

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	292089A	2018	Volkswagen	Tiguan	15	Trade on Used	Yes	\$ 21,991	\$ 20,913	104%	\$1,204	\$586
2	221437A	2019	Ford	Expedition	24	Trade on New	No	\$ 35,991	\$ 34,491	101%	\$3,093	\$2,584
3	296088	2021	Audi	Q8	86	Loaner	Yes	\$ 59,991	\$ 58,997	98%	\$150	\$6,194
4	221399A	2020	Toyota	Tundra	18	Trade on New		\$ 43,991	\$ 42,790	96%	\$255	\$480
5	221321A	2021	Audi	A4	3	Trade on New	Yes	\$ 31,991	\$ 31,397	99%	\$1,397	\$2,798
6	298698	2010	Cadillac	SRX	10	Trade on New	No	\$ 10,991	\$ 10,991	105%	\$1,086	\$789
7	292085	2022	Audi	A5	92	Loaner	Yes	\$ 41,991	\$ 41,991	110%	\$1,010	\$774
8	298691	2012	Honda	Odyssey	8	Trade on New	No	\$ 44,991	\$ 42,300	104%	\$1,580	\$914
9	298700	2016	Mazda	CX9	11	Trade on New	Yes	\$ 19,991	\$ 18,971	97%	\$240	\$1,374
10	221453A	2012	BMW	328i	6	Trade on New	No	\$ 11,991	\$ 11,563	100%	\$2,051	\$1,522
11	221429A	2021	Volkswagen	Cross Sport	37	Trade on New	Yes	\$ 37,991	\$ 37,991	110%	\$1,255	\$1,340
12	292081	2022	Audi	A4	2	Loaner	Yes	\$ 31,876	\$ 31,876	100%	\$586	\$0
13	231139A	2019	Volkswagen	Tiguan	4	Trade on New	Yes	\$ 28,991	\$ 28,421	100%	\$3,172	\$1,374
14	298702	2012	Toyota	Corolla	7	Trade on Used	No	\$ 14,991	\$ 14,915	108%	\$1,611	\$0
15	292092	2022	Audi	A5	41	Loaner	Yes	\$ 25,991	\$ 24,991	99%	(\$328)	\$500
16	231209A	2020	Audi	Q3	10	Trade on New	Yes	\$ 34,991	\$ 34,991	100%	\$1,476	\$3,658
17	231089A	2017	BMW	535i	33	Trade on New	No	\$ 29,991	\$ 27,995	97%	\$2,495	\$0
18	292089B	2019	Volkswagen	Tiguan	7	Trade on Used	Yes	\$ 21,991	\$ 20,913	100%	\$281	\$2,713
19	298703	2017	Cadillac	Escalade	14	Trade on Used	No	\$ 47,991	\$ 45,181	103%	\$4,457	\$1,000
20	221459A	2019	Chevrolet	Equinox	14	Trade on New	No	\$ 22,991	\$ 20,782	95%	\$1,514	\$374
21	296102	2020	Audi	Q5	10	Trade on Used	No	\$ 36,991	\$ 36,075	100%	\$3,422	\$325
22	221435A	2018	Volkswagen	Atlas	22	Trade on New	Yes	\$ 27,991	\$ 27,991	110%	\$799	\$4,630
23	221484A	2019	Volkswagen	GTI	3	Trade on New	Yes	\$ 25,991	\$ 25,991	100%	\$291	\$3,731
24	221383A	2022	Audi	Etron GT	72	Trade on New	No	\$ 88,991	\$ 81,991	98%	\$3,480	\$0
25	298704	2017	Audi	A6	18	Trade on New	No	\$ 32,991	\$ 31,548	100%	\$1,011	\$2,633
26	298706	2020	Chevrolet	Traverse	41	Trade on New	No	\$ 36,990	\$ 36,990	94%	\$1,392	\$374
27	231223A	2019	Audi	Q5	3	Trade on New	No	\$ 34,991	\$ 34,991	102%	\$1,273	\$2,985

