









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	X4187	2021	SUBARU	OUTBACK	28	Loaner	Yes	\$ 30,691	\$ 29,991	102%	\$1,390	\$622
2	S17071B	2018	SUBARU	FORESTER	73	Trade on Used	Yes	\$ 24,291	\$ 24,291	102%	(\$1,286)	\$1,855
3	X4191	2019	SUBARU	CROSSTREK	29	Loaner	Yes	\$ 26,991	\$ 26,991	99%	\$901	\$4,546
4	S17363A	2019	SUBARU	FORESTER	27	Trade on New	Yes	\$ 29,449	\$ 28,959	106%	\$2,748	\$1,805
5	S17228A	2019	SUBARU	IMPREZA	63	Trade on New	Yes	\$ 21,991	\$ 21,991	102%	\$1,763	\$5,739
6	S17361A	2014	HONDA	RIDGELINE	17	Trade on New	No	\$ 26,491	\$ 26,191	105%	\$1,162	\$0
7	S17311A	2014	SUBARU	CROSSTREK	37	Trade on New	No	\$ 16,291	\$ 15,900	93%	\$360	\$157
8	S17376A	2021	SUBARU	CROSSTREK	22	Trade on New	Yes	\$ 27,491	\$ 27,291	98%	\$1,291	\$752
9	S17244A	2015	NISSAN	ROGUE	62	Trade on New	No	\$ 14,591	\$ 14,591	90%	\$2,815	\$0
10	S17288A	2018	TOYOTA	TACOMA	28	Trade on New	No	\$ 31,691	\$ 30,349	95%	(\$74)	\$383
11	X4167A	2013	NISSAN	ROGUE	63	Trade on Used	No	\$ 13,991	\$ 13,700	90%	\$1,968	\$0
12	X4185	2021	SUBARU	FORESTER	40	Loaner	Yes	\$ 32,291	\$ 31,791	100%	\$1,912	\$4,039
13	S17294A	2015	JEEP	PATRIOT	60	Trade on New	No	\$ 11,491	\$ 10,358	91%	(\$255)	\$470
14	X4195	2021	SUBARU	CROSSTREK	22	Loaner	Yes	\$ 26,991	\$ 26,491	98%	\$1,805	\$3,450
15	S17377A	2019	SUBARU	FORESTER	31	Trade on New	Yes	\$ 29,891	\$ 29,891	99%	\$1,198	\$0
16	S17323B	2018	JEEP	WRANGLER	45	Trade on Used	No	\$ 29,491	\$ 28,491	95%	\$2,551	\$1,892
17	X4189	2021	SUBARU	ASCENT	44	Loaner	Yes	\$ 38,491	\$ 37,991	99%	\$123	\$2,495
18	S17281A	2016	SUBARU	FORESTER	22	Trade on New	No	\$ 22,249	\$ 24,249	101%	\$3,363	\$3,048
19	S17415A	2019	SUBARU	OUTBACK	12	Trade on New	Yes	\$ 24,991	\$ 25,291	101%	\$2,266	\$1,805
20	X4172	2020	SUBARU	ASCENT	86	Street/Curb Buy	Yes	\$ 31,391	\$ 31,323	98%	\$1,250	\$1,571
21	S17113B	2020	TOYOTA	TACOMA	91	Trade on Used	No	\$ 35,691	\$ 35,422	97%	\$1,092	\$2,462
22	S17219B	2017	SUBARU	FORESTER	50	Trade on Used	Yes	\$ 27,691	\$ 27,691	99%	\$1,988	\$330
23	S17384A	2014	FORD	FOCUS	20	Trade on New	No	\$ 9,391	\$ 8,704	93%	\$2,374	\$0
24	S17332A	2022	SUBARU	OUTBACK	55	Trade on New	Yes	\$ 35,891	\$ 34,791	104%	\$337	\$1,906
25	X4203	2021	SUBARU	FORESTER	14	Loaner	Yes	\$ 34,991	\$ 34,491	97%	\$2,701	\$3,748
26	X4211	2019	SUBARU	ASCENT	1	Auction/Wholesale	Yes	\$ -	\$ 24,300	0%	\$594	\$300
27	S17405A	2012	HONDA	CR-V	29	Trade on New	No	\$ 17,291	\$ 17,291	98%	\$2,683	\$0

