

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	A77113A	22	ford	Escape	94	Trade on New	NO	\$ 37,900	\$ 35,550	96%	\$3,034	\$0
2	A41587A	22	Ford	Escape	60	Trade on New	No	\$ 36,995	\$ 36,995	94%	\$2,624	\$0
3	E76566A	16	Ford	Escape	22	Trade on New	No	\$ 17,900	\$ 16,500	116%	\$6,300	\$350
4	L18277A	22	Lincoln	Corsair	280	Trade on New	No	\$ 51,995	\$ 48,867	89%	\$1,292	\$0
5	A86485A	20	Ford	f-150	48	Trade on New	No	\$ 56,995	\$ 55,565	97%	\$3,800	\$0
6	B14548A	21	ford	BRONCO SPORT	205	Trade on New	No	\$ 39,900	\$ 39,900	100%	\$1,815	\$2,450
7	B72916A	19	Ford	Escape	6	Trade on New	No	\$ 27,995	\$ 25,587	98%	\$3,516	\$1,600
8	A43562A	21	Ford	Escape	56	Trade on New	No	\$ 34,900	\$ 34,350	96%	\$1,589	\$3,164
9	C00248A	18	Ford	550	394	Trade on New	No	\$ 79,900	\$ 7,900	100%	\$2,000	\$4,963
10	B44465A	20	Ford	TRANSIT	174	Trade on New	No	\$ 58,900	\$ 58,790	102%	\$3,958	\$0
11	B36620A	19	Ford	Escape	15	Trade on New	No	\$ 26,900	\$ 24,728	103%	\$5,490	\$8,385
12	C62205A	19	FORD	f-150	13	Trade on New	No	\$ 34,900	\$ 34,900	101%	\$4,197	\$605
13	277747A	16	HYUNDAI	VELOSTER	45	Trade on New	NO	\$ 16,900	\$ 15,398	90%	\$2,144	\$2,469
14	461592A	20	SUBARU	ASCENT	25	Trade on New	NO	\$ 41,900	\$ 39,964	98%	\$7,095	\$3,524
15	B89100A	18	ford	Escape	0	Trade on New	NO	\$ 22,995	\$ 2,295	99%	\$4,974	\$3,479
16	B60479A	22	FORD	F150	35	Trade on New	NO	\$ 74,900	\$ 71,900	96%	\$2,093	\$0
17	B05763A	22	FORD	Escape	222	Trade on New	No	\$ 37,394	\$ 36,944	97%	\$3,966	\$11,959
18	148704A	18	GMC	ACADIA	61	Trade on New	NO	\$ 30,995	\$ 26,539	100%	\$1,193	\$0
19	E03610A	21	ford	RANGER	35	Trade on New	No	\$ 48,995	\$ 47,995	104%	\$4,393	\$75
20	A53602R	20	Ford	TRANSIT	34	ntal Fleet (Enterprise, et	No	\$ 53,900	\$ 53,900	99%	\$3,726	\$0
21	A94530A	22	Ford	Escape	13	Trade on New	no	\$ 33,900	\$ 32,900	100%	\$4,143	\$0
22	255572A	17	Ford	FOCUS	23	Trade on New	No	\$ 17,900	\$ 15,900	104%	\$2,594	\$0
23	C00818B	20	ford	Escape	16	Trade on New	NO	\$ 35,900	\$ 34,611	111%	\$4,544	\$5,600
24	D64115A	21	FORD	F-350	51	Trade on New	NO	\$ 92,900	\$ 92,900	100%	\$7,500	\$8,500
25	L21398A	15	Lincoln	MKX	51	Trade on New	NO	\$ 25,900	\$ 19,900	100%	\$200	\$300
26	C03397R	21	ford	E-450 CUTAWAY	85	ntal Fleet (Enterprise, et	NO	\$ 62,500	\$ 62,500	100%	\$2,500	\$0
27	B68878A	20	ford	EXPLORER	55	Trade on New	NO	\$ 40,995	\$ 39,495	100%	\$3,282	\$5,674

