

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	250022	2013	Hyundai	genesis	11	Street/Curb Buy	no	\$ 7,995	\$ 7,999	100%	\$1,138	\$789
2	169424	2004	Chevrolet	impala	22	Trade on Used	No	\$ 1,995	\$ 1,000	98%	\$895	\$0
3	258795	2016	jeep	wrangler	4	Auction/Wholesale	No	\$ 25,900	\$ 24,800	97%	\$4,454	\$0
4	450731	2017	Mercedes-Benz	cla 250	62	Auction/Wholesale	No	\$ 19,999	\$ 19,999	97%	\$363	\$0
5	945224	2015	toyota	camry	19	Trade on Used	No	\$ 9,998	\$ 9,998	86%	\$2,472	\$789
6	635484	2015	Chevrolet	tahoe	27	Auction/Wholesale	No	\$ 25,898	\$ 24,444	99%	\$2,396	\$500
7	475922	2017	gmc	sierra	55	Auction/Wholesale	no	\$ 35,893	\$ 35,893	95%	\$1,849	\$2,064
8	216856	2009	Chevrolet	avalanche	4	Trade on Used	No	\$ 9,880	\$ 9,800	88%	\$4,269	\$789
9	819286	2015	smart	fortwo	22	Auction/Wholesale	No	\$ 10,853	\$ 10,253	103%	\$1,234	\$1,586
10	162625	2013	toyota	prius	36	Auction/Wholesale	No	\$ 14,665	\$ 14,655	99%	\$314	\$1,751
11	208269	2012	jeep	wrangler	27	Auction/Wholesale	No	\$ 18,327	\$ 17,127	99%	\$2,409	\$0
12	257643	2021	nissan	sentra	35	Auction/Wholesale	no	\$ 19,999	\$ 19,999	90%	\$3,051	\$0
13	136191	2010	jeep	wrangler	5	Trade on Used	No	\$ 14,260	\$ 13,843	98%	\$2,193	\$0
14	233345	2009	toyota	yaris	30	Auction/Wholesale	No	\$ 7,460	\$ 7,460	100%	\$123	\$0
15	785733	2021	nissan	rogue	4	Auction/Wholesale	No	\$ 30,693	\$ 31,935	100%	\$1,779	\$0
16	147634	2019	jeep	cherokee	5	Trade on New	No	\$ 18,999	\$ 18,999	101%	\$4,357	\$1,565
17	135859	2019	nissan	altima	21	Trade on New	No	\$ 21,999	\$ 20,410	102%	\$1,254	\$2,006
18	688047	2019	ram	1500	7	Trade on New	No	\$ 30,520	\$ 29,322	97%	\$1,381	\$0
19	157279	2018	Chevrolet	imapala	4	Trade on New	No	\$ 17,950	\$ 17,950	95%	\$3,350	\$1,788
20	740025	2006	jeep	wrangler	39	Trade on New	No	\$ 17,823	\$ 17,000	95%	\$1,442	\$0
21	129597	2010	jeep	wrangler	43	Auction/Wholesale	No	\$ 15,995	\$ 15,995	83%	\$5,010	\$574
22	A93603	2010	ford	f150	15	Trade on Used	No	\$ 12,300	\$ 11,200	93%	\$180	\$0
23	391975	2014	gmc	sierra	7	Trade on New	No	\$ 14,999	\$ 13,623	93%	\$1,177	\$0
24	167377	2000	dodge	ram 1500	14	Trade on Used	No	\$ 3,950	\$ 3,950	100%	\$1,057	\$215
25	541435	2018	nissan	titan	15	Trade on New	No	\$ 27,507	\$ 27,507	97%	\$1,578	\$0
26	C86972	2015	Ford	F150	10	Trade on Used	No	\$ 22,999	\$ 21,999	96%	\$2,485	\$1,324
27	408225	2009	nissan	frontier	10	Auction/Wholesale	No	\$ 15,997	\$ 15,997	103%	\$3,128	\$750
28	432681	2015	nissan	versa note	39	Auction/Wholesale	No	\$ 10,494	\$ 11,999	112%	(\$1,400)	\$0
29	38171	2014	toyota	tacoma	18	Auction/Wholesale	No	\$ 15,899	\$ 13,375	87%	\$1,603	\$0

