

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	UFL22333S	2017	RAM	1500		Other	NO	\$ 31,488	\$ 31,488	100%	\$1,735	\$599
2	CHP3277A	2021	Genesis	G80		Other	NO	\$ 42,500	\$ 41,500	100%	\$394	\$518
3	CNS3674A	2020	Nissan	Pathfinder	160	Street/Curb Buy	NO	\$ 43,100	\$ 42,696	93%	(\$528)	\$2,398
4	CN284678A	2017	Jeep	Compass	6	Trade on New	NO	\$ 23,995	\$ 23,995	100%	\$2,013	\$4,214
5	CNP5497A	2018	Nissan	Qashqai	87	Street/Curb Buy	NO	\$ 24,497	\$ 24,487	99%	\$2,425	\$4,456
6	CNP2847B	2017	Hyundai	Tucson	4	Trade on Used	NO	\$ 23,902	\$ 23,902	100%	\$3,199	\$6,300
7	SN118479A	2017	Ford	Escape		Other	NO	\$ 13,699	\$ 13,699	100%	(\$742)	\$1,434
8	CN842367A	2018	Kia	Rio	61	Trade on New	NO	\$ 17,226	\$ 17,226	82%	\$3,900	\$1,467
9	CNE0435A	2020	Toyota	Sienna	5	Rental Fleet (Enterprise, etc.)	NO	\$ 40,875	\$ 40,875	93%	\$1,590	\$11,997
10	SNP9680A	2019	Nissan	Murano		Other	NO	\$ 37,945	\$ 37,945	100%	\$3,873	\$1,957
11	CN688277B	2015	Toyota	Rav4	12	Trade on Used	NO	\$ 14,975	\$ 14,107	100%	\$1,324	\$649
12	CNS7363B	2019	GMC	Terrain	13	Trade on Used	NO	\$ 34,995	\$ 34,995	101%	\$8,429	\$4,262
13	CHP0004B	2017	Ford	Escape	25	Trade on Used	NO	\$ 23,682	\$ 22,999	99%	\$679	\$3,962
14	CNS3674B	2015	Nissan	Pathfinder	27	Trade on Used	NO	\$ 22,875	\$ 22,297	100%	\$466	\$599
15	CN511750A	2019	RAM	1500	74	Trade on New	NO	\$ 35,696	\$ 35,000	94%	\$652	\$5,548
16	CHG1416A	2019	TOYOTA	CHR		OTHER	NO	\$ 29,575	\$ 28,971	100%	\$1,130	\$3,421
17	CNP0532A	2021	Nissan	SENTRA	39	Street/Curb Buy	NO	\$ 28,995	\$ 28,669	100%	\$3,105	\$6,684
18	CN276725A	2015	JEEP	CHEROKEE	52	Trade on New	NO	\$ 24,409	\$ 24,409	98%	\$2,335	\$599
19	CN720546A	2014	FORD	ESCAPE	42	Trade on New	NO	\$ 14,489	\$ 14,113	94%	\$623	\$599
20	CN481771A	2012	JEEP	COMPASS	9	Trade on New	NO	\$ 13,975	\$ 13,575	98%	\$2,348	\$849
21	CN254472A	2020	Nissan	ROUGE	93	Trade on New	NO	\$ 32,178	\$ 30,891	93%	(\$1,287)	\$2,299
22	CN335231A	2020	Hyundai	KONA	29	Trade on New	NO	\$ 28,626	\$ 28,626	100%	\$1,843	\$3,073
23	CNP4121A	2010	Nissan	MURANO	2	Street/Curb Buy	NO	\$ 10,975	\$ 10,445	100%	\$1,085	\$599
24	CNP2629A	2019	Nissan	MICRA	34	Street/Curb Buy	NO	\$ 19,613	\$ 19,232	99%	\$2,037	\$5,228
25	CNP2028A	2013	INFINITI	EX37	17	Street/Curb Buy	NO	\$ 18,875	\$ 17,700	100%	\$1,399	\$1,550
26	SN251002A	2018	Nissan	SENTRA	119	Trade on New	NO	\$ 17,292	\$ 17,292	100%	\$200	\$2,739
27	UFP3061A	2020	RAM	1500		Other	NO	\$ 49,488	\$ 49,488	100%	\$2,707	\$2,356
28	CNS4495A	2020	Nissan	Qashqai	17	Street/Curb Buy	NO	\$ 34,818	\$ 34,818	100%	\$3,200	\$8,224
29	CHP3277B	2020	BMW	330XI	23	Trade on Used	NO	\$ 49,975	\$ 48,682	100%	\$1,205	\$11,545
30	CGL6604C	2016	RAM	1500		OTHER	NO	\$ 20,999	\$ 20,999	100%	\$725	\$4,073
31	CNS0057A	2021	Nissan	ROGUE	20	Street/Curb Buy	NO	\$ 40,806	\$ 40,806	98%	\$40,026	\$3,216
32	CN128789A	2021	FORD	EXPLORER	47	Trade on Used	NO	\$ 54,353	\$ 52,000	99%	\$347	\$3,105

