

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	32931P	2019	LEXUS	RX350	7	Auction/Wholesale	No	\$ 42,900	\$ 42,900	111%	\$297	\$763
2	32799P	2020	CHEVROLET	COLORADO	48	Auction/Wholesale	No	\$ 20,211	\$ 22,800	93%	\$2,657	\$667
3	32853P	2018	RAM	RAM 2500	34	Auction/Wholesale	No	\$ 26,757	\$ 26,757	103%	\$6,213	\$746
4	32832P	2020	KIA	TELLURIDE	46	Auction/Wholesale	No	\$ 37,948	\$ 37,948	102%	(\$377)	\$6,104
5	32732A	2017	SUBARU	FORESTER	12	Trade on Used	No	\$ 19,920	\$ 19,920	99%	(\$954)	\$513
6	32835P	2021	NISSAN	ROGUE	46	Auction/Wholesale	No	\$ 33,273	\$ 34,273	101%	\$2,394	\$3,447
7	32869P	2014	JEEP	WRANGLER	35	Auction/Wholesale	No	\$ 26,973	\$ 26,973	105%	\$0	\$3,493
8	32897A	2016	MAZDA	MAZDA3	10	Trade on Used	No	\$ 15,393	\$ 15,393	93%	(\$122)	\$989
9	32788B	2020	NISSAN	MURANO	5	Trade on Used	No	\$ 29,500	\$ 29,500	108%	\$4,094	\$5,312
10	32841P	2018	FORD	F-150	48	Auction/Wholesale	No	\$ 32,894	\$ 34,988	102%	\$529	\$3,707
11	32965P	2019	SUBARU	OUTBACK	0	Auction/Wholesale	No	\$ 21,995	\$ 21,995	100%	\$540	\$2,109
12	32914B	2019	FORD	ESCAPE	13	Trade on Used	No	\$ 18,989	\$ 17,924	105%	\$1,507	\$807
13	32890A	2014	FORD	F-150	12	Trade on Used	No	\$ 25,564	\$ 25,564	103%	\$1,647	\$163
14	32731P	2016	GMC	SIERRA	64	Auction/Wholesale	No	\$ 23,649	\$ 21,750	96%	(\$92)	\$927
15	32736P	2016	TOYOTA	4RUNNER	74	Auction/Wholesale	No	\$ 32,969	\$ 32,969	104%	\$752	\$5,987
16	32984P	2018	FORD	EXPEDITION	1	Auction/Wholesale	No	\$ 31,873	\$ 31,873	100%	\$1,608	\$2,552
17	32919P	2012	RAM	RAM 1500	24	Auction/Wholesale	No	\$ 21,464	\$ 22,688	101%	\$923	\$935
18	32833P	2021	FORD	BRONCO SPORT	51	Auction/Wholesale	No	\$ 29,959	\$ 29,959	100%	(\$414)	\$1,168
19	32770P	2014	CHEVROLET	IMPALA POLICE	61	Auction/Wholesale	No	\$ 7,384	\$ 7,384	91%	\$656	\$0
20	32795P	2019	CHEVROLET	BLAZER	58	Auction/Wholesale	No	\$ 28,517	\$ 28,517	95%	\$0	\$602
21	32777P	2019	CHEVROLET	MALIBU	8	Auction/Wholesale	No	\$ 21,400	\$ 21,400	100%	(\$1,392)	\$2,580
22	32764P	2015	CHEVROLET	COLORADO	61	Auction/Wholesale	No	\$ 24,193	\$ 23,793	101%	\$1,527	\$4,734
23	32948P	2022	TOYOTA	4RUNNER	10	Auction/Wholesale	No	\$ 44,997	\$ 44,997	104%	\$829	\$1,812
24	32853A	2018	NISSAN	TITAN	6	Trade on Used	No	\$ 31,588	\$ 31,588	101%	\$7,581	\$5,774
25	32899P	2019	FORD	F-150	34	Auction/Wholesale	No	\$ 25,305	\$ 27,305	103%	\$0	\$3,709
26	32727A	2018	GMC	SIERRA	74	TRADE ON USED	No	\$ 34,390	\$ 34,390	93%	\$974	\$1,014
27	32995P	2013	FORD	RAPTOR	1	Trade on Used	NO	\$ 34,479	\$ 34,479	100%	\$2,114	\$1,618

