









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	K7021A	2018	KIA	SOUL	7	Trade on New	No	\$ 17,870	\$ 16,700	102%	\$2,447	\$294
2	S6867B	2013	FORD	MUSTANG	53	Trade on Used	No	\$ 14,908	\$ 14,908	92%	\$1,886	\$2,059
3	89987B	2018	TOYOTA	4RUNNER	22	Trade on Used	No	\$ 41,690	\$ 41,690	107%	\$4,088	\$4,691
4	90007	2015	NISSAN	ALTIMA	1	Street/Curb Buy	No	\$ 12,877	\$ 12,877	104%	\$1,457	\$1,655
5	K7372A	2002	PONTIAC	GRAND AM	5	Trade on New	No	\$ 7,600	\$ 6,211		\$2,775	\$0
6	90000	2014	TOYOTA	AVALON	23	Street/Curb Buy	No	\$ 20,992	\$ 20,992	96%	\$3,795	\$1,003
7	S6897A	2019	SUBARU	OUTBACK	25	Trade on New	No	\$ 34,990	\$ 33,789	103%	\$3,157	\$3,729
8	S6897B	2012	SUBARU	OUTBACK	1	Trade on Used	No	\$ 9,871	\$ 9,871	91%	\$2,332	\$1,046
9	S6851A	2014	TOYOTA	TUNDRA	26	Trade on New	No	\$ 27,922	\$ 27,922	96%	\$4,748	\$183
10	K7317B	2018	DODGE	CARAVAN	12	Trade on Used	No	\$ 15,807	\$ 15,807	99%	\$3,336	\$2,441
11	S6201A	2021	BUICK	ENCORE	11	Trade on Used	No	\$ 25,939	\$ 25,939	103%	\$958	\$4,826
12	K7319A	2021	KIA	TELLURIDE	29	Trade on New	No	\$ 45,889	\$ 45,889	101%	\$2,831	\$5,283
13	K7365A	2016	JEEP	CHEROKEE	6	Trade on New	No	\$ 17,800	\$ 16,900	95%	\$3,112	\$477
14	90002	2021	KIA	K5	28	Street/Curb Buy	No	\$ 29,622	\$ 29,622	101%	\$5,492	\$3,921
15	90010	2022	KIA	TELLURIDE	2	Street/Curb Buy	No	\$ 41,989	\$ 41,989	97%	\$5,371	\$2,529
16	D5251A	2015	RAM	1500	5	Trade on New	No	\$ 23,987	\$ 23,987	105%	\$4,688	\$6,038
17	S6876A	2018	HONDA	ACCORD	35	Trade on New	No	\$ 21,856	\$ 20,747	102%	\$1,308	\$2,449
18	K7181M	2023	KIA	SELTOS	5	Loaner	No	\$ 27,279	\$ 26,589	98%	\$22	\$105
19	K7339A	2019	CHRYSLER	300	16	Trade on New	No	\$ 34,883	\$ 34,883	92%	\$2,925	\$3,525
20	S6901A	2015	NISSAN	MURANO	11	Trade on New	No	\$ 17,748	\$ 17,293	97%	\$1,495	\$5,317
21	K7351A	2013	DODGE	CARAVAN	6	Trade on New	No	\$ 11,995	\$ 11,995	111%	\$3,896	\$4,308
22	K7136M	2023	KIA	SPORTAGE	23	Loaner	No	\$ 33,634	\$ 33,634	97%	\$1,433	\$5,372
23	K7338A	2003	CHRYSLER	TOWN CAR	21	Trade on New	No	\$ 6,890	\$ 5,871		\$2,418	\$0
24	S6929A	2022	SUBARU	OUTBACK	7	Trade on New	No	\$ 32,317	\$ 32,317	104%	\$1,576	\$639
25	K7366B	2013	HYUNDAI	SANTA FE	12	Trade on Used	No	\$ 13,689	\$ 11,655	102%	\$1,745	\$663
26	D5271A	2014	RAM	1500	8	Trade on New	No	\$ 21,371	\$ 20,815	98%	\$4,072	\$6,471
27	K7397A	2018	HONDA	CR-V	9	Trade on New	No	\$ 27,989	\$ 27,989	103%	\$2,051	\$19