28	X4173	2021	SUBARU	OUTBACK	96	Loaner	Yes	\$	34,391	\$	34,542	98%	\$108	\$1,305
29	S17084F	2015	FORD	ESCAPE	60	Trade on Used	No	\$	13,391	\$	13,391	91%	(\$405)	\$0
30	X4210	2016	SUBARU	FORESTER	8	Street/Curb Buy	No	\$	23,749	\$	22,349	103%	\$1,840	\$1,500
31	S17465A	2021	SUBARU	OUTBACK	9	Trade on New	Yes	\$	31,891	\$	31,491	100%	\$1,952	\$551
32	X4198	2014	SUBARU	IMPREZA	28	Street/Curb Buy	No	\$	17,691	\$	16,800	88%	\$1,769	\$0
33	X4200	2021	SUBARU	ASCENT	24	Loaner	Yes	\$	35,991	\$	35,000	101%	\$553	\$1,805
34	S17454A	2017	TOYOTA	RAV4	11	Trade on New	No	\$	22,495	\$	20,584	100%	\$3,291	\$1,709
35	S17349A	2016	SUBARU	CROSSTREK	47	Trade on New	No	\$	18,991	\$	18,991	93%	\$940	\$0
36	S17428A	2021	HYUNDAI	ELANTRA	23	Trade on New	No	\$	21,991	\$	20,812	100%	\$1,666	\$2,633
37	S17175A	2016	JEEP	CHEROKEE	120	Trade on New	No	\$	16,991	\$	16,991	85%	(\$1,522)	\$942
38	X4209	2021	SUBARU	CROSSTREK	10	Loaner	Yes	\$	28,449	\$	28,949	103%	\$1,958	\$1,625
39	S17144A	2019	DODGE	RAM	34	Trade on New	No	\$	26,491	\$	25,991	87%	\$5,576	\$2,644
40	X4157	2015	PORSCHE	MACAN	136	Street/Curb Buy	No	\$	29,195	\$	29,500	92%	(\$2,546)	\$0
41	S17283A	2022	SUBARU	OUTBACK	63	Trade on New	Yes	\$	35,691	\$	35,691	104%	\$57	\$4,486
42	S17476A	2017	SUBARU	FORESTER	8	Trade on New	Yes	\$	21,991	\$	21,391	103%	\$2,233	\$1,667
43	S17257B	2014	JEEP	CHEROKEE	64	Trade on Used	No	\$	13,691	\$	13,143	88%	\$1,490	\$624
44	S17461A	2013	SUBARU	OUTBACK	12	Trade on New	No	\$	12,791	\$	12,791	99%	\$5,578	\$1,710
45	S17290B	2013	PORSCHE	CARRERA	35	Trade on Used	No	\$	67,491	\$	67,000	98%	\$8,191	\$0
46	X4173A	2012	SUBARU	OUTBACK	7	Trade on Used	No	\$	12,649	\$	12,649	96%	\$410	\$1,247
47	X4172A	2020	SUBARU	OUTBACK	18	Trade on Used	Yes	\$	31,491	\$	31,491	101%	\$4,016	\$1,975
48	S17473A	2017	MINI	COOPER	16	Trade on New	No	\$	21,291	\$	20,391	94%	\$3,227	\$0
49	S17477A	2016	BMW	4 SERIES	16	Trade on New	No	\$	30,891	\$	29,991	99%	\$3,002	\$0
50	S17457A	2021	VOLKSWAGEN	TIGUAN	16	Trade on New	No	\$	26,491	\$	26,491	98%	\$2,794	\$0
51	S17230B	2015	VOLKSWAGEN	JETTA	59	Trade on Used	No	\$	10,491	\$	10,491	91%	\$2,014	\$0
52	S17354A	2020	SUBARU	ASCENT	62	Trade on New	Yes	\$	28,491	\$	28,491	98%	\$6	\$2,809
53	S17410A	2012	Mercedes-Benz	E-CLASS	36	Trade on New	No	\$	15,491	\$	15,491	88%	\$4,488	\$1,838

## Scoreboard Totals

% Retailed of Non-Franchise Make	43%
Total # Retail Units	77
Avg. Days to Sale	42.5
Avg. Advertised Price (Time of Sale)	\$ 25,111
Avg. Transaction Price	\$ 24,921
Avg. Market Price at 100%	\$ 26,108
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 190
Avg. Front-End Gross	\$ 1,601
Avg. Finance Gross	\$ 1,195
PUVR	\$ 2,796
Total Gross (Units & PUVR)	\$ 215,263
GROI	95%
% with Trade	31%
Avg. Over/Under Allowance	\$409



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	ANDRE GAYLE
% Retailed of Non-New Franchise	43%	#DIV/0!	47%
Total # Retail Units	77	0	66
Avg. Days to Sale	42.5	#DIV/0!	43.6
Avg. Advertised Price (Time of Sale)	\$ 25,111	#DIV/0!	\$ 25,225
Avg. Transaction Price	\$ 24,921	#DIV/0!	\$ 24,777
Avg. Market Price at 100%	\$ 26,108	#DIV/0!	\$ 25,810
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	98%
Avg. Transaction to Market	95%	#DIV/0!	96%
Avg. Transactional Discount	\$ 190	#DIV/0!	\$ 448
Avg. Front-End Gross	\$ 1,601	#DIV/0!	\$ 1,687
Avg. Finance Gross	\$ 1,195	#DIV/0!	\$ 1,262
PUVR	\$ 2,796	#DIV/0!	\$ 2,949
Total Gross (Units & PUVR)	\$ 215,263	#DIV/0!	\$ 194,631
GROI	95%	#DIV/0!	98%
% with Trade	31%	#DIV/0!	33%
Avg. Over/Under Allowance	409	#DIV/0!	409



