

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	HL2090AA	2022	HYUNDAI	SONATA	8	Trade on Used	YES	\$ 25,600	\$ 25,600	101%	\$3,252	\$3,202
2	HU257L	2022	HYUNDAI	TUCSON	34	Trade on Used	YES	\$ 32,642	\$ 32,642	102%	\$280	\$2,585
3	HU251L	2023	HYUNDAI	ELANTRA	52	Trade on Used	Yes	\$ 25,900	\$ 24,935	102%	\$959	\$2,203
4	HL1928A	2014	CADILLAC	CTS	44	Trade on Used	Yes	\$ 13,000	\$ 16,993	106%	\$3,147	\$837
5	HU229L	2022	HYUNDAI	KONA	105	Loaner	Yes	\$ 23,850	\$ 23,350	96%	\$1,498	\$2,944
6	HL1874A	2021	HYUNDAI	ELANTRA	102	Trade on Used	Yes	\$ 20,800	\$ 20,800	95%	\$250	\$1,891
7	HL2063A	2016	BUICK	CASADA	42	Trade on Used	No	\$ 21,270	\$ 19,852	105%	\$1,677	\$0
8	FN3444AX	2018	FORD	EXPLORER	37	Other	No	\$ 26,500	\$ 26,400	102%	\$1,383	\$4,120
9	HU252L	2023	HYUNDAI	ELANTRA	46	Loaner	Yes	\$ 24,923	\$ 24,935	100%	\$3,565	\$2,850
10	HL2033A	2017	HYUNDAI	TUCSON	56	Trade on Used	No	\$ 19,900	\$ 19,900	104%	\$2,928	\$954
11	N14811TXA	2014	TOYOTA	TACOMA	50	Trade on Used	No	\$ 14,800	\$ 14,800	74%	\$3,021	\$0
12	CU269XAA	2020	HONDA	PILOT	88	Trade on Used	No	\$ 26,975	\$ 26,975	98%	\$634	\$0
13	HL1924A	2017	HYUNDAI	TUCSON	99	Trade on Used	No	\$ 16,500	\$ 15,800	96%	\$323	\$977
14	N14662CXB	2017	MAZDA	6	127	Trade on Used	No	\$ 11,800	\$ 11,300	81%	(\$1,641)	\$0
15	HL2080A	2022	TOYOTA	TACOMA	4	Trade on Used	No	\$ 41,895	\$ 39,989	102%	\$668	\$550
16	HU275L	2023	HYUNDAI	ELANTRA	33	Loaner	Yes	\$ 26,400	\$ 26,400	102%	\$3,399	\$1,450
17	HL2227A	2018	ACURA	RDX	8	Trade on Used	No	\$ 21,895	\$ 20,995	96%	\$7,648	\$1,780
18	HL2210A	2015	MAZDA	CX-5	3	Trade on Used	No	\$ 16,895	\$ 15,800	102%	\$6,067	\$1,989
19	HL1868A	2018	NISSAN	ROGUE	101	Trade on Used	No	\$ 19,900	\$ 19,900	99%	\$525	\$4,372
20	HL1986A	2017	HYUNDAI	TUCSON	57	Trade on Used	No	\$ 18,500	\$ 18,500	100%	\$3,099	\$3,006
21	HU277L	2022	HYUNDAI	TUCSON	18	Loaner	Yes	\$ 33,789	\$ 33,700	105%	\$1,795	\$4,326
22	HL2055A	2016	MAZDA	3	43	Trade on Used	No	\$ 16,454	\$ 15,423	101%	\$1,584	\$1,932
23	HU244A	2016	HYUNDAI	SONATA	21	Trade on Used	No	\$ 14,997	\$ 14,997	100%	\$3,186	\$2,083
24	HU274	2021	HYUNDAI	VENUE	32	Trade on Used	Yes	\$ 22,850	\$ 21,850	104%	\$4,066	\$2,625
25	HL2244A	2015	JEEP	CHEROKEE	20	Trade on Used	No	\$ 17,800	\$ 17,800	101%	\$3,654	\$366
26	HU266	2021	FORD	RANGER	22	Other	No	\$ 37,685	\$ 37,685	100%	\$2,071	\$5,735
27	HU279L	2023	HYUNDAI	ELANTRA	32	Loaner	Yes	\$ 25,900	\$ 25,514	101%	\$1,513	\$2,453
28	HL2188A	2011	DODGE	DURANGO	7	Trade on Used	No	\$ 4,750	\$ 4,750	100%	\$450	\$0