33	CNH9615A	2019	TOYOTA	SIENNA	26	Rental Fleet (Enterprise, etc.)	NO	\$ 35,975	\$ 35,718	87%	(\$300)	\$6,078
34	CNP0523B	2019	NISSAN	ROGUE	14	Trade on Used	NO	\$ 27,875	\$ 26,599	87%	\$2,451	\$5,576
35	CNS3450C	2015	Jeep	CHEROKEE	99	Trade on Used	NO	\$ 14,178	\$ 14,178	100%	\$500	\$599
36	CNS0128A	2022	Nissan	FRONTIER	98	Street/Curb Buy	NO	\$ 55,875	\$ 55,875	99%	(\$580)	\$599
37	CNE0435B	2022	HONDA	CIVIC	56	Trade on Used	NO	\$ 34,760	\$ 31,581	100%	\$938	\$7,986
38	SN412901A	2013	Chevrolet	MALIBU	19	Trade on New	NO	\$ 9,875	\$ 8,744	100%	\$2,090	\$599
39	UFP3061B	2016	DODGE	CHARGER	3	Trade on Used	NO	\$ 18,750	\$ 15,995	100%	\$5,420	\$6,296
40	CNS2804A	2022	Nissan	SENTRA	7	Street/Curb Buy	NO	\$ 29,975	\$ 29,975	100%	\$1,282	\$3,678
41	CNS6697A	2021	Nissan	ROGUE	7	Street/Curb Buy	NO	\$ 42,975	\$ 41,900	105%	\$405	\$2,473
42	SNP3655A	2021	NISSAN	MAXIMA		OTHER	NO	\$ 46,999	\$ 46,851	100%	(\$125)	\$9,431
43	CN278790A	2017	Hyundai	TUCSON	65	Trade on New	NO	\$ 19,205	\$ 16,505	85%	\$200	\$4,215
44	OG278128C	2021	Jeep	WRANGLER		OTHER	NO	\$ 49,995	\$ 49,995	100%	(\$713)	\$3,722
45	CNS4324B	2016	Nissan	TITAN	98	Trade on Used	NO	\$ 46,177	\$ 46,127	99%	(\$1,150)	\$12,094
46	CN670709A	2016	Nissan	MURANO	127	Trade on New	NO	\$ 19,963	\$ 19,563	85%	\$2,000	\$5,824
47	CNS9417A	2018	Nissan	Murano	99	Street/Curb Buy	NO	\$ 30,525	\$ 30,525	90%	(\$700)	\$2,114
48	CNP0523C	2013	DODGE	JOURNEY	5	Trade on Used	NO	\$ 3,800	\$ 2,678	100%	\$1,040	\$599
49	CNH1799A	2019	INFINITI	Q50	34	Rental Fleet (Enterprise, etc.)	NO	\$ 36,775	\$ 36,775	97%	\$2,454	\$6,589
50	CN182670A	2019	Nissan	ROGUE	6	Trade on New	NO	\$ 31,807	\$ 31,807	100%	\$3,470	\$599
51	CNH8825A	2019	FORD	ESCAPE	11	Rental Fleet (Enterprise, etc.)	NO	\$ 31,843	\$ 31,843	97%	\$3,400	\$2,567
52	CN261522B	2020	KIA	FORTE	38	Trade on Used	NO	\$ 24,176	\$ 24,176	93%	\$1,100	\$2,031
53	OG434500D	2020	Nissan	ROUGE	113	Trade on Used	NO	\$ 34,182	\$ 34,182	97%	\$2,279	\$599