28	221488A	2020	Volkswagen	Tiguan		Trade on New	Yes	\$	28,991	\$	27,818	101%	\$1,882	\$374
29	231133A	2021	Audi	A6		Trade on New	No	\$	59,991	\$	56,916	100%	\$191	\$5,861
30	298705	2021	Mazda	CX-30		Trade on Used	No	\$	23,991	\$	23,490	102%	\$374	\$250
31	298606	2017	Kia	SEDONA		Street/Curb Buy	No	\$	19,991	\$	17,670	110%	\$2,924	\$789
32	231183A	2020	Audi	A4		Trade on New	Yes	\$	31,991	\$	30,862	101%	(\$411)	\$0
33	298707	2018	Audi	Q5		Loaner	Yes	\$	30,990	\$	30,990	105%	\$5,487	\$1,500
34	221483A	2019	Volkswagen	Tiguan		Trade on New	Yes	\$	21,991	\$	21,991	100%	\$2,129	\$1,000
35	297149	2020	Audi	Q3		LBO Customer	No	\$	-	\$	-	0%	\$0	\$0
36	231133M	2019	BMW	530I		Trade on Used	NO	\$	31,991	\$	31,991	103%	\$2,256	\$2,024
37	298708	2011	Buick	REGAL		Street/Curb Buy	No	\$	8,991	\$	8,991	92%	\$1,035	\$1,000
38	221337A	2019	Volkswagen	GLI		Trade on New	Yes	\$	22,991	\$	22,791	102%	(\$118)	\$0
39	298709	2021	Volkswagen	ATLAS		Loaner	Yes	\$	37,991	\$	37,455	105%	\$3,356	\$3,639
40	292103	2022	Volkswagen	TAOS		Loaner	Yes	\$	23,991	\$	23,000	100%	\$1,882	\$1,489
41	230972A	2022	Audi	A5		Trade on New	Yes	\$	56,500	\$	56,500	101%	\$0	\$4,250
42	296103	2021	Volkswagen	ATLAS		Loaner		\$	34,990	\$	34,990	100%	\$1,805	\$1,981
43	298710	2020	Honda	CR-V		Street/Curb Buy	No	\$	29,991	\$	29,890	103%	\$4,890	\$2,356
44	298711	2017	Dodge	CHALLENGER		Street/Curb Buy	No	\$	29,971	\$	29,971	98%	\$3,675	\$1,000
45	298712	2021	Honda	ACCORD		Trade on New	No	\$	33,991	\$	33,200	100%	\$562	\$2,692
46	298713	2016	BMW	Z4		Street/Curb Buy	No	\$	32,991	\$	32,348	105%	\$2,076	\$1,760
47	231245A	2019	Lexus	NX		Trade on New	No	\$	32,991	\$	32,600	100%	\$529	\$3,962
48	231213A	2021	Audi	SQ7		Trade on New	No	\$	79,991	\$	79,756	102%	\$3	\$1,000
49	297151	2019	Volkswagen	JETTA		LBO Customer	No	\$	-	\$	-	0%	\$0	\$0
50	297150	2019	Volkswagen	JETTA		LBO Customer	No	\$	-	\$	-	0%	\$0	\$0
51	221435B	2016	Toyota	4RUNNER		Trade on Used	No	\$	27,991	\$	26,987	97%	\$1,998	\$0
52	231264A	2020	Audi	Q3		Trade on New	Yes	\$	29,991	\$	29,991	100%	\$2,736	\$0
53	231284A	2022	Audi	Q8		Trade on New	No	\$	70,991	\$	70,000	102%	\$5,525	\$575

Scoreboard Totals

% Retailed of Non-Franchise Make	40%
Total # Retail Units	53
Avg. Days to Sale	22.6
Avg. Advertised Price (Time of Sale)	\$ 32,282
Avg. Transaction Price	\$ 31,476
Avg. Market Price at 100%	\$ 33,819
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	93%
Avg. Transactional Discount	\$ 854
Avg. Front-End Gross	\$ 1,605
Avg. Finance Gross	\$ 1,531
PUVR	\$ 3,324
Total Gross (Units & PUVR)	\$ 176,164
GROI	168%
% with Trade	42%
Avg. Over/Under Allowance	\$124



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Vickie McPhee
% Retailed of Non-New Franchise	40%	#DIV/0!	44%
Total # Retail Units	53	0	32
Avg. Days to Sale	22.6	#DIV/0!	14.9
Avg. Advertised Price (Time of Sale)	\$ 32,282	#DIV/0!	\$ 29,804
Avg. Transaction Price	\$ 31,476	#DIV/0!	\$ 29,032
Avg. Market Price at 100%	\$ 33,819	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 854	#DIV/0!	\$ 823
Avg. Front-End Gross	\$ 1,605	#DIV/0!	\$ 1,302
Avg. Finance Gross	\$ 1,531	#DIV/0!	\$ 1,702
PUVR	\$ 3,324	#DIV/0!	\$ 3,204
Total Gross (Units & PUVR)	\$ 176,164	#DIV/0!	\$ 102,527
GROI	168%	#DIV/0!	267%
% with Trade	42%	#DIV/0!	38%
Avg. Over/Under Allowance	124	#DIV/0!	181



