

Scoreboard Totals

% Retailed of Non-Franchise Make	54%
Total # Retail Units	200
Avg. Days to Sale	20.8
Avg. Advertised Price (Time of Sale)	\$ 31,576
Avg. Transaction Price	\$ 31,613
Avg. Market Price at 100%	\$ 32,567
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	97%
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 1,104
Avg. Finance Gross	\$ 2,210
PUVR	\$ 3,314
Total Gross (Units & PUVR)	\$ 662,711
GROI	182%
% with Trade	38%
Avg. Over/Under Allowance	(\$95)



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	FP16876M	2019	Ram	1500	4	Trade on New	Yes	\$ 33,962	\$ 33,962	99%	\$4,925	\$2,722
2	FP15833A	2017	Mazda	CX-5	43	Trade on New	No	\$ 15,999	\$ 14,861	90%	(\$670)	\$2,142
3	FP15832A	2018	Jeep	GRAND CHEROKE	28	Trade on New	Yes	\$ 26,938	\$ 27,801	99%	\$1,783	\$0
4	FP15456A	2016	Nissan	ALTIMA	18	Trade on New	Yes	\$ 12,699	\$ 12,699	98%	\$994	\$1,188
5	FP16919A	2015	Jeep	RENEGADE	3	Trade on New	Yes	\$ 19,999	\$ 19,880	95%	\$4,520	\$2,322
6	P4039	2021	Ford	EDGE	48	Street/Curb Buy	Yes	\$ 29,999	\$ 29,999	104%	(\$333)	\$839
7	P4051	2022	Kia	TELLURIDE	29	Street/Curb Buy	Yes	\$ 51,999	\$ 51,999	101%	\$1,360	\$3,518
8	FP15473A	2020	Nissan	SENTRA	16	Trade on New	Yes	\$ 20,199	\$ 20,199	102%	(\$573)	\$1,554
9	FP15549A	2015	Toyota	RAV4	20	Trade on New	Yes	\$ 17,899	\$ 17,899	98%	\$680	\$1,025
10	DF15352A	2019	Ford	F150	32	Trade on New	Yes	\$ 40,997	\$ 40,997	89%	\$5,589	\$0
11	P4066A	2017	Chevrolet	CAMARO	7	Trade on Used	Yes	\$ 19,313	\$ 19,313	94%	(\$475)	\$1,465
12	P4051A	2018	Alfa Romeo	STELVIO	4	Trade on Used	No	\$ 20,999	\$ 20,999	98%	\$209	\$1,849
13	FP15861A	2020	Ford	ECOSPORT	6	Trade on New	Yes	\$ 15,000	\$ 15,000	87%	(\$433)	\$1,311
14	P4014A	2014	Ford	F150	32	Trade on Used	No	\$ 17,067	\$ 17,067	82%	\$3,212	\$1,329
15	FP16640A	2017	Kia	OPTIMA	19	Trade on New	Yes	\$ 12,999	\$ 12,999	84%	\$705.00	\$1,281
16	FP16517A	2018	Nissan	FRONTIER	23	Trade on New	Yes	\$ 28,335	\$ 28,335	96%	\$676	\$2,483
17	FP15575A	2013	Ford	ESCAPE	29	Trade on New	No	\$ 11,999	\$ 11,999	91%	(\$1,566)	\$417
18	FP16243A	2016	Ford	F150	37	Trade on New	No	\$ 21,999	\$ 21,999	93%	\$253	\$0
19	FP16519A	2021	Chevrolet	SILVERADO	47	Trade on New	Yes	\$ 43,699	\$ 43,699	96%	\$976	\$4,476
20	SP4074	2010	Ford	TAURUS	1	Street/Curb Buy	No	\$ 7,999	\$ 7,999	66%	(\$541)	\$2,586
21	SP4046B	2019	Ford	FIESTA	34	Trade on Used	Yes	\$ 15,699	\$ 15,699	95%	(\$3,061)	\$882
22	P4065	2016	Ford	EXPEDITION	18	Street/Curb Buy	Yes	\$ 24,999	\$ 23,904	96%	\$176	\$2,649
23	DF15194A	2022	Ram	1500	35	Trade on New	Yes	\$ 43,295	\$ 43,395	97%	\$4,416	\$1
24	FP16633B	2017	Hyundai	ELANTA	15	Trade on Used	No	\$ 16,499	\$ 15,001	99%	(\$2,018)	\$3,295
25	SP4031A	2013	Ford	TAURUS	35	Trade on Used	No	\$ 9,999	\$ 8,939	93%	\$314	\$0
26	FP16201A	2021	Ford	RANGER	25	Trade on New	Yes	\$ 33,595	\$ 35,585	93%	\$2,433	\$469
27	FP15900A	2019	Infiniti	QX80	19	Trade on New	Yes	\$ 35,995	\$ 34,995	99%	\$241	\$656

