

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross
ex.	P123456		Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	2293P58	2019	Ford	ESCAPE	48	Auction/Wholesale	No	Yes	\$ 23,300	\$ 23,300	98%	(\$1,625)	\$1,671
2	229333Q	2016	Jeep	PATRIOT	9	Auction/Wholesale	No	No	\$ 14,000	\$ 13,200	94%	\$1,931	\$515
3	229329B	2013	Ford	FUSION	13	Trade on Used	No	Yes	\$ 12,900	\$ 12,900	96%	\$1,202	\$1,245
4	229347P	2022	Ford	F150	52	Auction/Wholesale	No	Yes	\$ 64,900	\$ 62,000	100%	\$503	\$4,200
5	229420p	2016	Ford	FUSION	1	Auction/Wholesale	NO	Yes	\$ 16,500	\$ 16,000	98%	\$50	\$2,356
6	229392P	2014	Ford	F150	21	Auction/Wholesale	No	Yes	\$ 23,800	\$ 23,750	105%	\$1,186	\$984
7	229422P	2019	Dodge	1500	2	Auction/Wholesale	No	No	\$ 42,000	\$ 36,337	105%	(\$882)	\$0
8	229382p	2019	Ford	f350	39	Street/Curb Buy	No	Yes	\$ 74,000	\$ 74,000	101%	\$4,277	\$420
9	229229A	2020	Volkswagen	JETTA	83	Trade on Used	No	No	\$ 20,000	\$ 20,000	91%	(\$959)	\$2,141
10	229385P	2013	nissan	Altima	31	Auction/Wholesale	No	No	\$ 14,500	\$ 14,350	117%	\$2,272	\$1,017
11	227089g	2015	Ford	f350	69	Trade on New	No	Yes	\$ 34,700	\$ 32,468	98%	\$1,368	\$0
12	229371P	2014	Honda	CRV	48	Auction/Wholesale	No	No	\$ 18,500	\$ 18,500	98%	(\$744)	\$2,192
13	229334P	2019	Ford	EXPLOR	69	Auction/Wholesale	No	Yes	\$ 36,000	\$ 36,000	99%	(\$2,272)	\$849
14	229291P	2019	Jeep	CHEROKEE	109	Auction/Wholesale	No	No	\$ 25,900	\$ 25,900	91%	(\$1,223)	\$3,328
15	229430P	2014	Ford	F150	5	Street/Curb Buy	No	Yes	\$ 24,900	\$ 24,900	99%	\$1,742	\$1,581
16	225003n	2015	Ford	expedition	13	Trade on New	No	Yes	\$ 31,900	\$ 31,900	99%	\$3,911	\$537
17	226218a	2019	Ford	ESCAPE	47	Trade on New	NO	Yes	\$ 24,500	\$ 24,500	99%	\$934	\$2,456
18	226024G	2014	Ram	PROMASTER	27	Trade on New	No	No	\$ 22,500	\$ 22,500	88%	\$1,635	\$0
19	229441P	2019	Ram	1500	51	Trade on New	No	No	\$ 37,500	\$ 37,500	97%	\$545	\$1,833
20	229440P	2019	Hyundai	ELANTRA	73	Auction/Wholesale	No	No	\$ 14,900	\$ 14,900	93%	(\$825)	\$899
21	229424P	2016	Ford	ESCAPP	12	Street/Curb Buy	No	Yes	\$ 18,900	\$ 18,900	93%	\$4,078	\$2,117
22	229353P	2016	Subaru	CROSSTREK	67	Auction/Wholesale	No	No	\$ 18,500	\$ 18,400	97%	(\$2,382)	\$299
23	229404P	2017	FORD	F150	27	Auction/Wholesale	No	Yes	\$ 27,900	\$ 27,000	99%	\$2,050	\$0
24	229277P	2019	Ford	ECO SPORT	128	Auction/Wholesale	No	Yes	\$ 19,000	\$ 19,000	95%	(\$2,865)	\$1,109
25	229434P	2019	Mercedes-Benz	glc	7	Auction/Wholesale	No	No	\$ 29,500	\$ 29,500	87%	\$1,775	\$1,010
26	229293p	2019	nissan	Sentra	120	Auction/Wholesale	No	No	\$ 19,000	\$ 19,000	90%	(\$2,995)	\$1,068
27	229403P	2016	Ford	F250	35	Auction/Wholesale	No	Yes	\$ 28,900	\$ 28,900	96%	\$2,167	\$0
28	229351P	2021	Ford	F150	74	Auction/Wholesale	No	Yes	\$ 60,000	\$ 60,000	102%	\$100	\$975
29	229326P	2020	Ford	F150	91	Auction/Wholesale	No	Yes	\$ 41,000	\$ 41,000	100%	(\$1,343)	\$3,948

