

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	8066D	2020	Chevrolet	Equinox	74	Trade on New	No		\$ 27,395		\$1,994	\$775
2	8196B	2020	Chevrolet	Equinox Lt	7	Trade on New	No		\$ 23,999		\$1,680	\$1,838
3	8199A	2019	Chevrolet	Silverado K1500	51	Trade on New	No		\$ 43,699		(\$326)	\$956
4	8231A	2019	Toyota	C-Hr Xle/Le/Lim	14	Trade on New	No		\$ 27,050		\$1,211	\$2,293
5	8266A	2020	Chevrolet	Malibu Rs	29	Trade on New	No		\$ 23,333		\$2,382	\$1,202
6	8276A	2023	Chevrolet	Traverse L	29	Trade on New	No		\$ 48,770		\$1,643	\$1,245
7	8278A	2020	Ford	Mustang	17	Trade on New	No		\$ 30,056		\$4,354	\$1,478
8	8279B	2017	Chevrolet	Equinox Lt	7	Trade on New	No		\$ 16,811		\$78	\$1,765
9	8290A	2020	Hyundai	Accent Se/Sel	14	Trade on New	No		\$ 19,778		\$1,732	\$2,803
10	8304A	2021	Chevrolet	Trailblaze	0	Trade on New	No		\$ 28,999		\$1,855	\$425
11	8323A	2017	Chevrolet	Malibu Lt	8	Trade on New	No		\$ 19,013		\$1,315	\$384
12	P1306	2021	Kia	Telluride Ex	82	Street/Curb Buy	No		\$ 41,999		(\$1,179)	\$592
13	P1328	2021	Chevrolet	Equinox Lt	59	Rental Fleet (Enterprise, etc.)	No		\$ 28,448		\$28	\$566
14	P1337A1	2020	Chevrolet	Equinox Lt	12	Trade on Used	No		\$ 30,372		\$333	\$435
15	P1358	2019	Ford	F-150/Lariat/Kg	49	Auction/Wholesale	No		\$ 37,809		\$1,665	\$1,465
16	P1358A	2016	Chevrolet	Silverado K1500	12	Trade on Used	No		\$ 29,691		\$2,009	\$1,594
17	P1374A	2016	Jeep	Renegade Sport	4	Trade on Used	No		\$ 12,717		\$1,105	\$1,306
18	P1376	2016	Ford	F150 Supercrew	39	Auction/Wholesale	No		\$ 31,999		\$2,055	\$1,612
19	P1392	2019	Kia	Sorento Sx/Sxl	2	Rental Fleet (Enterprise, etc.)	No		\$ 33,990		(\$1,793)	\$808
20	P1392A	2017	Jeep	Grand Cherokee	8	Trade on Used	No		\$ 28,198		\$1,274	\$2,001
21	P1393	2021	Chrysler	Pacifica Tourin	3	Auction/Wholesale	No		\$ 31,501		(\$3)	\$525
22	P1397	2020	Chevrolet	Malibu Ls	3	Auction/Wholesale	No		\$ 25,395		\$446	\$2,013
23	P1398	2019	Chevrolet	Equinox Premier	0	Auction/Wholesale	No		\$ 25,825		\$1,899	\$1,544
24	P1406	2021	Nissan	Rogue S	6	Auction/Wholesale	No		\$ 29,006		\$497	\$3,651
25	P1407	2020	Chevrolet	Traverse Ls	10	Auction/Wholesale	No		\$ 28,995		(\$2,412)	\$2,890
26	P1409	2016	Mini	Cooper S	17	Auction/Wholesale	No		\$ 20,500		\$2,008	\$1,577
27	P1410	2021	Chevrolet	Malibu Lt	4	Rental Fleet (Enterprise, etc.)	No		\$ 25,986		\$2,126	\$3,248
28	P1411	2021	Chrysler	Voyager Lxi	13	Rental Fleet (Enterprise, etc.)	No		\$ 27,999		\$1,002	\$1,898
29	P1412	2020	Dodge	Journey Crossro	2	Rental Fleet (Enterprise, etc.)	No		\$ 24,995		\$1,965	\$1,311
30	P1414	2015	Chevrolet	Silverado K1500	0	Street/Curb Buy	No		\$ 32,499		\$4,773	\$1,005
31	P1415	2017	Volkswagen	Jetta Se	6	Street/Curb Buy	No		\$ 16,499		\$1,268	\$1,276