28	D5281B	2010	INFINITI	EX35	12	Trade on Used	No	\$	11,889	\$	10,689	100%	\$1,840	\$0
29	K7417A	2014	CHEVROLET	CRUZE	14	Trade on New	No	\$	11,879	\$	9,030	105%	\$717	\$1,470
30	90011A	2018	FORD	F250	6	Street/Curb Buy	No	\$	55,757	\$	55,757	100%	\$4,324	\$4,519
31	D5296A	2012	RAM	1500	4	Trade on New	No	\$	20,883	\$	19,500	103%	\$4,151	\$396
32	S6921A	2015	FORD	ESCAPE	5	Trade on New	No	\$	13,660	\$	13,660	104%	\$4,257	\$2,292
33	D5237A	2019	RAM	2500	5	Trade on New	No	\$	58,706	\$	55,000	99%	\$680	\$0
34	90003	2018	JEEP	CHEROKEE	53	Street/Curb Buy	No	\$	25,876	\$	25,876	103%	\$1,365	\$2,859
35	K7334A	2020	SUBARU	ASCENT	39	Trade on New	No	\$	31,989	\$	31,989	102%	\$4,939	\$2,949
36	D5250A	2017	FORD	FUSION	9	Trade on New	NO	\$	15,753	\$	15,573	97%	\$1,312	\$2,421
37	K7406A	2020	HYUNDAI	SANTA FE	21	Trade on New	NO	\$	25,710	\$	25,710	99%	\$2,021	\$1,816
38	90009A	2007	Hyundai	ELANTRA	13	Trade on Used	No	\$	6,870	\$	6,430	90%	\$3,908	\$0
39	K7355A	2018	Honda	CIVIC	11	Trade on Used	No	\$	20,972	\$	20,972	97%	\$2,626	\$1,506
40	90014	2023	Kia	FORTE	26	Street/Curb Buy	No	\$	26,983	\$	26,983	97%	\$1,755	\$4,568
41	K7439AA	2014	Dodge	CHALLENGER	4	Trade on New	No	\$	34,880	\$	34,440	95%	\$4,037	\$176
42	K7439A	2022	Hyundai	KONA	9	Trade on New	No	\$	23,416	\$	23,416	101%	\$4,013	\$2,358
43	S6895B	2014	Chevrolet	TAHOE	10	Trade on Used	No	\$	25,486	\$	25,200	104%	\$2,394	\$334
44	K7410A	2014	Toyota	CAMRY	15	Trade on New	No	\$	15,989	\$	15,959	101%	\$2,609	\$5,133
45	S6927A	2017	Chevrolet	CRUZE	12	Trade on New	No	\$	15,197	\$	15,197	97%	\$3,503	\$40
46	K7431A	2020	Kia	TELLURIDE	19	Trade on New	No	\$	35,640	\$	35,640	99%	\$4,967	\$524
47	S6943A	2016	Toyota	COROLLA	3	Trade on New	No	\$	12,985	\$	12,639	104%	\$2,476	\$189
48	K7393A	2014	Chevrolet	EQUINOX	23	Trade on New	No	\$	7,857	\$	6,076	98%	\$2,760	\$7
49	K7431B	2015	Chevrolet	TRAVERSE	4	Trade on Used	No	\$	12,887	\$	11,588	99%	\$1,521	\$928
50	D5185B	2017	Ford	F150	5	Trade on Used	No	\$	27,899	\$	26,800	106%	\$4,874	\$189
51	S6922A	2017	Subaru	LEGACY	22	Trade on New	No	\$	19,899	\$	19,899	105%	\$1,737	\$3,167
52	89917A	2014	Hyundai	SANTA FE	185	Trade on Used	No	\$	15,785	\$	12,814	108%	\$358	\$812
53	K7444A	2017	Hyundai	ELANTRA	12	Trade on New	No	\$	14,594	\$	14,594	103%	\$1,700	\$102

## Scoreboard Totals

% Retailed of Non-Franchise Make	62%
Total # Retail Units	65
Avg. Days to Sale	21.6
Avg. Advertised Price (Time of Sale)	\$ 23,374
Avg. Transaction Price	\$ 22,803
Avg. Market Price at 100%	\$ 23,322
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 571
Avg. Front-End Gross	\$ 2,678
Avg. Finance Gross	\$ 1,877
PUVR	\$ 4,505
Total Gross (Units & PUVR)	\$ 292,804
GROI	329%
% with Trade	42%
Avg. Over/Under Allowance	(\$200)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	MICHAEL BOSSMAN
% Retailed of Non-New Franchise	62%	#DIV/0!	66%
Total # Retail Units	65	0	35
Avg. Days to Sale	21.6	#DIV/0!	20.4
Avg. Advertised Price (Time of Sale)	\$ 23,374	#DIV/0!	\$ 22,794
Avg. Transaction Price	\$ 22,803	#DIV/0!	\$ 22,448
Avg. Market Price at 100%	\$ 23,322	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 571	#DIV/0!	\$ 346
Avg. Front-End Gross	\$ 2,678	#DIV/0!	\$ 2,788
Avg. Finance Gross	\$ 1,877	#DIV/0!	\$ 1,939
PUVR	\$ 4,505	#DIV/0!	\$ 4,727
Total Gross (Units & PUVR)	\$ 292,804	#DIV/0!	\$ 165,433
GROI	329%	#DIV/0!	372%
% with Trade	42%	#DIV/0!	40%
Avg. Over/Under Allowance	-200	#DIV/0!	163



