

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	P22077	2019	Nissan	Murano	117	Street/Curb Buy	NO	\$ 21,564	\$ 21,280	92%	(\$4,882)	\$0
2	G22377A	2021	GMC	Sierra	47	Trade on New	Yes	\$ 60,000	\$ 60,000	88%	\$9,450	\$1,162
3	P22096	2019	GMC	Yukon	68	LBO OEM/Leasing Co.	Yes	\$ 57,559	\$ 57,000	103%	\$5,301	\$0
4	G22416A	2020	GMC	Canyon	13	Trade on New	Yes	\$ 32,209	\$ 32,209	99%	\$1,213	\$1,083
5	P22115	2016	GMC	Yukon	42	Street/Curb Buy	No	\$ 35,618	\$ 35,618	100%	\$4,952	\$742
6	B22023B	2020	Lincoln	Corsair	58	Trade on New	No	\$ 37,152	\$ 37,152	96%	\$2,392	\$595
7	G22487B	2019	GMC	Sierra	20	Trade on New	Yes	\$ 49,597	\$ 49,597	99%	\$3,385	\$0
8	G22033A	2015	Chevrolet	Equinox	273	Trade on New	No	\$ 17,000	\$ 16,540	100%	(\$190)	\$0
9	G22354A	2019	Honda	Pilot	87	Trade on New	No	\$ 26,000	\$ 26,000	90%	(\$1,282)	\$1,416
10	G22318F	2019	Chevrolet	Silverado	65	Trade on Used	Yes	\$ 35,000	\$ 35,000	100%	\$1,636	\$3,844
11	G22279C	2017	Lincoln	MKX	59	Trade on Used	No	\$ 28,089	\$ 27,600	98%	\$59	\$0
12	G22358A	2021	Cadillac	CT5	59	Trade on New	No	\$ 38,549	\$ 37,513	98%	(\$998)	\$250
13	P22135	2021	GMC	Savana	48	Auction/Wholesale	Yes	\$ 42,508	\$ 42,508	102%	\$3,534	\$0
14	G22438A	2019	GMC	Sierra	29	Trade on New	No	\$ 69,766	\$ 69,766	98%	\$5,565	\$1,095
15	G22101D	2018	Nissan	Sentra	27	Trade on Used		\$ 14,673	\$ 14,673	91%	\$5,120	\$588
16	G22055D	2016	Toyota	Tundra	151	Trade on New	No	\$ 27,000	\$ 27,000	91%	(\$1,632)	\$310
17	G22359B	2020	GMC	Sierra	91	Trade on New	Yes	\$ 54,900	\$ 54,900	100%	(\$1,824)	\$3,051
18	p22096	2014	Buick	Enclave	17	Trade on Used		\$ 16,000	\$ 16,000	97%	\$5,637	\$0
19	G22424A	2021	GMC	Sierra	24		Yes	\$ 56,121	\$ 56,121	100%	\$1,560	\$2,776
20	B22009B	2015	GMC	Terrain	183	Trade on Used	No	\$ 15,000	\$ 15,000	94%	(\$239)	\$1,286
21	P22130	2021	GMC	Savana	59	Auction/Wholesale	Yes	\$ 41,882	\$ 41,882	98%	\$1,279	\$265
22	P22079C	2022	GMC	Sierra	56	Trade on New	Yes	\$ 58,872	\$ 58,872	98%	\$1,182	\$2,093
23	G22389A	2020	GMC	Sierra	44	Street/Curb Buy	Yes	\$ 52,669	\$ 52,669	100%	\$2,772	\$1,679
24	P22143	2021	GMC	Savana	29	Auction/Wholesale	Yes	\$ 41,407	\$ 41,000	100%	\$2,445	\$388
25	P22144	2021	GMC	Acadia	29	Street/Curb Buy	Yes	\$ 35,442	\$ 35,000	100%	\$2,621	\$651
26	G22358B	2017	Cadillac	CTS	22	Trade on Used	No	\$ 25,000	\$ 25,000	95%	\$4,479	\$0
27	B22030B	2017	Buick	Encore	18	Trade on New	Yes	\$ 17,605	\$ 17,605	101%	\$1,269	\$0
28	P22149	2020	GMC	Sierra	15	Street/Curb Buy	Yes	\$ 72,152	\$ 69,500	102%	\$6,569	\$1,477
29	G22423A	2020	GMC	Terrain	11	Trade on New	Yes	\$ 24,000	\$ 24,000	94%	\$2,511	\$547

