

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	p4033a	10	Chevrolet	1500	7	Trade on Used	no	\$ 10,999	\$ 10,067	104%	\$3,167	\$555
2	P4044	21	Nissan	sentra	11	Street/Curb Buy	No	\$ 21,900	\$ 21,900	98%	\$4,300	\$1,140
3	93846a	20	Nissan	Rogue	6	Trade on New	No	\$ 25,900	\$ 25,900	97%	\$3,946	\$1,281
4	p4018	15	GMC	Sierra	1	Street/Curb Buy	No	\$ 22,900	\$ 21,805	101%	\$812	\$581
5	93803b	3	Cadillac	cts	2	Trade on Used	No	\$ 4,999	\$ 3,105	93%	\$1,295	\$0
6	93729a	17	Honda	accord	24	Trade on New	No	\$ 20,900	\$ 20,900	97%	\$4,308	\$980
7	p4004	19	Nissan	frontier	26	Auction/Wholesale	No	\$ 23,740	\$ 22,750	93%	\$1,880	\$0
8	p3990	11	Nissan	frontier	48	Auction/Wholesale	No	\$ 12,900	\$ 12,900	89%	\$903	\$0
9	p4013	17	Chevrolet	trax	15	Street/Curb Buy	No	\$ 17,999	\$ 17,487	108%	\$2,831	\$0
10	93794b	20	Chevrolet	equinox	10	Trade on Used	No	\$ 23,900	\$ 23,900	105%	\$3,943	\$2,559
11	93809a	18	Nissan	sentra	9	Trade on New	Yes	\$ 16,900	\$ 16,900	108%	\$1,828	\$2,342
12	93806b	21	Nissan	altima	10	Trade on New	No	\$ 26,900	\$ 25,500	107%	\$2,572	\$2,235
13	93799a	17	Ford	f150	17	Trade on New	No	\$ 27,900	\$ 27,900	94%	\$2,611	\$1,182
14	93670c	17	honda	crv	30	Trade on Used	No	\$ 24,900	\$ 22,500	94%	\$1,653	
15	p4020	15	Chevrolet	tahoe	3	Auction/Wholesale	No	\$ 26,980	\$ 26,980	114%	\$3,415	\$0
16	p4022	17	Nissan	altima	3	Auction/Wholesale	No	\$ 16,900	\$ 16,900	98%	\$1,588	\$2,515
17	p4052	17	Chrysler	pacifica	2	Auction/Wholesale	No	\$ 22,900	\$ 22,900	101%	\$5,631	\$2,683
18	93864b	20	toyota	corolla	12	Trade on New	No	\$ 19,900	\$ 19,900	94%	\$2,014	\$0
19	90201b	18	Nissan	rogue sport	47	Trade on Used	No	\$ 18,900	\$ 17,895	94%	\$846	\$3,088
20	p4017a	11	Nissan	rogue	1	Trade on Used	No	\$ 5,999	\$ 5,999	99%	\$4,299	\$135
21	p4017a	20	nissan	murano	57	Auction/Wholesale	Yes	\$ 32,987	\$ 33,900	97%	\$647	\$2,873
22	93824a	13	ford	f150	36	Trade on New	No	\$ 16,900	\$ 16,750	101%	\$1,575	\$884
23	p4056	9	mercury	mountaineer	2	Street/Curb Buy	No	\$ 5,900	\$ 4,500	89%	\$1,338	
24	p4040	18	chevrolet	1500	23	Auction/Wholesale	No	\$ 29,997	\$ 29,997	101%	\$1,888	\$1,546
25	p4020a	18	mitsubishi	outlander	18	Trade on Used	No	\$ 14,975	\$ 12,975	87	\$2,014	\$0
26	p4059	20	ford	explorer	2	Trade on Used	No	\$ 33,999	\$ 33,999	98%	\$3,368	\$2,837
27	p4005	18	nissan	frontier	78	Auction/Wholesale	No	\$ 23,900	\$ 20,987	96%	(\$1,593)	\$1,000
28	p4018a	8	ford	f350	38	Trade on Used	No	\$ 10,999	\$ 9,250	68%	\$725	\$585
29	p4063	20	nissan	rogue sport	87	Auction/Wholesale	No	\$ 18,999	\$ 17,017	8900%	\$700	\$1,107
30	p4041	17	nissan	titan	68	Auction/Wholesale	No	\$ 27,900	\$ 25,800	103%	\$145	\$1,375

