 7,204	\$ 4,769	\$ 8,809	\$ 4,448
\$ 7,204	\$ 23,844	\$ 8,809	\$ 8,895
169%	216%	242%	108%
100%	20%	100%	100%
0	200	200	-1,252

Andy (sis)	Raheel (sis)	Doug	Almir
100%	33%	100%	20%
1	3	3	5
79.0	84.7	62.3	36.2
\$ 29,912	\$ 27,971	\$ 14,299	\$ 17,294
\$ 29,912	\$ 26,843	\$ 14,132	\$ 16,651
\$ 32,870	\$ 28,606	\$ 14,454	\$ 18,671
91%	98%	99%	93%
91%	94%	98%	89%
\$ -	\$ 1,129	\$ 167	\$ 643
\$ 57	\$ (371)	\$ 2,358	\$ 1,964
\$ 3,901	\$ 1,914	\$ 2,476	\$ 1,292
\$ 3,958	\$ 1,543	\$ 4,834	\$ 3,256
\$ 3,958	\$ 4,629	\$ 14,501	\$ 16,279
60%	24%	198%	194%
100%	33%	33%	20%
0	0	0	0

Scoreboard

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Finance Manager	Totals	Dan T	Chelsea
% Retailed of Non-New Franchise	46%	39%	55%
Total # Retail Units	100	64	20
Avg. Days to Sale	46.0	45.8	39.6
Avg. Advertised Price (Time of Sale)	\$ 21,981	\$ 21,244	\$ 24,629
Avg. Transaction Price	\$ 21,621	\$ 20,848	\$ 24,431
Avg. Market Price at 100%	\$ 22,766	\$ 22,038	\$ 24,742
Avg. Price to Market % (Time of Sale)	97%	96%	100%
Avg. Transaction to Market	95%	95%	99%
Avg. Transactional Discount	\$ 359	\$ 396	\$ 198
Avg. Front-End Gross	\$ 1,530	\$ 1,388	\$ 2,157
Avg. Finance Gross	\$ 1,813	\$ 1,435	\$ 2,594
PUVR	\$ 3,343	\$ 2,824	\$ 4,750
Total Gross (Units & PUVR)	\$ 334,293	\$ 180,721	\$ 95,009
GROI	121%	106%	177%
% with Trade	38%	0%	0%
Avg. Over/Under Allowance	-48	-23	-56



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

Darren (sister)	Eric (sister)		
64%	60%	#DIV/0!	#DIV/0!
11	5	0	0
60.7	42.4	#DIV/0!	#DIV/0!
\$ 20,731	\$ 23,564	#DIV/0!	#DIV/0!
\$ 20,468	\$ 22,811	#DIV/0!	#DIV/0!
\$ 21,604	\$ 24,298	#DIV/0!	#DIV/0!
96%	97%	#DIV/0!	#DIV/0!
95%	94%	#DIV/0!	#DIV/0!
\$ 263	\$ 753	#DIV/0!	#DIV/0!
\$ 1,046	\$ 1,904	#DIV/0!	#DIV/0!
\$ 2,251	\$ 2,556	#DIV/0!	#DIV/0!
\$ 3,297	\$ 4,459	#DIV/0!	#DIV/0!
\$ 36,266	\$ 22,297	#DIV/0!	#DIV/0!
95%	166%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
-201	0	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	100	27	73
Avg. Days to Sale	46.0	41.5	47.7
Avg. Advertised Price (Time of Sale)	\$ 21,981	\$ 28,025	\$ 19,394
Avg. Transaction Price	\$ 21,621	\$ 27,642	\$ 19,394
Avg. Market Price at 100%	\$ 22,766	\$ 28,975	\$ 20,303
Avg. Price to Market % (Time of Sale)	97%	97%	96%
Avg. Transaction to Market	95%	95%	96%
Avg. Transactional Discount	\$ 359	\$ 383	\$ 351
Avg. Front-End Gross	\$ 1,530	\$ 2,195	\$ 1,284
Avg. Finance Gross	\$ 1,813	\$ 2,356	\$ 1,612
PUVR	\$ 3,343	\$ 4,552	\$ 2,896
Total Gross (Units & PUVR)	\$ 334,293	\$ 122,893	\$ 211,400
GROI	121%	143%	113%
% with Trade	38%	52%	33%
Avg. Over/Under Allowance	-48	71	-118