28	32809P	2020	HONDA	CIVIC	43	Auction/Wholesale	No	\$	25,609	\$	26,421	99%	(\$809)	\$2,975
29	32633B	2016	LEXUS	IS200T	32	Trade on Used	No	\$	16,827	\$	16,827	101%	\$706	\$715
30	32970S	2022	NISSAN	ROGUE	7	Auction/Wholesale	No	\$	31,346	\$	31,346	99%	\$6,040	\$3,437
31	32902P	2020	HYUNDAI	ELANTRA	8	Auction/Wholesale	No	\$	18,902	\$	18,902	96%	\$0	\$18,902
32	32981P	2018	SUBARU	FORESTER	3	Auction/Wholesale	No	\$	24,526	\$	24,526	102%	\$4,090	\$1,098
33	32859P	2021	CHEVROLET	EQUINOX	44	Auction/Wholesale	No	\$	23,404	\$	23,404	96%	\$89	\$2,114
34	32888P	2019	FORD	EDGE	27	Auction/Wholesale	No	\$	24,578	\$	24,800	100%	\$1,493	\$1,513
35	32794S	2021	NISSAN	ARMADA	62	Auction/Wholesale	No	\$	37,497	\$	37,497	93%	\$657	\$4,137
36	32946P	2017	FORD	ESCAPE	18	Auction/Wholesale	No	\$	16,844	\$	16,844	107%	\$256	\$880
37	32987P	2015	CHEVROLET	COLORADO	4	Auction/Wholesale	No	\$	21,168	\$	21,168	100%	\$1,883	\$2,255
38	32648B	2017	CADILLAC	XT5	13	Trade on Used	No	\$	24,440	\$	24,440	104%	\$5,198	\$1,819
39	32841A	2016	NISSAN	FRONTIER	9	Trade on Used	No	\$	22,059	\$	22,059	116%	\$6,953	\$2,180
40	32784P	2017	FORD	F-150	66	Auction/Wholesale	No	\$	22,509	\$	25,998	98%	\$0	\$4,841
41	33004P	2017	RAM	RAM 1500	1	Auction/Wholesale	No	\$	19,888	\$	19,888	100%	\$3,849	\$150
42	32878P	2021	NISSAN	TITAN	43	Auction/Wholesale	No	\$	52,629	\$	52,629	100%	(\$80)	\$4,022
43	32941P	2019	RAM	RAM 1500	22	Auction/Wholesale	No	\$	33,614	\$	33,614	101%	\$1,221	\$4,556
44	32895P	2020	CHEVROLET	TRAVERSE	38	Auction/Wholesale	No	\$	30,434	\$	31,800	105%	\$1,936	\$5,486
45	32486C	2018	TOYOTA	RAV4	49	Trade on Used	No	\$	26,508	\$	28,508	98%	\$2,164	\$6,675
46	32984P	2018	CHEVROLET	SILVERADO 1500	40	Auction/Wholesale	No	\$	31,407	\$	31,407	95%	\$0	\$9,602
47	32841B	2017	FIAT	500L	2	Trade on Used	No	\$	16,999	\$	15,000	117%	\$599	\$2,382
48	32860P	2020	CHEVROLET	EQUINOX	47	Auction/Wholesale	No	\$	21,172	\$	21,172	99%	\$200	\$1,722
49	33012P	2016	AUDI	Q5	1	Trade on New	No	\$	17,785	\$	17,785	100%	\$0	\$3,127
50	32794A	2019	HYUNDAI	SANTA FE	6	TRADE ON USED	No	\$	22,458	\$	23,101	102%	\$4,051	\$1
51	32968P	2016	FORD	ESCAPE	6	Auction/Wholesale	No	\$	17,997	\$	17,997	123%	(\$168)	\$1,331
52	32933P	2017	FORD	FOCUS	23	Auction/Wholesale	No	\$	12,594	\$	12,594	97%	(\$167)	\$1
53	32979P	2016	FORD	ESCAPE	9	Auction/Wholesale	No	\$	19,513	\$	19,513	108%	\$831	\$4,559