Scoreboard Totals

% Retailed of Non-Franchise Make	52%
Total # Retail Units	50
Avg. Days to Sale	29.2
Avg. Advertised Price (Time of Sale)	\$ 20,897
Avg. Transaction Price	\$ 20,024
Avg. Market Price at 100%	\$ 4,693
Avg. Price to Market % (Time of Sale)	445%
Avg. Transaction to Market	427%
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 1,865
Avg. Finance Gross	\$ 1,462
PUVR	\$ 3,064
Total Gross (Units & PUVR)	\$ 153,203
GROI	189%
% with Trade	34%
Avg. Over/Under Allowance	(\$137)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Mark Smith
% Retailed of Non-New Franchise	52%	#DIV/0!	49%
Total # Retail Units	50	0	43
Avg. Days to Sale	29.2	#DIV/0!	31.1
Avg. Advertised Price (Time of Sale)	\$ 20,897	#DIV/0!	\$ 21,539
Avg. Transaction Price	\$ 20,024	#DIV/0!	\$ 20,582
Avg. Market Price at 100%	\$ 4,693	#DIV/0!	#REF!
Avg. Price to Market % (Time of Sale)	445%	#DIV/0!	#REF!
Avg. Transaction to Market	427%	#DIV/0!	#REF!
Avg. Transactional Discount	#REF!	#DIV/0!	#REF!
Avg. Front-End Gross	\$ 1,865	#DIV/0!	\$ 1,789
Avg. Finance Gross	\$ 1,462	#DIV/0!	\$ 1,582
PUVR	\$ 3,064	#DIV/0!	\$ 3,113
Total Gross (Units & PUVR)	\$ 153,203	#DIV/0!	\$ 133,878
GROI	189%	#DIV/0!	175%
% with Trade	34%	#DIV/0!	35%
Avg. Over/Under Allowance	-137	#DIV/0!	-148



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

Matt Smith			
71%	#DIV/0!	#DIV/0!	#DIV/0!
7	0	0	0
17.1	#DIV/0!	#DIV/0!	#DIV/0!
\$ 16,956	#DIV/0!	#DIV/0!	#DIV/0!
\$ 16,601	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,841	#DIV/0!	#DIV/0!	#DIV/0!
90%	#DIV/0!	#DIV/0!	#DIV/0!
88%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,077	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,331	#DIV/0!	#DIV/0!	#DIV/0!
\$ 602	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,761	#DIV/0!	#DIV/0!	#DIV/0!
\$ 19,325	#DIV/0!	#DIV/0!	#DIV/0!
349%	#DIV/0!	#DIV/0!	#DIV/0!
29%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Matt Smith	Ron Garbrandt
% Retailed of Non-New Franchise	52%	42%	50%
Total # Retail Units	50	12	6
Avg. Days to Sale	29.2	43.8	23.7
Avg. Advertised Price (Time of Sale)	\$ 20,897	\$ 22,165	\$ 17,892
Avg. Transaction Price	\$ 20,024	\$ 20,201	\$ 17,527
Avg. Market Price at 100%	\$ 4,693	\$ 23,111	\$ 20,348
Avg. Price to Market % (Time of Sale)	445%	96%	88%
Avg. Transaction to Market	427%	87%	86%
Avg. Transactional Discount	#REF!	\$ 1,964	\$ 2,372
Avg. Front-End Gross	\$ 1,865	\$ 1,245	\$ 1,937
Avg. Finance Gross	\$ 1,462	\$ 1,438	\$ 1,385
PUVR	\$ 3,064	\$ 2,323	\$ 2,860
Total Gross (Units & PUVR)	\$ 153,203	\$ 27,877	\$ 17,159
GROI	189%	95%	248%
% with Trade	34%	50%	17%
Avg. Over/Under Allowance	-137	-444	0