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

Matt Guezman			
33%	#DIV/0!	#DIV/0!	#DIV/0!
21	0	0	0
33.9	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36,057	#DIV/0!	#DIV/0!	#DIV/0!
\$ 35,200	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 900	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,065	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,271	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,504	#DIV/0!	#DIV/0!	#DIV/0!
\$ 73,577	#DIV/0!	#DIV/0!	#DIV/0!
106%	#DIV/0!	#DIV/0!	#DIV/0!
48%	#DIV/0!	#DIV/0!	#DIV/0!
38	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Ben Herman
% Retailed of Non-New Franchise	40%	#DIV/0!	50%
Total # Retail Units	53	0	10
Avg. Days to Sale	22.6	#DIV/0!	18.8
Avg. Advertised Price (Time of Sale)	\$ 32,282	#DIV/0!	\$ 23,791
Avg. Transaction Price	\$ 31,476	#DIV/0!	\$ 23,347
Avg. Market Price at 100%	\$ 33,819	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 854	#DIV/0!	\$ 555
Avg. Front-End Gross	\$ 1,605	#DIV/0!	\$ 1,666
Avg. Finance Gross	\$ 1,531	#DIV/0!	\$ 932
PUVR	\$ 3,324	#DIV/0!	\$ 3,248
Total Gross (Units & PUVR)	\$ 176,164	#DIV/0!	\$ 32,481
GROI	168%	#DIV/0!	267%
% with Trade	42%	#DIV/0!	70%
Avg. Over/Under Allowance	124	#DIV/0!	0



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

Sonny Tucker	Consuella Green	George Sot	Chris Martin
0%	60%	33%	29%
2	5	6	7
44.5	10.5	17.3	32.0
\$ 42,991	\$ 27,191	\$ 39,324	\$ 42,190
\$ 42,494	\$ 26,425	\$ 37,937	\$ 41,047
\$ 43,603	\$ 26,899	\$ 38,818	\$ 41,997
99%	101%	101%	100%
97%	98%	98%	98%
\$ 497	\$ 766	\$ 1,388	\$ 1,144
\$ 221	\$ 2,060	\$ 1,403	\$ 1,694
\$ 4,963	\$ 1,670	\$ 2,170	\$ 1,558
\$ 5,183	\$ 3,729	\$ 3,573	\$ 3,251
\$ 10,366	\$ 18,647	\$ 21,435	\$ 22,759
99%	484%	197%	89%
0%	20%	50%	43%
0	0	998	57

Earl Jones	Michael Weaver	Liz Hatcher	William Walker
17%	33%	43%	57%
6	3	7	7
43.7	33.0	19.3	6.0
\$ 35,159	\$ 44,324	\$ 25,705	\$ 27,991
\$ 34,690	\$ 42,952	\$ 24,947	\$ 27,297
#DIV/0!	\$ 44,064	\$ 25,344	\$ 28,058
#DIV/0!	101%	101%	100%
#DIV/0!	97%	98%	97%
\$ 563	\$ 1,372	\$ 758	\$ 694
\$ 1,799	\$ 2,536	\$ 1,543	\$ 1,165
\$ 1,074	\$ 192	\$ 1,240	\$ 1,991
\$ 3,448	\$ 2,728	\$ 2,783	\$ 3,156
\$ 20,689	\$ 8,184	\$ 19,482	\$ 22,095
82%	69%	208%	694%
67%	33%	43%	0%
34	0	0	0

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	David Dutton	Bill Newsome
% Retailed of Non-New Franchise	40%	36%	42%
Total # Retail Units	53	22	31
Avg. Days to Sale	22.6	13.2	27.3
Avg. Advertised Price (Time of Sale)	\$ 32,282	\$ 28,334	\$ 35,083
Avg. Transaction Price	\$ 31,476	\$ 27,727	\$ 34,137
Avg. Market Price at 100%	\$ 33,819	#DIV/0!	\$ 34,837
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	101%
Avg. Transaction to Market	93%	#DIV/0!	98%
Avg. Transactional Discount	\$ 854	\$ 702	\$ 946
Avg. Front-End Gross	\$ 1,605	\$ 1,005	\$ 2,030
Avg. Finance Gross	\$ 1,531	\$ 1,676	\$ 1,428
PUVR	\$ 3,324	\$ 3,104	\$ 3,458
Total Gross (Units & PUVR)	\$ 176,164	\$ 68,298	\$ 107,208
GROI	168%	305%	133%
% with Trade	42%	0%	0%
Avg. Over/Under Allowance	124	263	26



