

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
JERRY MALONE	Charlie Kamer	DAVID BELANGER
JERRY MALONE	Charlie Kamer	MATT LABRECQUE
MOE SLAOUI	Charlie Kamer	RAMY AN
MOE SLAOUI	Charlie Kamer	MIKE NUM
JERRY MALONE	Mike Bermudez	SANVI PATEL
JERRY MALONE	Mike Bermudez	MIKE NUM
MOE SLAOUI	CHARLIE KAMER	CASSI BELL
MOE SLAOUI	MIKE BERMUDEZ	SANVI PATEL
MOE SLAOUI	MIKE BERMUDEZ	RAMY AN
MOE SLAOUI	CHARLIE KAMER	SANVI PATEL
MOE SLAOUI	CHARLIE KAMER	RAMY AN
JERRY MALONE	CHARLIE KAMER	JOHN FRANCIS
JERRY MALONE	MIKE BERMUDEZ	MATT LABRECQUE
MIKE PACHECO	CHARLIE KAMER	RAMY AN
JERRY MALONE	CHARLIE KAMER	MATT LABRECQUE
MOE SLAOUI	CHARLIE KAMER	SANVI PATEL
JERRY MALONE	MIKE BERMUDEZ	CASSIE BELL
KEVIN CREGG	CHARLIE KAMER	CARLOS PEREZ
MOE SLAOUI	MIKE BERMUDEZ	CARLOS PEREZ
JERRY MALONE	MIKE BERMUDEZ	CASSIE BELL
MOE SLAOUI	MIKE BERMUDEZ	DAVID BELANGER
MOE SLAOUI	CHARLIE KAMER	MIKE NUM
JERRY MALONE	CHARLIE KAMER	RICK PETROFF
MOE SLAOUI	MIKE BERMUDEZ	JOHN FRANCIS
JERRY MALONE	BRYCE BROWN	RAMY AN
JERRY MALONE	MIKE BERMUDEZ	DAVE BELANGER
MOE SLAOUI	CHARLIE KAMER	RAMY AN
JERRY MALONE	CHARLIE KAMER	CASSIE BELL
MOE SLAOUI	CHARLIE KAMER	CASSIE BELL
MOE SLAOUI	MIKE BERMUDEZ	RAMY AN
MOE SLAOUI	MIKE BERMUDEZ	RICK PETROFF
MOE SLAOUI	MIKE BERMUDEZ	RAMY AN
JERRY MALONE	CARLOS PEREZ	PEDRO MAG
MOE SLAOUI	MIKE BERMUDEZ	RICK PETROFF
MOE SLAOUI	CARLOS PEREZ	CARLOS PEREZ
MOE SLAOUI	MIKE BERMUDEZ	CASSIE BELL
MOE SLAOUI	CHARLIE KAMER	MATT LABRECQUE
MOE SLAOUI	CAM NOW	RAMY AN
JERRY MALONE	MIKE BERMUDEZ	RICK PETROFF
MOE SLAOUI	MIKE BERMUDEZ	JOHN FRANCIS
JERRY MALONE	CHARLIE KAMER	MATT LABRECQUE
MOE SLAOUI	CHARLIE KAMER	CARLOS PEREZ
KEVIN CREGG	CHARLIE KAMER	MIKE NUM
MOE SLAOUI	CHARLIE KAMER	CASSIE BELL
MOE SLAOUI	MIKE BERMUDEZ	CARLOS PEREZ
MOE SLAOUI	CHARLIE KAMER	MIKE NUM
MOE SLAOUI	CARLOS PEREZ	MATT LABRECQUE

MOE SLAOUI
JERRY MALONE
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JERRY MALONE

MIKE BERMUDEZ
BRYCE BROWN
MIKE BERMUDEZ
BRYCE BROWN
CAM NOW
MIKE BERMUDEZ
CHARLIE KAMER

JOHN FRANCIS
CARLOS PEREZ
MIKE NUM
MIKE NUM
DAVID BELANGER
CARLOS PEREZ
SANVI PATEL

New Car Franchise(s)

BMW	68442
Honda	68342
Ford	68471
Ford	68364
Honda	68390
Honda	68306
Volvo	68335
Ram	68283
Honda	68204
Honda	68509
Ford	68368
Honda	68231
Toyota	68347
Dodge	68500
Mercedes-Benz	68404
Ford	68277
Jeep	68291
Honda	68309
Volkswagen	68419
Hyundai	68346
Honda	68211
Honda	68242
Honda	68349
Honda	68367
Honda	68905
Honda	68227
Honda	68363
Mazda	68350
Honda	68369
Honda	68212
Toyota	68229
Honda	68238
Jeep	68896
Honda	68281
Honda	68199
Honda	68296
Honda	68198
Honda	68464
Honda	68315
Toyota	68202
Honda	68218
Jeep	68460
Honda	68304
Honda	68240
Subaru	68266
Honda	68484
Jeep	69108



Acura
Honda
Toyota
Honda
Honda
Honda
Honda

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Pre-Work VO1 Week 4 Pre-Own

Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Auction/Wholesale includes rental companies. Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only.)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
- 6) Use the dropdown designated "Internal" for Internal Certification. For OEM certification use "Yes" and for non-certified select "No"
- 7) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)
- 8) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.