30	G22512A	2019	GMC	Yukon	8	Trade on New	Yes	\$ 57,275	\$ 49,257	100%	(\$790)	\$544
31	G22529A	2019	GMC	Sierra	6	Trade on New	Yes	\$ 34,905	\$ 34,905	100%	\$4,655	\$501
32	G22452A	2020	GMC	Terrain	6	Trade on New	Yes	\$ 26,389	\$ 26,389	98%	\$2,635	\$597
33	G22420A	2020	GMC	Terrain	29	Trade on New	Yes	\$ 28,761	\$ 29,188	94%	\$2,793	\$163
34	G22294A	2017	gmc	Acadia	177	Trade on New	No	\$ 22,000	\$ 22,000	89%	(\$5,450)	\$410
35	G22476A	2021	GMC	Acadia	38	Trade on New	Yes	\$ 39,000	\$ 39,164	101%	\$3,151	\$0
36	G22298B	2018	Mercedes-Benz	GLE 350	162	Trade on Used	No	\$ 33,300	\$ 33,300	84%	(\$4,968)	\$808
37	P22131	2021	Chevrolet	Express	65	Auction/Wholesale	Yes	\$ 41,000	\$ 41,000	99%	\$943	\$1,736
38	P22132	2021	Chevrolet	Express	65	Auction/Wholesale	Yes	\$ 41,000	\$ 41,000	100%	(\$382)	\$1,878
39	G22221	2022	GMC	1500	200	Loaner	Yes	\$ 73,668	\$ 72,000	103%	\$5,792	\$0
40	B22032A	2020	Buick	Envision	54	Trade on New	Yes	\$ 27,684	\$ 28,383	101%	(\$340)	\$2,859
41	G22488A	2019	GMC	Sierra	53	Trade on New	Yes	\$ 65,000	\$ 64,500	99%	\$4,666	\$0
42	P22147	2020	Buick	Encore	39	Street/Curb Buy	Yes	\$ 22,000	\$ 20,400	99%	\$879	\$0
43	G22541A	2018	Chevrolet	Suburban	34	Trade on New	No	\$ 32,000	\$ 31,000	96%	\$4,900	\$521
44	G22418A	2021	Buick	Encore	23	Trade on New	Yes	\$ 21,165	\$ 21,165	91%	\$2,465	\$3,380
45	P22079F	2014	Chevrolet	Silverado	22	Trade on Used	No	\$ 21,610	\$ 21,000	94%	\$2,426	\$690
46	G22417A	2020	GMC	Terrain	29	Trade on New	Yes	\$ 24,693	\$ 24,693	92%	\$694	\$0
47	G22512B	2020	Jeep	Wrangler	17	Trade on Used	No	\$ 34,400	\$ 34,000	99%	\$3,000	\$895
48	G21553A	2106	Chevrolet	Silverado	293	Trade on New	No	\$ 47,000	\$ 47,000	95%	\$2,953	\$0
49			Ford				No					
50	G22440	2022	Chevrolet	Silverado	41	Trade on New	Yes	\$ 39,000	\$ 38,000	99%	\$2,421	\$583
51	G22550B	2016	GMC	Acadia	20	Trade on New	No	\$ 14,827	\$ 14,820	91%	\$1,482	\$1,056
52	G22523A	2019	Ram	1500	40	Trade on New	No	\$ 36,707	\$ 36,707	99%	\$3,160	\$4,312
53			GMC				Yes					