28	DF15520M	19	Chevrolet	TRAX	12	Trade on New	Yes	\$	17,599	\$	17,599	93%	(\$417)	\$2,319
29	FP15669A	2019	Toyota	RAV4	34	Trade on New	Yes	\$	29,387	\$	29,387	95%	\$1,652	\$2,084
30	FP16910B	2019	Chevrolet	TAHOE	13	Trade on Used	Yes	\$	40,999	\$	40,999	102%	\$3,723	\$2,545
31	FP16872A	2017	Infiniti	Q50	7	Trade on New	Yes	\$	24,999	\$	25,999	95%	\$2,795	\$1,288
32	DF15194B	2019	Dodge	CHARGER	5	Trade on Used	Yes	\$	24,754	\$	25,399	99%	\$3,836	\$3,287
33	FP16297C	2014	Ford	F150	20	Trade on Used	No	\$	22,599	\$	23,032	98%	\$3,060	\$1,611
34	FP16545A	2017	Ford	F150	14	Trade on New	Yes	\$	45,987	\$	45,000	100%	\$4,098	\$2,779
35	P4056	2022	Hyundai	PALISADE	34	Street/Curb Buy	Yes	\$	41,195	\$	40,500	99%	(\$161)	\$540
36	FP16732B	2015	Cadillac	ATS	13	Trade on Used	Yes	\$	17,899	\$	19,516	99%	\$2,394	\$3,018
37	SP4077	2018	Porsche	MACAN	0	Street/Curb Buy	No	\$	32,999	\$	32,999	95%	(\$1,200)	\$678
38	FP16390A	2018	Ford	F150	20	Trade on New	Yes	\$	44,999	\$	44,999	102%	(\$452)	\$0
39	FP16553B	2021	Toyota	TACOMA	26	Trade on Used	Yes	\$	35,299	\$	33,074	99%	\$1,569	\$0
40	FP16805A	2020	Ford	F150	22	Trade on New	Yes	\$	47,899	\$	47,899	100%	\$3,474	\$2,583
41	FP16135A	2022	Toyota	TACOMA	40	Trade on New	Yes	\$	37,999	\$	37,564	97%	(\$594)	\$0
42	FP16485A	2020	Nissan	FRONTIER	37	Trade on New	Yes	\$	29,899	\$	28,000	94%	(\$1,179)	\$928
43	SP4050A	2022	Ford	F-150	10	Trade on Used	Yes	\$	69,699	\$	69,699	105%	\$4,361	\$7,563
44	FP16881A	2021	Ford	F250	22	Trade on New	Yes	\$	50,495	\$	51,395	100%	\$2,545	\$6,335
45	FP16105A	2021	Ford	F150	11	Trade on New	Yes	\$	44,399	\$	44,399	99%	\$177	\$3,430
46	FP16396C	2014	Ford	EXPLORER	2	Trade on Used	No	\$	1,500	\$	15,000	93%	(\$330)	\$1,729
47	P4070	2022	Lexus	GX	13	Street/Curb Buy	Yes	\$	60,999	\$	60,999	99%	\$693	\$2,475
48	FP16818A	2019	Ford	F150	30	Trade on New	Yes	\$	41,999	\$	43,999	99%	\$3,539	\$6,030
49	FP15960A	2018	Chevrolet	2500HD	34	Trade on New	Yes	\$	57,196	\$	57,196	96%	\$1,004	\$2,846
50	FP16123B	2018	Ford	F150	32	Trade on Used	Yes	\$	40,999	\$	40,999	99%	\$127	\$0
51	FP16094A	2014	Ford	EXPLORER	19	Trade on New	No	\$	13,499	\$	13,499	99%	\$873	\$1,434
52	FP16705A	2020	Ford	F-150	10	Trade on New	Yes	\$	34,299	\$	34,199	99%	\$257	\$2,246
53	P4035	2021	Ford	F-150	28	Street/Curb Buy	Yes	\$	51,995	\$	51,000	97%	\$865	\$2,812

Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	ED PYLE
% Retailed of Non-New Franchise	54%	#DIV/0!	53%
Total # Retail Units	200	0	91
Avg. Days to Sale	20.8	#DIV/0!	20.3
Avg. Advertised Price (Time of Sale)	\$ 31,576	#DIV/0!	\$ 31,307
Avg. Transaction Price	\$ 31,613	#DIV/0!	\$ 31,326
Avg. Market Price at 100%	\$ 32,567	#DIV/0!	#REF!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#REF!
Avg. Transaction to Market	97%	#DIV/0!	#REF!
Avg. Transactional Discount	#REF!	#DIV/0!	#REF!
Avg. Front-End Gross	\$ 1,104	#DIV/0!	\$ 1,174
Avg. Finance Gross	\$ 2,210	#DIV/0!	\$ 2,429
PUVR	\$ 3,314	#DIV/0!	\$ 3,603
Total Gross (Units & PUVR)	\$ 662,711	#DIV/0!	\$ 327,910
GROI	182%	#DIV/0!	204%
% with Trade	38%	#DIV/0!	37%
Avg. Over/Under Allowance	-95	#DIV/0!	-36



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

MARCUS BOYD	TIM SEXTON	MARCUS BOYD	
55%	43%	55%	#DIV/0!
58	23	58	0
19.1	26.7	19.1	#DIV/0!
\$ 30,289	\$ 35,636	\$ 30,289	#DIV/0!
\$ 30,477	\$ 35,444	\$ 30,477	#DIV/0!
\$ 30,853	\$ 36,774	\$ 30,853	#DIV/0!
98%	97%	98%	#DIV/0!
99%	96%	99%	#DIV/0!
\$ (188)	\$ 192	\$ (188)	#DIV/0!
\$ 1,139	\$ 812	\$ 1,139	#DIV/0!
\$ 1,970	\$ 1,891	\$ 1,970	#DIV/0!
\$ 3,109	\$ 2,703	\$ 3,109	#DIV/0!
\$ 180,318	\$ 62,173	\$ 180,318	#DIV/0!
193%	103%	193%	#DIV/0!
38%	48%	38%	#DIV/0!
-264	413	-264	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Mike Lucki	CHRISTOPHER HASE
% Retailed of Non-New Franchise	54%	#DIV/0!	54%
Total # Retail Units	200	0	13
Avg. Days to Sale	20.8	#DIV/0!	11.8
Avg. Advertised Price (Time of Sale)	\$ 31,576	#DIV/0!	\$ 27,828
Avg. Transaction Price	\$ 31,613	#DIV/0!	\$ 27,480
Avg. Market Price at 100%	\$ 32,567	#DIV/0!	\$ 27,783
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	100%
Avg. Transaction to Market	97%	#DIV/0!	99%
Avg. Transactional Discount	#REF!	#DIV/0!	\$ 349
Avg. Front-End Gross	\$ 1,104	#DIV/0!	\$ 637
Avg. Finance Gross	\$ 2,210	#DIV/0!	\$ 2,529
PUVR	\$ 3,314	#DIV/0!	\$ 3,166
Total Gross (Units & PUVR)	\$ 662,711	#DIV/0!	\$ 41,159
GROI	182%	#DIV/0!	350%
% with Trade	38%	#DIV/0!	31%
Avg. Over/Under Allowance	-95	#DIV/0!	-15