ACADEMY

Unit #	Stock#	Year	Make	Model	In Stock	Acquisition Source	CPO	Price (Time of Sale)	Transaction Price	Market % (Time of Sale)	End Gross	Finance Gross	Salesperson	Desk Manager	Finance Manager	Trade Allowance	Order	
1	PHY93152	2019	BMW	X3	14	TRADE	NO	\$ 31,946	\$ 31,946	88%	(\$1,712)	\$1,412	DAVID BELANGER	JERRY MALONE	Charlie Kamer	NO	\$0	68442
2	W221006A	2019	HONDA	CRV	84	TRADE	YES	\$ 26,099	\$ 26,099	83%	(\$651)	\$2,706	MATT LABRECQUE	JERRY MALONE	Charlie Kamer	NO	\$0	68313
3	PHW96198	2020	FORD	F150	104	PURCHASE	NO	\$ 38,500	\$ 38,500	98%	(\$4,820)	\$596	RAMY AN	MOE SLAOUI	CHARLIE KAMER	YES	\$500	68471
4	PHW96290	2019	FORD	F150	76	PURCHASE	NO	\$ 43,500	\$ 43,000	96%	(\$969)	\$408	MIKE NUM	MOE SLAOUI	CHARLIE KAMER	YES	\$500	68364
5	PHW96286	2022	HONDA	ODDYSEY	76	PURCHASE	YES	\$ 37,587	\$ 37,587	99%	(\$2,102)	\$2,415	SANVI PATEL	JERRY MALONE	MIKE BERMUDEZ	YES	\$1,100	68390
6	PHW96293	2018	HONDA	CRV	68	PURCHASE	YES	\$ 23,224	\$ 23,224	91%	(\$2,231)	\$0	MIKE NUM	JERRY MALONE	MIKE BERMUDEZ	NO	\$0	68306
7	W300070A	2018	VOLVO	KC60	66	TRADE	NO	\$ 23,997	\$ 23,997	64%	\$992	\$1,558	CASSIE BELL	MOE SLAOUI	CHARLIE KAMER	NO	\$0	68335
8	HWP630A	2018	RAM	3500	40	TRADE	NO	\$ 34,383	\$ 34,383	81%	(\$1,575)	\$2,598	SANVI PATEL	MOE SLAOUI	MIKE BERMUDEZ	YES	\$400	68283
9	T51620A	2019	HONDA	ACCORD	38	TRADE	YES	\$ 26,499	\$ 26,499	92%	(\$207)	\$3,557	RAMY AN	MOE SLAOUI	MIKE BERMUDEZ	NO	\$0	68204
10	PHW96405	2019	HONDA	CIVIC	80	PURCHASE	YES	\$ 22,474	\$ 22,474	105%	(\$3,751)	\$811	SANVI PATEL	MOE SLAOUI	CHARLIE KAMER	YES	\$1,300	68509
11	PHW96407	2019	FORD	F150	59	PURCHASE	NO	\$ 42,254	\$ 42,254	93%	(\$341)	\$0	RAMY AN	MOE SLAOUI	CHARLIE KAMER	YES	\$1,000	68368
12	PHW96406	2016	HONDA	CIVIC	38	PURCHASE	YES	\$ 19,660	\$ 19,660	93%	(\$2,576)	\$936	JOHN FRANCIS	JERRY MALONE	CHARLIE KAMER	NO	\$0	68231
13	W221034A	2016	TOYOTA	RAV4	50	TRADE	NO	\$ 19,918	\$ 19,918	73%	\$265	\$219	MATT LABRECQUE	JERRY MALONE	MIKE BERMUDEZ	NO	\$0	68347
14	W300044A	2019	RAM	1500	57	TRADE	NO	\$ 26,881	\$ 26,881	82%	(\$176)	\$2,660	RAMY AN	MIKE PACHECO	CHARLIE KAMER	YES	\$200	68500
15	W300076B	2020	MERCEDES	C CLASS	50	TRADE	NO	\$ 33,698	\$ 33,698	89%	\$1,454	\$0	MATT LABRECQUE	JERRY MALONE	CHARLIE KAMER	YES	\$1,000	68404