32	P1418	2016	Chevrolet	Silverado K1500	0	Auction/Wholesale	No		\$ 34,346		\$798	\$376
33	P1419	2018	Ford	Escape Se	10	Auction/Wholesale	No		\$ 20,492		\$1,583	\$665
34	P1431	2018	Nissan	Rogue S/Sv	2	Street/Curb Buy	No		\$ 24,954		\$6,522	\$3,541
35	P1432	2021	Chevrolet	Colorado Lt	0	Auction/Wholesale	No		\$ 35,987		\$437	\$800
36	8242B1	2019	Chevrolet	Colorado	56	Trade on New	No		\$ 21,497		\$353	\$876
37	P1394	2016	Kia	Soul	26	Auction/Wholesale	No		\$ 16,080		(\$629)	\$459
38	P1400	2020	Chevrolet	Traverse Ls	25	Auction/Wholesale	No		\$ 26,937		\$1,800	\$524
39	P1412A	2018	Jeep	Renegade Sport	17	Trade on Used	No		\$ 21,915		\$5,534	\$1,145
40	P1416	2018	Chevrolet	Malibu Lt	22	Street/Curb Buy	No		\$ 16,518		\$1,312	\$608
41	P1440	2019	Chevrolet	Equinox Lt	10	Rental Fleet (Enterprise, etc.)	No		\$ 22,929		\$2,311	\$215
42	8305A	2017	Toyota	Camry Le/Xle/Se	17	Trade on New	No		\$ 20,560		\$301	\$1,090
43	P1399	2020	Chevrolet	Traverse Ls	28	Auction/Wholesale	No		\$ 27,411		(\$764)	\$808
44	8227A2	2020	Chevrolet	Blazer Rs	0	Trade on Used	No		\$ 47,422		(\$642)	\$1,281
45	P1424	2021	Ford	Explorer Xlt	23	Auction/Wholesale	No		\$ 39,096		\$4,880	\$5,974
46	P1430	2019	Buick	Lacrosse Essenc	23	Auction/Wholesale	No		\$ 22,601		\$1,278	\$754
47	P1444	2021	Chevrolet	Malibu Lt	13	Rental Fleet (Enterprise, etc.)	No		\$ 24,215		\$1,302	\$2,150
48	P1472	2015	Chevrolet	Silverado K1500	3	Auction/Wholesale	No		\$ 32,765		\$670	\$1,038
49	8306A	2021	Ford	Ranger Xl/Xlt/L	17	trade on new	No		\$ 34,151		\$1,918	\$3,273
50	8360A	2021	Chevrolet	Trailblazer Ls	4	trade on new	No		\$ 22,231		\$2,981	\$466
51	P1364A	2020	Ford	Escape Se	49	trade on used	No		\$ 29,264		\$2,313	\$842
52	P1427	2021	Volkswagen	Passat Se	27	Auction/Wholesale	No		\$ 24,955		\$1,160	\$3,859
53	P1415A	2020	Chevrolet	Spark Ls	26	trade on used	No		\$ 16,254		\$827	\$3,032

Scoreboard Totals

% Retailed of Non-Franchise Make	48%
Total # Retail Units	87
Avg. Days to Sale	18.0
Avg. Advertised Price (Time of Sale)	#DIV/0!
Avg. Transaction Price	\$ 26,913
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ (26,913)
Avg. Front-End Gross	\$ 1,567
Avg. Finance Gross	\$ 1,499
PUVR	\$ 3,066
Total Gross (Units & PUVR)	\$ 266,756
GROI	228%
% with Trade	64%
Avg. Over/Under Allowance	(\$1,206)



Scoreboard

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Desk Manager	Totals	Scott Bowyer	Michael Husted
% Retailed of Non-New Franchise	48%	20%	60%
Total # Retail Units	87	20	35
Avg. Days to Sale	18.0	19.6	18.6
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,913	\$ 27,524	\$ 26,974
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (26,913)	\$ (27,524)	\$ (26,974)
Avg. Front-End Gross	\$ 1,567	\$ 1,999	\$ 1,643
Avg. Finance Gross	\$ 1,499	\$ 1,356	\$ 1,209
PUVR	\$ 3,066	\$ 3,355	\$ 2,852
Total Gross (Units & PUVR)	\$ 266,756	\$ 67,092	\$ 99,826
GROI	228%	224%	204%
% with Trade	64%	55%	66%
Avg. Over/Under Allowance	-1,206	-956	-1,062