Scoreboard Totals

% Retailed of Non-Franchise Make	13%
Total # Retail Units	40
Avg. Days to Sale	84.2
Avg. Advertised Price (Time of Sale)	\$ 43,266
Avg. Transaction Price	\$ 39,693
Avg. Market Price at 100%	\$ 43,407
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	91%
Avg. Transactional Discount	\$ 3,573
Avg. Front-End Gross	\$ 3,375
Avg. Finance Gross	\$ 2,445
PUVR	\$ 5,821
Total Gross (Units & PUVR)	\$ 232,821
GROI	63%
% with Trade	35%
Avg. Over/Under Allowance	\$500



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Mike Johnson
% Retailed of Non-New Franchise	13%	#DIV/0!	8%
Total # Retail Units	40	0	13
Avg. Days to Sale	84.2	#DIV/0!	96.0
Avg. Advertised Price (Time of Sale)	\$ 43,266	#DIV/0!	\$ 39,090
Avg. Transaction Price	\$ 39,693	#DIV/0!	\$ 36,008
Avg. Market Price at 100%	\$ 43,407	#DIV/0!	\$ 40,060
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	98%
Avg. Transaction to Market	91%	#DIV/0!	90%
Avg. Transactional Discount	\$ 3,573	#DIV/0!	\$ 3,082
Avg. Front-End Gross	\$ 3,375	#DIV/0!	\$ 3,485
Avg. Finance Gross	\$ 2,445	#DIV/0!	\$ 2,163
PUVR	\$ 5,821	#DIV/0!	\$ 5,648
Total Gross (Units & PUVR)	\$ 232,821	#DIV/0!	\$ 73,427
GROI	63%	#DIV/0!	59%
% with Trade	35%	#DIV/0!	46%
Avg. Over/Under Allowance	500	#DIV/0!	500



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

Josh Hannaberry	Josh Silverman	Brian Needham	
75%	0%	13%	#DIV/0!
4	7	8	0
105.3	61.7	49.8	#DIV/0!
\$ 29,174	\$ 38,413	\$ 42,749	#DIV/0!
\$ 27,452	\$ 36,498	\$ 41,619	#DIV/0!
\$ 29,392	\$ 38,610	\$ 43,005	#DIV/0!
99%	99%	99%	#DIV/0!
93%	95%	97%	#DIV/0!
\$ 1,722	\$ 1,914	\$ 1,130	#DIV/0!
\$ 2,228	\$ 3,423	\$ 3,213	#DIV/0!
\$ 2,233	\$ 2,264	\$ 3,544	#DIV/0!
\$ 4,461	\$ 5,687	\$ 6,757	#DIV/0!
\$ 17,842	\$ 39,806	\$ 54,054	#DIV/0!
56%	91%	117%	#DIV/0!
50%	43%	38%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	13%	#DIV/0!	#DIV/0!
Total # Retail Units	40	0	0
Avg. Days to Sale	84.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 43,266	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,693	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 43,407	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 3,573	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,375	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,445	#DIV/0!	#DIV/0!
PUVR	\$ 5,821	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 232,821	#DIV/0!	#DIV/0!
GROI	63%	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	500	#DIV/0!	#DIV/0!



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

Jason Deslariers	Carm Vita	Jesse Larochelle	Othmane Chihh
0%	25%	0%	0%
8	4	2	2
53.0	97.8	85.5	111.0
\$ 39,011	\$ 41,150	\$ 48,995	\$ 40,900
\$ 37,386	\$ 39,687	\$ 47,851	\$ 38,990
\$ 39,826	\$ 41,672	\$ 48,300	\$ 41,347
98%	99%	101%	99%
94%	95%	99%	94%
\$ 1,625	\$ 1,463	\$ 1,144	\$ 1,910
\$ 3,706	\$ 2,349	\$ 2,918	\$ 3,940
\$ 4,608	\$ 1,484	\$ 1,288	\$ 1,740
\$ 8,314	\$ 3,832	\$ 4,206	\$ 5,680
\$ 66,515	\$ 15,329	\$ 8,411	\$ 11,359
151%	36%	37%	47%
50%	0%	100%	50%
1,000	#DIV/0!	#DIV/0!	#DIV/0!