16	W220993B	2017	FORD	EXPLORER	50	TRADE	NO	\$ 16,999	\$ 16,999	52%	\$1,912	\$0	SANVI PATEL	MOE SLAOUI	CHARLIE KAMER	NO	\$0	68277
17	W300083A	2015	JEEP	CHEROKEE	47	TRADE	NO	\$ 14,203	\$ 14,203	59%	\$168	\$1,756	CASSIE BELL	JERRY MALONE	MIKE BERMUDEZ	NO	\$0	68291
18	W221028A	2016	HONDA	CRV	52	TRADE	YES	\$ 18,500	\$ 18,500	64%	\$1,354	\$3,084	CARLOS PEREZ	KEVIN CREGG	CHARLIE KAMER	NO	\$0	68309
19	W300111A	2019	VW	JETTA	42	TRADE	NO	\$ 17,087	\$ 16,871	83%	(\$861)	\$310	CARLOS PEREZ	MOE SLAOUI	MIKE BERMUDEZ	YES	\$1,000	68419
20	W300102A	2017	HYUNDAI	ELANTRA	28	TRADE	NO	\$ 14,537	\$ 14,000	66%	\$1,008	\$1,350	CASSIE BELL	JERRY MALONE	MIKE BERMUDEZ	NO	\$0	68346
21	PHW96511	2019	HONDA	CIVIC	27	PURCHASE	YES	\$ 24,589	\$ 24,589	92%	(\$755)	\$296	DAVID BELANGER	MOE SLAOUI	MIKE BERMUDEZ	NO	\$0	68211
22	PHW96516	2020	HONDA	PILOT	34	PURCHASE	YES	\$ 31,357	\$ 31,357	87%	(\$1,430)	\$425	MIKE NUM	MOE SLAOUI	CHARLIE KAMER	NO	\$0	68242
23	PHW96518	2020	HONDA	CRV	61	PURCHASE	YES	\$ 25,240	\$ 25,240	87%	(\$1,153)	\$3,744	RICHARD PETROFF	JERRY MALONE	CHARLIE KAMER	NO	\$0	68349
24	PHW96513	2018	HONDA	ACCORD	47	PURCHASE	YES	\$ 21,298	\$ 21,298	92%	(\$2,505)	\$1,694	JOHN FRANCIS	MOE SLAOUI	MIKE BERMUDEZ	YES	\$1,000	68367
25	PHW96514	2020	HONDA	ACCORD	9	PURCHASE	YES	\$ 25,822	\$ 25,822	91%	(\$619)	\$2,047	RAMY AN	JERRY MALONE	BRYCE BROWN	YES	\$200	68905
26	PHW96515	2020	HONDA	CIVIC	73	PURCHASE	YES	\$ 21,679	\$ 21,679	92%	(\$3,258)	\$0	DAVID BELANGER	JERRY MALONE	MIKE BERMUDEZ	NO	\$0	68227
27	PHW96605	2019	HONDA	CIVIC	51	PURCHASE	YES	\$ 19,899	\$ 19,899	91%	\$22	\$147	RAMY AN	MOE SLAOUI	CHARLIE KAMER	NO	\$0	68363
28	PHW96508A	2011	MAZDA	3	52	TRADE	NO	\$ 8,359	\$ 8,359	42%	\$1,863	\$0	CASSIE BELL	JERRY MALONE	CHARLIE KAMER	YES	\$12	68350
29	PHW96691	2019	HONDA	CIVIC	39	PURCHASE	YES	\$ 23,500	\$ 23,500	93%	(\$2,865)	\$4,212	CASSIE BELL	MOE SLAOUI	CHARLIE KAMER	NO	\$0	68369
30	W300101A	2020	HONDA	CIVIC	5	TRADE	YES	\$ 20,947	\$ 20,947	74%	\$2,768	\$2,612	RAMY AN	MOE SLAOUI	MIKE BERMUDEZ	YES	\$500	68212
31	W300104A	2021	TOYOTA	COROLLA	8	TRADE	NO	\$ 23,249	\$ 23,249	79%	\$1,490	\$968	RICK PETROFF	MOE SLAOUI	MIKE BERMUDEZ	NO	\$0	68229
32	PHW96743	2019	HONDA	ACCORD	17	PURCHASE	YES	\$ 23,742	\$ 23,742	55%	\$6,772	\$0	RAMY AN	MOE SLAOUI	MIKE BERMUDEZ	YES	\$1,000	68238
