

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	C4337	2019	HYUNDAI	VELOSTER	39	Trade on Used	NO	\$ 19,469	\$ 19,469	102%	\$970	\$200
2	C4245	2021	GMC	1500	94	Trade on Used	NO	\$ 43,700	\$ 42,994	94%	(\$490)	\$2,982
3	C4326	2015	Ford	F350	52	Auction/Wholesale	No	\$ 31,112	\$ 30,601	88%	\$547	\$0
4	C4319	2019	Toyota	4 RUNNER	53	Auction/Wholesale	No	\$ 41,367	\$ 41,367	102%	\$1,270	\$896
5	C4319A	2016	Toyota	TACOMA	6	Trade on Used	No	\$ 30,641	\$ 30,641	103%	\$2,766	\$1,230
6	C4362	2019	Chevrolet	SILVERADO	27	Auction/Wholesale	No	\$ 38,499	\$ 38,499	101%	\$979	\$1,933
7	C4247	2020	Chevrolet	EQUINOX	98	Auction/Wholesale	No	\$ 21,475	\$ 20,475	97%	(\$2,335)	\$981
8	C4347	2020	Chevrolet	TAHOE	49	Auction/Wholesale	No	\$ 43,595	\$ 44,097	100%	\$1,944	\$0
9	C4363	2016	Ford	F150	34	Auction/Wholesale	No	\$ 35,375	\$ 34,966	98%	\$455	\$180
10	23009B	2021	Volkswagen	ATLAS	27	Trade on New	No	\$ 38,595	\$ 38,595	100%	\$2,695	\$0
11	C4303	2013	Kia	SOUL	79	Auction/Wholesale	No	\$ 12,912	\$ 12,513	97%	(\$1,146)	\$0
12	C426	2014	Toyota	SIENNA	86	Auction/Wholesale	No	\$ 15,540	\$ 15,540	95%	(\$732)	\$0
13	C4338	2018	Nissan	ROGUE	57	Auction/Wholesale	No	\$ 19,475	\$ 19,475	99%	\$820	\$1,189
14	C4372	2006	Dodge	1500	21	Street/Curb Buy	No	\$ 14,595	\$ 12,601	130%	(\$1,163)	\$0
15	C4341	2014	Mini	COUNTRYM	54	Street/Curb Buy	No	\$ 13,598	\$ 13,598	101%	(\$2,425)	\$100

16	C4364	2019	Chevrolet	CORVETTE	37	Street/Curb Buy	No	\$ 55,595	\$ 55,595	97%	\$1,226	\$800
17	C4366	2016	Kia	SPORTAGE	33	Street/Curb Buy	No	\$ 15,995	\$ 15,601	100%	\$811	\$0
18	22142A	2019	GMC	2500	32	Trade on New	No	\$ 38,625	\$ 37,750	76%	(\$106)	\$0
19	22132A	2017	Buick	ENCORE	83	Trade on New	No	\$ 16,795	\$ 16,795	91%	(\$721)	\$1,137
20	C4322	2018	Chevrolet	SPARK	71	Auction/Wholesale	No	\$ 14,795	\$ 14,795	99%	(\$1,180)	\$1,835
21	C4301A	2019	Chevrolet	2500	72	Trade on Used	No	\$ 36,846	\$ 37,846	94%	\$2,226	\$1,591
22	C4336	2019	Toyota	COROLLA	61	Auction/Wholesale		\$ 19,129	\$ 19,129	95%	(\$1,770)	\$2,096
23	C4300A	2019	Chevrolet	2500	52	Trade on Used		\$ 47,595	\$ 47,595	94%	\$1,498	\$1,345
24	C4184A	2019	Jeep	CHEROKEE	106	Trade on Used		\$ 20,255	\$ 20,255	91%	(\$653)	\$2,397
25	C4298	2017	Ford	F250	91	Auction/Wholesale	No	\$ 32,795	\$ 32,791	96%	(\$712)	\$0
26	C4248	2020	Chevrolet	EQUINOX	119	Auction/Wholesale	No	\$ 21,000	\$ 20,591	94%	(\$1,924)	\$280
27	C4385	2021	Chevrolet	1500	5	Street/Curb Buy	No	\$ 44,988	\$ 44,988	99%	\$3,147	\$0
28	23015A	2015	Chevrolet	SUBURBAN	35	Trade on New	No	\$ 19,690	\$ 19,690	100%	\$948	\$0
29	C4305A	2019	Chevrolet	2500	46	Trade on Used	No	\$ 39,450	\$ 39,450	103%	\$957	\$533
30	C4375	2016	Dodge	CHALLENGER	35	Auction/Wholesale	No	\$ 25,995	\$ 25,995	100%	\$1,622	\$1,026
31	C4348	2020	Chevrolet	1500	63	Auction/Wholesale	No	\$ 42,000	\$ 42,000	97%	\$1,612	\$665
32	C4189A	2018	Chevrolet	EQUINOX	99	Trade on Used	No	\$ 17,500	\$ 17,500	97%	(\$725)	\$924
33	C4280A	2011	Lexus	LX 570	100	Trade on Used	No	\$ 31,125	\$ 30,716	101%	(\$2,867)	\$0
34	C4377	2021	Chevrolet	TAHOE	35	Street/Curb Buy	No	\$ 63,459	\$ 63,459	97%	\$132	\$3,140
35	C4379	2021	Chevrolet	2500	25	Street/Curb Buy	No	\$ 58,000	\$ 58,000	102%	(\$419)	\$1,845
36	22140A	2021	Ford	F350	11	Trade on New	No	\$ 66,412	\$ 66,412	97%	\$4,936	\$1,495
37	C4332	2019	Ram	1500	79	Other	No	\$ 46,000	\$ 45,591	98%	(\$341)	\$630
38	C4274	2019	Jeep	CHEROKEE	114	Auction/Wholesale	No	\$ 35,125	\$ 35,125	98%	(\$499)	\$2,100
39	C4302	2012	Chevrolet	EXPRESS	101	Street/Curb Buy	No	\$ 14,995	\$ 14,995	69%	(\$3,417)	\$0
40	C4281	2019	Chevrolet	TRAX	109	Auction/Wholesale	No	\$ 12,995	\$ 12,900	84%	(\$1,590)	\$130
41	C4339	2012	Chevrolet	MALIBU	74	Street/Curb Buy	No	\$ 7,995	\$ 7,501	99%	(\$270)	\$0
42	C4380	2017	Chevrolet	SS	28	Street/Curb Buy	No	\$ 37,987	\$ 36,601	97%	\$1,481	\$0
43	C4337A	2012	Ford	FOCUS	38	Trade on Used	No	\$ 5,995	\$ 5,700	97%	\$269	\$590
44	C4351	2016	Volkswagen	BEETLE	70	Auction/Wholesale	No	\$ 17,320	\$ 17,320	97%	(\$1,876)	\$3,857

