

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	21658a	2019	toyota	rav4	346	Trade on Used	No	\$ 37,875	\$ 37,875	106%	\$500	\$922
2	21999a	2019	toyota	sienna	25	Trade on Used	No	\$ 36,368	\$ 36,368	119%	\$2,950	\$1,459
3	21990a	2013	nissan	murano	39	Trade on Used	no	\$ 11,300	\$ 11,300	90%	\$3,370	\$0
4	21961a	2010	toyota	tacoma	25	Trade on Used	no	\$ 16,500	\$ 16,500	98%	\$3,336	\$1,166
5	21970a	2020	toyota	rav4	28	Trade on Used	no	\$ 30,833	\$ 30,833	103%	\$3,029	
6	8594	2021	Chevrolet	blazer	1	Trade on Used	No	\$ 41,500	\$ 41,500	100%	\$1,989	\$3,303
7	8593	2007	toyota	sienna	26	Trade on Used	no	\$ 9,999	\$ 9,999	100%	\$3,577	
8	21861a	2020	jeep	cherokee	96	Trade on Used	no	\$ 31,025	\$ 31,025	105%	\$500	\$206
9	21911a	2017	toyota	rav4	91	Trade on Used	No	\$ 28,388	\$ 28,388	122%	\$2,453	\$1,681
10	8595	2017	gmc	acadia	1	Trade on Used	no	\$ 28,999	\$ 28,999	100%	\$3,202	\$1,000
11	21944a	2010	toyota	corolla	42	Trade on Used	No	\$ 10,165	\$ 10,165	97%	\$1,135	\$1,423
12	8574	2016	toyota	camry	154	Trade on Used	No	\$ 16,975	\$ 16,975	105%	\$380	\$1,279
13	8596	2019	jeep	compass	1	Trade on Used	No	\$ 24,000	\$ 24,000	100%	\$1,354	\$1,500
14	21933a	2017	ford	focus	81	Trade on Used	No	\$ 9,082	\$ 9,082	107%	\$2,637	\$1,654
15	8591	2018	jeep	compass	1	Trade on Used	No	\$ 24,399	\$ 24,399	100%	\$800	\$1,787
16	21966a	2019	toyota	highlander	19	Trade on Used	no	\$ 35,700	\$ 35,700	99%	\$5,675	\$2,686
17	21784a	2015	Chevrolet	silverado	145	Trade on Used	no	\$ 16,100	\$ 16,100	80%	\$895	
18	21657b	2017	toyota	camry	41	Trade on Used	No	\$ 19,099	\$ 19,099	103%	\$2,003	\$1,300
19	21900b	2007	nissan	versa	46	Trade on Used	No	\$ 4,464	\$ 4,464	100%	\$2,583	
20	21777b	2018	kia	soul	83	Trade on Used	No	\$ 13,995	\$ 13,995	85%	\$2,502	
21	21952a	2011	toyota	tundra	25	Trade on Used	No	\$ 19,999	\$ 19,999	87%	\$3,891	\$834
22	21958a	2015	toyota	tacoma	19	Trade on Used	no	\$ 40,141	\$ 40,141	109%	\$2,825	
23	8577	2020	toyota	camry	93	Trade on Used	no	\$ 25,043	\$ 25,043	99%	\$4,016	\$1,800
24	8511b	2020	honda	cr-v	380	Trade on Used	no	\$ 33,225	\$ 33,225	103%	\$1,956	\$2,189
25	21815a	2021	toyota	highlander	84	Trade on Used	No	\$ 51,500	\$ 51,500	104%	\$3,686	\$1,310
26	8582	2009	Mercedes-Benz	e-class	4	Trade on Used	No	\$ 10,500	\$ 10,500	100%	\$2,718	\$540
27	21900a	2019	toyota	rav4	22	Trade on Used	No	\$ 29,500	\$ 29,500	94%	\$3,341	\$1,709