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

STEVE NEWMAN	BILLY SADTLER		
20%	0%	#DIV/0!	#DIV/0!
10	1	0	0
38.9	1.0	#DIV/0!	#DIV/0!
\$ 26,868	\$ -	#DIV/0!	#DIV/0!
\$ 25,935	\$ 24,300	#DIV/0!	#DIV/0!
\$ 26,887	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 933	\$ (24,300)	#DIV/0!	#DIV/0!
\$ 1,137	\$ 594	#DIV/0!	#DIV/0!
\$ 837	\$ 300	#DIV/0!	#DIV/0!
\$ 1,974	\$ 894	#DIV/0!	#DIV/0!
\$ 19,738	\$ 894	#DIV/0!	#DIV/0!
70%	1324%	#DIV/0!	#DIV/0!
20%	0%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	SUSAN COOLEN	MICHELLE PETRO
% Retailed of Non-New Franchise	43%	42%	44%
Total # Retail Units	77	19	16
Avg. Days to Sale	42.5	44.6	51.1
Avg. Advertised Price (Time of Sale)	\$ 25,111	\$ 24,221	\$ 25,479
Avg. Transaction Price	\$ 24,921	\$ 23,805	\$ 25,171
Avg. Market Price at 100%	\$ 26,108	\$ 25,006	\$ 26,177
Avg. Price to Market % (Time of Sale)	96%	97%	97%
Avg. Transaction to Market	95%	95%	96%
Avg. Transactional Discount	\$ 190	\$ 416	\$ 308
Avg. Front-End Gross	\$ 1,601	\$ 946	\$ 1,805
Avg. Finance Gross	\$ 1,195	\$ 1,155	\$ 1,296
PUVR	\$ 2,796	\$ 2,101	\$ 3,101
Total Gross (Units & PUVR)	\$ 215,263	\$ 39,923	\$ 49,608
GROI	95%	71%	87%
% with Trade	31%	26%	31%
Avg. Over/Under Allowance	409	375	149



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

HELEN APPEL	BRIAN JUAREZ	SOPHIE ENGLE	CHARLES CELESTE
40%	50%	38%	50%
10	8	13	10
47.8	32.1	39.5	35.5
\$ 25,951	\$ 25,243	\$ 25,580	\$ 27,167
\$ 25,542	\$ 25,113	\$ 24,376	\$ 26,639
\$ 25,964	\$ 25,612	\$ 25,853	\$ 27,779
100%	99%	99%	98%
98%	98%	94%	96%
\$ 409	\$ 130	\$ 1,205	\$ 528
\$ 1,097	\$ 1,893	\$ 1,892	\$ 2,512
\$ 965	\$ 1,311	\$ 1,485	\$ 956
\$ 2,062	\$ 3,204	\$ 3,378	\$ 3,468
\$ 20,622	\$ 25,629	\$ 43,908	\$ 34,679
61%	143%	126%	132%
20%	38%	46%	30%
400	833	195	667





























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	BOB CARROLL	MARISSA LEACH
% Retailed of Non-New Franchise	43%	36%	44%
Total # Retail Units	77	36	32
Avg. Days to Sale	42.5	37.6	43.6
Avg. Advertised Price (Time of Sale)	\$ 25,111	\$ 25,148	\$ 27,090
Avg. Transaction Price	\$ 24,921	\$ 24,666	\$ 26,521
Avg. Market Price at 100%	\$ 26,108	\$ 25,480	\$ 27,539
Avg. Price to Market % (Time of Sale)	96%	99%	98%
Avg. Transaction to Market	95%	97%	96%
Avg. Transactional Discount	\$ 190	\$ 482	\$ 569
Avg. Front-End Gross	\$ 1,601	\$ 1,748	\$ 1,699
Avg. Finance Gross	\$ 1,195	\$ 1,404	\$ 1,273
PUVR	\$ 2,796	\$ 3,152	\$ 2,972
Total Gross (Units & PUVR)	\$ 215,263	\$ 113,461	\$ 95,117
GROI	95%	122%	92%
% with Trade	31%	0%	0%
Avg. Over/Under Allowance	409	452	308