30	229269A	2015	nissan	MURANO	140	Trade on Used	No	No	\$ 18,000	\$ 18,000	88%	(\$3,192)	\$3,441
31	229436T	2018	FORD	FUSION	14	Auction/Wholesale	No	Yes	\$ 17,500	\$ 17,500	98%	\$1,775	\$0
32	229271P	2019	Ford	RANGER	139	Auction/Wholesale	No	Yes	\$ 30,900	\$ 30,900	89%	(\$5,258)	\$2,575
33	229381P	2015	Jeep	CHEROKEE	61	Auction/Wholesale	No	No	\$ 20,000	\$ 20,000	100%	(\$96)	\$3,632
34	222617A	2015	Ford	FUSION	16	Trade on New	No	Yes	\$ 17,900	\$ 17,174	96%	\$1,190	\$2,637
35	229422A	2019	Chevrolet	colorado	25	Trade on Used	No	No	\$ 22,900	\$ 22,900	97%	\$2,441	\$0
36	229453p	2017	Chevrolet	sonic	11	Trade on New	No	No	\$ 15,000	\$ 15,000	99%	\$2,021	\$1,480
37	229457p	2011	Chevrolet	camaro	12	Auction/Wholesale	No	No	\$ 14,995	\$ 14,995	102%	(\$1,295)	\$2,039
38	229415P	2019	Ford	explorer	34	Auction/Wholesale	No	Yes	\$ 34,900	\$ 34,900	101%	\$1,833	\$3,328
39	229442p	2020	Ford	expedition	15	Street/Curb Buy	No	Yes	\$ 54,750	\$ 54,750	108%	\$8,892	\$1,000
40	229413a	2015	Honda	crv	39	Trade on Used	No	No	\$ 20,900	\$ 20,200	91%	(\$443)	\$300
41	224224A	2021	Ford	RANGER	58	Trade on New	No	Yes	\$ 38,500	\$ 38,500	96%	\$2,055	\$4,335
42	229448A	2008	Ford	ESCAPE	17	Trade on Used		Yes	\$ 9,000	\$ 9,000	122%	\$1,300	\$623
43	229393P	2019	Ford	EXPORER	55	Auction/Wholesale	No	Yes	\$ 32,900	\$ 32,900	100%	\$966	\$554
44	229470P	2019	Ford	RANGER	31	Auction/Wholesale	No	Yes	\$ 32,900	\$ 32,476	99%	\$1,251	\$0
45	224231A	2021	Ford	RANGER	26	Trade on New	No	Yes	\$ 38,000	\$ 38,000	96%	\$1,025	\$0
46	225520A	2017	Ford	EXP	75	Trade on New	NO	Yes	\$ 21,900	\$ 21,900	88%	\$5,477	\$0
47	229474P	2011	Ford	EXP	3	Street/Curb Buy	No	Yes	\$ 16,500	\$ 14,000	113%	\$1,597	\$0
48	229291A	2016	Ford	f350	33	Trade on Used	No	Yes	\$ 38,900	\$ 37,400	87%	(\$340)	\$1,686
49	229476P	2020	Chevrolet	TRAX	38	Auction/Wholesale	No	No	\$ 20,500	\$ 20,500	100%	\$566	\$1,304
50	229466P	2020	Ford	RANGER	8	Auction/Wholesale	No	Yes	\$ 33,900	\$ 32,500	103%	\$1,498	\$1,672
51	229426t	2021	Chevrolet	silverado	21	Auction/Wholesale	No	No	\$ 51,500	\$ 51,500	96%	\$2,054	\$3,981
52	229480p	2015	Jeep	GRAND CHERC	67	Auction/Wholesale	No	No	\$ 19,500	\$ 19,250	101%	(\$802)	\$1,195
53	227090A	2019	Ford	F150	27	Trade on New	No	Yes	\$ 47,000	\$ 47,000	98%	\$2,503	\$527