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	95
Avg. Days to Sale	27.2
Avg. Advertised Price (Time of Sale)	\$ 25,216
Avg. Transaction Price	\$ 25,251
Avg. Market Price at 100%	\$ 25,113
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ (34)
Avg. Front-End Gross	\$ 1,446
Avg. Finance Gross	\$ 2,615
PUVR	\$ 4,061
Total Gross (Units & PUVR)	\$ 385,798
GROI	213%
% with Trade	56%
Avg. Over/Under Allowance	\$208



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	MATHIS
% Retailed of Non-New Franchise	100%	#DIV/0!	100%
Total # Retail Units	95	0	56
Avg. Days to Sale	27.2	#DIV/0!	23.9
Avg. Advertised Price (Time of Sale)	\$ 25,216	#DIV/0!	\$ 24,229
Avg. Transaction Price	\$ 25,251	#DIV/0!	\$ 24,216
Avg. Market Price at 100%	\$ 25,113	#DIV/0!	\$ 23,955
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	101%
Avg. Transaction to Market	101%	#DIV/0!	101%
Avg. Transactional Discount	\$ (34)	#DIV/0!	\$ 13
Avg. Front-End Gross	\$ 1,446	#DIV/0!	\$ 1,938
Avg. Finance Gross	\$ 2,615	#DIV/0!	\$ 2,637
PUVR	\$ 4,061	#DIV/0!	\$ 4,574
Total Gross (Units & PUVR)	\$ 385,798	#DIV/0!	\$ 256,167
GROI	213%	#DIV/0!	284%
% with Trade	56%	#DIV/0!	64%
Avg. Over/Under Allowance	208	#DIV/0!	394



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

MOSES			
100%	#DIV/0!	#DIV/0!	#DIV/0!
39	0	0	0
31.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,634	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,736	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,772	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (103)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 741	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,583	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,324	#DIV/0!	#DIV/0!	#DIV/0!
\$ 129,631	#DIV/0!	#DIV/0!	#DIV/0!
141%	#DIV/0!	#DIV/0!	#DIV/0!
44%	#DIV/0!	#DIV/0!	#DIV/0!
-173	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	NATE	LOGAN
% Retailed of Non-New Franchise	100%	100%	100%
Total # Retail Units	95	2	11
Avg. Days to Sale	27.2	58.5	26.5
Avg. Advertised Price (Time of Sale)	\$ 25,216	\$ 42,799	\$ 25,037
Avg. Transaction Price	\$ 25,251	\$ 42,799	\$ 24,476
Avg. Market Price at 100%	\$ 25,113	\$ 42,165	\$ 24,912
Avg. Price to Market % (Time of Sale)	100%	102%	101%
Avg. Transaction to Market	101%	102%	98%
Avg. Transactional Discount	\$ (34)	\$ -	\$ 561
Avg. Front-End Gross	\$ 1,446	\$ 336	\$ 1,725
Avg. Finance Gross	\$ 2,615	\$ 5,004	\$ 2,567
PUVR	\$ 4,061	\$ 5,340	\$ 4,292
Total Gross (Units & PUVR)	\$ 385,798	\$ 10,681	\$ 47,215
GROI	213%	77%	238%
% with Trade	56%	50%	36%
Avg. Over/Under Allowance	208	0	1,633