30	555389	2015	subaru	forester	5	Street/Curb Buy	No	\$	12,994	\$	10,000	98%	\$3,700	\$0
31	720115	2017	nissan	frontier	5	Auction/Wholesale	No	\$	18,576	\$	18,576	100%	\$1,610	\$250
32	340047	2016	dodge	grand caravan	39	Trade on New	No	\$	10,998	\$	10,998	94%	\$3,179	\$789
33	254414	2014	jeep	wrangler	3	Trade on New	No	\$	22,999	\$	22,999	98%	\$4,499	\$1,609
34	326537	2013	Chevrolet	Equinox	3	Trade on New	No	\$	6,995	\$	58,790	94%	\$2,720	\$0
35	278934	2016	jeep	wrangler	24	Auction/Wholesale	No	\$	26,488	\$	25,100	99%	\$1,487	\$0
36	58331	2015	toyota	tacoma	7	Trade on Used	No	\$	14,995	\$	14,995	86%	\$4,395	\$574
37	106335	2005	toyota	camry	30	Auction/Wholesale	no	\$	10,900	\$	10,062	116%	\$1,030	\$0
38	475236	2006	toyota	tundra	24	Auction/Wholesale	No	\$	14,900	\$	14,900	106%	\$4,655	\$0
39	340626	2011	Chevrolet	Equinox	6	Trade on Used	no	\$	8,995	\$	8,995	93%	\$3,171	\$0
40	564317	2015	nissan	juke	67	Auction/Wholesale	no	\$	17,337	\$	17,512	92%	\$886	\$1,147
41	456314	2012	nissan	altima	8	Trade on Used	no	\$	2,450	\$	2,117	46%	\$1,367	\$0
42	A25888	2016	ford	escape	9	Trade on New	no	\$	12,963	\$	13,999	102%	\$4,060	\$0
43	205762	2012	dodge	grand caravan	6	Trade on Used	no	\$	6,999	\$	6,999	95%	\$2,372	\$789
44	235335	2013	nissan	altima	25	Trade on New	no	\$	11,399	\$	11,399	98%	\$4,788	\$100
45	C47374	2017	ford	edge	37	Trade on Used	no	\$	17,999	\$	17,999	100%	\$4,839	\$789
46	232239	2016	gmc	yukon	53	Auction/Wholesale	no	\$	33,240	\$	33,240	99%	\$2,766	\$2,610
47	209525	2020	Nissan	Sentra	17	Auction/Wholesale	yes	\$	20,900	\$	20,143	96%	\$1,521	\$222
48	701450	2013	toyota	camry	3	Auction/Wholesale	no	\$	15,999	\$	15,250	98%	\$1,453	\$0
49	599433	2016	toyota	corolla	39	Auction/Wholesale	no	\$	13,999	\$	13,999	98%	\$1,876	\$789
50	534366	2008	jeep	wrangler	40	Auction/Wholesale	no	\$	10,952	\$	10,952	97%	\$1,322	\$0
51	595816	2008	jeep	wrangler	24	Auction/Wholesale	no	\$	13,943	\$	12,202	97%	\$4,258	\$0
52	266162	2010	toyota	corolla	40	Auction/Wholesale	no	\$	11,395	\$	11,395	94%	\$1,765	\$0
53	B15984	2000	ford	f150	22	Trade on Used	no	\$	3,950	\$	2,961	98%	\$1,547	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	79%
Total # Retail Units	56
Avg. Days to Sale	20.8
Avg. Advertised Price (Time of Sale)	\$ 15,999
Avg. Transaction Price	\$ 16,514
Avg. Market Price at 100%	\$ 16,607
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ (515)
Avg. Front-End Gross	\$ 2,302
Avg. Finance Gross	\$ 552
PUVR	\$ 2,854
Total Gross (Units & PUVR)	\$ 159,820
GROI	300%
% with Trade	18%
Avg. Over/Under Allowance	(\$350)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Joshua Coffey
% Retailed of Non-New Franchise	79%	#DIV/0!	77%
Total # Retail Units	56	0	53
Avg. Days to Sale	20.8	#DIV/0!	21.4
Avg. Advertised Price (Time of Sale)	\$ 15,999	#DIV/0!	\$ 16,126
Avg. Transaction Price	\$ 16,514	#DIV/0!	\$ 16,686
Avg. Market Price at 100%	\$ 16,607	#DIV/0!	\$ 16,685
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	97%
Avg. Transaction to Market	99%	#DIV/0!	100%
Avg. Transactional Discount	\$ (515)	#DIV/0!	\$ (560)
Avg. Front-End Gross	\$ 2,302	#DIV/0!	\$ 2,325
Avg. Finance Gross	\$ 552	#DIV/0!	\$ 583
PUVR	\$ 2,854	#DIV/0!	\$ 2,908
Total Gross (Units & PUVR)	\$ 159,820	#DIV/0!	\$ 154,127
GROI	300%	#DIV/0!	293%
% with Trade	18%	#DIV/0!	17%
Avg. Over/Under Allowance	-350	#DIV/0!	-389