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Matt Cummings	Ben Robinson	James Copeland	Bobby Gilmore
50%	69%	0%	60%
6	13	3	10
29.5	25.4	11.7	24.9
\$ 22,403	\$ 21,930	\$ 17,567	\$ 19,934
\$ 21,508	\$ 21,407	\$ 16,833	\$ 19,581
\$ 19,359	#REF!	\$ 17,620	#REF!
116%	#REF!	100%	#REF!
111%	#REF!	96%	#REF!
\$ 895	\$ 523	\$ 733	#REF!
\$ 2,462	\$ 2,128	\$ 979	\$ 2,133
\$ 725	\$ 1,331	\$ 2,126	\$ 2,036
\$ 3,066	\$ 3,459	\$ 2,396	\$ 3,761
\$ 18,395	\$ 44,969	\$ 7,188	\$ 37,614
174%	229%	439%	278%
17%	31%	33%	40%
0	0	0	0

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	James Rowe	Sally Barnett
% Retailed of Non-New Franchise	52%	44%	83%
Total # Retail Units	50	39	6
Avg. Days to Sale	29.2	33.3	14.7
Avg. Advertised Price (Time of Sale)	\$ 20,897	\$ 21,329	\$ 22,899
Avg. Transaction Price	\$ 20,024	\$ 20,425	\$ 21,818
Avg. Market Price at 100%	\$ 4,693	#REF!	\$ 22,657
Avg. Price to Market % (Time of Sale)	445%	#REF!	101%
Avg. Transaction to Market	427%	#REF!	96%
Avg. Transactional Discount	#REF!	#REF!	\$ 1,081
Avg. Front-End Gross	\$ 1,865	\$ 1,666	\$ 2,286
Avg. Finance Gross	\$ 1,462	\$ 1,656	\$ 628
PUVR	\$ 3,064	\$ 3,067	\$ 2,810
Total Gross (Units & PUVR)	\$ 153,203	\$ 119,625	\$ 16,857
GROI	189%	162%	316%
% with Trade	34%	0%	0%
Avg. Over/Under Allowance	-137	-197	0



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Matt Smith	Mark Smith		
75%	100%	#DIV/0!	#DIV/0!
4	1	0	0
12.0	24.0	#DIV/0!	#DIV/0!
\$ 13,687	\$ 20,900	#DIV/0!	#DIV/0!
\$ 13,214	\$ 20,900	#DIV/0!	#DIV/0!
\$ 17,299	\$ 21,546	#DIV/0!	#DIV/0!
79%	97%	#DIV/0!	#DIV/0!
76%	97%	#DIV/0!	#DIV/0!
\$ 3,486	\$ -	#DIV/0!	#DIV/0!
\$ 2,563	\$ 4,308	#DIV/0!	#DIV/0!
\$ 591	\$ 980	#DIV/0!	#DIV/0!
\$ 2,858	\$ 5,288	#DIV/0!	#DIV/0!
\$ 11,433	\$ 5,288	#DIV/0!	#DIV/0!
649%	380%	#DIV/0!	#DIV/0!
25%	0%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	50	4	46
Avg. Days to Sale	29.2	57.0	26.7
Avg. Advertised Price (Time of Sale)	\$ 20,897	\$ 26,922	\$ 19,522
Avg. Transaction Price	\$ 20,024	\$ 25,800	\$ 19,522
Avg. Market Price at 100%	\$ 4,693	\$ 27,713	#REF!
Avg. Price to Market % (Time of Sale)	445%	97%	#REF!
Avg. Transaction to Market	427%	93%	#REF!
Avg. Transactional Discount	#REF!	\$ 1,122	#REF!
Avg. Front-End Gross	\$ 1,865	\$ 863	\$ 1,952
Avg. Finance Gross	\$ 1,462	\$ 2,242	\$ 1,378
PUVR	\$ 3,064	\$ 3,105	\$ 3,060
Total Gross (Units & PUVR)	\$ 153,203	\$ 12,421	\$ 140,782
GROI	189%	76%	211%
% with Trade	34%	75%	30%
Avg. Over/Under Allowance	-137	-50	-152