33	PHW96765	2020	JEEP	WRANGLER	104	PURCHASE	NO	\$ 35,997	\$ 35,997	85%	(\$787)	\$1,390	PEDRO MAG	JERRY MALONE	CARLOS PEREZ	NO	\$0	68896
34	PHW96762	2019	HONDA	RIDGELINE	10	PURCHASE	YES	\$ 29,597	\$ 29,597	84%	\$679	\$159	RICK PETROFF	MOE SLAOUI	MIKE BERMUDEZ	YES	\$750	68281
35	PHW96759	2018	HONDA	CRV	4	PURCHASE	YES	\$ 25,779	\$ 26,037	94%	(\$163)	\$200	CARLOS PEREZ	MOE SLAOUI	CHARLIE KAMER	YES	\$1,700	68199
36	PHW96766	2020	HONDA	CRV	8	PURCHASE	YES	\$ 28,429	\$ 28,429	94%	(\$2,156)	\$1,298	CASSIE BELL	MOE SLAOUI	MIKE BERMUDEZ	NO	\$0	68296
37	PHW96761	2020	HONDA	PILOT	4	PURCHASE	YES	\$ 36,221	\$ 36,221	90%	(\$1,432)	\$2,034	MATT LABRECQUE	MOE SLAOUI	CHARLIE KAMER	NO	\$0	68198
38	PHW96767	2021	CHEVROLET	TRAX	45	PURCHASE	NO	\$ 20,870	\$ 20,870	98%	(\$1,768)	\$3,500	RAMY AN	MOE SLAOUI	CAM NOW	NO	\$0	68464
39	PHW96764	2020	HONDA	CIVIC	10	PURCHASE	YES	\$ 22,196	\$ 21,996	91%	(\$1,151)	\$0	RICK PETROFF	JERRY MALONE	MIKE BERMUDEZ	NO	\$0	68315
40	W221048A	2022	TOYOTA	TACOMA	26	TRADE	NO	\$ 40,324	\$ 39,000	84%	\$2,103	\$0	JOHN FRANCIS	MOE SLAOUI	MIKE BERMUDEZ	NO	\$0	68202
41	W221087A	2019	HONDA	HRV	41	TRADE	YES	\$ 23,285	\$ 23,285	71%	\$1,631	\$0	MATT LABRECQUE	JERRY MALONE	CHARLIE KAMER	NO	\$0	68218
42	W300095B	2016	JEEP	CHEROKEE	35	TRADE	NO	\$ 17,700	\$ 17,700	73%	\$135	\$0	CARLOS PEREZ	MOE SLAOUI	CHARLIE KAMER	NO	\$0	68460
43	W221036A	2019	HONDA	HRV	23	TRADE	YES	\$ 21,066	\$ 21,066	71%	\$895	\$5,213	MIKE NUM	KEVIN CREGG	CHARLIE KAMER	NO	\$0	68304
44	W300153A	2016	HONDA	ACCORD	7	TRADE	YES	\$ 15,500	\$ 15,545	59%	\$1,885	\$1,817	CASSIE BELL	MOE SLAOUI	CHARLIE KAMER	YES	\$0	68240
45	W300172A	2012	SUBARU	IMPREZA	13	TRADE	NO	\$ 11,998	\$ 11,998	61%	\$2,459	\$1,406	CARLOS PEREZ	JERRY MALONE	MIKE BERMUDEZ	NO	\$0	68266
46	W300168A	2021	HONDA	PILOT	38	TRADE	YES	\$ 34,885	\$ 34,885	78%	\$3,453	\$1,439	MIKE NUM	MOE SLAOUI	CHARLIE KAMER	YES	\$250	68484
47	PHW96853	2019	JEEP	GRAND CHEROKEE	120	PURCHASE	NO	\$ 33,000	\$ 33,000	87%	(\$1,459)	\$0	MATT LABRECQUE	MOE SLAOUI	CARLOS PEREZ	NO	\$0	69108
48	PHW96852	2021	ACURA	RDX	16	PURCHASE	NO	\$ 36,689	\$ 36,689	96%	\$446	\$2,268	JOHN FRANCIS	MOE SLAOUI	MIKE BERMUDEZ	YES	\$1,000	68334