28	21854a	2019	toyota	tacoma	71	Trade on Used	No	\$ 34,999	\$ 34,999	98%	\$2,907	\$1,121
29	8578	2022	toyota	rav4	38	Trade on Used	No	\$ 32,735	\$ 32,735	100%	\$1,834	\$1,145
30	8584	2016	buick	encision	1	Trade on Used	No	\$ 22,999	\$ 22,999	100%	\$3,700	\$412
31	21878a	2021	toyota	4RUNNER	55	Trade on Used	No	\$ 49,995	\$ 49,995	100%	\$3,218	\$2,290
32	8587	2015	Chevrolet	Equinox	1	Trade on Used	No	\$ 12,900	\$ 12,900	100%	\$880	
33	8588	2016	KIA	SPORTAGE	1	Trade on Used	NO	\$ 19,999	\$ 19,999	100%	\$500	\$2,392
34	21488b	2014	toyota	tacoma	81	Trade on Used	no	\$ 19,999	\$ 19,999	92%	\$4,222	
35	8589	2021	nissan	altima	1	Trade on Used	no	\$ 27,999	\$ 27,999	100%	\$500	\$851
36	8567	2014	gmc	terrain	120	Trade on Used	no	\$ 13,725	\$ 13,725	101%	\$1,272	\$514
37	21938a	2013	subaru	xv crosstrek	18	Trade on Used	no	\$ 13,725	\$ 13,725	94%	\$4,054	
38	21821a	2001	toyota	tacoma	51	Trade on Used	no	\$ 9,999	\$ 9,999	100%	\$3,317	
39	21844a	2018	ford	f-150	54	Trade on Used	no	\$ 35,777	\$ 35,777	83%	\$2,055	\$2,239
40	8579	2017	gmc	acadia	1	Trade on Used	no	\$ 25,999	\$ 25,999	101%	\$3,576	\$1,404
41	21838b	2014	ford	escape	29	Trade on Used	no	\$ 9,999	\$ 9,999	72%	\$5,736	
42	21508b	2018	jeep	compass	345	Trade on Used	no	\$ 23,223	\$ 23,223	105%	\$500	
43	21781a	2016	toyota	highlander	84	Trade on Used	no	\$ 32,375	\$ 32,375	110%	\$2,261	\$3,189
44	8581	2018	buick	encore	3	Trade on Used	no	\$ 20,999	\$ 20,999	104%	\$1,401	\$1,904
45	21657a	2018	jeep	grand cherokee	255	Trade on Used	no	\$ 34,761	\$ 34,761	106%	\$500	\$805
46	8563	2018	ford	fusion	52	Trade on Used	no	\$ 22,800	\$ 22,800	113%	\$3,344	\$2,227
47	21824a	2012	toyota	camry	18	Trade on Used	no	\$ 9,999	\$ 9,999	78%	\$5,423	\$55
48	21660a	2020	toyota	sienna	198	Trade on Used	no	\$ 41,428	\$ 41,428	110%	\$500	\$2,488
49	8552a	2021	toyota	tacoma	127	Trade on Used	no	\$ 40,862	\$ 40,862	99%	\$3,348	\$1,588
50	21777a	2019	toyota	ch-r	50	Trade on Used	no	\$ 26,400	\$ 26,400	103%	\$1,962	\$1,947
51	21848a	2010	chrysler	town&country	25	Trade on Used	no	\$ 5,888	\$ 5,888	79%	\$3,936	
52	21541a	2011	toyota	sequoia	369	Trade on Used	no	\$ 17,000	\$ 17,000	96%	\$1,603	\$849
53	21823a	2021	toyota	rav4	28	Trade on Used	no	\$ 37,025	\$ 37,025	107%	\$2,304	\$3,873

Scoreboard Totals

% Retailed of Non-Franchise Make	48%
Total # Retail Units	60
Avg. Days to Sale	68.3
Avg. Advertised Price (Time of Sale)	\$ 24,905
Avg. Transaction Price	\$ 24,905
Avg. Market Price at 100%	\$ 25,055
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ -
Avg. Front-End Gross	\$ 2,537
Avg. Finance Gross	\$ 1,500
PUVR	\$ 3,662
Total Gross (Units & PUVR)	\$ 219,725
GROI	78%
% with Trade	22%
Avg. Over/Under Allowance	\$0