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

Moffett Kirk	Richard Mullins		
47%	75%	#DIV/0!	#DIV/0!
19	4	0	0
18.2	9.5	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,989	\$ 24,958	#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!
\$ (26,989)	\$ (24,958)	#DIV/0!	#DIV/0!
\$ 658	\$ 616	#DIV/0!	#DIV/0!
\$ 1,942	\$ 1,572	#DIV/0!	#DIV/0!
\$ 2,599	\$ 2,188	#DIV/0!	#DIV/0!
\$ 49,386	\$ 8,753	#DIV/0!	#DIV/0!
191%	332%	#DIV/0!	#DIV/0!
74%	100%	#DIV/0!	#DIV/0!
-1,468	-2,928	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Leo Belcher	Zachary Morgan
% Retailed of Non-New Franchise	48%	25%	67%
Total # Retail Units	87	8	9
Avg. Days to Sale	18.0	18.3	17.8
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,913	\$ 28,768	\$ 27,571
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (26,913)	\$ (28,768)	\$ (27,571)
Avg. Front-End Gross	\$ 1,567	\$ 1,209	\$ 1,467
Avg. Finance Gross	\$ 1,499	\$ 1,025	\$ 1,455
PUVR	\$ 3,066	\$ 2,234	\$ 2,922
Total Gross (Units & PUVR)	\$ 266,756	\$ 17,869	\$ 26,298
GROI	228%	153%	215%
% with Trade	64%	50%	89%
Avg. Over/Under Allowance	-1,206	-296	-940



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Jacob Umstot	Paul Meece	Dylan Malcomb	Brian Willard
62%	35%	25%	50%
21	17	8	6
22.1	13.9	23.6	25.7
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,373	\$ 29,256	\$ 26,950	\$ 27,314
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (26,373)	\$ (29,256)	\$ (26,950)	\$ (27,314)
\$ 1,092	\$ 1,803	\$ 1,706	\$ 2,000
\$ 1,896	\$ 1,804	\$ 1,158	\$ 1,249
\$ 2,988	\$ 3,607	\$ 2,865	\$ 3,249
\$ 62,749	\$ 61,315	\$ 22,916	\$ 19,492
185%	318%	162%	167%
71%	47%	75%	33%
-1,267	-1,090	-2,333	-821

William Eplin	House		
50%	55%	#DIV/0!	#DIV/0!
2	11	0	0
13.0	8.0	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,075	\$ 23,143	#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!
\$ (25,075)	\$ (23,143)	#DIV/0!	#DIV/0!
\$ 1,033	\$ 2,327	#DIV/0!	#DIV/0!
\$ 1,619	\$ 1,331	#DIV/0!	#DIV/0!
\$ 2,652	\$ 3,658	#DIV/0!	#DIV/0!
\$ 5,303	\$ 40,236	#DIV/0!	#DIV/0!
293%	711%	#DIV/0!	#DIV/0!
50%	82%	#DIV/0!	#DIV/0!
-700	-1,794	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Richard Mullins	Angel Rivera
% Retailed of Non-New Franchise	48%	44%	57%
Total # Retail Units	87	57	30
Avg. Days to Sale	18.0	19.4	15.3
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,913	\$ 26,109	\$ 28,441
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (26,913)	\$ (26,109)	\$ (28,441)
Avg. Front-End Gross	\$ 1,567	\$ 1,755	\$ 1,211
Avg. Finance Gross	\$ 1,499	\$ 1,628	\$ 1,254
PUVR	\$ 3,066	\$ 3,383	\$ 2,465
Total Gross (Units & PUVR)	\$ 266,756	\$ 192,821	\$ 73,935
GROI	228%	240%	203%
% with Trade	64%	0%	0%
Avg. Over/Under Allowance	-1,206	-1,249	-1,124



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	87	0	87
Avg. Days to Sale	18.0	#DIV/0!	18.0
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	\$ 26,913
Avg. Transaction Price	\$ 26,913	#DIV/0!	\$ 26,913
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (26,913)	#DIV/0!	\$ (26,913)
Avg. Front-End Gross	\$ 1,567	#DIV/0!	\$ 1,567
Avg. Finance Gross	\$ 1,499	#DIV/0!	\$ 1,499
PUVR	\$ 3,066	#DIV/0!	\$ 3,066
Total Gross (Units & PUVR)	\$ 266,756	#DIV/0!	\$ 266,756
GROI	228%	#DIV/0!	228%
% with Trade	64%	#DIV/0!	64%
Avg. Over/Under Allowance	-1,206	#DIV/0!	-1,206



