

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Sam	Brad	Jack
Michael	Michael	Frank
Scott		Blair
		Bill

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	220342A	2017	Ford	escape	78	Trade on New	Yes	\$ 14,700	\$ 14,700	94%	\$2,080	\$433
2	p6608a	2019	GMC	Acadia	40	Street/Curb Buy	Yes	\$ 24,200	\$ 24,200	97%	\$3,319	\$517
3	p6557a	2016	ford	escape	209	Street/Curb Buy	No	\$ 11,000	\$ 11,000	88%	(\$253)	\$0
4	220240d1	2015	kia	soul	67	Trade on Used	Yes	\$ 10,800	\$ 10,000	98%	\$601	\$339
5	220074a	2019	Ford	fusion	132	Trade on New	Yes	\$ 16,000	\$ 16,000	86%	(\$2,937)	\$2,337
6	p6593a	2020	Mitsubishi	outlander	98	ntal Fleet (Enterprise, e	No	\$ 20,200	\$ 20,200	98%	\$112	\$1,720
7	220227b	2018	jeep	compass	72	Trade on Used	No	\$ 20,500	\$ 20,500	93%	\$162	\$1,621
8	p6558a	2015	Ford	focus	212	Street/Curb Buy	No	\$ 10,500	\$ 10,350	N/A	\$385	\$415
9	p6614a	2019	Chevrolet	Colorado	26	Street/Curb Buy	No	\$ 32,100	\$ 32,100	94%	\$619	\$0
10	220140d	2007	Dodge	Ram 2500	70	Trade on Used	No	\$ 24,300	\$ 24,300	96%	\$633	\$826
11	230051a	2017	Ford	Escape	26	Trade on New	No	\$ 18,800	\$ 18,800	100%	\$1,126	\$1,518
12	230050a	2021	Chevrolet	Equinox	42	Trade on New	Yes	\$ 22,000	\$ 22,000	91%	\$1,165	\$1,601
13	220316b	2017	GMC	3500	32	Trade on Used	No	\$ 53,700	\$ 52,700	96%	\$2,162	\$0
14	p6604b	2019	Ford	escape	55	Trade on Used	Yes	\$ 24,300	\$ 24,300	95%	\$2,388	\$2,341
15	error											
16	p6591a	2020	Ford	transit cargo	110	ntal Fleet (Enterprise, e	No	\$ 40,000	\$ 37,500	102%	(\$3,448)	\$700
17	p6616a	2017	Ford	escape	25	Street/Curb Buy	Yes	\$ 21,500	\$ 21,500	98%	\$1,056	\$0
18	230046a	2021	Ford	F-350	33	Trade on New	No	\$ 77,500	\$ 76,225	N/A	\$458	\$637
19	p6622a	2020	Ford	edge	21	Auction/Wholesale	Yes	\$ 31,000	\$ 29,220	N/A	(\$2,027)	\$700
20	p6617a	2013	Ford	c-max	30	Street/Curb Buy	No	\$ 13,200	\$ 12,639	101%	\$2,384	\$0
21	220130d	2016	Chrysler	200	108	Trade on Used	Yes	\$ 15,200	\$ 12,900	90%	(\$1,370)	\$0
22	p6621a	2019	Ford	F-150	27	Auction/Wholesale	Yes	\$ 37,500	\$ 37,500	109	(\$815)	\$0
23	230055a	2015	Jeep	grand cherokee	49	Trade on New	No	\$ 22,600	\$ 22,600	97%	\$161	\$700
24	23092a	2022	Ford	explorer	20	Trade on New	No	\$ 56,500	\$ 56,500	101%	\$4,703	\$2,298
25	230023a	2018	Dodge	durango	85	Trade on New	Yes	\$ 25,800	\$ 23,800	99%	\$64	\$0
26	230081a	2012	Ford	Escape	18	Trade on New	No	\$ 13,000	\$ 13,000	102%	\$1,634	\$0
27	230053a	2015	Honda	civic	18	Trade on New	No	\$ 15,300	\$ 14,500	101%	\$1,695	\$288

Scoreboard Totals

% Retailed of Non-Franchise Make	39%
Total # Retail Units	51
Avg. Days to Sale	53.4
Avg. Advertised Price (Time of Sale)	\$ 27,235
Avg. Transaction Price	\$ 26,764
Avg. Market Price at 100%	\$ 7,943
Avg. Price to Market % (Time of Sale)	343%
Avg. Transaction to Market	337%
Avg. Transactional Discount	\$ 472
Avg. Front-End Gross	\$ 1,131
Avg. Finance Gross	\$ 842
PUVR	\$ 1,956
Total Gross (Units & PUVR)	\$ 99,761
GROI	49%
% with Trade	45%
Avg. Over/Under Allowance	\$226