49	PHW96856	2020	HONDA	CRV	4	PURCHASE	YES	\$	29,250	\$	29,250	95%	(\$3,596)	\$0	CARLOS PEREZ	JERRY MALONE	BRYCE BROWN	NO	\$0	68451
50	W221070A	2014	TOYOTA	HIGHLANDER	32	TRADE	NO	\$	17,202	\$	17,202	64%	\$22	\$147	MIKE NUM	MOE SLAOUI	MIKE BERMUDEZ	YES	\$0	68227
51	PHW96854	2020	HONDA	CRV	4	PURCHASE	YES	\$	28,542	\$	28,542	83%	\$2,227	\$1,476	MIKE NUM	MOE SLAOUI	BRYCE BROWN	YES	\$3,200	68614
52	PHW96855	2019	HONDA	CRV	14	PURCHASE	YES	\$	27,880	\$	27,880	86%	(\$712)	\$3,607	DAVID BELANGER	MOE SLAOUI	CAM NOW	NO	\$0	68532
53	300190A	2020	HONDA	CIVIC	17	TRADE	YES	\$	25,807	\$	25,807		\$893	\$2,376	CARLOS PEREZ	MOE SLAOUI	MIKE BERMUDEZ	NO	\$0	68174
54	W300058A	2018	HONDA	CRV	5	TRADE	YES	\$	27,495	\$	27,495	79%	\$2,067	\$500	SANVI PATEL	JERRY MALONE	CHARLIE KAMER	YES	(\$500)	68268
55	PHW96743A	2015	INFINITI	Q50	26	TRADE	NO	\$	18,365	\$	18,365	62%	\$2,036	\$662	SANVI PATEL	JERRY MALONE	CHARLIE KAMER	NO	\$0	68406
56	W300181A	2009	VOLVO	S80	8	TRADE	NO	\$	7,795	\$	7,795	52%	\$1,998	\$0	CARLOS PEREZ	MOE SLAOUI	CHARLIE KAMER	NO	\$0	68286
57	PHW96926	2021	HONDA	HRV	6	PURCHASE	YES	\$	23,882	\$	23,882	96%	(\$1,787)	\$1,991	MIKE NUM	MOE SLAOUI	MIKE BERMUDEZ	YES	\$1,800	68327
58	PHW96925	2020	HONDA	PILOT	19	PURCHASE	YES	\$	29,531	\$	29,531	98%	(\$3,527)	\$0	MIKE NUM	JERRY MALONE	MIKE BERMUDEZ	NO	\$0	68241
59	PHW96924	2017	HONDA	PILOT	14	PURCHASE	YES	\$	24,309	\$	24,309	92%	(\$567)	\$0	CARLOS PEREZ	MOE SLAOUI	CHARLIE KAMER	YES	\$1,000	68410
60	W300130A	2015	HONDA	CRV	8	TRADE	NO	\$	18,371	\$	17,471	69%	\$1,468	\$0	RICK PETROFF	JERRY MALONE	CHARLIE KAMER	NO	\$0	68345
61	W221019A	2020	HONDA	ACCORD	76	TRADE	YES	\$	25,999	\$	25,999	81%	\$1,204	\$4,120	MIKE NUM	MOE SLAOUI	BRYCE BROWN	YES	\$1,200	68801
62	H13488SA	2019	HYUNDAI	SONATA	2	PURCHASE	NO	\$	19,991	\$	19,991		(\$140)	\$1,193	CARLOS PEREZ	MOE SLAOUI	MIKE BERMUDEZ	YES	\$0	68241
63	W300142A	2019	HONDA	HRV	19	TRADE	YES	\$	22,774	\$	22,774	73%	\$851	\$0	SANVI PATEL	JERRY MALONE	CHARLIE KAMER	NO	\$0	68348
64	PHW96984	2020	HONDA	CIVIC	19	PURCHASE	YES	\$	22,839	\$	22,839	104%	(\$3,956)	\$3,203	MIKE NUM	MOE SLAOUI	CHARLIE KAMER	YES	\$200	68411
65	PHW9704	2019	HONDA	CIVIC	9	PURCHASE	YES	\$	20,690	\$	20,690	94%	(\$2,840)	\$0	RICK PETROFF	MOE SLAOUI	CHARLIE KAMER	YES	\$0	68373
66	PLW96530	2020	CHEVROLET	SILVERADO 1500	44	PURCHASE	NO	\$	39,793	\$	39,793		(\$70)	\$850	RAMY AN	JERRY MALONE	CHARLIE KAMER	NO	\$0	68265
67	PHW97055	2019	HONDA	ACCORD	22	PURCHASE	YES	\$	29,280	\$	29,280	93%	(\$4,487)	\$0	DAVID BELANGER	JERRY MALONE	BRYCE BROWN	NO	\$0	68540
68	PHW97054	2019	HONDA	CIVIC	38	PURCHASE	YES	\$	19,849	\$	19,849	101%	(\$2,180)	\$3,327	MATT LABRECQUE	MOE SLAOUI	CHARLIE KAMER	YES	\$2,500	68651
69	W300058B	2010	HONDA	CRV	34	TRADE	NO	\$	9,077	\$	9,077	46%	\$433	\$1,810	DAVID BELANGER	JERRY MALONE	CHARLIE KAMER	NO	\$0	68494