Scoreboard Totals

% Retailed of Non-Franchise Make	51%
Total # Retail Units	122
Avg. Days to Sale	45.5
Avg. Advertised Price (Time of Sale)	\$ 29,119
Avg. Transaction Price	\$ 28,811
Avg. Market Price at 100%	\$ 29,873
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 307
Avg. Front-End Gross	\$ 1,449
Avg. Finance Gross	\$ 3,589
PUVR	\$ 5,038
Total Gross (Units & PUVR)	\$ 614,630
GROI	138%
% with Trade	25%
Avg. Over/Under Allowance	\$64



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	AUSTIN
% Retailed of Non-New Franchise	51%	#DIV/0!	61%
Total # Retail Units	122	0	18
Avg. Days to Sale	45.5	#DIV/0!	48.0
Avg. Advertised Price (Time of Sale)	\$ 29,119	#DIV/0!	\$ 34,927
Avg. Transaction Price	\$ 28,811	#DIV/0!	\$ 34,163
Avg. Market Price at 100%	\$ 29,873	#DIV/0!	\$ 35,732
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	98%
Avg. Transaction to Market	96%	#DIV/0!	96%
Avg. Transactional Discount	\$ 307	#DIV/0!	\$ 764
Avg. Front-End Gross	\$ 1,449	#DIV/0!	\$ 2,661
Avg. Finance Gross	\$ 3,589	#DIV/0!	\$ 3,021
PUVR	\$ 5,038	#DIV/0!	\$ 5,682
Total Gross (Units & PUVR)	\$ 614,630	#DIV/0!	\$ 102,272
GROI	138%	#DIV/0!	125%
% with Trade	25%	#DIV/0!	44%
Avg. Over/Under Allowance	64	#DIV/0!	56



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

WELLY	AMAN		
56%	42%	#DIV/0!	#DIV/0!
54	50	0	0
44.3	46.1	#DIV/0!	#DIV/0!
\$ 29,080	\$ 27,070	#DIV/0!	#DIV/0!
\$ 28,966	\$ 26,718	#DIV/0!	#DIV/0!
\$ 29,879	\$ 27,880	#DIV/0!	#DIV/0!
97%	97%	#DIV/0!	#DIV/0!
97%	96%	#DIV/0!	#DIV/0!
\$ 114	\$ 352	#DIV/0!	#DIV/0!
\$ 1,241	\$ 1,238	#DIV/0!	#DIV/0!
\$ 3,553	\$ 3,831	#DIV/0!	#DIV/0!
\$ 4,794	\$ 5,070	#DIV/0!	#DIV/0!
\$ 258,873	\$ 253,485	#DIV/0!	#DIV/0!
134%	148%	#DIV/0!	#DIV/0!
24%	18%	#DIV/0!	#DIV/0!
-17	154	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	ABDUL	ALPESH
% Retailed of Non-New Franchise	51%	67%	59%
Total # Retail Units	122	18	17
Avg. Days to Sale	45.5	34.5	51.1
Avg. Advertised Price (Time of Sale)	\$ 29,119	\$ 33,538	\$ 28,864
Avg. Transaction Price	\$ 28,811	\$ 32,960	\$ 28,351
Avg. Market Price at 100%	\$ 29,873	\$ 34,048	\$ 30,122
Avg. Price to Market % (Time of Sale)	97%	99%	96%
Avg. Transaction to Market	96%	97%	94%
Avg. Transactional Discount	\$ 307	\$ 578	\$ 513
Avg. Front-End Gross	\$ 1,449	\$ 1,421	\$ 1,048
Avg. Finance Gross	\$ 3,589	\$ 4,818	\$ 4,355
PUVR	\$ 5,038	\$ 6,239	\$ 5,402
Total Gross (Units & PUVR)	\$ 614,630	\$ 112,305	\$ 91,840
GROI	138%	197%	134%
% with Trade	25%	33%	24%
Avg. Over/Under Allowance	64	83	-318