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	87	41	42
Avg. Days to Sale	18.0	20.3	15.7
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	\$ 25,718
Avg. Transaction Price	\$ 26,913	\$ 27,828	\$ 25,718
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (26,913)	\$ (27,828)	\$ (25,718)
Avg. Front-End Gross	\$ 1,567	\$ 1,329	\$ 1,948
Avg. Finance Gross	\$ 1,499	\$ 1,481	\$ 1,491
PUVR	\$ 3,066	\$ 2,810	\$ 3,439
Total Gross (Units & PUVR)	\$ 266,756	\$ 115,230	\$ 144,433
GROI	228%	179%	306%
% with Trade	64%	63%	64%
Avg. Over/Under Allowance	-1,206	-1,370	-958



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	87	29	10
% of Retail Units	100%	33%	11%
% Retailed of Non-New Franchise	48%	31%	60%
Avg. Days to Sale	18.0	22.5	15.0
Avg. Transaction Price	\$ 26,913	\$ 26,987	\$ 25,758
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (26,913)	\$ (26,987)	\$ (25,758)
Avg. Front End Gross	\$ 1,567	\$ 1,326	\$ 2,274
Avg. Finance Gross	\$ 1,499	\$ 1,446	\$ 1,315
PUVR	\$ 3,066	\$ 2,772	\$ 3,589
Total Gross (Units & PUVR)	\$ 266,756	\$ 80,384	\$ 35,890
GROI	228%	164%	334%
% with Trade	64%	59%	50%
Avg. Over/Under Allowance	-1,206	-1,586	11



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
6	31	0	0
7%	36%	0%	0%
67%	61%	#DIV/0!	#DIV/0!
24.0	14.7	#DIV/0!	#DIV/0!
\$ 29,528	\$ 26,301	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (29,528)	\$ (26,301)	#DIV/0!	#DIV/0!
\$ 2,878	\$ 1,439	#DIV/0!	#DIV/0!
\$ 1,689	\$ 1,524	#DIV/0!	#DIV/0!
\$ 4,567	\$ 2,962	#DIV/0!	#DIV/0!
\$ 27,402	\$ 91,831	#DIV/0!	#DIV/0!
232%	276%	#DIV/0!	#DIV/0!
83%	71%	#DIV/0!	#DIV/0!
-1,997	-893	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	11	0
0%	13%	0%
#DIV/0!	36%	#DIV/0!
#DIV/0!	14.9	#DIV/0!
#DIV/0!	\$ 28,068	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ (28,068)	#DIV/0!
#DIV/0!	\$ 1,209	#DIV/0!
#DIV/0!	\$ 1,632	#DIV/0!
#DIV/0!	\$ 2,841	#DIV/0!
#DIV/0!	\$ 31,250	#DIV/0!
#DIV/0!	244%	#DIV/0!
#DIV/0!	64%	#DIV/0!
#DIV/0!	-1,760	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	87	62	5
% of Retail Units	100%	71%	6%
% Retailed of Non-New Franchise	48%	56%	60%
Avg. Days to Sale	18.0	15.5	23.8
Avg. Transaction Price	\$ 26,913	\$ 25,848	\$ 25,005
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (26,913)	\$ (25,848)	\$ (25,005)
Avg. Front End Gross	\$ 1,567	\$ 1,879	\$ 527
Avg. Finance Gross	\$ 1,499	\$ 1,518	\$ 2,454
PUVR	\$ 3,066	\$ 3,397	\$ 2,981
Total Gross (Units & PUVR)	\$ 266,756	\$ 210,598	\$ 14,905
GROI	228%	305%	180%
% with Trade	64%	63%	40%
Avg. Over/Under Allowance	-1,206	-974	-2,000



46-60 days	61-90 days	90+ days
6	3	0
7%	3%	0%
33%	33%	#DIV/0!
39.0	54.3	#DIV/0!
\$ 30,969	\$ 30,180	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ (30,969)	\$ (30,180)	#DIV/0!
\$ 705	\$ 306	#DIV/0!
\$ 905	\$ 1,606	#DIV/0!
\$ 1,610	\$ 1,912	#DIV/0!
\$ 9,660	\$ 5,737	#DIV/0!
48%	42%	#DIV/0!
67%	67%	#DIV/0!
-1,938	-790	#DIV/0!