29	HU254A	2020	HYUNDAI	ELANTRA	23	Trade on Used	No	\$	15,900	\$	15,900	99%	\$3,840	\$5,069
30	HL2235A	2016	FORD	ESCAPE	16	Trade on Used	No	\$	14,800	\$	14,600	100%	\$3,212	\$996
31	HL1945AA	2019	HYUNDAI	KONA	27	Trade on Used	Yes	\$	21,995	\$	20,998	97%	\$771	\$1,596
32	HL1868A	2014	TOYOTA	HIGHLANDER	101	Trade on Used	No	\$	19,900	\$	19,900	99%	\$525	\$4,375
33	HL2235A	2016	FORD	ESCAPE	16	Trade on Used	No	\$	14,800	\$	14,600	100%	\$2,654	\$1,568
34	HL2241A	2018	HYUNDAI	KONA	17	Trade on Used	Yes	\$	19,257	\$	19,257	106%	\$3,180	\$174
35	HL1903A	2019	HYUNDAI	TUCSON	37	Trade on Used	Yes	\$	23,886	\$	24,900	102%	\$2,936	\$3,276
36	HU264	2022	GMC	SIERRA	32	Other	No	\$	61,250	\$	61,250	96%	\$2,579	\$6,797
37	HL2056AA	2016	HYUNDAI	ELANTRA	56	Trade on Used	No	\$	3,000	\$	3,000	100%	\$61	\$0
38	HL2236A	2019	HYUNDAI	TUCSON	21	Trade on Used	Yes	\$	23,200	\$	23,200	101%	\$3,382	\$3,899
39	HL1924B	2017	HYUNDAI	SONATA	37	Trade on Used	No	\$	13,900	\$	7,500	112%	\$417	\$0
40	HU261L	2023	HYUNDAI	ELANTRA	37	Loaner	Yes	\$	23,556	\$	23,556	98%	\$4,849	\$2,665
41	HL1949A	2014	JEEP	COMPASS	3	Trade on Used	No	\$	14,782	\$	14,782	101%	\$3,847	\$1,018
42	HU234	2015	HYUNDAI	VELOSTER	75	Trade on Used	No	\$	10,938	\$	10,938	97%	\$4,413	\$1,703
43	HL2030A	2019	HONDA	CIVIC	72	Trade on Used	No	\$	21,701	\$	21,701	99%	\$1,950	\$3,006
44	HL1699AA	2015	CHRYSLER	200	87	Trade on Used	No	\$	13,596	\$	13,496	103%	\$3,395	\$150
45	HL2049A	2017	SUBARU	IMPREZA	31	Trade on Used	No	\$	17,797	\$	17,797	101%	\$3,210	\$2,162
46	HL2118A	2019	HYUNDAI	TUCSON	63	Trade on Used	Yes	\$	22,900	\$	22,900	101%	\$4,308	\$2,830
47	HU227L	2022	HYUNDAI	SANTA FE	96	Loaner	Yes	\$	33,975	\$	33,975	101%	\$1,580	\$0
48	HL1959A	2016	TOYOTA	CAMRY	90	Trade on Used	No	\$	16,700	\$	16,700	99%	\$3,235	\$1,373
49	HU258	2019	HYUNDAI	TUCSON	48	Trade on Used	Yes	\$	20,752	\$	20,752	99%	\$7,018	\$3,932
50	HL1946A	2018	HYUNDAI	ELANTRA	15	Trade on Used	No	\$	12,720	\$	12,720	99%	\$3,750	\$1,998
51	HL1927A	2019	HYUNDAI	TUCSON	23	Trade on Used	Yes	\$	22,255	\$	21,496	99%	\$1,478	\$0
52	HL1997A	2021	HYUNDAI	SONATA	53	Trade on Used	Yes	\$	27,600	\$	27,600	96%	\$8,037	\$4,187
53	HL2020A	2018	BMW	X1	54	Trade on Used	No	\$	24,100	\$	23,400	99%	\$2,515	\$1,635