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

TARIK	RYLAN	SETHE	SYED
35%	56%	50%	47%
17	18	4	15
51.6	48.5	42.0	48.5
\$ 30,636	\$ 27,505	\$ 30,445	\$ 24,267
\$ 30,333	\$ 28,314	\$ 28,731	\$ 23,849
\$ 31,602	\$ 28,100	\$ 31,051	\$ 24,905
97%	98%	98%	97%
96%	101%	93%	96%
\$ 303	\$ (809)	\$ 1,715	\$ 418
\$ 1,229	\$ 526	\$ 444	\$ 1,247
\$ 4,052	\$ 3,023	\$ 1,888	\$ 3,301
\$ 5,281	\$ 3,548	\$ 2,332	\$ 4,548
\$ 89,781	\$ 63,871	\$ 9,327	\$ 68,220
121%	93%	70%	142%
29%	28%	25%	7%
316	56	-225	0

LYDIA	JESSIE	OLIVER	AARON
43%	56%	33%	50%
14	9	3	6
36.3	45.2	36.0	33.0
\$ 27,833	\$ 26,045	\$ 40,368	\$ 29,511
\$ 27,414	\$ 25,477	\$ 39,233	\$ 29,468
\$ 28,801	\$ 26,545	\$ 41,381	\$ 30,571
97%	98%	98%	97%
95%	96%	95%	96%
\$ 419	\$ 569	\$ 1,135	\$ 43
\$ 1,602	\$ 1,525	\$ 12,874	\$ 923
\$ 2,643	\$ 2,717	\$ 3,268	\$ 4,140
\$ 4,245	\$ 4,242	\$ 16,141	\$ 5,063
\$ 59,428	\$ 38,180	\$ 48,424	\$ 30,377
154%	133%	411%	187%
14%	11%	67%	50%
229	0	500	250

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	GARY	SAMIR
% Retailed of Non-New Franchise	51%	50%	52%
Total # Retail Units	122	34	31
Avg. Days to Sale	45.5	40.7	48.0
Avg. Advertised Price (Time of Sale)	\$ 29,119	\$ 28,852	\$ 28,002
Avg. Transaction Price	\$ 28,811	\$ 29,193	\$ 27,441
Avg. Market Price at 100%	\$ 29,873	\$ 29,258	\$ 29,299
Avg. Price to Market % (Time of Sale)	97%	99%	96%
Avg. Transaction to Market	96%	100%	94%
Avg. Transactional Discount	\$ 307	\$ (341)	\$ 561
Avg. Front-End Gross	\$ 1,449	\$ 1,497	\$ 961
Avg. Finance Gross	\$ 3,589	\$ 4,639	\$ 3,298
PUVR	\$ 5,038	\$ 6,136	\$ 4,259
Total Gross (Units & PUVR)	\$ 614,630	\$ 208,620	\$ 132,017
GROI	138%	186%	116%
% with Trade	25%	0%	0%
Avg. Over/Under Allowance	64	144	152



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

MARK	MARK	OLIVER	AARON
62%	62%	45%	36%
26	26	20	11
51.2	51.2	33.5	63.1
\$ 29,719	\$ 29,719	\$ 30,714	\$ 28,771
\$ 29,156	\$ 29,156	\$ 30,177	\$ 28,197
\$ 30,296	\$ 30,296	\$ 31,564	\$ 29,878
98%	98%	97%	96%
96%	96%	96%	94%
\$ 564	\$ 564	\$ 537	\$ 574
\$ 804	\$ 804	\$ 3,547	\$ 391
\$ 2,451	\$ 2,451	\$ 3,889	\$ 3,305
\$ 3,255	\$ 3,255	\$ 7,436	\$ 3,695
\$ 84,627	\$ 84,627	\$ 148,721	\$ 40,646
78%	78%	265%	75%
0%	0%	0%	0%
-31	-31	-125	136

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	122	2	120
Avg. Days to Sale	45.5	34.5	45.7
Avg. Advertised Price (Time of Sale)	\$ 29,119	\$ 46,020	\$ 28,549
Avg. Transaction Price	\$ 28,811	\$ 44,571	\$ 28,549
Avg. Market Price at 100%	\$ 29,873	\$ 46,020	\$ 29,655
Avg. Price to Market % (Time of Sale)	97%	100%	96%
Avg. Transaction to Market	96%	97%	96%
Avg. Transactional Discount	\$ 307	\$ 1,449	\$ 288
Avg. Front-End Gross	\$ 1,449	\$ 201	\$ 1,470
Avg. Finance Gross	\$ 3,589	\$ 7,917	\$ 3,516
PUVR	\$ 5,038	\$ 8,118	\$ 4,987
Total Gross (Units & PUVR)	\$ 614,630	\$ 16,236	\$ 598,394
GROI	138%	190%	137%
% with Trade	25%	0%	25%
Avg. Over/Under Allowance	64	0	65