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Tammy Hicks
% Retailed of Non-New Franchise	48%	#DIV/0!	48%
Total # Retail Units	60	0	60
Avg. Days to Sale	68.3	#DIV/0!	68.3
Avg. Advertised Price (Time of Sale)	\$ 24,905	#DIV/0!	\$ 24,905
Avg. Transaction Price	\$ 24,905	#DIV/0!	\$ 24,905
Avg. Market Price at 100%	\$ 25,055	#DIV/0!	\$ 24,823
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	100%
Avg. Transaction to Market	99%	#DIV/0!	100%
Avg. Transactional Discount	\$ -	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 2,537	#DIV/0!	\$ 2,537
Avg. Finance Gross	\$ 1,500	#DIV/0!	\$ 1,500
PUVR	\$ 3,662	#DIV/0!	\$ 3,662
Total Gross (Units & PUVR)	\$ 219,725	#DIV/0!	\$ 219,725
GROI	78%	#DIV/0!	78%
% with Trade	22%	#DIV/0!	22%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Tracy Harris	Colleen Carpenter
% Retailed of Non-New Franchise	48%	44%	40%
Total # Retail Units	60	36	5
Avg. Days to Sale	68.3	56.4	42.2
Avg. Advertised Price (Time of Sale)	\$ 24,905	\$ 24,057	\$ 24,669
Avg. Transaction Price	\$ 24,905	\$ 24,057	\$ 24,669
Avg. Market Price at 100%	\$ 25,055	\$ 23,880	\$ 24,807
Avg. Price to Market % (Time of Sale)	99%	101%	99%
Avg. Transaction to Market	99%	101%	99%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 2,537	\$ 2,751	\$ 1,950
Avg. Finance Gross	\$ 1,500	\$ 1,516	\$ 3,189
PUVR	\$ 3,662	\$ 4,057	\$ 2,588
Total Gross (Units & PUVR)	\$ 219,725	\$ 146,052	\$ 12,938
GROI	78%	108%	89%
% with Trade	22%	22%	0%
Avg. Over/Under Allowance	0	0	#DIV/0!