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	50	24	26
Avg. Days to Sale	29.2	40.4	18.8
Avg. Advertised Price (Time of Sale)	\$ 20,897	\$ 21,824	\$ 19,249
Avg. Transaction Price	\$ 20,024	\$ 20,864	\$ 19,249
Avg. Market Price at 100%	\$ 4,693	\$ 21,144	#REF!
Avg. Price to Market % (Time of Sale)	445%	103%	#REF!
Avg. Transaction to Market	427%	99%	#REF!
Avg. Transactional Discount	#REF!	\$ 960	#REF!
Avg. Front-End Gross	\$ 1,865	\$ 1,339	\$ 2,351
Avg. Finance Gross	\$ 1,462	\$ 1,587	\$ 1,331
PUVR	\$ 3,064	\$ 2,728	\$ 3,375
Total Gross (Units & PUVR)	\$ 153,203	\$ 65,463	\$ 87,739
GROI	189%	116%	336%
% with Trade	34%	25%	42%
Avg. Over/Under Allowance	-137	-75	-189



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	50	14	12
% of Retail Units	100%	28%	24%
% Retailed of Non-New Franchise	52%	50%	75%
Avg. Days to Sale	29.2	21.0	22.3
Avg. Transaction Price	\$ 20,024	\$ 20,575	\$ 14,924
Avg. Transaction to Market %	427%	#REF!	83%
Avg. Transactional Discount	#REF!	#REF!	\$ 1,278
Avg. Front End Gross	\$ 1,865	\$ 2,688	\$ 2,293
Avg. Finance Gross	\$ 1,462	\$ 1,702	\$ 1,294
PUVR	\$ 3,064	\$ 4,026	\$ 3,264
Total Gross (Units & PUVR)	\$ 153,203	\$ 56,358	\$ 39,167
GROI	189%	335%	353%
% with Trade	34%	50%	25%
Avg. Over/Under Allowance	-137	0	-442



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	19	0	0
8%	38%	0%	0%
75%	32%	#DIV/0!	#DIV/0!
7.3	45.5	#DIV/0!	#DIV/0!
\$ 16,423	\$ 23,245	#DIV/0!	#DIV/0!
92%	#REF!	#DIV/0!	#DIV/0!
\$ 752	\$ 927	#DIV/0!	#DIV/0!
\$ 2,320	\$ 969	#DIV/0!	#DIV/0!
\$ 574	\$ 1,536	#DIV/0!	#DIV/0!
\$ 2,751	\$ 2,343	#DIV/0!	#DIV/0!
\$ 11,002	\$ 44,524	#DIV/0!	#DIV/0!
832%	80%	#DIV/0!	#DIV/0!
25%	32%	#DIV/0!	#DIV/0!
0	-100	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	1
0%	0%	2%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	2.0
#DIV/0!	#DIV/0!	\$ 26,750
#DIV/0!	#DIV/0!	88%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 408
#DIV/0!	#DIV/0!	\$ 1,743
#DIV/0!	#DIV/0!	\$ 2,151
#DIV/0!	#DIV/0!	\$ 2,151
#DIV/0!	#DIV/0!	1448%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	50	32	4
% of Retail Units	100%	64%	8%
% Retailed of Non-New Franchise	52%	66%	75%
Avg. Days to Sale	29.2	10.6	36.0
Avg. Transaction Price	\$ 20,024	\$ 19,349	\$ 17,737
Avg. Transaction to Market %	427%	#REF!	#REF!
Avg. Transactional Discount	#REF!	\$ 942	#REF!
Avg. Front End Gross	\$ 1,865	\$ 2,645	\$ 1,876
Avg. Finance Gross	\$ 1,462	\$ 1,255	\$ 1,858
PUVR	\$ 3,064	\$ 3,900	\$ 3,734
Total Gross (Units & PUVR)	\$ 153,203	\$ 124,809	\$ 14,935
GROI	189%	685%	211%
% with Trade	34%	31%	50%
Avg. Over/Under Allowance	-137	21	0



46-60 days	61-90 days	90+ days
5	8	1
10%	16%	2%
0%	25%	0%
53.2	76.0	101.0
\$ 21,664	\$ 21,885	\$ 27,715
93%	1068%	102%
\$ 653	\$ 2,278	\$ 2,185
\$ 460	\$ 61	\$ (1,682)
\$ 1,762	\$ 1,782	\$ 1,618
\$ 2,222	\$ 1,843	\$ (64)
\$ 11,108	\$ 14,743	\$ (64)
69%	40%	-1%
40%	38%	0%
-233	-800	#DIV/0!