Scoreboard Totals

% Retailed of Non-Franchise Make	37%
Total # Retail Units	54
Avg. Days to Sale	62.4
Avg. Advertised Price (Time of Sale)	\$ 36,994
Avg. Transaction Price	\$ 36,605
Avg. Market Price at 100%	\$ 38,139
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 389
Avg. Front-End Gross	\$ 1,980
Avg. Finance Gross	\$ 906
PUVR	\$ 2,886
Total Gross (Units & PUVR)	\$ 155,861
GROI	45%
% with Trade	43%
Avg. Over/Under Allowance	\$13



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Ryan Martin
% Retailed of Non-New Franchise	37%	#DIV/0!	45%
Total # Retail Units	54	0	22
Avg. Days to Sale	62.4	#DIV/0!	47.0
Avg. Advertised Price (Time of Sale)	\$ 36,994	#DIV/0!	\$ 35,217
Avg. Transaction Price	\$ 36,605	#DIV/0!	\$ 35,006
Avg. Market Price at 100%	\$ 38,139	#DIV/0!	\$ 36,184
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	97%
Avg. Transaction to Market	96%	#DIV/0!	97%
Avg. Transactional Discount	\$ 389	#DIV/0!	\$ 211
Avg. Front-End Gross	\$ 1,980	#DIV/0!	\$ 1,760
Avg. Finance Gross	\$ 906	#DIV/0!	\$ 897
PUVR	\$ 2,886	#DIV/0!	\$ 2,657
Total Gross (Units & PUVR)	\$ 155,861	#DIV/0!	\$ 58,452
GROI	45%	#DIV/0!	58%
% with Trade	43%	#DIV/0!	50%
Avg. Over/Under Allowance	13	#DIV/0!	-189



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

Shaun Emery	Erwin Seavey		
27%	25%	#DIV/0!	#DIV/0!
15	4	0	0
80.2	61.3	#DIV/0!	#DIV/0!
\$ 40,994	\$ 34,673	#DIV/0!	#DIV/0!
\$ 40,131	\$ 34,642	#DIV/0!	#DIV/0!
\$ 41,857	\$ 34,836	#DIV/0!	#DIV/0!
98%	100%	#DIV/0!	#DIV/0!
96%	99%	#DIV/0!	#DIV/0!
\$ 864	\$ 30	#DIV/0!	#DIV/0!
\$ 2,344	\$ 1,689	#DIV/0!	#DIV/0!
\$ 803	\$ 186	#DIV/0!	#DIV/0!
\$ 3,147	\$ 1,874	#DIV/0!	#DIV/0!
\$ 47,207	\$ 7,498	#DIV/0!	#DIV/0!
35%	32%	#DIV/0!	#DIV/0!
47%	25%	#DIV/0!	#DIV/0!
253	0	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Chirs Anderson	Pete Gonneville
% Retailed of Non-New Franchise	37%	78%	25%
Total # Retail Units	54	9	8
Avg. Days to Sale	62.4	97.8	42.6
Avg. Advertised Price (Time of Sale)	\$ 36,994	\$ 34,121	\$ 37,930
Avg. Transaction Price	\$ 36,605	\$ 33,748	\$ 37,900
Avg. Market Price at 100%	\$ 38,139	\$ 35,936	\$ 38,360
Avg. Price to Market % (Time of Sale)	97%	95%	99%
Avg. Transaction to Market	96%	94%	99%
Avg. Transactional Discount	\$ 389	\$ 373	\$ 30
Avg. Front-End Gross	\$ 1,980	\$ 2,384	\$ 1,953
Avg. Finance Gross	\$ 906	\$ 928	\$ 1,133
PUVR	\$ 2,886	\$ 3,311	\$ 3,086
Total Gross (Units & PUVR)	\$ 155,861	\$ 29,802	\$ 24,684
GROI	45%	36%	69%
% with Trade	43%	44%	13%
Avg. Over/Under Allowance	13	-167	0