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

Jason Childre Jr	Nicholas Hewitt		
100%	#DIV/0!	#DIV/0!	#DIV/0!
3	0	0	0
9.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 13,754	#DIV/0!	#DIV/0!	#DIV/0!
\$ 13,483	#DIV/0!	#DIV/0!	#DIV/0!
\$ 14,087	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 271	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,898	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,898	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,693	#DIV/0!	#DIV/0!	#DIV/0!
563%	#DIV/0!	#DIV/0!	#DIV/0!
33%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	House	Danielle Larkin
% Retailed of Non-New Franchise	79%	100%	73%
Total # Retail Units	56	4	15
Avg. Days to Sale	20.8	8.8	24.7
Avg. Advertised Price (Time of Sale)	\$ 15,999	\$ 17,548	\$ 16,984
Avg. Transaction Price	\$ 16,514	\$ 16,275	\$ 16,708
Avg. Market Price at 100%	\$ 16,607	\$ 18,085	\$ 17,585
Avg. Price to Market % (Time of Sale)	96%	97%	97%
Avg. Transaction to Market	99%	90%	95%
Avg. Transactional Discount	\$ (515)	\$ 1,274	\$ 276
Avg. Front-End Gross	\$ 2,302	\$ 1,910	\$ 2,314
Avg. Finance Gross	\$ 552	\$ 804	\$ 735
PUVR	\$ 2,854	\$ 2,714	\$ 3,049
Total Gross (Units & PUVR)	\$ 159,820	\$ 10,857	\$ 45,733
GROI	300%	686%	266%
% with Trade	18%	25%	13%
Avg. Over/Under Allowance	-350	0	-1,000



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Leslie Madden	Cathy Peacock	Billy Poole	Nicholas Hewitt
89%	75%	50%	82%
9	4	6	11
19.6	25.0	17.5	21.2
\$ 14,979	\$ 12,347	\$ 17,146	\$ 17,339
\$ 20,339	\$ 11,911	\$ 16,916	\$ 16,929
\$ 15,075	\$ 13,176	\$ 17,403	\$ 18,190
99%	94%	99%	95%
135%	90%	97%	93%
\$ (5,360)	\$ 436	\$ 230	\$ 410
\$ 1,465	\$ 1,791	\$ 2,395	\$ 2,875
\$ 88	\$ -	\$ 557	\$ 664
\$ 1,553	\$ 1,791	\$ 2,952	\$ 3,538
\$ 13,974	\$ 7,164	\$ 17,713	\$ 38,923
141%	217%	359%	355%
11%	0%	33%	27%
-1,000	#DIV/0!	-250	167