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

JEREMY MANNING	NADIM KHAN		
60%	50%	#DIV/0!	#DIV/0!
20	10	0	0
20.5	28.2	#DIV/0!	#DIV/0!
\$ 23,168	\$ 25,816	#DIV/0!	#DIV/0!
\$ 22,288	\$ 25,075	#DIV/0!	#DIV/0!
#DIV/0!	\$ 25,776	#DIV/0!	#DIV/0!
#DIV/0!	100%	#DIV/0!	#DIV/0!
#DIV/0!	97%	#DIV/0!	#DIV/0!
\$ 879	\$ 741	#DIV/0!	#DIV/0!
\$ 2,523	\$ 2,606	#DIV/0!	#DIV/0!
\$ 1,831	\$ 1,756	#DIV/0!	#DIV/0!
\$ 4,354	\$ 4,028	#DIV/0!	#DIV/0!
\$ 87,089	\$ 40,282	#DIV/0!	#DIV/0!
344%	205%	#DIV/0!	#DIV/0!
50%	30%	#DIV/0!	#DIV/0!
-1,170	-250	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	ALVIN ROBINSON	DEVIN FUCHS
% Retailed of Non-New Franchise	62%	70%	14%
Total # Retail Units	65	10	7
Avg. Days to Sale	21.6	33.1	24.1
Avg. Advertised Price (Time of Sale)	\$ 23,374	\$ 19,731	\$ 30,555
Avg. Transaction Price	\$ 22,803	\$ 19,509	\$ 29,825
Avg. Market Price at 100%	\$ 23,322	\$ 19,964	\$ 30,576
Avg. Price to Market % (Time of Sale)	100%	99%	100%
Avg. Transaction to Market	98%	98%	98%
Avg. Transactional Discount	\$ 571	\$ 221	\$ 729
Avg. Front-End Gross	\$ 2,678	\$ 2,741	\$ 2,968
Avg. Finance Gross	\$ 1,877	\$ 2,202	\$ 2,394
PUVR	\$ 4,505	\$ 4,942	\$ 5,362
Total Gross (Units & PUVR)	\$ 292,804	\$ 49,423	\$ 37,531
GROI	329%	276%	268%
% with Trade	42%	40%	57%
Avg. Over/Under Allowance	-200	100	-97



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

EZELLA HOWSE	TODD NABB		
100%	75%	#DIV/0!	#DIV/0!
2	4	0	0
12.0	17.5	#DIV/0!	#DIV/0!
\$ 16,040	\$ 25,392	#DIV/0!	#DIV/0!
\$ 15,482	\$ 24,727	#DIV/0!	#DIV/0!
\$ 15,950	\$ 25,019	#DIV/0!	#DIV/0!
101%	101%	#DIV/0!	#DIV/0!
97%	99%	#DIV/0!	#DIV/0!
\$ 558	\$ 665	#DIV/0!	#DIV/0!
\$ 1,956	\$ 2,293	#DIV/0!	#DIV/0!
\$ 110	\$ 1,540	#DIV/0!	#DIV/0!
\$ 2,065	\$ 3,833	#DIV/0!	#DIV/0!
\$ 4,130	\$ 15,331	#DIV/0!	#DIV/0!
400%	319%	#DIV/0!	#DIV/0!
0%	25%	#DIV/0!	#DIV/0!
#DIV/0!	150	#DIV/0!	#DIV/0!





























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	LUKE SINCLAIR	ERIC ACREE
% Retailed of Non-New Franchise	62%	59%	64%
Total # Retail Units	65	37	28
Avg. Days to Sale	21.6	15.4	29.8
Avg. Advertised Price (Time of Sale)	\$ 23,374	\$ 22,835	\$ 24,085
Avg. Transaction Price	\$ 22,803	\$ 22,374	\$ 23,369
Avg. Market Price at 100%	\$ 23,322	#DIV/0!	\$ 24,090
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	100%
Avg. Transaction to Market	98%	#DIV/0!	97%
Avg. Transactional Discount	\$ 571	\$ 461	\$ 716
Avg. Front-End Gross	\$ 2,678	\$ 2,954	\$ 2,314
Avg. Finance Gross	\$ 1,877	\$ 1,749	\$ 2,048
PUVR	\$ 4,505	\$ 4,613	\$ 4,362
Total Gross (Units & PUVR)	\$ 292,804	\$ 170,669	\$ 122,134
GROI	329%	481%	226%
% with Trade	42%	0%	0%
Avg. Over/Under Allowance	-200	-42	-488







