









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	22121P	2014	HONDA	CRV	17	Street/Curb Buy	NO	\$ 20,990	19,644.00	114%	4,382.84	4,381.70
2	22110J	2006	HONDA	PILOT	29	Street/Curb Buy	NO	\$ 13,995	13,450.00	130%	3,028.54	3,027.24
3	22126J	2015	HONDA	PILOT	11	Street/Curb Buy	NO	\$ 29,980	29,995.00	113%	5,548.98	5,547.85
4	220704B	2016	KIA	OPTIMA	86	Trade on Used	NO	\$ 19,365	19,365.00		1,533.43	1,533.43
5	22113Q	2017	SUBARU	FORESTER	4	Trade on Used	NO	\$ 26,980	26,998.00	102%	3,746.63	3,745.61
6	22090Q	2017	TOYOTA	COROLLA	57	Trade on Used	NO	\$ 15,995	15,000.00	91%	2,312.80	2,311.89
7	22129P	2021	HONDA	HRV	8	Street/Curb Buy	YES	\$ 27,980	28,111.00		5,523.64	5,523.64
8	22096L	2014	JEEP	WRANGLER	18	Trade on Used	YES	\$ 25,980	25,980.00	101%	1,478.98	1,477.97
9	221068A	2008	BUICK	ENCLAVE	14	Trade on Used	NO	\$ 10,998	9,168.55	109%	2,709.33	2,708.24
10	220956B	2013	HONDA	PILOT	18	Trade on Used	NO	\$ 21,980	21,995.00		3,607.04	3,607.04
11	220643B	2019	JEEP	COMPASS	89	Trade on Used	NO	\$ 24,980	24,649.00	89%	1,383.13	1,382.24
12	221145A	2019	HONDA	CRV	18	Trade on Used	YES	\$ 30,980	30,730.00	101%	4,177.44	4,176.43
13	221018A	2018	HONDA	CIVIC	14	Trade on Used	YES	\$ 27,980	26,783.00		3,742.79	3,742.79
14	22130P	2019	HONDA	RIDGELINE	9	Street/Curb Buy	YES	\$ 36,980	36,450.00		2,640.77	2,640.77
15	22115J	2013	HONDA	ACCORD	29	Street/Curb Buy	NO	\$ 17,980	17,237.14	116%	2,201.34	2,200.18
16	22128P	2014	HONDA	CRV	18	Street/Curb Buy	NO	\$ 21,980	21,041.97	96%	3,023.39	3,022.43
17	221021A	2015	HONDA	FIT	27	Trade on Used	NO	\$ 18,980	18,480.00	101%	4,194.41	4,193.40
18	220101A	2020	HONDA	CRV	37	Trade on Used	YES	\$ 35,980	34,702.00	98%	2,932.54	2,931.56
19	221065A	2019	HONDA	CRV	28	Trade on Used	YES	\$ 33,980	32,008.80	99%	2,243.98	2,242.99
20	22142P	2019	HONDA	CIVIC	1	Street/Curb Buy	YES	-	24,980.01		10,239.88	10,239.88
21	221084A	2019	HONDA	RIDGELINE	12	Trade on Used	YES	\$ 38,980	38,980.00	97%	4,181.41	4,180.44
22	22132P	2018	HONDA	CIVIC	12	Street/Curb Buy	YES	\$ 25,980	24,600.00		1,636.89	1,636.89
23	22088Q	2021	HONDA	ACCORD	82	Trade on Used	YES	\$ 30,125	29,125.00		819.71	819.71
24	22141J	2017	HONDA	ACCORD	3	Street/Curb Buy	YES	\$ 23,980	23,995.00	102%	4,288.65	4,287.63
25	22067Q	2017	HONDA	CIVIC	94	Trade on Used	YES	\$ 18,878	18,378.00		824.46	824.46
26	221099A	2018	HONDA	CRV	7	Trade on Used	YES	\$ 30,980	29,900.00	101%	2,008.80	2,007.79
27	221104A	2019	HONDA	ACCORD	22	Trade on Used	YES	\$ 27,950	27,995.00	98%	4,693.36	4,692.38
28	22143P	2017	HONDA	ACCORD	5	Street/Curb Buy	YES	\$ 25,980	25,995.00	0%	1,515.38	1,515.38

