









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	22T50510C	2017	Ram	3500	4	Trade on Used	Yes	\$42,900	\$42,900	102%	\$8,005	\$1,395
2	22T50189A	2019	Ram	1500	33	Trade on New	Yes	\$34,900	\$42,900	101%	\$2,058	\$3,160
3	23L10014A	2020	Ford	Mustang	5	Trade on New	No	\$25,200	\$34,900	99%	\$3,388	\$251
4	22T50477B	2017	Nissan	Frontier	11	Trade on Used	No	\$15,900	\$25,200	104%	\$4,960	\$260
5	22C20017A	2018	Jeep	Grand Cherokee	26	Trade on New	Yes	\$31,960	\$15,900	101%	\$3,612	\$573
6	P3298	2021	Ram	3500	64	Auction/Wholesale	Yes	\$82,038	\$31,960	98%	\$5,836	\$4,857
7	23J50018C	2017	Jeep	Grand Cherokee	6	Trade on Used	Yes	\$21,500	\$82,038	100%	\$3,009	\$2,940
8	22J20042A	2017	Mitsubishi	Outlander	2	Trade on New	No	\$12,500	\$21,500	100%	\$3,007	\$480
9	22D40076B	2019	VW	Jetta	32	Trade on New	No	\$18,175	\$12,500	102%	\$4,286	\$0
10	P3264A	2019	Jeep	Grand Cherokee	34	Trade on Used	Yes	\$31,988	\$18,175	99%	\$5,049	\$1,226
11	P3343	2016	Ford	F-150	1	Auction/Wholesale	No	\$31,250	\$31,988	100%	\$5,630	\$1,674
12	22J20041M	2018	Honda	Civic	16	Trade on New	No	\$19,999	\$31,250	101%	\$3,001	\$0
13	22T50525A	2021	Nissan	Titan	32	Trade on New	No	\$38,795	\$19,999	100%	\$1,049	\$825
14	23J60006A	2021	VW	Atlas	56	Trade on New	No	\$37,225	\$38,795	103%	\$1,974	\$2,797
15	P3293	2018	Jeep	Grand Cherokee	72	Street/Curb Buy	Yes	\$28,650	\$37,225	95%	(\$36)	\$655
16	P3247	2019	Kia	Stinger	127	Auction/Wholesale	No	\$32,000	\$28,650	94%	(\$2,777)	\$330
17	P3340	2020	Jeep	Cherokee	12	ntal Fleet (Enterprise, e	Yes	\$22,780	\$32,000	97%	\$3,175	\$3,843
18	22T50292D	2021	Ford	F-150	88	Trade on Used	No	\$47,500	\$22,780	99%	\$1,890	\$2,707
19	P3312	2020	Nissan	Pathfinder	47	ntal Fleet (Enterprise, e	No	\$20,900	\$47,500	99%	\$1,007	\$1,910
20	P3342	2022	Jeep	Grand Cherokee	10	Street/Curb Buy	Yes	\$49,125	\$20,900	100%	\$4,450	\$0
21	P3329	2020	Dodge	Charger	20	ntal Fleet (Enterprise, e	Yes	\$24,113	\$49,125	99%	\$916	\$0
22	P3282C	2020	Ram	1500	80	Trade on Used	Yes	\$37,950	\$24,113	96%	\$3,581	\$450
23	P3336	2020	Nissan	Altima	15	ntal Fleet (Enterprise, e	No	\$19,675	\$37,950	100%	\$1,365	\$720
24	23J50026B	2016	Chevrolet	Cruze	4	Trade on New	No	\$11,300	\$19,675	100%	\$4,169	\$545
25	22J50073A	2019	Toyota	4Runner	91	Trade on New	No	\$38,750	\$11,300	95%	\$4,140	\$2,244
26	22T50548A	2021	Honda	Pilot	58	Trade on New	No	\$35,365	\$38,750	99%	(\$653)	\$2,239
27	P3333	2017	Ram	2500	17	Street/Curb Buy	No	\$42,398	\$35,365	101%	\$9,459	\$3,089