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	65	0	65
Avg. Days to Sale	21.6	#DIV/0!	21.6
Avg. Advertised Price (Time of Sale)	\$ 23,374	#DIV/0!	\$ 22,803
Avg. Transaction Price	\$ 22,803	#DIV/0!	\$ 22,803
Avg. Market Price at 100%	\$ 23,322	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 571	#DIV/0!	\$ 571
Avg. Front-End Gross	\$ 2,678	#DIV/0!	\$ 2,678
Avg. Finance Gross	\$ 1,877	#DIV/0!	\$ 1,877
PUVR	\$ 4,505	#DIV/0!	\$ 4,505
Total Gross (Units & PUVR)	\$ 292,804	#DIV/0!	\$ 292,804
GROI	329%	#DIV/0!	329%
% with Trade	42%	#DIV/0!	42%
Avg. Over/Under Allowance	-200	#DIV/0!	-200



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	65	25	40
Avg. Days to Sale	21.6	18.5	23.6
Avg. Advertised Price (Time of Sale)	\$ 23,374	\$ 27,415	\$ 20,306
Avg. Transaction Price	\$ 22,803	\$ 26,798	\$ 20,306
Avg. Market Price at 100%	\$ 23,322	\$ 27,476	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	100%	#DIV/0!
Avg. Transaction to Market	98%	98%	#DIV/0!
Avg. Transactional Discount	\$ 571	\$ 617	\$ 542
Avg. Front-End Gross	\$ 2,678	\$ 2,966	\$ 2,499
Avg. Finance Gross	\$ 1,877	\$ 2,303	\$ 1,612
PUVR	\$ 4,505	\$ 5,135	\$ 4,111
Total Gross (Units & PUVR)	\$ 292,804	\$ 128,383	\$ 164,421
GROI	329%	372%	309%
% with Trade	42%	44%	40%
Avg. Over/Under Allowance	-200	-165	-238



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	65	40	14
% of Retail Units	100%	62%	22%
% Retailed of Non-New Franchise	62%	60%	79%
Avg. Days to Sale	21.6	17.1	27.6
Avg. Transaction Price	\$ 22,803	\$ 22,819	\$ 17,772
Avg. Transaction to Market %	98%	#DIV/0!	95%
Avg. Transactional Discount	\$ 571	\$ 650	\$ 702
Avg. Front End Gross	\$ 2,678	\$ 2,807	\$ 2,468
Avg. Finance Gross	\$ 1,877	\$ 1,860	\$ 1,406
PUVR	\$ 4,505	\$ 4,666	\$ 3,636
Total Gross (Units & PUVR)	\$ 292,804	\$ 186,657	\$ 50,899
GROI	329%	430%	267%
% with Trade	42%	45%	36%
Avg. Over/Under Allowance	-200	-287	-700



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
8	1	2	0
12%	2%	3%	0%
50%	100%	0%	#DIV/0!
20.5	142.0	14.0	#DIV/0!
\$ 30,063	\$ 19,891	\$ 30,112	#DIV/0!
99%	99%	96%	#DIV/0!
\$ 72	\$ -	\$ 345	#DIV/0!
\$ 3,301	\$ (586)	\$ 728	#DIV/0!
\$ 2,658	\$ 1,230	\$ 2,738	#DIV/0!
\$ 5,959	\$ 644	\$ 3,466	#DIV/0!
\$ 47,673	\$ 644	\$ 6,932	#DIV/0!
348%	8%	296%	#DIV/0!
38%	100%	0%	#DIV/0!
483	#DIV/0!	#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	65	56	3
% of Retail Units	100%	86%	5%
% Retailed of Non-New Franchise	62%	61%	33%
Avg. Days to Sale	21.6	13.2	36.3
Avg. Transaction Price	\$ 22,803	\$ 22,586	\$ 22,394
Avg. Transaction to Market %	98%	#DIV/0!	98%
Avg. Transactional Discount	\$ 571	\$ 531	\$ 536
Avg. Front End Gross	\$ 2,678	\$ 2,823	\$ 2,976
Avg. Finance Gross	\$ 1,877	\$ 1,926	\$ 1,863
PUVR	\$ 4,505	\$ 4,748	\$ 4,840
Total Gross (Units & PUVR)	\$ 292,804	\$ 265,894	\$ 14,519
GROI	329%	574%	214%
% with Trade	42%	39%	67%
Avg. Over/Under Allowance	-200	-228	250



46-60 days	61-90 days	90+ days
3	1	2
5%	2%	3%
100%	0%	100%
51.0	78.0	163.5
\$ 27,595	\$ 34,701	\$ 16,353
98%	90%	93%
\$ 161	\$ 2,279	\$ 1,486
\$ 1,850	\$ 1,790	\$ (114)
\$ 1,757	\$ 1,299	\$ 1,021
\$ 3,608	\$ 3,089	\$ 907
\$ 10,823	\$ 3,089	\$ 1,814
92%	41%	12%
33%	0%	100%
#DIV/0!	#DIV/0!	#DIV/0!