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Sam
% Retailed of Non-New Franchise	39%	#DIV/0!	33%
Total # Retail Units	51	0	6
Avg. Days to Sale	53.4	#DIV/0!	38.2
Avg. Advertised Price (Time of Sale)	\$ 27,235	#DIV/0!	\$ 25,983
Avg. Transaction Price	\$ 26,764	#DIV/0!	\$ 25,593
Avg. Market Price at 100%	\$ 7,943	#DIV/0!	#VALUE!
Avg. Price to Market % (Time of Sale)	343%	#DIV/0!	#VALUE!
Avg. Transaction to Market	337%	#DIV/0!	#VALUE!
Avg. Transactional Discount	\$ 472	#DIV/0!	\$ 390
Avg. Front-End Gross	\$ 1,131	#DIV/0!	\$ 1,329
Avg. Finance Gross	\$ 842	#DIV/0!	\$ 1,053
PUVR	\$ 1,956	#DIV/0!	\$ 2,382
Total Gross (Units & PUVR)	\$ 99,761	#DIV/0!	\$ 14,290
GROI	49%	#DIV/0!	88%
% with Trade	45%	#DIV/0!	50%
Avg. Over/Under Allowance	226	#DIV/0!	167



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

Michael	Scott		
67%	39%	#DIV/0!	#DIV/0!
3	18	0	0
65.0	72.1	#DIV/0!	#DIV/0!
\$ 27,733	\$ 25,122	#DIV/0!	#DIV/0!
\$ 26,654	\$ 24,686	#DIV/0!	#DIV/0!
\$ 29,051	#VALUE!	#DIV/0!	#DIV/0!
95%	#VALUE!	#DIV/0!	#DIV/0!
92%	#VALUE!	#DIV/0!	#DIV/0!
\$ 1,079	\$ 437	#DIV/0!	#DIV/0!
\$ 1,765	\$ 642	#DIV/0!	#DIV/0!
\$ 675	\$ 1,019	#DIV/0!	#DIV/0!
\$ 2,440	\$ 1,604	#DIV/0!	#DIV/0!
\$ 7,321	\$ 28,871	#DIV/0!	#DIV/0!
51%	32%	#DIV/0!	#DIV/0!
67%	33%	#DIV/0!	#DIV/0!
250	167	#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	39%	#DIV/0!	#DIV/0!
Total # Retail Units	51	0	0
Avg. Days to Sale	53.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,235	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,764	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 7,943	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	343%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	337%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 472	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,131	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 842	#DIV/0!	#DIV/0!
PUVR	\$ 1,956	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 99,761	#DIV/0!	#DIV/0!
GROI	49%	#DIV/0!	#DIV/0!
% with Trade	45%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	226	#DIV/0!	#DIV/0!



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

Jack	Frank	Blair	Bill
25%	40%	45%	41%
8	10	11	17
37.4	37.0	97.4	44.6
\$ 25,088	\$ 38,170	\$ 19,591	\$ 22,182
\$ 24,247	\$ 37,645	\$ 18,977	\$ 21,957
#VALUE!	#VALUE!	#VALUE!	#REF!
#VALUE!	#VALUE!	#VALUE!	#REF!
#VALUE!	#VALUE!	#VALUE!	#REF!
\$ 841	\$ 525	\$ 614	\$ 225
\$ 533	\$ 916	\$ 561	\$ 1,410
\$ 808	\$ 1,203	\$ 845	\$ 858
\$ 1,340	\$ 2,119	\$ 1,406	\$ 2,217
\$ 10,722	\$ 21,194	\$ 15,468	\$ 37,691
53%	55%	27%	82%
63%	50%	18%	47%
100	400	0	463

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Brad	Michael
% Retailed of Non-New Franchise	39%	46%	27%
Total # Retail Units	51	35	11
Avg. Days to Sale	53.4	55.7	34.7
Avg. Advertised Price (Time of Sale)	\$ 27,235	\$ 25,340	\$ 35,591
Avg. Transaction Price	\$ 26,764	\$ 24,967	\$ 34,781
Avg. Market Price at 100%	\$ 7,943	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	343%	#VALUE!	#VALUE!
Avg. Transaction to Market	337%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 472	\$ 373	\$ 810
Avg. Front-End Gross	\$ 1,131	\$ 1,184	\$ 867
Avg. Finance Gross	\$ 842	\$ 982	\$ 692
PUVR	\$ 1,956	\$ 2,137	\$ 1,559
Total Gross (Units & PUVR)	\$ 99,761	\$ 74,811	\$ 17,146
GROI	49%	55%	46%
% with Trade	45%	0%	0%
Avg. Over/Under Allowance	226	106	581



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	51	19	32
Avg. Days to Sale	53.4	46.7	57.3
Avg. Advertised Price (Time of Sale)	\$ 27,235	\$ 24,821	\$ 28,175
Avg. Transaction Price	\$ 26,764	\$ 24,388	\$ 28,175
Avg. Market Price at 100%	\$ 7,943	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	343%	#VALUE!	#VALUE!
Avg. Transaction to Market	337%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 472	\$ 434	\$ 494
Avg. Front-End Gross	\$ 1,131	\$ 650	\$ 1,416
Avg. Finance Gross	\$ 842	\$ 907	\$ 802
PUVR	\$ 1,956	\$ 1,557	\$ 2,193
Total Gross (Units & PUVR)	\$ 99,761	\$ 29,586	\$ 70,175
GROI	49%	49%	49%
% with Trade	45%	68%	31%
Avg. Over/Under Allowance	226	400	-1