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	HYUNDAI	68	128
Avg. Days to Sale	43.6	36.3	47.5
Avg. Advertised Price (Time of Sale)	\$ 23,587	\$ 24,442	\$ 23,521
Avg. Transaction Price	\$ 23,790	\$ 24,296	\$ 23,521
Avg. Market Price at 100%	\$ 23,646	\$ 23,862	\$ 23,419
Avg. Price to Market % (Time of Sale)	100%	102%	100%
Avg. Transaction to Market	101%	102%	100%
Avg. Transactional Discount	\$ (252)	\$ 106	\$ (432)
Avg. Front-End Gross	\$ 2,540	\$ 2,855	\$ 2,372
Avg. Finance Gross	\$ 2,154	\$ 2,400	\$ 2,023
PUVR	\$ 4,699	\$ 5,319	\$ 4,371
Total Gross (Units & PUVR)	#VALUE!	\$ 361,721	\$ 559,525
GROI	163%	217%	141%
% with Trade	#VALUE!	56%	45%
Avg. Over/Under Allowance	-95	-216	-31



Scoreboard Totals

% Retailed of Non-Franchise Make	#VALUE!
Total # Retail Units	Chevrolet
Avg. Days to Sale	43.6
Avg. Advertised Price (Time of Sale)	\$ 23,587
Avg. Transaction Price	\$ 23,790
Avg. Market Price at 100%	\$ 23,646
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ (252)
Avg. Front-End Gross	\$ 2,540
Avg. Finance Gross	\$ 2,154
PUVR	\$ 4,699
Total Gross (Units & PUVR)	#VALUE!
GROI	163%
% with Trade	#VALUE!
Avg. Over/Under Allowance	(\$95)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	#VALUE!	#DIV/0!	#DIV/0!
Total # Retail Units	Chevrolet	0	0
Avg. Days to Sale	43.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,587	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 23,790	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,646	#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	\$ (252)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,540	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,154	#DIV/0!	#DIV/0!
PUVR	\$ 4,699	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#VALUE!	#DIV/0!	#DIV/0!
GROI	163%	#DIV/0!	#DIV/0!
% with Trade	#VALUE!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-95	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	ABDEL DIAGNE	ABDEL DIAGNE
% Retailed of Non-New Franchise	#VALUE!	50%	50%
Total # Retail Units	Chevrolet	2	2
Avg. Days to Sale	43.6	31.5	31.5
Avg. Advertised Price (Time of Sale)	\$ 23,587	\$ 15,825	\$ 15,825
Avg. Transaction Price	\$ 23,790	\$ 14,650	\$ 14,650
Avg. Market Price at 100%	\$ 23,646	\$ 4,750	\$ 4,750
Avg. Price to Market % (Time of Sale)	100%	333%	333%
Avg. Transaction to Market	101%	308%	308%
Avg. Transactional Discount	\$ (252)	\$ -	\$ -
Avg. Front-End Gross	\$ 2,540	\$ 2,216	\$ 2,216
Avg. Finance Gross	\$ 2,154	\$ 766	\$ 766
PUVR	\$ 4,699	\$ 450	\$ 450
Total Gross (Units & PUVR)	#VALUE!	\$ 900	\$ 900
GROI	163%	35%	35%
% with Trade	#VALUE!	0%	0%
Avg. Over/Under Allowance	-95	0	0



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

ABDEL DIAGNE	ABDEL DIAGNE	ABDEL DIAGNE	ABDEL DIAGNE
50%	50%	50%	50%
2	2	2	2
31.5	31.5	31.5	31.5
\$ 15,825	\$ 15,825	\$ 15,825	\$ 15,825
\$ 14,650	\$ 14,650	\$ 14,650	\$ 14,650
\$ 4,750	\$ 4,750	\$ 4,750	\$ 4,750
333%	333%	333%	333%
308%	308%	308%	308%
\$ -	\$ -	\$ -	\$ -
\$ 2,216	\$ 2,216	\$ 2,216	\$ 2,216
\$ 766	\$ 766	\$ 766	\$ 766
\$ 450	\$ 450	\$ 450	\$ 450
\$ 900	\$ 900	\$ 900	\$ 900
35%	35%	35%	35%
0%	0%	0%	0%
0	0	0	0

ABDEL DIAGNE	ABDEL DIAGNE	ABDEL DIAGNE	ABDEL DIAGNE
50%	50%	50%	50%
2	2	2	2
31.5	31.5	31.5	31.5
\$ 15,825	\$ 15,825	\$ 15,825	\$ 15,825
\$ 14,650	\$ 14,650	\$ 14,650	\$ 14,650
\$ 4,750	\$ 4,750	\$ 4,750	\$ 4,750
333%	333%	333%	333%
308%	308%	308%	308%
\$ -	\$ -	\$ -	\$ -
\$ 2,216	\$ 2,216	\$ 2,216	\$ 2,216
\$ 766	\$ 766	\$ 766	\$ 766
\$ 450	\$ 450	\$ 450	\$ 450
\$ 900	\$ 900	\$ 900	\$ 900
35%	35%	35%	35%
0%	0%	0%	0%
0	0	0	0