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

CHERISE	BAILEY	JESSIE	DAN
100%	100%	100%	100%
11	10	23	13
17.1	18.1	32.9	27.6
\$ 26,680	\$ 25,865	\$ 21,902	\$ 29,459
\$ 26,722	\$ 25,838	\$ 22,131	\$ 29,572
\$ 26,177	\$ 25,591	\$ 21,885	\$ 29,057
102%	101%	100%	101%
102%	101%	101%	102%
\$ (42)	\$ 28	\$ (229)	\$ (113)
\$ 1,059	\$ 2,083	\$ 876	\$ 2,165
\$ 2,050	\$ 4,220	\$ 2,114	\$ 2,974
\$ 3,109	\$ 6,303	\$ 2,990	\$ 5,139
\$ 34,197	\$ 63,034	\$ 68,775	\$ 66,803
245%	485%	148%	227%
55%	70%	52%	77%
-227	518	-297	293

STEVEN	BEN		
100%	100%	#DIV/0!	#DIV/0!
11	6	0	0
20.8	20.7	#DIV/0!	#DIV/0!
\$ 24,844	\$ 17,006	#DIV/0!	#DIV/0!
\$ 24,786	\$ 17,327	#DIV/0!	#DIV/0!
\$ 24,823	\$ 17,594	#DIV/0!	#DIV/0!
100%	97%	#DIV/0!	#DIV/0!
100%	98%	#DIV/0!	#DIV/0!
\$ 59	\$ (321)	#DIV/0!	#DIV/0!
\$ 2,382	\$ 1,137	#DIV/0!	#DIV/0!
\$ 2,608	\$ 960	#DIV/0!	#DIV/0!
\$ 4,990	\$ 2,097	#DIV/0!	#DIV/0!
\$ 54,892	\$ 12,581	#DIV/0!	#DIV/0!
348%	211%	#DIV/0!	#DIV/0!
55%	50%	#DIV/0!	#DIV/0!
1,024	-995	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	ETHAN	MOSES
% Retailed of Non-New Franchise	100%	100%	100%
Total # Retail Units	95	80	15
Avg. Days to Sale	27.2	27.3	26.3
Avg. Advertised Price (Time of Sale)	\$ 25,216	\$ 25,301	\$ 24,764
Avg. Transaction Price	\$ 25,251	\$ 25,446	\$ 24,207
Avg. Market Price at 100%	\$ 25,113	\$ 25,099	\$ 25,176
Avg. Price to Market % (Time of Sale)	100%	101%	98%
Avg. Transaction to Market	101%	101%	96%
Avg. Transactional Discount	\$ (34)	\$ (145)	\$ 557
Avg. Front-End Gross	\$ 1,446	\$ 1,420	\$ 1,587
Avg. Finance Gross	\$ 2,615	\$ 2,587	\$ 2,765
PUVR	\$ 4,061	\$ 4,006	\$ 4,352
Total Gross (Units & PUVR)	\$ 385,798	\$ 320,517	\$ 65,281
GROI	213%	207%	246%
% with Trade	56%	0%	0%
Avg. Over/Under Allowance	208	1	1,333



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	95	0	95
Avg. Days to Sale	27.2	#DIV/0!	27.2
Avg. Advertised Price (Time of Sale)	\$ 25,216	#DIV/0!	\$ 25,251
Avg. Transaction Price	\$ 25,251	#DIV/0!	\$ 25,251
Avg. Market Price at 100%	\$ 25,113	#DIV/0!	\$ 25,111
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	101%
Avg. Transaction to Market	101%	#DIV/0!	101%
Avg. Transactional Discount	\$ (34)	#DIV/0!	\$ (34)
Avg. Front-End Gross	\$ 1,446	#DIV/0!	\$ 1,446
Avg. Finance Gross	\$ 2,615	#DIV/0!	\$ 2,615
PUVR	\$ 4,061	#DIV/0!	\$ 4,061
Total Gross (Units & PUVR)	\$ 385,798	#DIV/0!	\$ 385,798
GROI	213%	#DIV/0!	213%
% with Trade	56%	#DIV/0!	56%
Avg. Over/Under Allowance	208	#DIV/0!	208