Scoreboard Totals

% Retailed of Non-Franchise Make	39%
Total # Retail Units	69
Avg. Days to Sale	51.5
Avg. Advertised Price (Time of Sale)	\$ 27,898
Avg. Transaction Price	\$ 27,578
Avg. Market Price at 100%	\$ 28,782
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 320
Avg. Front-End Gross	\$ 557
Avg. Finance Gross	\$ 1,433
PUVR	\$ 1,990
Total Gross (Units & PUVR)	\$ 137,305
GROI	50%
% with Trade	45%
Avg. Over/Under Allowance	\$786



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Joe Barrios
% Retailed of Non-New Franchise	39%	#DIV/0!	43%
Total # Retail Units	69	0	40
Avg. Days to Sale	51.5	#DIV/0!	55.4
Avg. Advertised Price (Time of Sale)	\$ 27,898	#DIV/0!	\$ 26,636
Avg. Transaction Price	\$ 27,578	#DIV/0!	\$ 26,144
Avg. Market Price at 100%	\$ 28,782	#DIV/0!	\$ 27,431
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	97%
Avg. Transaction to Market	96%	#DIV/0!	95%
Avg. Transactional Discount	\$ 320	#DIV/0!	\$ 493
Avg. Front-End Gross	\$ 557	#DIV/0!	\$ 458
Avg. Finance Gross	\$ 1,433	#DIV/0!	\$ 1,123
PUVR	\$ 1,990	#DIV/0!	\$ 1,581
Total Gross (Units & PUVR)	\$ 137,305	#DIV/0!	\$ 63,241
GROI	50%	#DIV/0!	39%
% with Trade	45%	#DIV/0!	45%
Avg. Over/Under Allowance	786	#DIV/0!	863



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

Chuck Klein			
34%	#DIV/0!	#DIV/0!	#DIV/0!
29	0	0	0
46.1	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,638	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,557	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,618	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 81	#DIV/0!	#DIV/0!	#DIV/0!
\$ 693	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,860	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,554	#DIV/0!	#DIV/0!	#DIV/0!
\$ 74,064	#DIV/0!	#DIV/0!	#DIV/0!
67%	#DIV/0!	#DIV/0!	#DIV/0!
45%	#DIV/0!	#DIV/0!	#DIV/0!
681	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Ben Salerno
% Retailed of Non-New Franchise	39%	#DIV/0!	36%
Total # Retail Units	69	0	14
Avg. Days to Sale	51.5	#DIV/0!	45.5
Avg. Advertised Price (Time of Sale)	\$ 27,898	#DIV/0!	\$ 28,475
Avg. Transaction Price	\$ 27,578	#DIV/0!	\$ 28,309
Avg. Market Price at 100%	\$ 28,782	#DIV/0!	\$ 29,061
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	98%
Avg. Transaction to Market	96%	#DIV/0!	97%
Avg. Transactional Discount	\$ 320	#DIV/0!	\$ 166
Avg. Front-End Gross	\$ 557	#DIV/0!	\$ 1,172
Avg. Finance Gross	\$ 1,433	#DIV/0!	\$ 1,552
PUVR	\$ 1,990	#DIV/0!	\$ 2,724
Total Gross (Units & PUVR)	\$ 137,305	#DIV/0!	\$ 38,137
GROI	50%	#DIV/0!	76%
% with Trade	45%	#DIV/0!	57%
Avg. Over/Under Allowance	786	#DIV/0!	816