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	77	33	44
Avg. Days to Sale	42.5	36.9	46.6
Avg. Advertised Price (Time of Sale)	\$ 25,111	\$ 29,280	\$ 21,475
Avg. Transaction Price	\$ 24,921	\$ 29,516	\$ 21,475
Avg. Market Price at 100%	\$ 26,108	#DIV/0!	\$ 22,936
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	94%
Avg. Transaction to Market	95%	#DIV/0!	94%
Avg. Transactional Discount	\$ 190	\$ (236)	\$ 509
Avg. Front-End Gross	\$ 1,601	\$ 1,390	\$ 1,760
Avg. Finance Gross	\$ 1,195	\$ 1,744	\$ 783
PUVR	\$ 2,796	\$ 3,133	\$ 2,542
Total Gross (Units & PUVR)	\$ 215,263	\$ 103,402	\$ 111,861
GROI	95%	103%	91%
% with Trade	31%	36%	27%
Avg. Over/Under Allowance	409	295	537



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	77	44	33
Avg. Days to Sale	42.5	33.0	55.1
Avg. Advertised Price (Time of Sale)	\$ 25,111	\$ 26,730	\$ 22,383
Avg. Transaction Price	\$ 24,921	\$ 26,825	\$ 22,383
Avg. Market Price at 100%	\$ 26,108	#DIV/0!	\$ 24,116
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	93%
Avg. Transaction to Market	95%	#DIV/0!	93%
Avg. Transactional Discount	\$ 190	\$ (95)	\$ 569
Avg. Front-End Gross	\$ 1,601	\$ 1,629	\$ 1,564
Avg. Finance Gross	\$ 1,195	\$ 1,577	\$ 684
PUVR	\$ 2,796	\$ 3,207	\$ 2,248
Total Gross (Units & PUVR)	\$ 215,263	\$ 141,088	\$ 74,175
GROI	95%	131%	66%
% with Trade	31%	34%	27%
Avg. Over/Under Allowance	409	446	347



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	77	41	17
% of Retail Units	100%	53%	22%
% Retailed of Non-New Franchise	43%	51%	65%
Avg. Days to Sale	42.5	40.4	55.6
Avg. Transaction Price	\$ 24,921	\$ 23,794	\$ 22,978
Avg. Transaction to Market %	95%	96%	92%
Avg. Transactional Discount	\$ 190	\$ 439	\$ 775
Avg. Front End Gross	\$ 1,601	\$ 1,692	\$ 1,610
Avg. Finance Gross	\$ 1,195	\$ 1,162	\$ 790
PUVR	\$ 2,796	\$ 2,854	\$ 2,400
Total Gross (Units & PUVR)	\$ 215,263	\$ 117,008	\$ 40,797
GROI	95%	107%	68%
% with Trade	31%	27%	29%
Avg. Over/Under Allowance	409	594	310



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
7	1	11	0
9%	1%	14%	0%
14%	0%	0%	#DIV/0!
43.0	1.0	33.2	#DIV/0!
\$ 24,159	\$ 24,300	\$ 32,667	#DIV/0!
95%	#DIV/0!	99%	#DIV/0!
\$ 549	\$ (24,300)	\$ 353	#DIV/0!
\$ 1,362	\$ 594	\$ 1,494	#DIV/0!
\$ 848	\$ 300	\$ 2,242	#DIV/0!
\$ 2,210	\$ 894	\$ 3,736	#DIV/0!
\$ 15,469	\$ 894	\$ 41,095	#DIV/0!
77%	1324%	124%	#DIV/0!
43%	0%	45%	#DIV/0!
165	#DIV/0!	250	#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	77	38	10
% of Retail Units	100%	49%	13%
% Retailed of Non-New Franchise	43%	29%	60%
Avg. Days to Sale	42.5	17.1	37.2
Avg. Transaction Price	\$ 24,921	\$ 24,830	\$ 28,429
Avg. Transaction to Market %	95%	#DIV/0!	94%
Avg. Transactional Discount	\$ 190	\$ (118)	\$ 472
Avg. Front End Gross	\$ 1,601	\$ 2,308	\$ 3,024
Avg. Finance Gross	\$ 1,195	\$ 1,185	\$ 1,460
PUVR	\$ 2,796	\$ 3,493	\$ 4,484
Total Gross (Units & PUVR)	\$ 215,263	\$ 132,742	\$ 44,839
GROI	95%	296%	153%
% with Trade	31%	37%	10%
Avg. Over/Under Allowance	409	481	0



46-60 days	61-90 days	90+ days
10	11	8
13%	14%	10%
50%	36%	88%
54.1	69.4	117.9
\$ 22,224	\$ 22,521	\$ 27,640
94%	94%	92%
\$ 327	\$ 815	\$ 264
\$ 779	\$ 677	\$ (1,238)
\$ 411	\$ 1,789	\$ 1,069
\$ 1,190	\$ 2,466	\$ (168)
\$ 11,896	\$ 27,131	\$ (1,345)
36%	57%	-2%
20%	27%	50%
#DIV/0!	-404	483