29	221091A	2007	HONDA	CRV	16	Trade on Used	NO	\$ 13,980	13,730.00	123%	4,354.67	4,353.44
30	22050Q	2016	BMW	X1	73	Trade on Used	NO	\$ 23,258	23,258.00	94%	2,033.01	2,032.07
31	22067R	2009	HONDA	FIT	2	Trade on Used	YES		9,470.00		1,351.65	1,351.65
32	220635A	2015	HONDA	CRV	139	Trade on Used	NO	\$ 17,998	17,998.00	94%	25.11	24.17
33	22146P	2013	FORD	FOCUS	5	Street/Curb Buy	NO		7,771.21		2,883.68	2,883.68
34	220959A	2020	HONDA	CRV	51	Trade on Used	YES	\$ 33,552	32,986.91	96%	3,367.78	3,366.82
35	22147P	2021	HONDA	ACCORD	6	IN-HOUSE L	YES		31,676.44		4,773.51	4,773.51
36	22152P	2020	HONDA	CRV	2	Street/Curb Buy	YES		35,995.00		7,228.55	7,228.55
37	22153J	2019	HONDA	CIVIC	2	Street/Curb Buy	YES		28,425.00		3,261.26	3,261.26
38	221064A	2016	HONDA	CIVIC	41	Trade on Used	NO	\$ 24,211	24,211.00		4,142.56	4,142.56
39	22067S	2018	HONDA	CIVIC	6	Trade on Used	NO	\$ 28,500	27,500.00	110%	2,666.87	2,665.77
40	22144P	2021	HONDA	CIVIC	12	Street/Curb Buy	YES	\$ 28,995	29,690.00		2,745.60	2,745.60
41	220723A	2018	HONDA	CRV	117	Trade on Used	YES	\$ 28,969	28,769.00	95%	153.40	152.45
42	22100P	2019	HONDA	FIT	72	Street/Curb Buy	YES	\$ 22,612	22,612.00	92%	3,288.44	3,287.52
43	220976A	2019	HONDA	FIT	52	Trade on Used	YES	\$ 23,208	23,208.00	94%	1,901.50	1,900.56
44	22133P	2019	HONDA	HRV	24	Street/Curb Buy	YES	\$ 28,980	28,995.00		3,584.58	3,584.58
45	221129A	2019	HONDA	CIVIC	20	Trade on Used	YES	\$ 27,980	27,980.00	101%	4,746.40	4,745.39
46	220981A	2015	SUBRAU	OUTBACK	50	Trade on Used	NO	\$ 25,752	25,752.00	99%	4,287.56	4,286.57
47	221118A	2016	FORD	FIESTA	33	Trade on Used	YES	\$ 11,880	11,998.00		4,111.91	4,111.91
48	22150P	2022	HONDA	PILOT	12	Street/Curb Buy	YES	\$ 45,998	45,995.00		2,291.45	2,291.45
49	22139P	2020	HONDA	FI	19	Street/Curb Buy	YES	\$ 23,980	23,998.00		4,778.95	4,778.95
50	221110A	2020	HONDA	HRV	5	Trade on Used	YES	\$ 29,995	29,995.00		4,358.83	4,358.83
51	221187A	2014	MAZDA	MAZDA3	18	Trade on Used	YES	\$ 16,980	16,198.69	95%	3,934.72	3,933.77
52	22137P	2019	HONDA	CRV	22	Street/Curb Buy	YES	\$ 31,980	31,995.00	97%	4,209.95	4,208.98
53	22151J	2019	HONDA	ODYSSEY	12	Street/Curb Buy	YES	\$ 39,980	39,500.00	104%	2,548.17	2,547.13

## Scoreboard Totals

% Retailed of Non-Franchise Make	24%
Total # Retail Units	199
Avg. Days to Sale	25.8
Avg. Advertised Price (Time of Sale)	\$ 25,918
Avg. Transaction Price	\$ 25,489
Avg. Market Price at 100%	\$ 25,790
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	99%
Avg. Transactional Discount	#VALUE!
Avg. Front-End Gross	\$ 3,325
Avg. Finance Gross	\$ 3,324
PUVR	\$ 6,649
Total Gross (Units & PUVR)	\$ 1,323,105
GROI	364%
% with Trade	0%
Avg. Over/Under Allowance	(\$531)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	MEHTA
% Retailed of Non-New Franchise	24%	#DIV/0!	26%
Total # Retail Units	199	0	58
Avg. Days to Sale	25.8	#DIV/0!	21.4
Avg. Advertised Price (Time of Sale)	\$ 25,918	#DIV/0!	\$ 26,500
Avg. Transaction Price	\$ 25,489	#DIV/0!	\$ 26,024
Avg. Market Price at 100%	\$ 25,790	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	\$ (2,265)
Avg. Front-End Gross	\$ 3,325	#DIV/0!	\$ 3,702
Avg. Finance Gross	\$ 3,324	#DIV/0!	\$ 3,701
PUVR	\$ 6,649	#DIV/0!	\$ 7,403
Total Gross (Units & PUVR)	\$ 1,323,105	#DIV/0!	\$ 429,358
GROI	364%	#DIV/0!	478%
% with Trade	0%	#DIV/0!	0%
Avg. Over/Under Allowance	-531	#DIV/0!	-694