70	W300190A	2015	HONDA	ODYSSEY	6	TRADE	NO	\$	17,691	\$	17,691	63%	\$2,907	\$1,300	MIKE NUM	MOE SLAOUI	MIKE BERMUDEZ	NO	\$0	68330
71	PHW97058	2020	HONDA	CRV	1	PURCHASE	YES	\$	30,249	\$	30,249	86%	(\$1,359)	\$2,518	MIKE NUM	MOE SLAOUI	MIKE BERMUDEZ	NO	\$0	68370
72	W300187A	2022	HONDA	HRV	10	TRADE	YES	\$	26,548	\$	26,548	86%	\$3,797	\$2,531	RAMY AN	KEVIN CREGG	CHARLIE KAMER	YES	\$2,000	68359
73	W300185A	2020	HONDA	CRV	31	TRADE	YES	\$	28,888	\$	28,888	79%	\$4,936	\$976	MATT LABRECQUE	KEVIN CREGG	CHARLIE KAMER	YES	\$2,500	68371
74	BPO225A	2016	CHEVROLET	TRAX	6	TRADE	NO	\$	13,480	\$	13,480		(\$70)	\$0	JOHN FRANCIS	MOE SLAOUI	MIKE BERMUDEZ	NO	\$0	68321
75	300258A	2019	HONDA	CRV	4	TRADE	YES	\$	29,435	\$	29,435	85%	\$533	\$0	CARLOS PEREZ	MOE SLAOUI	MIKE BERMUDEZ	NO	\$0	68376
76	W300192A	2015	DODGE	CHARGER	10	TRADE	NO	\$	19,795	\$	18,843	61%	\$5,187	\$1,451	RAMY AN	KEVIN CREGG	MIKE BERMUDEZ	NO	\$0	68387
77	S22294	2018	FORD	ESCAPE	18	PURCHASE	NO	\$	18,401	\$	18,401	92%	(\$1,144)	\$0	RAMY AN	JERRY MALONE	CHARLIE KAMER	NO	\$0	68547
78	W300208A	2020	HONDA	CRV	54	TRADE	YES	\$	27,999	\$	27,999	69%	\$1,659	\$918	CASSIE BELL	MOE SLAOUI	BRYCE BROWN	NO	\$0	68764
79	W300210A	2017	HONDA	CRV	8	TRADE	YES	\$	24,499	\$	24,499	81%	\$0	\$0	RICK PETROFF	JERRY MALONE	CHARLIE KAMER	NO	\$0	68445
80	W300200A	2020	HONDA	RIDGELINE	10	TRADE	YES	\$	35,926	\$	35,926	83%	\$2,867	\$3,244	JOHN FRANCIS	KEVIN CREGG	MIKE BERMUDEZ	NO	\$0	68416
81	PHW97045A	2016	HYUNDAI	TUCSON	11	TRADE	NO	\$	14,500	\$	14,600	59%	\$2,022	\$1,090	RAMY AN	MOE SLAOUI	MIKE BERMUDEZ	NO	\$0	68433
82	W300209A	2014	HONDA	ACCORD	12	TRADE	NO	\$	12,276	\$	12,276	44%	\$2,607	\$0	SANVI PATEL	JERRY MALONE	CHARLIE KAMER	NO	\$0	68449
83	P57665A	2016	HONDA	CIVIC	6	TRADE	YES	\$	16,495	\$	16,495		(\$806)	\$0	JOHN FRANCIS	MOE SLAOUI	MIKE BERMUDEZ	NO	\$0	68288
84	W300160A	2019	HONDA	HRV	22	TRADE	YES	\$	21,849	\$	21,849	73%	\$1,102	\$1,677	RAMY AN	MOE SLAOUI	CAM NOW	NO	\$0	68531
85	W300201A	2019	NISSAN	ROGUE	10	TRADE	NO	\$	21,964	\$	22,003	73%	\$1,759	\$0	CASSIE BELL	MOE SLAOUI	MIKE BERMUDEZ	NO	\$0	68417
86	PH96385	2019	HONDA	ACCORD	62	PURCHASE	YES	\$	25,740	\$	25,740		(\$10)	\$1,916	CARLOS PEREZ	MOE SLAOUI	CHARLIE KAMER	NO	\$0	68332
87	T60175A	2014	FORD	FOCUS	30	TRADE	NO	\$	11,988	\$	11,988		(\$155)	\$0	MIKE NUM	JERRY MALONE	CHARLIE KAMER	NO	\$0	68314
88	PN96084	2017	VW	TIGUAN	56	PURCHASE	NO	\$	16,700	\$	16,700	89%		\$300	SANVI PATEL	JERRY MALONE	CHARLIE KAMER	NO	\$0	68439
89	CW10407A	2020	NISSAN	SENTRA	154	TRADE	NO	\$	19,865	\$	19,865		(\$80)	\$330	CASSIE BELL	MOE SLAOUI	CHARLIE KAMER	NO	\$0	68394
90	P2350	2018	JEEP	COMPASS	69	PURCHASE	NO	\$	16,980	\$	16,980		(\$140)	\$0	RICK PETROFF	MOE SLAOUI	CHARLIE KAMER	YES	\$0	68385
91	PHW96290A	2018	FORD	F150	12	TRADE	NO	\$	33,842	\$	33,842	73%	\$1,945	\$2,557	JOHN FRANCIS	MOE SLAOUI	MIKE BERMUDEZ	YES	\$340	68472