Nassim Makeoui	Dave Charter	Chris Rodgers	
#DIV/0!	25%	29%	#DIV/0!
0	8	7	0
#DIV/0!	102.5	60.0	#DIV/0!
#DIV/0!	\$ 34,372	\$ 39,771	#DIV/0!
#DIV/0!	\$ 30,575	\$ 38,619	#DIV/0!
#DIV/0!	\$ 35,234	\$ 40,041	#DIV/0!
#DIV/0!	98%	99%	#DIV/0!
#DIV/0!	87%	96%	#DIV/0!
#DIV/0!	\$ 3,797	\$ 1,152	#DIV/0!
#DIV/0!	\$ 3,669	\$ 3,081	#DIV/0!
#DIV/0!	\$ 2,766	\$ 1,424	#DIV/0!
#DIV/0!	\$ 6,435	\$ 4,505	#DIV/0!
#DIV/0!	\$ 51,481	\$ 31,534	#DIV/0!
#DIV/0!	74%	70%	#DIV/0!
#DIV/0!	25%	71%	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	Jason Sarac
% Retailed of Non-New Franchise	13%	#DIV/0!	13%
Total # Retail Units	40	0	24
Avg. Days to Sale	84.2	#DIV/0!	80.3
Avg. Advertised Price (Time of Sale)	\$ 43,266	#DIV/0!	\$ 42,969
Avg. Transaction Price	\$ 39,693	#DIV/0!	\$ 38,925
Avg. Market Price at 100%	\$ 43,407	#DIV/0!	\$ 43,288
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	99%
Avg. Transaction to Market	91%	#DIV/0!	90%
Avg. Transactional Discount	\$ 3,573	#DIV/0!	\$ 4,044
Avg. Front-End Gross	\$ 3,375	#DIV/0!	\$ 3,686
Avg. Finance Gross	\$ 2,445	#DIV/0!	\$ 3,540
PUVR	\$ 5,821	#DIV/0!	\$ 7,226
Total Gross (Units & PUVR)	\$ 232,821	#DIV/0!	\$ 173,414
GROI	63%	#DIV/0!	83%
% with Trade	35%	#DIV/0!	0%
Avg. Over/Under Allowance	500	#DIV/0!	500



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

Adrian Bell			
13%	#DIV/0!	#DIV/0!	#DIV/0!
15	0	0	0
84.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 42,699	#DIV/0!	#DIV/0!	#DIV/0!
\$ 39,647	#DIV/0!	#DIV/0!	#DIV/0!
\$ 43,446	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
91%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,051	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,839	#DIV/0!	#DIV/0!	#DIV/0!
\$ 857	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,697	#DIV/0!	#DIV/0!	#DIV/0!
\$ 55,449	#DIV/0!	#DIV/0!	#DIV/0!
40%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	40	0	40
Avg. Days to Sale	84.2	#DIV/0!	84.2
Avg. Advertised Price (Time of Sale)	\$ 43,266	#DIV/0!	\$ 39,693
Avg. Transaction Price	\$ 39,693	#DIV/0!	\$ 39,693
Avg. Market Price at 100%	\$ 43,407	#DIV/0!	\$ 43,709
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	91%
Avg. Transaction to Market	91%	#DIV/0!	91%
Avg. Transactional Discount	\$ 3,573	#DIV/0!	\$ 3,573
Avg. Front-End Gross	\$ 3,375	#DIV/0!	\$ 3,375
Avg. Finance Gross	\$ 2,445	#DIV/0!	\$ 2,445
PUVR	\$ 5,821	#DIV/0!	\$ 5,821
Total Gross (Units & PUVR)	\$ 232,821	#DIV/0!	\$ 232,821
GROI	63%	#DIV/0!	63%
% with Trade	35%	#DIV/0!	35%
Avg. Over/Under Allowance	500	#DIV/0!	500