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

TAKASAWA	MORENO	HAGER	
21%	27%	18%	#DIV/0!
56	45	40	0
28.8	20.7	34.4	#DIV/0!
\$ 26,370	\$ 23,916	\$ 26,673	#DIV/0!
\$ 26,111	\$ 23,919	\$ 25,545	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	\$ (2,660)	\$ (1,539)	#DIV/0!
\$ 3,389	\$ 3,322	\$ 2,780	#DIV/0!
\$ 3,388	\$ 3,321	\$ 2,779	#DIV/0!
\$ 6,777	\$ 6,642	\$ 5,559	#DIV/0!
\$ 379,536	\$ 298,912	\$ 222,356	#DIV/0!
324%	483%	228%	#DIV/0!
0%	0%	0%	#DIV/0!
-608	-750	317	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	KHANNA,RAJEEV	CECILIO,JULIANN
% Retailed of Non-New Franchise	24%	22%	27%
Total # Retail Units	199	45	15
Avg. Days to Sale	25.8	19.2	17.9
Avg. Advertised Price (Time of Sale)	\$ 25,918	\$ 26,268	\$ 26,212
Avg. Transaction Price	\$ 25,489	\$ 25,827	\$ 25,638
Avg. Market Price at 100%	\$ 25,790	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	\$ (1,311)	\$ (1,173)
Avg. Front-End Gross	\$ 3,325	\$ 3,499	\$ 3,775
Avg. Finance Gross	\$ 3,324	\$ 3,499	\$ 3,774
PUVR	\$ 6,649	\$ 6,998	\$ 7,549
Total Gross (Units & PUVR)	\$ 1,323,105	\$ 314,920	\$ 113,228
GROI	364%	509%	591%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	-531	-68	-625



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

CHUNG,JOHN	LABOR,ROBERT	BURGOS,JOE	HASKELL,JAY
11%	21%	46%	15%
9	19	13	13
18.6	26.4	33.8	41.6
\$ 23,174	\$ 24,265	\$ 24,156	\$ 26,108
\$ 24,234	\$ 23,145	\$ 24,417	\$ 26,640
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (3,635)	\$ (5,265)	\$ (2,119)	\$ (2,540)
\$ 3,629	\$ 3,076	\$ 3,503	\$ 3,286
\$ 3,628	\$ 3,076	\$ 3,502	\$ 3,285
\$ 7,256	\$ 6,152	\$ 7,006	\$ 6,570
\$ 65,307	\$ 116,889	\$ 91,072	\$ 85,416
581%	362%	305%	213%
0%	0%	0%	0%
-1,000	260	-1,353	-500

RIVAS, MARVIN	EICHER, MARKUS	MURPHY, JOSEPH	WEAVER, KEVIN
33%	0%	27%	10%
12	10	26	10
30.8	9.7	29.7	27.3
\$ 25,431	\$ 28,113	\$ 24,245	\$ 24,734
\$ 24,179	\$ 27,671	\$ 23,905	\$ 24,376
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,252	\$ (5,180)	\$ (593)	\$ 359
\$ 2,947	\$ 4,415	\$ 2,970	\$ 3,355
\$ 2,946	\$ 4,414	\$ 2,969	\$ 3,354
\$ 5,894	\$ 8,830	\$ 5,939	\$ 6,709
\$ 70,724	\$ 88,296	\$ 154,406	\$ 67,086
285%	1188%	301%	362%
0%	0%	0%	0%
#DIV/0!	-900	-1,300	-200

MALCHOW, TROY			
33%	#DIV/0!	#DIV/0!	#DIV/0!
9	0	0	0
33.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,888	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,636	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,328	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,328	#DIV/0!	#DIV/0!	#DIV/0!
\$ 8,656	#DIV/0!	#DIV/0!	#DIV/0!
\$ 77,907	#DIV/0!	#DIV/0!	#DIV/0!
314%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
-750	#DIV/0!	#DIV/0!	#DIV/0!

