92	W300236A	2015	SUBARU	FORESTER	11	TRADE	NO	\$	14,890	\$	14,890	64%	\$285	\$1,531	CASSIE BELL	JERRY MALONE	CHARLIE KAMER	NO	\$0	68493
93	W300076C	2016	HONDA	ACCORD	51	TRADE	YES	\$	14,254	\$	14,254	52%	\$75	\$1,218	CHRIS CORMIER	MOE SLAOUI	CAM NOW	NO	\$0	68751
94	W221043A	2014	ACURA	MDX	4	TRADE	NO	\$	14,200	\$	14,200		\$1,425	\$0	SANVI PATEL	MOE SLAOUI	CHARLIE KAMER	NO	\$0	68377
95	PHW97214	2020	HONDA	CRV	5	PURCHASE	YES	\$	28,189	\$	28,189	89%	(\$3,547)	\$2,162	DAVID BELANGER	MOE SLAOUI	CAM NOW	NO	\$0	68504
96	W300227A	2015	HONDA	CRV	2	TRADE	YES	\$	18,900	\$	18,900	63%	\$2,763	\$1,310	MIKE NUM	MOE SLAOUI	CAM NOW	NO	\$0	68476
97	W221095A	2020	HONDA	ACCORD	7	TRADE	YES	\$	23,998	\$	23,998	80%	\$3,333	\$1,587	DAVID BELANGER	KEVIN CREGG	CHARLIE KAMER	YES	\$1,500	68497
98	PHW97229	2019	HONDA	HRV	6	PURCHASE	YES	\$	24,888	\$	24,888	58%	\$8,885	\$946	DAVID BELANGER	KEVIN CREGG	CAM NOW	YES	\$2,500	68516
99	W300204A	2021	FORD	BRONCO	21	TRADE	NO	\$	34,403	\$	34,403	92%	\$1,673	\$636	CASSIE BELL	MOE SLAOUI	CHARLIE KAMER	NO	\$0	68581
100	PHW97212	2019	HONDA	INSIGHT	37	PURCHASE	YES	\$	21,673	\$	21,673	89%	(\$1,652)	\$0	CARLOS PEREZ	MOE SLAOUI	CAM NOW	NO	\$0	68710
101	PHW96290B	2022	TOYOTA	TACOMA	5	TRADE	NO	\$	38,561	\$	38,561	87%	\$4,568	\$3,472	RAMY AN	KEVIN CREGG	CHARLIE KAMER	YES	\$2,000	68507
102	W300111B	2008	HYUNDAI	ELANTRA	26	TRADE	NO	\$	6,697	\$	6,697	40%	(\$1,017)	\$0	RAMY AN	MOE SLAOUI	CAM NOW	NO	\$0	68572
103	PTS95975	2021	JEEP	WRANGLER	103	PURCHASE	NO	\$	49,755	\$	49,755		(\$295)	\$2,197	MIKE NUM	MOE SLAOUI	MIKE BERMUDEZ	YES	\$0	68414
104	W300184A	2020	MAZDA	CX9	17	TRADE	NO	\$	29,767	\$	29,767	80%	\$3,130	\$856	MIKE NUM	MOE SLAOUI	CAM NOW	NO	\$0	68564
105	PHW97277	2020	HONDA	CRV	8	PURCHASE	YES	\$	29,460	\$	29,460	96%	(\$3,899)	\$2,968	MATT LABRECQUE	MOE SLAOUI	BRYCE BROWN	NO	\$0	68563
106	PHW97279	2020	HONDA	CRV	18	PURCHASE	YES	\$	31,169	\$	31,169	104%	(\$5,001)	\$1,000	DAVE BELANGER	JERRY MALONE	CHARLIE KAMER	NO	\$0	68632
107	PHW97278	2018	HONDA	CIVIC	11	PURCHASE	YES	\$	19,755	\$	19,755	107%	(\$3,967)	\$5,509	DAVE BELANGER	JERRY MALONE	CHARLIE KAMER	NO	\$0	68586
108	W300248A	2022	TOYOTA	SIENNA	8	TRADE	NO	\$	42,581	\$	42,581	86%	\$4,662	\$5,231	PEDRO MAG	KEVIN CREGG	BRYCE BROWN	YES	\$3,000	68690
109	W300253A	2011	HONDA	CRV	11	TRADE	NO	\$	10,690	\$	10,690	38%	\$2,118	\$119	MIKE NUM	JERRY MALONE	CHARLIE KAMER	YES	\$0	68584
110	W300258A	2018	HONDA	RIDGELINE	13	TRADE	YES	\$	26,606	\$	26,606	66%	\$3,702	\$258	DAVE BELANGER	MOE SLAOUI	CAM NOW	YES	\$700	68670
111	W300211A	2020	HONDA	ACCORD	3	TRADE	YES	\$	23,591	\$	23,591	77%	\$1,173	\$0	MIKE NUM	MOE SLAOUI	BRYCE BROWN	NO	\$0	68556
112	PHW97354	2019	HONDA	CRV	35	PURCHASE	YES	\$	26,565	\$	26,471		(\$3,657)	\$0	MIKE NUM	MOE SLAOUI	BRYCE BROWN	NO	\$0	68825
113	PHW97355	2020	HONDA	CIVIC	37	PURCHASE	YES	\$	25,839	\$	25,839		(\$4,105)	\$4,125	MATT LABRECQUE	JERRY MALONE	BRYCE BROWN	NO	\$0	68898