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	95	0	95
Avg. Days to Sale	27.2	#DIV/0!	27.2
Avg. Advertised Price (Time of Sale)	\$ 25,216	#DIV/0!	\$ 25,251
Avg. Transaction Price	\$ 25,251	#DIV/0!	\$ 25,251
Avg. Market Price at 100%	\$ 25,113	#DIV/0!	\$ 25,111
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	101%
Avg. Transaction to Market	101%	#DIV/0!	101%
Avg. Transactional Discount	\$ (34)	#DIV/0!	\$ (34)
Avg. Front-End Gross	\$ 1,446	#DIV/0!	\$ 1,446
Avg. Finance Gross	\$ 2,615	#DIV/0!	\$ 2,615
PUVR	\$ 4,061	#DIV/0!	\$ 4,061
Total Gross (Units & PUVR)	\$ 385,798	#DIV/0!	\$ 385,798
GROI	213%	#DIV/0!	213%
% with Trade	56%	#DIV/0!	56%
Avg. Over/Under Allowance	208	#DIV/0!	208



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	95	1	22
% of Retail Units	100%	1%	23%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	27.2	1.0	18.9
Avg. Transaction Price	\$ 25,251	\$ 17,785	\$ 23,695
Avg. Transaction to Market %	101%	100%	101%
Avg. Transactional Discount	\$ (34)	\$ -	\$ 8
Avg. Front End Gross	\$ 1,446	\$ -	\$ 2,541
Avg. Finance Gross	\$ 2,615	\$ 3,127	\$ 2,219
PUVR	\$ 4,061	\$ 3,127	\$ 4,760
Total Gross (Units & PUVR)	\$ 385,798	\$ 3,127	\$ 104,722
GROI	213%	6329%	383%
% with Trade	56%	0%	55%
Avg. Over/Under Allowance	208	#DIV/0!	891



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	72	0	0
0%	76%	0%	0%
#DIV/0!	100%	#DIV/0!	#DIV/0!
#DIV/0!	30.1	#DIV/0!	#DIV/0!
#DIV/0!	\$ 25,830	#DIV/0!	#DIV/0!
#DIV/0!	100%	#DIV/0!	#DIV/0!
#DIV/0!	\$ (48)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,132	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,729	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,860	#DIV/0!	#DIV/0!
#DIV/0!	\$ 277,949	#DIV/0!	#DIV/0!
#DIV/0!	179%	#DIV/0!	#DIV/0!
#DIV/0!	57%	#DIV/0!	#DIV/0!
#DIV/0!	30	#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	95	55	15
% of Retail Units	100%	58%	16%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	27.2	10.7	38.8
Avg. Transaction Price	\$ 25,251	\$ 23,574	\$ 29,714
Avg. Transaction to Market %	101%	101%	101%
Avg. Transactional Discount	\$ (34)	\$ 203	\$ (184)
Avg. Front End Gross	\$ 1,446	\$ 1,785	\$ 1,155
Avg. Finance Gross	\$ 2,615	\$ 2,385	\$ 3,347
PUVR	\$ 4,061	\$ 4,170	\$ 4,502
Total Gross (Units & PUVR)	\$ 385,798	\$ 229,354	\$ 67,523
GROI	213%	594%	141%
% with Trade	56%	51%	73%
Avg. Over/Under Allowance	208	485	-74



46-60 days	61-90 days	90+ days
12	12	0
13%	13%	0%
100%	100%	#DIV/0!
50.3	67.2	#DIV/0!
\$ 29,014	\$ 23,865	#DIV/0!
101%	96%	#DIV/0!
\$ (848)	\$ (126)	#DIV/0!
\$ 1,226	\$ 553	#DIV/0!
\$ 3,118	\$ 2,293	#DIV/0!
\$ 4,343	\$ 2,846	#DIV/0!
\$ 52,120	\$ 34,151	#DIV/0!
107%	64%	#DIV/0!
75%	42%	#DIV/0!
-51	-180	#DIV/0!