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	51	31	20
Avg. Days to Sale	53.4	55.0	50.9
Avg. Advertised Price (Time of Sale)	\$ 27,235	\$ 26,874	\$ 27,172
Avg. Transaction Price	\$ 26,764	\$ 26,501	\$ 27,172
Avg. Market Price at 100%	\$ 7,943	#VALUE!	#REF!
Avg. Price to Market % (Time of Sale)	343%	#VALUE!	#REF!
Avg. Transaction to Market	337%	#VALUE!	#REF!
Avg. Transactional Discount	\$ 472	\$ 374	\$ 623
Avg. Front-End Gross	\$ 1,131	\$ 1,053	\$ 1,250
Avg. Finance Gross	\$ 842	\$ 880	\$ 785
PUVR	\$ 1,956	\$ 1,905	\$ 2,035
Total Gross (Units & PUVR)	\$ 99,761	\$ 59,058	\$ 40,703
GROI	49%	47%	53%
% with Trade	45%	48%	40%
Avg. Over/Under Allowance	226	347	-2



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	51	22	14
% of Retail Units	100%	43%	27%
% Retailed of Non-New Franchise	39%	36%	57%
Avg. Days to Sale	53.4	44.0	56.1
Avg. Transaction Price	\$ 26,764	\$ 32,110	\$ 22,747
Avg. Transaction to Market %	337%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 472	\$ 476	\$ 582
Avg. Front End Gross	\$ 1,131	\$ 1,502	\$ 1,006
Avg. Finance Gross	\$ 842	\$ 996	\$ 931
PUVR	\$ 1,956	\$ 2,498	\$ 1,870
Total Gross (Units & PUVR)	\$ 99,761	\$ 54,954	\$ 26,184
GROI	49%	64%	53%
% with Trade	45%	50%	36%
Avg. Over/Under Allowance	226	135	640



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
10	3	0	0
20%	6%	0%	0%
30%	0%	#DIV/0!	#DIV/0!
68.0	26.3	#DIV/0!	#DIV/0!
\$ 19,235	\$ 30,007	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#DIV/0!	#DIV/0!
\$ 115	\$ 593	#DIV/0!	#DIV/0!
\$ 1,680	\$ (975)	#DIV/0!	#DIV/0!
\$ 319	\$ 823	#DIV/0!	#DIV/0!
\$ 1,999	\$ (152)	#DIV/0!	#DIV/0!
\$ 19,994	\$ (455)	#DIV/0!	#DIV/0!
55%	-7%	#DIV/0!	#DIV/0!
40%	67%	#DIV/0!	#DIV/0!
0	250	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Trade on Used
0	2	14
0%	4%	27%
#DIV/0!	50%	57%
#DIV/0!	104.0	56.1
#DIV/0!	\$ 28,850	\$ 22,747
#DIV/0!	97%	#VALUE!
#DIV/0!	\$ 1,250	\$ 582
#DIV/0!	\$ (1,668)	\$ 1,006
#DIV/0!	\$ 1,210	\$ 931
#DIV/0!	\$ (458)	\$ 1,870
#DIV/0!	\$ (916)	\$ 26,184
#DIV/0!	-5%	53%
#DIV/0!	50%	36%
#DIV/0!	0	640

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	51	22	10
% of Retail Units	100%	43%	20%
% Retailed of Non-New Franchise	39%	27%	50%
Avg. Days to Sale	53.4	19.8	37.9
Avg. Transaction Price	\$ 26,764	\$ 27,589	\$ 31,964
Avg. Transaction to Market %	337%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 472	\$ 388	\$ 596
Avg. Front End Gross	\$ 1,131	\$ 1,634	\$ 1,465
Avg. Finance Gross	\$ 842	\$ 677	\$ 986
PUVR	\$ 1,956	\$ 2,311	\$ 2,451
Total Gross (Units & PUVR)	\$ 99,761	\$ 50,838	\$ 24,506
GROI	49%	152%	73%
% with Trade	45%	64%	30%
Avg. Over/Under Allowance	226	320	0



46-60 days	61-90 days	90+ days
3	8	8
6%	16%	16%
67%	63%	25%
50.3	73.4	146.1
\$ 33,133	\$ 23,875	\$ 18,494
#REF!	93%	#VALUE!
\$ 167	\$ 513	\$ 619
\$ 2,144	\$ 916	\$ (838)
\$ 1,689	\$ 1,013	\$ 647
\$ 3,833	\$ 1,929	\$ (191)
\$ 11,499	\$ 15,434	\$ (1,530)
83%	40%	-3%
67%	25%	25%
350	0	0