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	53	22	29
Avg. Days to Sale	22.6	25.6	20.0
Avg. Advertised Price (Time of Sale)	\$ 32,282	\$ 31,691	\$ 31,159
Avg. Transaction Price	\$ 31,476	\$ 31,220	\$ 31,159
Avg. Market Price at 100%	\$ 33,819	\$ 31,094	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	102%	#DIV/0!
Avg. Transaction to Market	93%	100%	#DIV/0!
Avg. Transactional Discount	\$ 854	\$ 471	\$ 1,197
Avg. Front-End Gross	\$ 1,605	\$ 1,294	\$ 1,879
Avg. Finance Gross	\$ 1,531	\$ 1,906	\$ 1,268
PUVR	\$ 3,324	\$ 3,200	\$ 3,510
Total Gross (Units & PUVR)	\$ 176,164	\$ 70,401	\$ 101,803
GROI	168%	144%	203%
% with Trade	42%	50%	31%
Avg. Over/Under Allowance	124	45	193



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	53	32	21
Avg. Days to Sale	22.6	26.6	16.9
Avg. Advertised Price (Time of Sale)	\$ 32,282	\$ 34,910	\$ 27,338
Avg. Transaction Price	\$ 31,476	\$ 34,191	\$ 27,338
Avg. Market Price at 100%	\$ 33,819	#DIV/0!	\$ 28,201
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	97%
Avg. Transaction to Market	93%	#DIV/0!	97%
Avg. Transactional Discount	\$ 854	\$ 793	\$ 937
Avg. Front-End Gross	\$ 1,605	\$ 1,405	\$ 1,909
Avg. Finance Gross	\$ 1,531	\$ 1,747	\$ 1,202
PUVR	\$ 3,324	\$ 3,478	\$ 3,111
Total Gross (Units & PUVR)	\$ 176,164	\$ 111,289	\$ 65,338
GROI	168%	138%	242%
% with Trade	42%	47%	33%
Avg. Over/Under Allowance	124	200	10



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	53	29	8
% of Retail Units	100%	55%	15%
% Retailed of Non-New Franchise	40%	38%	63%
Avg. Days to Sale	22.6	18.7	10.6
Avg. Transaction Price	\$ 31,476	\$ 36,021	\$ 27,558
Avg. Transaction to Market %	93%	98%	99%
Avg. Transactional Discount	\$ 854	\$ 987	\$ 933
Avg. Front End Gross	\$ 1,605	\$ 1,410	\$ 1,950
Avg. Finance Gross	\$ 1,531	\$ 1,768	\$ 862
PUVR	\$ 3,324	\$ 3,178	\$ 2,813
Total Gross (Units & PUVR)	\$ 176,164	\$ 92,162	\$ 22,501
GROI	168%	170%	347%
% with Trade	42%	48%	25%
Avg. Over/Under Allowance	124	227	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	0	8	3
9%	0%	15%	6%
100%	#DIV/0!	0%	0%
#DIV/0!	#DIV/0!	55.3	#DIV/0!
\$ 23,774	#DIV/0!	\$ 35,536	\$ -
99%	#DIV/0!	101%	#DIV/0!
\$ 613	#DIV/0!	\$ 440	#DIV/0!
\$ 2,920	#DIV/0!	\$ 1,743	\$ -
\$ 1,381	#DIV/0!	\$ 2,010	\$ -
\$ 4,301	#DIV/0!	\$ 3,753	#DIV/0!
\$ 21,505	#DIV/0!	\$ 30,024	#DIV/0!
#DIV/0!	#DIV/0!	69%	#DIV/0!
40%	#DIV/0!	50%	0%
0	#DIV/0!	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	53	20	4
% of Retail Units	100%	38%	8%
% Retailed of Non-New Franchise	40%	45%	50%
Avg. Days to Sale	22.6	10.5	38.0
Avg. Transaction Price	\$ 31,476	\$ 28,355	\$ 31,992
Avg. Transaction to Market %	93%	98%	97%
Avg. Transactional Discount	\$ 854	\$ 881	\$ 749
Avg. Front End Gross	\$ 1,605	\$ 1,540	\$ 1,204
Avg. Finance Gross	\$ 1,531	\$ 1,724	\$ 554
PUVR	\$ 3,324	\$ 3,263	\$ 1,757
Total Gross (Units & PUVR)	\$ 176,164	\$ 65,269	\$ 7,028
GROI	168%	396%	52%
% with Trade	42%	35%	75%
Avg. Over/Under Allowance	124	60	0



46-60 days	61-90 days	90+ days
0	2	1
0%	4%	2%
#DIV/0!	0%	0%
#DIV/0!	79.0	92.0
#DIV/0!	\$ 70,494	\$ 41,991
#DIV/0!	93%	110%
#DIV/0!	\$ 3,997	\$ -
#DIV/0!	\$ 1,815	\$ 1,010
#DIV/0!	\$ 3,097	\$ 774
#DIV/0!	\$ 4,912	\$ 1,784
#DIV/0!	\$ 9,824	\$ 1,784
#DIV/0!	32%	17%
#DIV/0!	50%	0%
#DIV/0!	0	0