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

BERRY		CANDICE BRUNDIDGE	
#DIV/0!	#DIV/0!	63%	#DIV/0!
0	0	8	0
#DIV/0!	#DIV/0!	15.4	#DIV/0!
#DIV/0!	#DIV/0!	\$ 20,399	#DIV/0!
#DIV/0!	#DIV/0!	\$ 20,272	#DIV/0!
#DIV/0!	#DIV/0!	\$ 20,764	#DIV/0!
#DIV/0!	#DIV/0!	98%	#DIV/0!
#DIV/0!	#DIV/0!	98%	#DIV/0!
#DIV/0!	#DIV/0!	\$ 127	#DIV/0!
#DIV/0!	#DIV/0!	\$ 391	#DIV/0!
#DIV/0!	#DIV/0!	\$ 2,325	#DIV/0!
#DIV/0!	#DIV/0!	\$ 2,716	#DIV/0!
#DIV/0!	#DIV/0!	\$ 21,730	#DIV/0!
#DIV/0!	#DIV/0!	314%	#DIV/0!
#DIV/0!	#DIV/0!	13%	#DIV/0!
#DIV/0!	#DIV/0!	-125	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	DAVID WALTERS	
% Retailed of Non-New Franchise	54%	58%	#DIV/0!
Total # Retail Units	200	43	0
Avg. Days to Sale	20.8	18.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,576	\$ 33,774	#DIV/0!
Avg. Transaction Price	\$ 31,613	\$ 33,815	#DIV/0!
Avg. Market Price at 100%	\$ 32,567	#REF!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#REF!	#DIV/0!
Avg. Transaction to Market	97%	#REF!	#DIV/0!
Avg. Transactional Discount	#REF!	#REF!	#DIV/0!
Avg. Front-End Gross	\$ 1,104	\$ 1,245	#DIV/0!
Avg. Finance Gross	\$ 2,210	\$ 2,938	#DIV/0!
PUVR	\$ 3,314	\$ 4,182	#DIV/0!
Total Gross (Units & PUVR)	\$ 662,711	\$ 179,839	#DIV/0!
GROI	182%	236%	#DIV/0!
% with Trade	38%	0%	#DIV/0!
Avg. Over/Under Allowance	-95	-300	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	133	67
Avg. Days to Sale	20.8	21.7	18.8
Avg. Advertised Price (Time of Sale)	\$ 31,576	\$ 36,919	\$ 21,123
Avg. Transaction Price	\$ 31,613	\$ 36,897	\$ 21,123
Avg. Market Price at 100%	\$ 32,567	#REF!	\$ 21,819
Avg. Price to Market % (Time of Sale)	97%	#REF!	97%
Avg. Transaction to Market	97%	#REF!	97%
Avg. Transactional Discount	#REF!	#REF!	\$ (156)
Avg. Front-End Gross	\$ 1,104	\$ 1,169	\$ 975
Avg. Finance Gross	\$ 2,210	\$ 2,624	\$ 1,388
PUVR	\$ 3,314	\$ 3,793	\$ 2,363
Total Gross (Units & PUVR)	\$ 662,711	\$ 504,403	\$ 158,308
GROI	182%	170%	214%
% with Trade	38%	42%	30%
Avg. Over/Under Allowance	-95	3	-290