David Bullard			
86%	#DIV/0!	#DIV/0!	#DIV/0!
7	0	0	0
20.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 13,313	#DIV/0!	#DIV/0!	#DIV/0!
\$ 12,953	#DIV/0!	#DIV/0!	#DIV/0!
\$ 13,935	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 361	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,887	#DIV/0!	#DIV/0!	#DIV/0!
\$ 749	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,637	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,456	#DIV/0!	#DIV/0!	#DIV/0!
491%	#DIV/0!	#DIV/0!	#DIV/0!
14%	#DIV/0!	#DIV/0!	#DIV/0!
-500	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Nicholas Hewitt	Tim Shepherd
% Retailed of Non-New Franchise	79%	75%	78%
Total # Retail Units	56	4	51
Avg. Days to Sale	20.8	19.0	21.0
Avg. Advertised Price (Time of Sale)	\$ 15,999	\$ 18,114	\$ 15,906
Avg. Transaction Price	\$ 16,514	\$ 17,864	\$ 16,512
Avg. Market Price at 100%	\$ 16,607	\$ 18,566	\$ 16,452
Avg. Price to Market % (Time of Sale)	96%	98%	97%
Avg. Transaction to Market	99%	96%	100%
Avg. Transactional Discount	\$ (515)	\$ 250	\$ (607)
Avg. Front-End Gross	\$ 2,302	\$ 2,490	\$ 2,329
Avg. Finance Gross	\$ 552	\$ 582	\$ 561
PUVR	\$ 2,854	\$ 3,072	\$ 2,889
Total Gross (Units & PUVR)	\$ 159,820	\$ 12,287	\$ 147,353
GROI	300%	326%	300%
% with Trade	18%	0%	0%
Avg. Over/Under Allowance	-350	0	-438



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Jason Childre Jr			
100%	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0
15.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 12,300	#DIV/0!	#DIV/0!	#DIV/0!
\$ 11,200	#DIV/0!	#DIV/0!	#DIV/0!
\$ 13,226	#DIV/0!	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!	#DIV/0!
85%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,100	#DIV/0!	#DIV/0!	#DIV/0!
\$ 180	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 180	#DIV/0!	#DIV/0!	#DIV/0!
\$ 180	#DIV/0!	#DIV/0!	#DIV/0!
39%	#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	56	1	55
Avg. Days to Sale	20.8	17.0	20.8
Avg. Advertised Price (Time of Sale)	\$ 15,999	\$ 20,900	\$ 16,448
Avg. Transaction Price	\$ 16,514	\$ 20,143	\$ 16,448
Avg. Market Price at 100%	\$ 16,607	\$ 21,771	\$ 16,451
Avg. Price to Market % (Time of Sale)	96%	96%	100%
Avg. Transaction to Market	99%	93%	100%
Avg. Transactional Discount	\$ (515)	\$ 757	\$ (538)
Avg. Front-End Gross	\$ 2,302	\$ 1,521	\$ 2,316
Avg. Finance Gross	\$ 552	\$ 222	\$ 558
PUVR	\$ 2,854	\$ 1,743	\$ 2,874
Total Gross (Units & PUVR)	\$ 159,820	\$ 1,743	\$ 158,077
GROI	300%	183%	302%
% with Trade	18%	0%	18%
Avg. Over/Under Allowance	-350	#DIV/0!	-350