45	C4284	2015	Toyota	RAV 4	112	Auction/Wholesale	No	\$ 18,990	\$ 17,601	100%	(\$1,620)	\$0
46	C4320A	2018	Jeep	RENEGADE	47	Trade on Used	No	\$ 18,720	\$ 18,720	99%	\$764	\$0
47	C4377A	2012	Chevrolet	TRAILBLAZER	5	Trade on Used	No	\$ 29,350	\$ 29,350	98%	\$2,856	\$2,895
48	C4312	2018	Buick	ENCORE	112	Auction/Wholesale	No	\$ 18,689	\$ 18,689	94%	(\$357)	\$1,790
49	C4331	2014	Toyota	TUNDRA	87	Auction/Wholesale	No	\$ 35,590	\$ 35,590	102%	(\$1,272)	\$0
50	C4325	2019	Ford	F150	96	Auction/Wholesale	No	\$ 35,599	\$ 35,341	95%	(\$1,403)	\$0
51	22103B	2018	Ford	F150	92	Trade on Used	No	\$ 32,595	\$ 32,196	101%	(\$2,011)	\$0
52	22081C	2013	Ford	F150	113	Trade on Used	No	\$ 20,795	\$ 20,795	96%	(\$2,086)	\$0
53	C4342	2021	Ram	PRO MASTER	87	Auction/Wholesale	No	\$ 33,112	\$ 33,112	98%	\$40	\$200

Scoreboard Totals

% Retailed of Non-Franchise Make	63%
Total # Retail Units	60
Avg. Days to Sale	62.6
Avg. Advertised Price (Time of Sale)	\$ 30,130
Avg. Transaction Price	\$ 29,941
Avg. Market Price at 100%	\$ 31,056
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 189
Avg. Front-End Gross	\$ 131
Avg. Finance Gross	\$ 860
PUVR	\$ 991
Total Gross (Units & PUVR)	\$ 59,466
GROI	19%
% with Trade	40%
Avg. Over/Under Allowance	\$255



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	BOBBY CONNER
% Retailed of Non-New Franchise	63%	#DIV/0!	62%
Total # Retail Units	60	0	58
Avg. Days to Sale	62.6	#DIV/0!	62.2
Avg. Advertised Price (Time of Sale)	\$ 30,130	#DIV/0!	\$ 30,534
Avg. Transaction Price	\$ 29,941	#DIV/0!	\$ 30,346
Avg. Market Price at 100%	\$ 31,056	#DIV/0!	\$ 31,577
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	97%
Avg. Transaction to Market	96%	#DIV/0!	96%
Avg. Transactional Discount	\$ 189	#DIV/0!	\$ 188
Avg. Front-End Gross	\$ 131	#DIV/0!	\$ 158
Avg. Finance Gross	\$ 860	#DIV/0!	\$ 889
PUVR	\$ 991	#DIV/0!	\$ 1,047
Total Gross (Units & PUVR)	\$ 59,466	#DIV/0!	\$ 60,741
GROI	19%	#DIV/0!	20%
% with Trade	40%	#DIV/0!	41%
Avg. Over/Under Allowance	255	#DIV/0!	261