28	P3341	2020	Jeep	Cherokee	15	ntal Fleet (Enterprise, e	Yes	\$20,790	\$42,398	99%	\$3,252	\$1,028
29	22C20021B	2018	Jeep	Renegade	15	Trade on Used	Yes	\$18,627	\$20,790	100%	\$2,016	\$1,989
30	P3294	2020	Jeep	Grand Caravan	76	Auction/Wholesale	Yes	\$19,400	\$18,627	94%	\$1,621	\$0
31	P3342A	2019	Ford	F-150	4	Trade on Used	No	\$28,990	\$19,400	100%	\$4,581	\$450
32	22T50487B	2013	Jeep	Wrangler	4	Trade on New	No	\$15,775	\$28,990	100%	\$4,984	\$2,631
33	23J50016A	2016	Lexus	RX 350	36	Trade on New	No	\$30,610	\$15,775	100%	\$3,920	\$278
34	22T50375B	2020	Jeep	Gladiator	96	Trade on Used	Yes	\$37,650	\$30,610	94%	(\$455)	\$962
35	22J80024A	2018	Chrysler	300	9	Trade on New	Yes	\$20,500	\$37,650	100%	\$1,117	\$305
36	P3321	2020	Toyota	Corolla	37	ntal Fleet (Enterprise, e	No	\$18,990	\$20,500	98%	(\$1,438)	\$1,725
37	P3305	2020	Ford	Edge	73	Auction/Wholesale	No	\$24,996	\$18,990	95%	\$2,386	\$2,415
38	23J50003A	2022	Honda	Pilot	11	Trade on New	No	\$34,700	\$24,996	100%	\$1,490	\$0
39	P3324	2020	Hyundai	Elantra	39	ntal Fleet (Enterprise, e	No	\$18,250	\$34,700	100%	\$3,280	\$1,898
40	22T50510D	2022	Ram	2500	19	Trade on Used	Yes	\$50,950	\$18,250	99%	\$5,580	\$670
41	22J10044B	2018	Jeep	Wrangler	26	Trade on Used	Yes	\$32,539	\$50,950	99%	\$2,415	\$345
42	P3338	2020	Dodge	Journey	23	ntal Fleet (Enterprise, e	Yes	\$21,775	\$32,539	100%	\$999	\$497
43	22J50009A	2017	Jeep	Grand Cherokee	54	Trade on New	Yes	\$29,350	\$21,775	96%	\$5,290	\$2,430
44	22T50292E	2022	Ram	1500	10	Trade on Used	Yes	\$64,500	\$29,350	127%	\$13,937	\$448
45	22T50375C	2014	Ford	F-150	2	Trade on Used	No	\$18,500	\$64,500	105%	\$2,809	\$1,520
46	22J30006A	2022	Jeep	Wagoneer	6	Trade on New	Yes	\$76,850	\$18,500	100%	\$9,761	\$1,605
47	23J60005A	2015	Jeep	Cherokee	23	Trade on New	Yes	\$19,875	\$76,850	100%	\$3,273	\$720
48	P3293A	2018	Chevrolet	Malibu	16	Trade on Used	No	\$16,875	\$19,875	100%	\$2,651	\$1,016
49	23L10005A	2021	Hyundai	Palisade	97	Trade on New	No	\$40,885	\$16,875	95%	\$1,748	\$1,663
50	P3271	2021	Chrysler	300	57	Auction/Wholesale	Yes	\$29,795	\$40,885	90%	\$1,267	\$0
51	P3344	2020	Chevrolet	Malibu	19	ntal Fleet (Enterprise, e	No	\$18,690	\$29,795	100%	\$590	\$1,945
52	P3349	2018	Jeep	Grand Cherokee	6	Street/Curb Buy	Yes	\$29,900	\$18,690	100%	\$3,961	\$4,611
53	P3347	2019	Nissan	Kicks	12	ntal Fleet (Enterprise, e	No	\$19,375	\$29,900	100%	\$1,780	\$190

## Scoreboard Totals

% Retailed of Non-Franchise Make	0%
Total # Retail Units	165
Avg. Days to Sale	28.3
Avg. Advertised Price (Time of Sale)	\$ 30,572
Avg. Transaction Price	\$ 30,729
Avg. Market Price at 100%	\$ 30,555
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	101%
Avg. Transactional Discount	#DIV/0!
Avg. Front-End Gross	\$ 3,102
Avg. Finance Gross	\$ 1,523
PUVR	\$ (4,157)
Total Gross (Units & PUVR)	\$ (685,905)
GROI	-172%
% with Trade	38%
Avg. Over/Under Allowance	(\$433)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	DAVID GRAY
% Retailed of Non-New Franchise	0%	#DIV/0!	0%
Total # Retail Units	165	0	73
Avg. Days to Sale	28.3	#DIV/0!	26.8
Avg. Advertised Price (Time of Sale)	\$ 30,572	#DIV/0!	\$ 30,991
Avg. Transaction Price	\$ 30,729	#DIV/0!	\$ 30,153
Avg. Market Price at 100%	\$ 30,555	#DIV/0!	\$ 2,806
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	1105%
Avg. Transaction to Market	101%	#DIV/0!	1075%
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,102	#DIV/0!	\$ 2,961
Avg. Finance Gross	\$ 1,523	#DIV/0!	\$ 1,693
PUVR	\$ (4,157)	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ (685,905)	#DIV/0!	#DIV/0!
GROI	-172%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	33%
Avg. Over/Under Allowance	-433	#DIV/0!	-398