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Todd Horner	Rob Mentzer	Lizzie Crowl	Greg Ernst
31%	33%	60%	50%
16	12	10	6
47.1	48.6	58.1	68.7
\$ 29,400	\$ 32,583	\$ 24,890	\$ 19,617
\$ 29,233	\$ 31,978	\$ 24,300	\$ 19,616
\$ 31,019	\$ 33,364	\$ 25,646	\$ 20,715
95%	98%	97%	95%
94%	96%	95%	95%
\$ 167	\$ 605	\$ 590	\$ 1
\$ 922	\$ 106	\$ 426	\$ (227)
\$ 1,733	\$ 1,331	\$ 1,751	\$ 1,274
\$ 2,655	\$ 1,438	\$ 2,176	\$ 1,048
\$ 42,482	\$ 17,250	\$ 21,760	\$ 6,285
69%	33%	55%	28%
44%	25%	90%	17%
907	1,167	556	2,000

John Plank	Bill Martz		
44%	0%	#DIV/0!	#DIV/0!
9	2	0	0
52.9	55.5	#DIV/0!	#DIV/0!
\$ 27,767	\$ 24,200	#DIV/0!	#DIV/0!
\$ 27,335	\$ 24,200	#DIV/0!	#DIV/0!
\$ 27,918	\$ 24,802	#DIV/0!	#DIV/0!
99%	98%	#DIV/0!	#DIV/0!
98%	98%	#DIV/0!	#DIV/0!
\$ 431	\$ -	#DIV/0!	#DIV/0!
\$ (68)	\$ 1,860	#DIV/0!	#DIV/0!
\$ 889	\$ 141	#DIV/0!	#DIV/0!
\$ 821	\$ 2,001	#DIV/0!	#DIV/0!
\$ 7,390	\$ 4,001	#DIV/0!	#DIV/0!
20%	54%	#DIV/0!	#DIV/0!
22%	50%	#DIV/0!	#DIV/0!
250	500	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Jeremy Jones	chuck Klein
% Retailed of Non-New Franchise	39%	40%	33%
Total # Retail Units	69	53	6
Avg. Days to Sale	51.5	53.2	47.8
Avg. Advertised Price (Time of Sale)	\$ 27,898	\$ 26,208	\$ 33,200
Avg. Transaction Price	\$ 27,578	\$ 25,865	\$ 33,133
Avg. Market Price at 100%	\$ 28,782	\$ 27,097	\$ 33,395
Avg. Price to Market % (Time of Sale)	97%	97%	99%
Avg. Transaction to Market	96%	95%	99%
Avg. Transactional Discount	\$ 320	\$ 343	\$ 67
Avg. Front-End Gross	\$ 557	\$ 409	\$ 951
Avg. Finance Gross	\$ 1,433	\$ 1,274	\$ 755
PUVR	\$ 1,990	\$ 1,683	\$ 1,706
Total Gross (Units & PUVR)	\$ 137,305	\$ 89,196	\$ 10,234
GROI	50%	44%	39%
% with Trade	45%	0%	0%
Avg. Over/Under Allowance	786	836	333



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Jay Latko			
40%	#DIV/0!	#DIV/0!	#DIV/0!
10	0	0	0
44.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,670	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,325	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,865	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 345	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,106	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,682	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,788	#DIV/0!	#DIV/0!	#DIV/0!
\$ 37,875	#DIV/0!	#DIV/0!	#DIV/0!
91%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
825	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	69	0	68
Avg. Days to Sale	51.5	#DIV/0!	52.0
Avg. Advertised Price (Time of Sale)	\$ 27,898	#DIV/0!	\$ 27,851
Avg. Transaction Price	\$ 27,578	#DIV/0!	\$ 27,851
Avg. Market Price at 100%	\$ 28,782	#DIV/0!	\$ 29,085
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	96%
Avg. Transaction to Market	96%	#DIV/0!	96%
Avg. Transactional Discount	\$ 320	#DIV/0!	\$ 324
Avg. Front-End Gross	\$ 557	#DIV/0!	\$ 546
Avg. Finance Gross	\$ 1,433	#DIV/0!	\$ 1,445
PUVR	\$ 1,990	#DIV/0!	\$ 1,991
Total Gross (Units & PUVR)	\$ 137,305	#DIV/0!	\$ 135,382
GROI	50%	#DIV/0!	49%
% with Trade	45%	#DIV/0!	46%
Avg. Over/Under Allowance	786	#DIV/0!	786