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	DANIELS	CHAMAL
% Retailed of Non-New Franchise	24%	26%	22%
Total # Retail Units	199	39	59
Avg. Days to Sale	25.8	27.3	25.4
Avg. Advertised Price (Time of Sale)	\$ 25,918	\$ 25,937	\$ 27,540
Avg. Transaction Price	\$ 25,489	\$ 25,524	\$ 26,966
Avg. Market Price at 100%	\$ 25,790	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	\$ (1,583)	#VALUE!
Avg. Front-End Gross	\$ 3,325	\$ 3,487	\$ 3,469
Avg. Finance Gross	\$ 3,324	\$ 3,486	\$ 3,468
PUVR	\$ 6,649	\$ 6,973	\$ 6,938
Total Gross (Units & PUVR)	\$ 1,323,105	\$ 271,945	\$ 409,315
GROI	364%	361%	365%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	-531	-700	-273



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HARBOUR			
20%	#DIV/0!	#DIV/0!	#DIV/0!
71	0	0	0
23.9	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,704	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,418	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (2,610)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,375	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,374	#DIV/0!	#DIV/0!	#DIV/0!
\$ 6,749	#DIV/0!	#DIV/0!	#DIV/0!
\$ 479,175	#DIV/0!	#DIV/0!	#DIV/0!
400%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
-882	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	199	108	92
Avg. Days to Sale	25.8	21.1	31.5
Avg. Advertised Price (Time of Sale)	\$ 25,918	\$ 31,461	\$ 19,382
Avg. Transaction Price	\$ 25,489	\$ 30,691	\$ 19,382
Avg. Market Price at 100%	\$ 25,790	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ (356)
Avg. Front-End Gross	\$ 3,325	\$ 3,915	\$ 2,631
Avg. Finance Gross	\$ 3,324	\$ 3,915	\$ 2,631
PUVR	\$ 6,649	\$ 7,830	\$ 5,262
Total Gross (Units & PUVR)	\$ 1,323,105	\$ 845,641	\$ 484,113
GROI	364%	436%	310%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	-531	-531	#DIV/0!



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	199	152	47
Avg. Days to Sale	25.8	23.4	33.5
Avg. Advertised Price (Time of Sale)	\$ 25,918	\$ 27,664	\$ 19,939
Avg. Transaction Price	\$ 25,489	\$ 27,172	\$ 19,939
Avg. Market Price at 100%	\$ 25,790	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ (124)
Avg. Front-End Gross	\$ 3,325	\$ 3,565	\$ 2,524
Avg. Finance Gross	\$ 3,324	\$ 3,564	\$ 2,524
PUVR	\$ 6,649	\$ 7,130	\$ 5,048
Total Gross (Units & PUVR)	\$ 1,323,105	\$ 1,083,696	\$ 237,248
GROI	364%	404%	272%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	-531	-664	200



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	199	0	123
% of Retail Units	100%	0%	62%
% Retailed of Non-New Franchise	24%	#DIV/0!	33%
Avg. Days to Sale	25.8	#DIV/0!	30.3
Avg. Transaction Price	\$ 25,489	#DIV/0!	\$ 24,342
Avg. Transaction to Market %	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	\$ (226)
Avg. Front End Gross	\$ 3,325	#DIV/0!	\$ 2,990
Avg. Finance Gross	\$ 3,324	#DIV/0!	\$ 2,989
PUVR	\$ 6,649	#DIV/0!	\$ 5,980
Total Gross (Units & PUVR)	\$1,323,105	#DIV/0!	\$ 735,493
GROI	364%	#DIV/0!	292%
% with Trade	0%	#DIV/0!	0%
Avg. Over/Under Allowance	-531	#DIV/0!	-543



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
69	0	0	0
35%	0%	0%	0%
6%	#DIV/0!	#DIV/0!	#DIV/0!
18.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,085	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,790	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,790	#DIV/0!	#DIV/0!	#DIV/0!
\$ 7,580	#DIV/0!	#DIV/0!	#DIV/0!
\$ 523,027	#DIV/0!	#DIV/0!	#DIV/0!
550%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
-632	#DIV/0!	#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	199	142	20
% of Retail Units	100%	71%	10%
% Retailed of Non-New Franchise	24%	18%	40%
Avg. Days to Sale	25.8	13.0	37.3
Avg. Transaction Price	\$ 25,489	\$ 25,582	\$ 27,140
Avg. Transaction to Market %	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ 1,003
Avg. Front End Gross	\$ 3,325	\$ 3,705	\$ 2,819
Avg. Finance Gross	\$ 3,324	\$ 3,705	\$ 2,818
PUVR	\$ 6,649	\$ 7,410	\$ 5,637
Total Gross (Units & PUVR)	\$ 1,323,105	\$ 1,052,172	\$ 112,749
GROI	364%	800%	200%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	-531	-484	-500



46-60 days	61-90 days	90+ days
15	11	8
8%	6%	4%
33%	45%	38%
52.1	74.1	108.3
\$ 26,521	\$ 25,642	\$ 18,142
98%	#DIV/0!	#DIV/0!
\$ 457	\$ 159	\$ 648
\$ 3,003	\$ 2,234	\$ 375
\$ 3,002	\$ 2,233	\$ 375
\$ 6,005	\$ 4,467	\$ 750
\$ 90,074	\$ 49,135	\$ 6,001
157%	85%	14%
0%	0%	0%
-1,050	-225	-500