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

JERREL BULEY	JUSTIN PENCE		
100%	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0
73.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,395	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,198	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,828	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 197	#DIV/0!	#DIV/0!	#DIV/0!
\$ (638)	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ (638)	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,275)	#DIV/0!	#DIV/0!	#DIV/0!
-17%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	GLEN	KENNETH
% Retailed of Non-New Franchise	63%	58%	50%
Total # Retail Units	60	12	6
Avg. Days to Sale	62.6	55.5	76.8
Avg. Advertised Price (Time of Sale)	\$ 30,130	\$ 31,048	\$ 19,147
Avg. Transaction Price	\$ 29,941	\$ 30,783	\$ 19,039
Avg. Market Price at 100%	\$ 31,056	\$ 32,431	\$ 21,223
Avg. Price to Market % (Time of Sale)	97%	96%	90%
Avg. Transaction to Market	96%	95%	90%
Avg. Transactional Discount	\$ 189	\$ 264	\$ 108
Avg. Front-End Gross	\$ 131	\$ (353)	\$ (485)
Avg. Finance Gross	\$ 860	\$ 730	\$ 153
PUVR	\$ 991	\$ 377	\$ (331)
Total Gross (Units & PUVR)	\$ 59,466	\$ 4,523	\$ (1,987)
GROI	19%	8%	-8%
% with Trade	40%	33%	17%
Avg. Over/Under Allowance	255	0	333



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

GREGG	DERECK	DEVIN	REY
59%	100%	50%	70%
17	7	8	10
59.5	72.0	49.9	71.3
\$ 26,653	\$ 32,417	\$ 37,433	\$ 34,085
\$ 26,460	\$ 32,128	\$ 37,558	\$ 33,766
\$ 27,017	\$ 33,866	\$ 37,876	\$ 35,324
99%	96%	99%	96%
98%	95%	99%	96%
\$ 193	\$ 289	\$ (125)	\$ 319
\$ 189	\$ 55	\$ 1,096	\$ 267
\$ 1,016	\$ 843	\$ 1,027	\$ 1,050
\$ 1,206	\$ 898	\$ 2,123	\$ 1,316
\$ 20,499	\$ 6,285	\$ 16,985	\$ 13,161
28%	14%	41%	20%
47%	14%	63%	50%
375	-100	285	450

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	BOBBY CONNER	JERREL BULEY
% Retailed of Non-New Franchise	63%	60%	64%
Total # Retail Units	60	5	55
Avg. Days to Sale	62.6	61.2	62.7
Avg. Advertised Price (Time of Sale)	\$ 30,130	\$ 33,613	\$ 29,813
Avg. Transaction Price	\$ 29,941	\$ 33,314	\$ 29,634
Avg. Market Price at 100%	\$ 31,056	\$ 33,382	\$ 30,949
Avg. Price to Market % (Time of Sale)	97%	101%	96%
Avg. Transaction to Market	96%	100%	96%
Avg. Transactional Discount	\$ 189	\$ 298	\$ 179
Avg. Front-End Gross	\$ 131	\$ 76	\$ 137
Avg. Finance Gross	\$ 860	\$ 518	\$ 891
PUVR	\$ 991	\$ 594	\$ 1,027
Total Gross (Units & PUVR)	\$ 59,466	\$ 2,968	\$ 56,498
GROI	19%	10%	20%
% with Trade	40%	0%	2%
Avg. Over/Under Allowance	255	-500	308



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	60	0	57
Avg. Days to Sale	62.6	#DIV/0!	62.0
Avg. Advertised Price (Time of Sale)	\$ 30,130	#DIV/0!	\$ 29,991
Avg. Transaction Price	\$ 29,941	#DIV/0!	\$ 29,991
Avg. Market Price at 100%	\$ 31,056	#DIV/0!	\$ 31,159
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	96%
Avg. Transaction to Market	96%	#DIV/0!	96%
Avg. Transactional Discount	\$ 189	#DIV/0!	\$ 199
Avg. Front-End Gross	\$ 131	#DIV/0!	\$ 155
Avg. Finance Gross	\$ 860	#DIV/0!	\$ 802
PUVR	\$ 991	#DIV/0!	\$ 957
Total Gross (Units & PUVR)	\$ 59,466	#DIV/0!	\$ 54,553
GROI	19%	#DIV/0!	19%
% with Trade	40%	#DIV/0!	40%
Avg. Over/Under Allowance	255	#DIV/0!	255