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	93	107
Avg. Days to Sale	20.8	20.0	21.4
Avg. Advertised Price (Time of Sale)	\$ 31,576	\$ 36,014	\$ 27,668
Avg. Transaction Price	\$ 31,613	\$ 36,151	\$ 27,668
Avg. Market Price at 100%	\$ 32,567	\$ 36,675	#REF!
Avg. Price to Market % (Time of Sale)	97%	98%	#REF!
Avg. Transaction to Market	97%	99%	#REF!
Avg. Transactional Discount	#REF!	\$ (370)	#REF!
Avg. Front-End Gross	\$ 1,104	\$ 1,162	\$ 1,053
Avg. Finance Gross	\$ 2,210	\$ 2,323	\$ 2,112
PUVR	\$ 3,314	\$ 3,485	\$ 3,165
Total Gross (Units & PUVR)	\$ 662,711	\$ 324,080	\$ 338,631
GROI	182%	173%	193%
% with Trade	38%	40%	36%
Avg. Over/Under Allowance	-95	-284	69



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	116	45
% of Retail Units	100%	58%	23%
% Retailed of Non-New Franchise	54%	52%	58%
Avg. Days to Sale	20.8	22.9	18.6
Avg. Transaction Price	\$ 31,613	\$ 30,860	\$ 29,791
Avg. Transaction to Market %	97%	98%	#REF!
Avg. Transactional Discount	#REF!	\$ (258)	#REF!
Avg. Front End Gross	\$ 1,104	\$ 1,281	\$ 1,150
Avg. Finance Gross	\$ 2,210	\$ 2,347	\$ 2,105
PUVR	\$ 3,314	\$ 3,628	\$ 3,255
Total Gross (Units & PUVR)	\$ 662,711	\$ 420,798	\$ 146,488
GROI	182%	185%	212%
% with Trade	38%	40%	29%
Avg. Over/Under Allowance	-95	-91	-36



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
39	0	0	0
20%	0%	0%	0%
54%	#DIV/0!	#DIV/0!	#DIV/0!
17.1	#DIV/0!	#DIV/0!	#DIV/0!
\$ 35,956	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 52	#DIV/0!	#DIV/0!	#DIV/0!
\$ 523	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,924	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,447	#DIV/0!	#DIV/0!	#DIV/0!
\$ 95,425	#DIV/0!	#DIV/0!	#DIV/0!
143%	#DIV/0!	#DIV/0!	#DIV/0!
44%	#DIV/0!	#DIV/0!	#DIV/0!
-177	#DIV/0!	#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	200	141	27
% of Retail Units	100%	71%	14%
% Retailed of Non-New Franchise	54%	51%	59%
Avg. Days to Sale	20.8	14.9	34.7
Avg. Transaction Price	\$ 31,613	\$ 30,006	\$ 31,958
Avg. Transaction to Market %	97%	#REF!	98%
Avg. Transactional Discount	#REF!	#REF!	\$ (837)
Avg. Front End Gross	\$ 1,104	\$ 1,403	\$ 721
Avg. Finance Gross	\$ 2,210	\$ 2,283	\$ 1,436
PUVR	\$ 3,314	\$ 3,686	\$ 2,158
Total Gross (Units & PUVR)	\$ 662,711	\$ 519,661	\$ 58,253
GROI	182%	296%	70%
% with Trade	38%	32%	52%
Avg. Over/Under Allowance	-95	-116	41



46-60 days	61-90 days	90+ days
14	2	1
7%	1%	1%
50%	0%	100%
51.7	62.0	232.0
\$ 44,860	\$ 45,149	\$ 43,799
94%	93%	100%
\$ (269)	\$ (750)	\$ (809)
\$ 271	\$ 148	\$ 2,247
\$ 3,336	\$ -	\$ -
\$ 3,607	\$ 148	\$ 2,247
\$ 50,498	\$ 295	\$ 2,247
56%	2%	8%
57%	50%	100%
179	0	0