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

Mark Gonneville	Jacob Cloutier	Nick Roy	Jim Nicholas
14%	50%	27%	25%
7	4	11	4
94.7	78.8	30.8	75.5
\$ 37,569	\$ 42,768	\$ 38,702	\$ 24,291
\$ 37,039	\$ 42,643	\$ 38,412	\$ 24,343
\$ 38,454	\$ 44,904	\$ 39,029	\$ 24,739
98%	95%	99%	98%
96%	95%	98%	98%
\$ 530	\$ 125	\$ 289	\$ (53)
\$ 843	\$ 1,761	\$ 3,870	\$ 529
\$ 573	\$ 536	\$ 706	\$ 1,185
\$ 1,416	\$ 2,297	\$ 4,576	\$ 1,714
\$ 9,913	\$ 9,188	\$ 50,335	\$ 6,858
15%	25%	139%	34%
57%	75%	45%	50%
307	0	0	0

Josh Laverriere			
40%	#DIV/0!	#DIV/0!	#DIV/0!
5	0	0	0
44.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 35,971	#DIV/0!	#DIV/0!	#DIV/0!
\$ 35,762	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36,693	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 209	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,356	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,083	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,439	#DIV/0!	#DIV/0!	#DIV/0!
\$ 12,197	#DIV/0!	#DIV/0!	#DIV/0!
55%	#DIV/0!	#DIV/0!	#DIV/0!
60%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Jordan Bassett	
% Retailed of Non-New Franchise	37%	41%	#DIV/0!
Total # Retail Units	54	37	0
Avg. Days to Sale	62.4	75.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,994	\$ 38,677	#DIV/0!
Avg. Transaction Price	\$ 36,605	\$ 38,238	#DIV/0!
Avg. Market Price at 100%	\$ 38,139	\$ 39,684	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	97%	#DIV/0!
Avg. Transaction to Market	96%	96%	#DIV/0!
Avg. Transactional Discount	\$ 389	\$ 439	#DIV/0!
Avg. Front-End Gross	\$ 1,980	\$ 1,749	#DIV/0!
Avg. Finance Gross	\$ 906	\$ 751	#DIV/0!
PUVR	\$ 2,886	\$ 2,500	#DIV/0!
Total Gross (Units & PUVR)	\$ 155,861	\$ 92,501	#DIV/0!
GROI	45%	31%	#DIV/0!
% with Trade	43%	0%	#DIV/0!
Avg. Over/Under Allowance	13	31	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	54	32	20
Avg. Days to Sale	62.4	43.1	97.1
Avg. Advertised Price (Time of Sale)	\$ 36,994	\$ 42,449	\$ 30,437
Avg. Transaction Price	\$ 36,605	\$ 41,930	\$ 30,437
Avg. Market Price at 100%	\$ 38,139	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	97%	#VALUE!	#VALUE!
Avg. Transaction to Market	96%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 389	\$ 519	\$ 226
Avg. Front-End Gross	\$ 1,980	\$ 2,483	\$ 828
Avg. Finance Gross	\$ 906	\$ 1,042	\$ 757
PUVR	\$ 2,886	\$ 3,525	\$ 1,585
Total Gross (Units & PUVR)	\$ 155,861	\$ 112,794	\$ 31,697
GROI	45%	70%	19%
% with Trade	43%	44%	40%
Avg. Over/Under Allowance	13	5	53