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

ELIAS PENISTON			
0%	#DIV/0!	#DIV/0!	#DIV/0!
92	0	0	0
29.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,240	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,186	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,354	#DIV/0!	#DIV/0!	#DIV/0!
902%	#DIV/0!	#DIV/0!	#DIV/0!
930%	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,213	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,389	#DIV/0!	#DIV/0!	#DIV/0!
\$ (4,157)	#DIV/0!	#DIV/0!	#DIV/0!
\$ (382,444)	#DIV/0!	#DIV/0!	#DIV/0!
-163%	#DIV/0!	#DIV/0!	#DIV/0!
42%	#DIV/0!	#DIV/0!	#DIV/0!
-460	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	165	0	0
Avg. Days to Sale	28.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,572	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,729	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,555	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,102	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,523	#DIV/0!	#DIV/0!
PUVR	\$ (4,157)	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ (685,905)	#DIV/0!	#DIV/0!
GROI	-172%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-433	#DIV/0!	#DIV/0!



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

AJ	JUAN	ERICK	CHRIS
0%	0%	0%	0%
11	12	19	21
21.7	31.5	30.3	29.1
\$ 25,891	\$ 28,261	\$ 35,504	\$ 27,348
\$ 36,307	\$ 32,576	\$ 28,360	\$ 30,964
\$ 4,495	\$ 2,551	\$ 2,171	\$ 2,925
576%	1108%	1635%	935%
808%	1277%	1306%	1059%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,745	\$ 2,401	\$ 4,220	\$ 2,571
\$ 760	\$ 1,708	\$ 1,687	\$ 1,294
#DIV/0!	#DIV/0!	#DIV/0!	\$ (4,157)
#DIV/0!	#DIV/0!	#DIV/0!	\$ (87,297)
#DIV/0!	#DIV/0!	#DIV/0!	-166%
18%	25%	42%	43%
-45	-309	-595	-1,115

RODERICK	GERALD	SHAWN	CHASE
#DIV/0!	0%	0%	0%
0	19	11	1
#DIV/0!	30.8	23.7	16.0
#DIV/0!	\$ 26,796	\$ 29,966	\$ 19,999
#DIV/0!	\$ 34,380	\$ 23,797	\$ 31,250
#DIV/0!	\$ 3,207	\$ 2,751	\$ 5,630
#DIV/0!	836%	1089%	355%
#DIV/0!	1072%	865%	555%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,538	\$ 2,935	\$ 3,001
#DIV/0!	\$ 1,312	\$ 1,597	\$ -
#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!	53%	36%	0%
#DIV/0!	-539	-418	0

LUCY	DALTON	RICKEY	JULIAN
0%	0%	0%	0%
5	4	10	1
31.0	29.8	19.6	88.0
\$ 36,877	\$ 36,493	\$ 36,563	\$ 47,500
\$ 29,135	\$ 41,181	\$ 33,459	\$ 22,780
\$ 3,829	\$ 4,895	\$ 4,446	\$ 3,175
963%	745%	822%	1496%
761%	841%	753%	717%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,143	\$ 3,819	\$ 3,610	\$ 1,890
\$ 1,329	\$ 2,219	\$ 2,277	\$ 2,707
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
40%	50%	80%	100%
-50	625	-1,317	-3,000

KRISTEN	VANCE	ZACH	
0%	0%	0%	#DIV/0!
6	6	8	0
19.7	50.2	25.8	#DIV/0!
\$ 35,614	\$ 20,186	\$ 37,138	#DIV/0!
\$ 28,937	\$ 39,128	\$ 28,141	#DIV/0!
\$ 2,739	\$ 3,061	\$ 5,309	#DIV/0!
1300%	660%	700%	#DIV/0!
1056%	1278%	530%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,070	\$ 1,676	\$ 4,614	#DIV/0!
\$ 1,603	\$ 1,105	\$ 1,171	#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!
33%	17%	25%	#DIV/0!
167	0	125	#DIV/0!