Scoreboard Totals

% Retailed of Non-Franchise Make	0%
Total # Retail Units	113
Avg. Days to Sale	31.1
Avg. Advertised Price (Time of Sale)	\$ 24,473
Avg. Transaction Price	\$ 24,434
Avg. Market Price at 100%	\$ 30,691
Avg. Price to Market % (Time of Sale)	80%
Avg. Transaction to Market	80%
Avg. Transactional Discount	#DIV/0!
Avg. Front-End Gross	\$ 169
Avg. Finance Gross	\$ 1,278
PUVR	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!
GROI	#DIV/0!
% with Trade	35%
Avg. Over/Under Allowance	\$331



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	MOE SLAQUI	MOE SLAQUI
% Retailed of Non-New Franchise	0%	0%	0%
Total # Retail Units	113	62	62
Avg. Days to Sale	31.1	30.5	30.5
Avg. Advertised Price (Time of Sale)	\$ 24,473	\$ 24,550	\$ 24,550
Avg. Transaction Price	\$ 24,434	\$ 24,522	\$ 24,522
Avg. Market Price at 100%	\$ 30,691	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	80%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	80%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 169	\$ 9	\$ 9
Avg. Finance Gross	\$ 1,278	\$ 1,222	\$ 1,222
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	35%	40%	40%
Avg. Over/Under Allowance	331	336	336



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

MOE SLAOUI	MOE SLAOUI	MOE SLAOUI	MOE SLAOUI
0%	0%	0%	0%
62	62	62	62
30.5	30.5	30.5	30.5
\$ 24,550	\$ 24,550	\$ 24,550	\$ 24,550
\$ 24,522	\$ 24,522	\$ 24,522	\$ 24,522
#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!	#DIV/0!
\$ 9	\$ 9	\$ 9	\$ 9
\$ 1,222	\$ 1,222	\$ 1,222	\$ 1,222
#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%	40%	40%	40%
336	336	336	336

MOE SLAOUI	MOE SLAOUI	MOE SLAOUI	MOE SLAOUI
0%	0%	0%	0%
62	62	62	62
30.5	30.5	30.5	30.5
\$ 24,550	\$ 24,550	\$ 24,550	\$ 24,550
\$ 24,522	\$ 24,522	\$ 24,522	\$ 24,522
#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!	#DIV/0!
\$ 9	\$ 9	\$ 9	\$ 9
\$ 1,222	\$ 1,222	\$ 1,222	\$ 1,222
#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%	40%	40%	40%
336	336	336	336

MOE SLAOUI	
	0%
	62
	30.5
\$	24,550
\$	24,522
	#DIV/0!
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	9
\$	1,222
	#DIV/0!
	#DIV/0!
	#DIV/0!
	40%
	336

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Sales Consultant	Totals			
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!	#DIV/0!
Total # Retail Units	113	0	0	0
Avg. Days to Sale	31.1	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,473	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,434	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,691	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	80%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	80%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 169	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,278	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	331	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see

Finance Manager	Totals			
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!	#DIV/0!
Total # Retail Units	113	0	0	0
Avg. Days to Sale	31.1	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,473	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,434	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,691	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	80%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	80%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 169	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,278	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	331	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard



CPO	Totals	Yes	No	Internal
Total # Retail Units	113	62	50	0
Avg. Days to Sale	31.1	26.7	37.1	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,473	\$ 25,197	\$ 23,428	#DIV/0!
Avg. Transaction Price	\$ 24,434	\$ 25,196	\$ 23,428	#DIV/0!
Avg. Market Price at 100%	\$ 30,691	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	80%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	80%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 169	\$ (313)	\$ 728	#DIV/0!
Avg. Finance Gross	\$ 1,278	\$ 1,545	\$ 963	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	35%	82%	46%	#DIV/0!
Avg. Over/Under Allowance	331	434	219	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	113	0	0
Avg. Days to Sale	31.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,473	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,434	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,691	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	80%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	80%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 169	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,278	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	331	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	113	0	0
% of Retail Units	100%	0%	0%
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Avg. Days to Sale	31.1	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,434	#DIV/0!	#DIV/0!
Avg. Transaction to Market %	80%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 169	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,278	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	331	#DIV/0!	#DIV/0!



Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	113	0	0
% of Retail Units	100%	0%	0%
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Avg. Days to Sale	31.1	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,434	#DIV/0!	#DIV/0!
Avg. Transaction to Market %	80%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 169	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,278	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	331	#DIV/0!	#DIV/0!