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	69	42	27
Avg. Days to Sale	51.5	49.6	54.4
Avg. Advertised Price (Time of Sale)	\$ 27,898	\$ 31,461	\$ 22,053
Avg. Transaction Price	\$ 27,578	\$ 31,130	\$ 22,053
Avg. Market Price at 100%	\$ 28,782	\$ 32,132	\$ 23,541
Avg. Price to Market % (Time of Sale)	97%	98%	94%
Avg. Transaction to Market	96%	97%	94%
Avg. Transactional Discount	\$ 320	\$ 331	\$ 302
Avg. Front-End Gross	\$ 557	\$ 894	\$ 33
Avg. Finance Gross	\$ 1,433	\$ 1,388	\$ 1,504
PUVR	\$ 1,990	\$ 2,282	\$ 1,536
Total Gross (Units & PUVR)	\$ 137,305	\$ 95,827	\$ 41,478
GROI	50%	53%	46%
% with Trade	45%	45%	44%
Avg. Over/Under Allowance	786	858	673



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	69	16	9
% of Retail Units	100%	23%	13%
% Retailed of Non-New Franchise	39%	44%	56%
Avg. Days to Sale	51.5	45.5	59.6
Avg. Transaction Price	\$ 27,578	\$ 27,515	\$ 19,100
Avg. Transaction to Market %	96%	95%	95%
Avg. Transactional Discount	\$ 320	\$ 185	\$ 300
Avg. Front End Gross	\$ 557	\$ 1,681	\$ 20
Avg. Finance Gross	\$ 1,433	\$ 1,369	\$ 1,088
PUVR	\$ 1,990	\$ 3,051	\$ 1,108
Total Gross (Units & PUVR)	\$ 137,305	\$ 48,810	\$ 9,970
GROI	50%	88%	35%
% with Trade	45%	69%	44%
Avg. Over/Under Allowance	786	882	450



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	39	0	0
7%	57%	0%	0%
0%	38%	#DIV/0!	#DIV/0!
14.8	56.8	#DIV/0!	#DIV/0!
\$ 37,310	\$ 28,313	#DIV/0!	#DIV/0!
99%	96%	#DIV/0!	#DIV/0!
\$ 500	\$ 356	#DIV/0!	#DIV/0!
\$ 4,117	\$ (237)	#DIV/0!	#DIV/0!
\$ 1,024	\$ 1,591	#DIV/0!	#DIV/0!
\$ 5,141	\$ 1,354	#DIV/0!	#DIV/0!
\$ 25,704	\$ 52,821	#DIV/0!	#DIV/0!
335%	30%	#DIV/0!	#DIV/0!
60%	33%	#DIV/0!	#DIV/0!
1,267	698	#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	69	24	11
% of Retail Units	100%	35%	16%
% Retailed of Non-New Franchise	39%	33%	45%
Avg. Days to Sale	51.5	14.6	36.6
Avg. Transaction Price	\$ 27,578	\$ 26,494	\$ 30,775
Avg. Transaction to Market %	96%	98%	96%
Avg. Transactional Discount	\$ 320	\$ 533	\$ 252
Avg. Front End Gross	\$ 557	\$ 1,856	\$ 1,556
Avg. Finance Gross	\$ 1,433	\$ 1,013	\$ 1,498
PUVR	\$ 1,990	\$ 2,869	\$ 3,054
Total Gross (Units & PUVR)	\$ 137,305	\$ 68,858	\$ 33,589
GROI	50%	267%	97%
% with Trade	45%	42%	36%
Avg. Over/Under Allowance	786	730	1,438



46-60 days	61-90 days	90+ days
8	16	10
12%	23%	14%
25%	50%	40%
51.3	73.4	121.5
\$ 33,400	\$ 25,914	\$ 24,670
98%	95%	90%
\$ 363	\$ 161	\$ 101
\$ 364	\$ 21	\$ (2,649)
\$ 2,491	\$ 1,223	\$ 1,860
\$ 2,854	\$ 1,245	\$ (789)
\$ 22,833	\$ 19,917	\$ (7,892)
60%	24%	-9%
75%	44%	40%
833	543	631