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

Matt Wegner	Dawn Hedberg		
60%	56%	#DIV/0!	#DIV/0!
10	9	0	0
52.1	148.1	#DIV/0!	#DIV/0!
\$ 28,025	\$ 24,958	#DIV/0!	#DIV/0!
\$ 28,025	\$ 24,958	#DIV/0!	#DIV/0!
\$ 28,568	\$ 24,440	#DIV/0!	#DIV/0!
98%	102%	#DIV/0!	#DIV/0!
98%	102%	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 2,543	\$ 2,000	#DIV/0!	#DIV/0!
\$ 1,420	\$ 1,189	#DIV/0!	#DIV/0!
\$ 3,679	\$ 2,661	#DIV/0!	#DIV/0!
\$ 36,789	\$ 23,946	#DIV/0!	#DIV/0!
91%	26%	#DIV/0!	#DIV/0!
20%	33%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Trevor Trombley	
% Retailed of Non-New Franchise	48%	48%	#DIV/0!
Total # Retail Units	60	60	0
Avg. Days to Sale	68.3	68.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,905	\$ 24,905	#DIV/0!
Avg. Transaction Price	\$ 24,905	\$ 24,905	#DIV/0!
Avg. Market Price at 100%	\$ 25,055	\$ 24,823	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	100%	#DIV/0!
Avg. Transaction to Market	99%	100%	#DIV/0!
Avg. Transactional Discount	\$ -	\$ -	#DIV/0!
Avg. Front-End Gross	\$ 2,537	\$ 2,537	#DIV/0!
Avg. Finance Gross	\$ 1,500	\$ 1,500	#DIV/0!
PUVR	\$ 3,662	\$ 3,662	#DIV/0!
Total Gross (Units & PUVR)	\$ 219,725	\$ 219,725	#DIV/0!
GROI	78%	78%	#DIV/0!
% with Trade	22%	0%	#DIV/0!
Avg. Over/Under Allowance	0	0	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	60	0	60
Avg. Days to Sale	68.3	#DIV/0!	68.3
Avg. Advertised Price (Time of Sale)	\$ 24,905	#DIV/0!	\$ 24,905
Avg. Transaction Price	\$ 24,905	#DIV/0!	\$ 24,905
Avg. Market Price at 100%	\$ 25,055	#DIV/0!	\$ 24,823
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	100%
Avg. Transaction to Market	99%	#DIV/0!	100%
Avg. Transactional Discount	\$ -	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 2,537	#DIV/0!	\$ 2,537
Avg. Finance Gross	\$ 1,500	#DIV/0!	\$ 1,500
PUVR	\$ 3,662	#DIV/0!	\$ 3,662
Total Gross (Units & PUVR)	\$ 219,725	#DIV/0!	\$ 219,725
GROI	78%	#DIV/0!	78%
% with Trade	22%	#DIV/0!	22%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	60	31	29
Avg. Days to Sale	68.3	73.1	63.1
Avg. Advertised Price (Time of Sale)	\$ 24,905	\$ 28,646	\$ 20,905
Avg. Transaction Price	\$ 24,905	\$ 28,646	\$ 20,905
Avg. Market Price at 100%	\$ 25,055	\$ 28,150	\$ 21,266
Avg. Price to Market % (Time of Sale)	99%	102%	98%
Avg. Transaction to Market	99%	102%	98%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 2,537	\$ 2,803	\$ 2,253
Avg. Finance Gross	\$ 1,500	\$ 1,605	\$ 1,380
PUVR	\$ 3,662	\$ 4,046	\$ 3,252
Total Gross (Units & PUVR)	\$ 219,725	\$ 125,416	\$ 94,309
GROI	78%	70%	89%
% with Trade	22%	19%	24%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	60	0	60
% of Retail Units	100%	0%	100%
% Retailed of Non-New Franchise	48%	#DIV/0!	48%
Avg. Days to Sale	68.3	#DIV/0!	68.3
Avg. Transaction Price	\$ 24,905	#DIV/0!	\$ 24,905
Avg. Transaction to Market %	99%	#DIV/0!	99%
Avg. Transactional Discount	\$ -	#DIV/0!	\$ -
Avg. Front End Gross	\$ 2,537	#DIV/0!	\$ 2,537
Avg. Finance Gross	\$ 1,500	#DIV/0!	\$ 1,500
PUVR	\$ 3,662	#DIV/0!	\$ 3,662
Total Gross (Units & PUVR)	\$ 219,725	#DIV/0!	\$ 219,725
GROI	78%	#DIV/0!	78%
% with Trade	22%	#DIV/0!	22%
Avg. Over/Under Allowance	0	#DIV/0!	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	60	30	5
% of Retail Units	100%	50%	8%
% Retailed of Non-New Franchise	48%	57%	20%
Avg. Days to Sale	68.3	12.9	39.8
Avg. Transaction Price	\$ 24,905	\$ 24,066	\$ 20,260
Avg. Transaction to Market %	99%	98%	97%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 2,537	\$ 2,973	\$ 1,981
Avg. Finance Gross	\$ 1,500	\$ 1,515	\$ 967
PUVR	\$ 3,662	\$ 4,489	\$ 2,948
Total Gross (Units & PUVR)	\$ 219,725	\$ 134,656	\$ 14,742
GROI	78%	521%	132%
% with Trade	22%	20%	0%
Avg. Over/Under Allowance	0	0	#DIV/0!



46-60 days	61-90 days	90+ days
6	6	13
10%	10%	22%
50%	33%	46%
51.3	80.7	209.2
\$ 24,906	\$ 26,992	\$ 27,664
100%	99%	103%
\$ -	\$ -	\$ -
\$ 2,747	\$ 3,036	\$ 1,417
\$ 2,176	\$ 1,819	\$ 1,302
\$ 4,922	\$ 4,854	\$ 2,719
\$ 29,534	\$ 29,126	\$ 35,348
139%	80%	17%
33%	17%	31%
#DIV/0!	#DIV/0!	0