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	122	60	62
Avg. Days to Sale	45.5	48.1	42.4
Avg. Advertised Price (Time of Sale)	\$ 29,119	\$ 29,906	\$ 27,734
Avg. Transaction Price	\$ 28,811	\$ 29,924	\$ 27,734
Avg. Market Price at 100%	\$ 29,873	\$ 30,696	\$ 29,177
Avg. Price to Market % (Time of Sale)	97%	97%	95%
Avg. Transaction to Market	96%	97%	95%
Avg. Transactional Discount	\$ 307	\$ (18)	\$ 622
Avg. Front-End Gross	\$ 1,449	\$ 1,545	\$ 1,357
Avg. Finance Gross	\$ 3,589	\$ 3,838	\$ 3,347
PUVR	\$ 5,038	\$ 5,383	\$ 4,704
Total Gross (Units & PUVR)	\$ 614,630	\$ 322,978	\$ 291,652
GROI	138%	135%	144%
% with Trade	25%	23%	26%
Avg. Over/Under Allowance	64	110	19



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	122	26	35
% of Retail Units	100%	21%	29%
% Retailed of Non-New Franchise	51%	58%	51%
Avg. Days to Sale	45.5	50.1	38.1
Avg. Transaction Price	\$ 28,811	\$ 23,665	\$ 23,767
Avg. Transaction to Market %	96%	155%	92%
Avg. Transactional Discount	\$ 307	\$ (692)	\$ 841
Avg. Front End Gross	\$ 1,449	\$ 1,410	\$ 1,434
Avg. Finance Gross	\$ 3,589	\$ 3,114	\$ 3,518
PUVR	\$ 5,038	\$ 4,523	\$ 4,952
Total Gross (Units & PUVR)	\$ 614,630	\$ 117,608	\$ 173,330
GROI	138%	137%	197%
% with Trade	25%	15%	17%
Avg. Over/Under Allowance	64	335	-100



Street/Curb buy	Auction/wholesale	Fleet (Enterprise,	Other
20	3	14	24
16%	2%	11%	20%
10%	0%	64%	75%
63.2	25.3	36.9	12.0
\$ 35,496	\$ 35,842	\$ 33,386	\$ 32,625
97%	98%	94%	98%
\$ 408	\$ 450	\$ 338	\$ 492
\$ 2,464	\$ 302	\$ 972	\$ 1,091
\$ 4,620	\$ 2,235	\$ 4,399	\$ 3,043
\$ 7,084	\$ 2,536	\$ 5,371	\$ 4,134
\$ 141,677	\$ 7,609	\$ 75,196	\$ 99,210
114%	101%	157%	380%
30%	0%	50%	29%
-25	0	214	3

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	122	50	11
% of Retail Units	100%	41%	9%
% Retailed of Non-New Franchise	51%	46%	64%
Avg. Days to Sale	45.5	13.4	36.1
Avg. Transaction Price	\$ 28,811	\$ 25,233	\$ 25,037
Avg. Transaction to Market %	96%	125%	95%
Avg. Transactional Discount	\$ 307	\$ 137	\$ 350
Avg. Front End Gross	\$ 1,449	\$ 2,611	\$ 1,259
Avg. Finance Gross	\$ 3,589	\$ 3,954	\$ 3,362
PUVR	\$ 5,038	\$ 6,565	\$ 4,621
Total Gross (Units & PUVR)	\$ 614,630	\$ 328,239	\$ 50,834
GROI	138%	701%	184%
% with Trade	25%	12%	45%
Avg. Over/Under Allowance	64	44	364



46-60 days	61-90 days	90+ days
10	8	20
8%	7%	16%
40%	63%	30%
51.6	68.1	119.0
\$ 30,874	\$ 24,451	\$ 36,687
96%	91%	95%
\$ 868	\$ 507	\$ 203
\$ 927	\$ 1,101	\$ (542)
\$ 3,685	\$ 3,142	\$ 3,550
\$ 4,612	\$ 4,243	\$ 3,007
\$ 46,125	\$ 33,946	\$ 60,148
104%	92%	25%
20%	25%	40%
50	-63	75