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	56	12	44
Avg. Days to Sale	20.8	21.1	20.7
Avg. Advertised Price (Time of Sale)	\$ 15,999	\$ 17,741	\$ 16,174
Avg. Transaction Price	\$ 16,514	\$ 17,762	\$ 16,174
Avg. Market Price at 100%	\$ 16,607	\$ 18,286	\$ 16,071
Avg. Price to Market % (Time of Sale)	96%	97%	101%
Avg. Transaction to Market	99%	97%	101%
Avg. Transactional Discount	\$ (515)	\$ (20)	\$ (650)
Avg. Front-End Gross	\$ 2,302	\$ 1,915	\$ 2,407
Avg. Finance Gross	\$ 552	\$ 439	\$ 583
PUVR	\$ 2,854	\$ 2,354	\$ 2,990
Total Gross (Units & PUVR)	\$ 159,820	\$ 28,244	\$ 131,576
GROI	300%	226%	322%
% with Trade	18%	17%	18%
Avg. Over/Under Allowance	-350	-500	-313



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	56	13	13
% of Retail Units	100%	23%	23%
% Retailed of Non-New Franchise	79%	69%	92%
Avg. Days to Sale	20.8	14.2	13.5
Avg. Transaction Price	\$ 16,514	\$ 21,426	\$ 9,681
Avg. Transaction to Market %	99%	150%	83%
Avg. Transactional Discount	\$ (515)	\$ (3,680)	\$ 378
Avg. Front End Gross	\$ 2,302	\$ 2,862	\$ 2,403
Avg. Finance Gross	\$ 552	\$ 665	\$ 405
PUVR	\$ 2,854	\$ 3,527	\$ 2,809
Total Gross (Units & PUVR)	\$ 159,820	\$ 45,849	\$ 36,511
GROI	300%	419%	776%
% with Trade	18%	31%	15%
Avg. Over/Under Allowance	-350	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	28	0	0
4%	50%	0%	0%
100%	75%	#DIV/0!	#DIV/0!
8.0	28.1	#DIV/0!	#DIV/0!
\$ 9,000	\$ 17,943	#DIV/0!	#DIV/0!
88%	96%	#DIV/0!	#DIV/0!
\$ 1,495	\$ 396	#DIV/0!	#DIV/0!
\$ 2,419	\$ 1,986	#DIV/0!	#DIV/0!
\$ 395	\$ 579	#DIV/0!	#DIV/0!
\$ 2,813	\$ 2,565	#DIV/0!	#DIV/0!
\$ 5,627	\$ 71,833	#DIV/0!	#DIV/0!
1407%	183%	#DIV/0!	#DIV/0!
0%	14%	#DIV/0!	#DIV/0!
#DIV/0!	-875	#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	56	42	10
% of Retail Units	100%	75%	18%
% Retailed of Non-New Franchise	79%	79%	80%
Avg. Days to Sale	20.8	12.8	38.7
Avg. Transaction Price	\$ 16,514	\$ 16,028	\$ 14,499
Avg. Transaction to Market %	99%	108%	97%
Avg. Transactional Discount	\$ (515)	\$ (667)	\$ (67)
Avg. Front End Gross	\$ 2,302	\$ 2,420	\$ 2,140
Avg. Finance Gross	\$ 552	\$ 486	\$ 469
PUVR	\$ 2,854	\$ 2,906	\$ 2,609
Total Gross (Units & PUVR)	\$ 159,820	\$ 122,044	\$ 26,090
GROI	300%	509%	167%
% with Trade	18%	17%	10%
Avg. Over/Under Allowance	-350	-143	0



46-60 days	61-90 days	90+ days
2	2	0
4%	4%	0%
100%	50%	#DIV/0!
54.0	64.5	#DIV/0!
\$ 34,567	\$ 18,756	#DIV/0!
97%	95%	#DIV/0!
\$ -	\$ (88)	#DIV/0!
\$ 2,308	\$ 625	#DIV/0!
\$ 2,337	\$ 574	#DIV/0!
\$ 4,645	\$ 1,198	#DIV/0!
\$ 9,289	\$ 2,396	#DIV/0!
90%	36%	#DIV/0!
50%	50%	#DIV/0!
-2,000	-500	#DIV/0!