ABDEL DIAGNE			
50%	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0
31.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 15,825	#DIV/0!	#DIV/0!	#DIV/0!
\$ 14,650	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,750	#DIV/0!	#DIV/0!	#DIV/0!
333%	#DIV/0!	#DIV/0!	#DIV/0!
308%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,216	#DIV/0!	#DIV/0!	#DIV/0!
\$ 766	#DIV/0!	#DIV/0!	#DIV/0!
\$ 450	#DIV/0!	#DIV/0!	#DIV/0!
\$ 900	#DIV/0!	#DIV/0!	#DIV/0!
35%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	PETER EICHHOLZ	PETER EICHHOLZ
% Retailed of Non-New Franchise	#VALUE!	45%	45%
Total # Retail Units	Chevrolet	115	115
Avg. Days to Sale	43.6	44.3	44.3
Avg. Advertised Price (Time of Sale)	\$ 23,587	\$ 23,177	\$ 23,177
Avg. Transaction Price	\$ 23,790	\$ 23,000	\$ 23,000
Avg. Market Price at 100%	\$ 23,646	\$ 23,193	\$ 23,193
Avg. Price to Market % (Time of Sale)	100%	100%	100%
Avg. Transaction to Market	101%	99%	99%
Avg. Transactional Discount	\$ (252)	\$ 142	\$ 142
Avg. Front-End Gross	\$ 2,540	\$ 2,731	\$ 2,731
Avg. Finance Gross	\$ 2,154	\$ 2,135	\$ 2,135
PUVR	\$ 4,699	\$ 4,860	\$ 4,860
Total Gross (Units & PUVR)	#VALUE!	\$ 558,899	\$ 558,899
GROI	163%	172%	172%
% with Trade	#VALUE!	0%	0%
Avg. Over/Under Allowance	-95	-100	-100



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

PETER EICHHOLP	PETER EICHHOLP	PETER EICHHOLP	PETER EICHHOLP
45%	45%	45%	45%
115	115	115	115
44.3	44.3	44.3	44.3
\$ 23,177	\$ 23,177	\$ 23,177	\$ 23,177
\$ 23,000	\$ 23,000	\$ 23,000	\$ 23,000
\$ 23,193	\$ 23,193	\$ 23,193	\$ 23,193
100%	100%	100%	100%
99%	99%	99%	99%
\$ 142	\$ 142	\$ 142	\$ 142
\$ 2,731	\$ 2,731	\$ 2,731	\$ 2,731
\$ 2,135	\$ 2,135	\$ 2,135	\$ 2,135
\$ 4,860	\$ 4,860	\$ 4,860	\$ 4,860
\$ 558,899	\$ 558,899	\$ 558,899	\$ 558,899
172%	172%	172%	172%
0%	0%	0%	0%
-100	-100	-100	-100

PETER EICHHOLP	PETER EICHHOLP	PETER EICHHOLP	PETER EICHHOLP
45%	45%	45%	45%
115	115	115	115
44.3	44.3	44.3	44.3
\$ 23,177	\$ 23,177	\$ 23,177	\$ 23,177
\$ 23,000	\$ 23,000	\$ 23,000	\$ 23,000
\$ 23,193	\$ 23,193	\$ 23,193	\$ 23,193
100%	100%	100%	100%
99%	99%	99%	99%
\$ 142	\$ 142	\$ 142	\$ 142
\$ 2,731	\$ 2,731	\$ 2,731	\$ 2,731
\$ 2,135	\$ 2,135	\$ 2,135	\$ 2,135
\$ 4,860	\$ 4,860	\$ 4,860	\$ 4,860
\$ 558,899	\$ 558,899	\$ 558,899	\$ 558,899
172%	172%	172%	172%
0%	0%	0%	0%
-100	-100	-100	-100

Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	Chevrolet	98	81
Avg. Days to Sale	43.6	37.7	51.3
Avg. Advertised Price (Time of Sale)	\$ 23,587	\$ 23,778	\$ 23,050
Avg. Transaction Price	\$ 23,790	\$ 24,467	\$ 23,050
Avg. Market Price at 100%	\$ 23,646	\$ 23,809	\$ 23,619
Avg. Price to Market % (Time of Sale)	100%	100%	98%
Avg. Transaction to Market	101%	103%	98%
Avg. Transactional Discount	\$ (252)	\$ (689)	\$ 256
Avg. Front-End Gross	\$ 2,540	\$ 2,632	\$ 2,456
Avg. Finance Gross	\$ 2,154	\$ 2,209	\$ 2,071
PUVR	\$ 4,699	\$ 4,841	\$ 4,528
Total Gross (Units & PUVR)	#VALUE!	\$ 474,439	\$ 366,731
GROI	163%	189%	138%
% with Trade	#VALUE!	51%	44%
Avg. Over/Under Allowance	-95	-46	-129



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	Chevrolet	0	154
% of Retail Units	#VALUE!	#VALUE!	#VALUE!
% Retailed of Non-New Franchise	#VALUE!	#DIV/0!	41%
Avg. Days to Sale	43.6	#DIV/0!	43.3
Avg. Transaction Price	\$ 23,790	#DIV/0!	\$ 21,918
Avg. Transaction to Market %	101%	#DIV/0!	105%
Avg. Transactional Discount	\$ (252)	#DIV/0!	\$ (397)
Avg. Front End Gross	\$ 2,540	#DIV/0!	\$ 2,705
Avg. Finance Gross	\$ 2,154	#DIV/0!	\$ 1,992
PUVR	\$ 4,699	#DIV/0!	\$ 4,687
Total Gross (Units & PUVR)	#VALUE!	#DIV/0!	\$ 721,767
GROI	163%	#DIV/0!	178%
% with Trade	#VALUE!	#DIV/0!	47%
Avg. Over/Under Allowance	-95	#DIV/0!	-97



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	7	13	1
#VALUE!	#VALUE!	#VALUE!	#VALUE!
0%	71%	8%	0%
12.0	37.0	44.9	14.0
\$ 22,900	\$ 37,831	\$ 28,537	\$ 22,159
100%	93%	99%	106%
\$ -	\$ 726	\$ 224	\$ (1,300)
\$ 4,769	\$ 2,029	\$ 2,618	\$ 801
\$ 3,130	\$ 2,778	\$ 2,452	\$ 2,756
\$ 7,899	\$ 4,807	\$ 5,314	\$ 3,557
\$ 7,899	\$ 33,651	\$ 69,080	\$ 3,557
1035%	124%	149%	413%
100%	57%	54%	0%
-1,000	-69	-21	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	1	18
#VALUE!	#VALUE!	#VALUE!
0%	100%	61%
21.0	57.0	51.8
\$ 16,541	\$ 37,400	\$ 30,700
109%	96%	100%
\$ (1,300)	\$ 500	\$ 325
\$ 1,300	\$ (844)	\$ 1,497
\$ 1,776	\$ 5,192	\$ 2,846
\$ 3,076	\$ 4,348	\$ 4,343
\$ 3,076	\$ 4,348	\$ 78,177
319%	73%	98%
0%	0%	61%
0	0	-108

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	Chevrolet	97	28
% of Retail Units	#VALUE!	#VALUE!	#VALUE!
% Retailed of Non-New Franchise	#VALUE!	39%	50%
Avg. Days to Sale	43.6	16.9	36.4
Avg. Transaction Price	\$ 23,790	\$ 23,536	\$ 24,492
Avg. Transaction to Market %	101%	110%	99%
Avg. Transactional Discount	\$ (252)	\$ (694)	\$ 455
Avg. Front End Gross	\$ 2,540	\$ 3,171	\$ 2,276
Avg. Finance Gross	\$ 2,154	\$ 2,137	\$ 2,264
PUVR	\$ 4,699	\$ 5,308	\$ 4,541
Total Gross (Units & PUVR)	#VALUE!	\$ 514,861	\$ 127,139
GROI	163%	480%	184%
% with Trade	#VALUE!	46%	64%
Avg. Over/Under Allowance	-95	-65	-137



46-60 days	61-90 days	90+ days
19	15	24
#VALUE!	#VALUE!	#VALUE!
42%	53%	54%
52.8	81.0	128.9
\$ 24,656	\$ 23,016	\$ 22,858
96%	98%	92%
\$ 268	\$ 194	\$ 16
\$ 2,598	\$ 1,859	\$ 774
\$ 2,666	\$ 1,210	\$ 2,218
\$ 5,265	\$ 3,070	\$ 2,992
\$ 100,027	\$ 46,045	\$ 71,806
145%	59%	37%
26%	60%	50%
-200	-29	-46