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	100	54	46
Avg. Days to Sale	46.0	46.6	45.4
Avg. Advertised Price (Time of Sale)	\$ 21,981	\$ 22,781	\$ 20,688
Avg. Transaction Price	\$ 21,621	\$ 22,416	\$ 20,688
Avg. Market Price at 100%	\$ 22,766	\$ 23,362	\$ 21,802
Avg. Price to Market % (Time of Sale)	97%	98%	95%
Avg. Transaction to Market	95%	96%	95%
Avg. Transactional Discount	\$ 359	\$ 365	\$ 353
Avg. Front-End Gross	\$ 1,530	\$ 1,632	\$ 1,411
Avg. Finance Gross	\$ 1,813	\$ 2,013	\$ 1,577
PUVR	\$ 3,343	\$ 3,645	\$ 2,988
Total Gross (Units & PUVR)	\$ 334,293	\$ 196,852	\$ 137,441
GROI	121%	126%	115%
% with Trade	38%	39%	37%
Avg. Over/Under Allowance	-48	94	-224



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	100	48	23
% of Retail Units	100%	48%	23%
% Retailed of Non-New Franchise	46%	54%	65%
Avg. Days to Sale	46.0	44.9	52.2
Avg. Transaction Price	\$ 21,621	\$ 23,078	\$ 16,390
Avg. Transaction to Market %	95%	95%	93%
Avg. Transactional Discount	\$ 359	\$ 447	\$ 274
Avg. Front End Gross	\$ 1,530	\$ 1,764	\$ 1,600
Avg. Finance Gross	\$ 1,813	\$ 2,001	\$ 1,536
PUVR	\$ 3,343	\$ 3,765	\$ 3,136
Total Gross (Units & PUVR)	\$ 334,293	\$ 180,712	\$ 72,131
GROI	121%	131%	132%
% with Trade	38%	48%	30%
Avg. Over/Under Allowance	-48	-100	-143



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	25	0	0
4%	25%	0%	0%
25%	16%	#DIV/0!	#DIV/0!
39.5	43.7	#DIV/0!	#DIV/0!
\$ 15,278	\$ 24,652	#DIV/0!	#DIV/0!
94%	97%	#DIV/0!	#DIV/0!
\$ 48	\$ 319	#DIV/0!	#DIV/0!
\$ 1,003	\$ 1,101	#DIV/0!	#DIV/0!
\$ 702	\$ 1,884	#DIV/0!	#DIV/0!
\$ 1,705	\$ 2,985	#DIV/0!	#DIV/0!
\$ 6,819	\$ 74,631	#DIV/0!	#DIV/0!
102%	100%	#DIV/0!	#DIV/0!
25%	28%	#DIV/0!	#DIV/0!
0	212	#DIV/0!	#DIV/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	100	36	20
% of Retail Units	100%	36%	20%
% Retailed of Non-New Franchise	46%	44%	55%
Avg. Days to Sale	46.0	17.9	36.0
Avg. Transaction Price	\$ 21,621	\$ 23,637	\$ 21,652
Avg. Transaction to Market %	95%	98%	96%
Avg. Transactional Discount	\$ 359	\$ 484	\$ 224
Avg. Front End Gross	\$ 1,530	\$ 2,426	\$ 1,896
Avg. Finance Gross	\$ 1,813	\$ 1,744	\$ 1,530
PUVR	\$ 3,343	\$ 4,170	\$ 3,426
Total Gross (Units & PUVR)	\$ 334,293	\$ 150,135	\$ 68,522
GROI	121%	356%	158%
% with Trade	38%	31%	40%
Avg. Over/Under Allowance	-48	-109	150



46-60 days	61-90 days	90+ days
15	18	11
15%	18%	11%
47%	39%	45%
52.6	71.4	106.1
\$ 25,272	\$ 17,507	\$ 16,720
98%	93%	81%
\$ 333	\$ 177	\$ 534
\$ 850	\$ 731	\$ 166
\$ 2,256	\$ 2,075	\$ 1,519
\$ 3,106	\$ 2,806	\$ 1,686
\$ 46,587	\$ 50,507	\$ 18,542
84%	81%	34%
60%	33%	36%
-222	30	0