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	LESLIE	ROLANDO
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	165	0	0
Avg. Days to Sale	28.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,572	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,729	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,555	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,102	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,523	#DIV/0!	#DIV/0!
PUVR	\$ (4,157)	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ (685,905)	#DIV/0!	#DIV/0!
GROI	-172%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-433	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	165	82	83
Avg. Days to Sale	28.3	28.9	27.6
Avg. Advertised Price (Time of Sale)	\$ 30,572	\$ 33,590	\$ 30,449
Avg. Transaction Price	\$ 30,729	\$ 31,013	\$ 30,449
Avg. Market Price at 100%	\$ 30,555	\$ 3,299	\$ 2,926
Avg. Price to Market % (Time of Sale)	100%	1018%	1041%
Avg. Transaction to Market	101%	940%	1041%
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,102	\$ 3,579	\$ 2,630
Avg. Finance Gross	\$ 1,523	\$ 1,673	\$ 1,376
PUVR	\$ (4,157)	\$ (4,157)	#DIV/0!
Total Gross (Units & PUVR)	\$ (685,905)	\$ (340,874)	#DIV/0!
GROI	-172%	-167%	#DIV/0!
% with Trade	38%	40%	36%
Avg. Over/Under Allowance	-433	-588	-279



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	165	0	0
Avg. Days to Sale	28.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,572	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,729	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,555	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,102	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,523	#DIV/0!	#DIV/0!
PUVR	\$ (4,157)	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ (685,905)	#DIV/0!	#DIV/0!
GROI	-172%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-433	#DIV/0!	#DIV/0!



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	165	71	36
% of Retail Units	100%	43%	22%
% Retailed of Non-New Franchise	0%	0%	0%
Avg. Days to Sale	28.3	24.7	24.8
Avg. Transaction Price	\$ 30,729	\$ 29,969	\$ 32,445
Avg. Transaction to Market %	101%	159370%	114166%
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 3,102	\$ 3,709	\$ 3,806
Avg. Finance Gross	\$ 1,523	\$ 1,413	\$ 1,296
PUVR	\$ (4,157)	#DIV/0!	\$ (4,157)
Total Gross (Units & PUVR)	\$ (685,905)	#DIV/0!	\$ (149,652)
GROI	-172%	#DIV/0!	-186%
% with Trade	38%	39%	42%
Avg. Over/Under Allowance	-433	-390	-521



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
10	22	0	0
6%	13%	0%	0%
0%	0%	#DIV/0!	#DIV/0!
36.1	41.5	#DIV/0!	#DIV/0!
\$ 25,911	\$ 27,438	#DIV/0!	#DIV/0!
203670%	162686%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,904	\$ 2,657	#DIV/0!	#DIV/0!
\$ 1,437	\$ 1,922	#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!
60%	36%	#DIV/0!	#DIV/0!
-1,927	-55	#DIV/0!	#DIV/0!

BO OEM/Leasing central Fleet (Enterprise, etc	Other
0	26
0%	16%
#DIV/0!	0%
#DIV/0!	28.5
#DIV/0!	\$ 35,067
#DIV/0!	158323%
#DIV/0!	#DIV/0!
#DIV/0!	\$ 920
#DIV/0!	\$ 1,835
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	23%
#DIV/0!	-172

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	165	106	25
% of Retail Units	100%	64%	15%
% Retailed of Non-New Franchise	0%	0%	0%
Avg. Days to Sale	28.3	12.9	35.6
Avg. Transaction Price	\$ 30,729	\$ 30,060	\$ 35,644
Avg. Transaction to Market %	101%	161080%	126144%
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 3,102	\$ 3,797	\$ 2,257
Avg. Finance Gross	\$ 1,523	\$ 1,547	\$ 1,359
PUVR	\$ (4,157)	\$ 5,344	\$ 3,616
Total Gross (Units & PUVR)	\$ (685,905)	\$ 566,456	\$ 90,411
GROI	-172%	496%	103%
% with Trade	38%	36%	36%
Avg. Over/Under Allowance	-433	-337	-228



46-60 days	61-90 days	90+ days
13	16	5
8%	10%	3%
0%	0%	0%
52.4	76.4	100.8
\$ 30,798	\$ 29,462	\$ 24,221
153023%	162719%	76700%
#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,125	\$ 1,418	\$ 516
\$ 1,644	\$ 1,597	\$ 1,299
\$ 3,769	\$ 3,015	\$ 1,815
\$ 48,999	\$ 48,235	\$ 9,075
84%	48%	27%
38%	50%	60%
-673	-1,012	-1,000