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	54	34	20
Avg. Days to Sale	62.4	47.7	87.2
Avg. Advertised Price (Time of Sale)	\$ 36,994	\$ 40,334	\$ 31,093
Avg. Transaction Price	\$ 36,605	\$ 39,878	\$ 31,093
Avg. Market Price at 100%	\$ 38,139	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	97%	#VALUE!	#VALUE!
Avg. Transaction to Market	96%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 389	\$ 455	\$ 278
Avg. Front-End Gross	\$ 1,980	\$ 2,557	\$ 1,008
Avg. Finance Gross	\$ 906	\$ 869	\$ 970
PUVR	\$ 2,886	\$ 3,426	\$ 1,978
Total Gross (Units & PUVR)	\$ 155,861	\$ 116,474	\$ 39,558
GROI	45%	65%	26%
% with Trade	43%	47%	35%
Avg. Over/Under Allowance	13	21	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	54	28	9
% of Retail Units	100%	52%	17%
% Retailed of Non-New Franchise	37%	32%	78%
Avg. Days to Sale	62.4	63.0	63.8
Avg. Transaction Price	\$ 36,605	\$ 36,369	\$ 24,619
Avg. Transaction to Market %	96%	96%	94%
Avg. Transactional Discount	\$ 389	\$ 383	\$ 167
Avg. Front End Gross	\$ 1,980	\$ 1,801	\$ 1,906
Avg. Finance Gross	\$ 906	\$ 947	\$ 901
PUVR	\$ 2,886	\$ 2,749	\$ 2,807
Total Gross (Units & PUVR)	\$ 155,861	\$ 76,966	\$ 25,261
GROI	45%	43%	64%
% with Trade	43%	54%	33%
Avg. Over/Under Allowance	13	-18	-56



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
6	5	1	0
11%	9%	2%	0%
17%	40%	0%	#DIV/0!
47.7	53.2	200.0	#DIV/0!
\$ 39,078	\$ 41,478	\$ 72,000	#DIV/0!
97%	100%	101%	#DIV/0!
\$ 830	\$ 81	\$ 1,668	#DIV/0!
\$ 2,152	\$ 1,564	\$ 5,792	#DIV/0!
\$ 758	\$ 853	\$ -	#DIV/0!
\$ 2,910	\$ 2,417	\$ 5,792	#DIV/0!
\$ 17,460	\$ 12,086	\$ 5,792	#DIV/0!
56%	39%	14%	#DIV/0!
33%	20%	100%	#DIV/0!
-192	0	2,800	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	0
2%	0%	0%
0%	#DIV/0!	#DIV/0!
68.0	#DIV/0!	#DIV/0!
\$ 57,000	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!
\$ 559	#DIV/0!	#DIV/0!
\$ 5,301	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 5,301	#DIV/0!	#DIV/0!
\$ 5,301	#DIV/0!	#DIV/0!
49%	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	54	21	7
% of Retail Units	100%	39%	13%
% Retailed of Non-New Franchise	37%	19%	43%
Avg. Days to Sale	62.4	19.7	39.7
Avg. Transaction Price	\$ 36,605	\$ 33,614	\$ 36,223
Avg. Transaction to Market %	96%	96%	97%
Avg. Transactional Discount	\$ 389	\$ 577	\$ 491
Avg. Front End Gross	\$ 1,980	\$ 2,940	\$ 3,176
Avg. Finance Gross	\$ 906	\$ 782	\$ 1,120
PUVR	\$ 2,886	\$ 3,722	\$ 4,296
Total Gross (Units & PUVR)	\$ 155,861	\$ 78,167	\$ 30,071
GROI	45%	202%	108%
% with Trade	43%	38%	57%
Avg. Over/Under Allowance	13	-100	-236



46-60 days	61-90 days	90+ days
9	5	12
17%	9%	22%
33%	80%	50%
54.8	70.0	183.0
\$ 44,268	\$ 40,000	\$ 34,336
97%	98%	#VALUE!
\$ 147	\$ 112	\$ 268
\$ 2,358	\$ 1,243	\$ (1,160)
\$ 803	\$ 1,775	\$ 652
\$ 3,161	\$ 3,018	\$ (508)
\$ 28,448	\$ 15,090	\$ (6,099)
47%	39%	-3%
67%	40%	25%
111	0	367