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	40	35	5
Avg. Days to Sale	84.2	91.5	33.2
Avg. Advertised Price (Time of Sale)	\$ 43,266	\$ 45,344	\$ 27,014
Avg. Transaction Price	\$ 39,693	\$ 41,504	\$ 27,014
Avg. Market Price at 100%	\$ 43,407	\$ 45,859	\$ 28,657
Avg. Price to Market % (Time of Sale)	100%	99%	94%
Avg. Transaction to Market	91%	91%	94%
Avg. Transactional Discount	\$ 3,573	\$ 3,840	\$ 1,705
Avg. Front-End Gross	\$ 3,375	\$ 3,369	\$ 3,419
Avg. Finance Gross	\$ 2,445	\$ 2,423	\$ 2,599
PUVR	\$ 5,821	\$ 5,792	\$ 6,019
Total Gross (Units & PUVR)	\$ 232,821	\$ 202,728	\$ 30,093
GROI	63%	55%	242%
% with Trade	35%	34%	40%
Avg. Over/Under Allowance	500	500	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	40	36	0
% of Retail Units	100%	90%	0%
% Retailed of Non-New Franchise	13%	14%	#DIV/0!
Avg. Days to Sale	84.2	84.5	#DIV/0!
Avg. Transaction Price	\$ 39,693	\$ 38,020	#DIV/0!
Avg. Transaction to Market %	91%	91%	#DIV/0!
Avg. Transactional Discount	\$ 3,573	\$ 3,935	#DIV/0!
Avg. Front End Gross	\$ 3,375	\$ 3,442	#DIV/0!
Avg. Finance Gross	\$ 2,445	\$ 2,578	#DIV/0!
PUVR	\$ 5,821	\$ 6,020	#DIV/0!
Total Gross (Units & PUVR)	\$ 232,821	\$ 216,709	#DIV/0!
GROI	63%	67%	#DIV/0!
% with Trade	35%	36%	#DIV/0!
Avg. Over/Under Allowance	500	500	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	1	0	0
0%	3%	0%	0%
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	136.0	#DIV/0!	#DIV/0!
#DIV/0!	\$ 47,707	#DIV/0!	#DIV/0!
#DIV/0!	96%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,288	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,443	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,500	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,943	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,943	#DIV/0!	#DIV/0!
#DIV/0!	22%	#DIV/0!	#DIV/0!
#DIV/0!	100%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	3	0
0%	8%	0%
#DIV/0!	0%	#DIV/0!
#DIV/0!	62.7	#DIV/0!
#DIV/0!	\$ 57,100	#DIV/0!
#DIV/0!	100%	#DIV/0!
#DIV/0!	\$ -	#DIV/0!
#DIV/0!	\$ 3,223	#DIV/0!
#DIV/0!	\$ 833	#DIV/0!
#DIV/0!	\$ 4,056	#DIV/0!
#DIV/0!	\$ 12,169	#DIV/0!
#DIV/0!	41%	#DIV/0!
#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	40	14	5
% of Retail Units	100%	35%	13%
% Retailed of Non-New Franchise	13%	14%	40%
Avg. Days to Sale	84.2	14.2	36.4
Avg. Transaction Price	\$ 39,693	\$ 31,799	\$ 44,693
Avg. Transaction to Market %	91%	98%	95%
Avg. Transactional Discount	\$ 3,573	\$ 1,158	\$ 1,226
Avg. Front End Gross	\$ 3,375	\$ 4,452	\$ 3,104
Avg. Finance Gross	\$ 2,445	\$ 3,012	\$ 910
PUVR	\$ 5,821	\$ 7,464	\$ 4,014
Total Gross (Units & PUVR)	\$ 232,821	\$ 104,492	\$ 20,068
GROI	63%	594%	89%
% with Trade	35%	43%	60%
Avg. Over/Under Allowance	500	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
7	3	10
18%	8%	25%
0%	33%	0%
52.6	71.7	240.3
\$ 49,586	\$ 47,980	\$ 42,572
94%	95%	86%
\$ 1,640	\$ 1,485	\$ 8,396
\$ 3,057	\$ 2,379	\$ 2,366
\$ 2,665	\$ 833	\$ 2,646
\$ 5,721	\$ 3,212	\$ 5,012
\$ 40,050	\$ 9,636	\$ 50,122
79%	34%	18%
14%	0%	40%
0	#DIV/0!	1,000