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	60	22	38
Avg. Days to Sale	62.6	56.3	66.2
Avg. Advertised Price (Time of Sale)	\$ 30,130	\$ 32,409	\$ 28,562
Avg. Transaction Price	\$ 29,941	\$ 32,323	\$ 28,562
Avg. Market Price at 100%	\$ 31,056	\$ 33,595	\$ 29,738
Avg. Price to Market % (Time of Sale)	97%	96%	96%
Avg. Transaction to Market	96%	96%	96%
Avg. Transactional Discount	\$ 189	\$ 86	\$ 248
Avg. Front-End Gross	\$ 131	\$ 442	\$ (48)
Avg. Finance Gross	\$ 860	\$ 859	\$ 860
PUVR	\$ 991	\$ 1,301	\$ 812
Total Gross (Units & PUVR)	\$ 59,466	\$ 28,626	\$ 30,840
GROI	19%	26%	15%
% with Trade	40%	41%	39%
Avg. Over/Under Allowance	255	53	398



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	60	5	17
% of Retail Units	100%	8%	28%
% Retailed of Non-New Franchise	63%	80%	65%
Avg. Days to Sale	62.6	37.6	58.5
Avg. Transaction Price	\$ 29,941	\$ 35,848	\$ 28,971
Avg. Transaction to Market %	96%	92%	97%
Avg. Transactional Discount	\$ 189	\$ 175	\$ 106
Avg. Front End Gross	\$ 131	\$ 1,550	\$ 683
Avg. Finance Gross	\$ 860	\$ 526	\$ 916
PUVR	\$ 991	\$ 2,077	\$ 1,600
Total Gross (Units & PUVR)	\$ 59,466	\$ 10,384	\$ 27,197
GROI	19%	55%	34%
% with Trade	40%	40%	47%
Avg. Over/Under Allowance	255	333	217



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
10	27	0	0
17%	45%	0%	0%
30%	70%	#DIV/0!	#DIV/0!
41.3	77.0	#DIV/0!	#DIV/0!
\$ 32,294	\$ 28,007	#DIV/0!	#DIV/0!
96%	96%	#DIV/0!	#DIV/0!
\$ 427	\$ 147	#DIV/0!	#DIV/0!
\$ (90)	\$ (379)	#DIV/0!	#DIV/0!
\$ 589	\$ 995	#DIV/0!	#DIV/0!
\$ 499	\$ 615	#DIV/0!	#DIV/0!
\$ 4,988	\$ 16,608	#DIV/0!	#DIV/0!
13%	10%	#DIV/0!	#DIV/0!
30%	37%	#DIV/0!	#DIV/0!
-214	475	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	1
0%	0%	2%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	79.0
#DIV/0!	#DIV/0!	\$ 45,591
#DIV/0!	#DIV/0!	97%
#DIV/0!	#DIV/0!	\$ 409
#DIV/0!	#DIV/0!	\$ (341)
#DIV/0!	#DIV/0!	\$ 630
#DIV/0!	#DIV/0!	\$ 289
#DIV/0!	#DIV/0!	\$ 289
#DIV/0!	#DIV/0!	3%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	-500

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	60	12	10
% of Retail Units	100%	20%	17%
% Retailed of Non-New Franchise	63%	50%	70%
Avg. Days to Sale	62.6	20.1	35.1
Avg. Transaction Price	\$ 29,941	\$ 37,915	\$ 33,101
Avg. Transaction to Market %	96%	99%	96%
Avg. Transactional Discount	\$ 189	\$ 364	\$ 197
Avg. Front End Gross	\$ 131	\$ 2,119	\$ 654
Avg. Finance Gross	\$ 860	\$ 857	\$ 843
PUVR	\$ 991	\$ 2,976	\$ 1,496
Total Gross (Units & PUVR)	\$ 59,466	\$ 35,712	\$ 14,962
GROI	19%	141%	46%
% with Trade	40%	58%	40%
Avg. Over/Under Allowance	255	136	-214



46-60 days	61-90 days	90+ days
9	13	16
15%	22%	27%
56%	69%	69%
52.1	76.8	105.9
\$ 31,989	\$ 24,017	\$ 25,647
97%	96%	93%
\$ 1	\$ 23	\$ 292
\$ 529	\$ (567)	\$ (1,342)
\$ 451	\$ 1,012	\$ 978
\$ 981	\$ 445	\$ (364)
\$ 8,827	\$ 5,789	\$ (5,824)
21%	9%	-5%
22%	38%	38%
361	450	417