



		MARTINEZ, ISRAEL
		HOLMAN, MADISON
		DANIELS, CORNELIUS
		SCHEFFER, PATRICIA
		FARBER, AMANDA




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	HU025323	2020	Honda	Pilot	5	Trade on Used	Yes	\$ 26,800	\$26,800.00	101%	1,591	0
2	HU234263	2017	Kia	Sportage	37	Trade on Used	No	\$ 12,800	\$12,800.00	101%	2,263	1,572
3	HL002000	2023	Honda	Accord Sedan	11	Loaner	Yes	\$ 30,400	\$30,400.00	106%	458	1,892
4	HU701633	2018	Honda	Fit	14	Trade on Used	Yes	\$ 18,800	\$18,800.00	99%	370	0
5	HU531488	2018	INFINITI	QX60	35	Trade on New		\$ 26,000	\$24,000.00	91%	2,059	1,614
6	HU056067	2016	Honda	Pilot	21	Trade on Used	Yes	\$ 21,800	\$21,426.00	99%	1,078	401
7	HU701751	2008	Honda	CR-V	16	Trade on New	No	\$ 8,700	\$8,700.00	103%	1,647	0
8	HA723602	2019	Honda	HR-V	17	Auction/Wholesale		\$ 22,800	\$22,800.00	96%	(3,276)	3,727
9	HU709847	2020	Honda	Fit	30	Trade on New	No	\$ 17,000	\$17,000.00	93%	1,326	2,480
10	HA025918	2019	Honda	CR-V	23	Auction/Wholesale	No	\$ 26,300	\$26,300.00	98%	(3,301)	0
11	HL017528	2023	Honda	Accord Sedan	12	Loaner	Yes	\$ 28,300	\$27,900.00	99%	(23)	1,122
12	HU218738	2012	Honda	Accord Sdn	34	Trade on New	No	\$ 11,800	\$11,000.00	101%	(1,088)	94
13	HU039248	2021	Honda	Accord Sedan	50	Trade on New	Yes	\$ 28,000	\$28,000.00	90%	966	3,473
14	HA009716	2021	Honda	Accord Sedan	6	Auction/Wholesale	Yes	\$ 31,900	\$31,677.00	96%	(5,094)	474
15	HU009508	2021	Honda	Odyssey	8	Trade on New	Yes	\$ 39,700	\$39,700.00	102%	4,035	4,382
16	HU032401	2019	Honda	CR-V	9	Trade on New	Yes	\$ 27,500	\$27,500.00	101%	351	0
17	HA556066	2020	Honda	Civic Sedan	26	Auction/Wholesale	No	\$ 21,500	\$21,500.00	91%	(7,005)	3,319
18	HU488065	2002	Toyota	Sienna	15	Trade on New	No	\$ 7,000	\$7,000.00	75%	1,016	74
19	HU009273	2020	Chevrolet	Malibu	40	Trade on New	No	\$ 19,500	\$19,350.00	91%	2,033	2,863
20	HP009622	2020	Honda	CR-V	1	LBO Customer	No	\$ 21,330	\$21,330.21	75%	261	1,932
21	HU426068	2020	Honda	CR-V	14	Trade on New	Yes	\$ 30,500	\$30,500.00	102%	3,464	0
22	HL006258	2023	Honda	Accord Sedan	11	Loaner	Yes	\$ 30,500	\$30,500.00	102%	894	2,292
23	HP026896	2018	Honda	Accord Sedan	22	Street/Curb Buy	No	\$ 26,000	\$25,568.80	101%	(110)	0
24	HU532592	2021	Honda	Civic Sedan	34	Trade on New	No	\$ 24,000	\$24,000.00	93%	1,808	3,934
25	HU013324	2020	Honda	CR-V	10	Trade on New	Yes	\$ 29,100	\$29,100.00	100%	1,544	3,891
26	HA554679	2022	Honda	Civic Sedan	21	Auction/Wholesale	No	\$ 27,000	\$27,000.00	95%	(2,460)	4,554
27	HL019089	2023	Honda	CR-V	2	Loaner	Yes	\$ 31,900	\$31,660.00	101%	674	2,565
28	HA671158	2021	Honda	CR-V	21	Auction/Wholesale	No	\$ 29,500	\$29,500.00	95%	(925)	0
29	HA043848	2022	Honda	CR-V Hybrid	7	Auction/Wholesale	No	\$ 35,000	\$35,000.00	93%	(3,994)	4,498
30	HA709945	2020	Honda	HR-V	7	Auction/Wholesale	No	\$ 24,500	\$24,500.00	95%	(4,233)	1,145
31	HU447683	2022	Hyundai	Santa Fe	57	Trade on New	No	\$ 26,500	\$26,500.00	85%	1,557	0

32	HP068433	2020	Honda	Accord Sedan	0	LBO Customer	No	\$ 16,490	\$16,490.28	75%	335	0
33	HUA75300	2015	Ford	F-150	35	Trade on Used	No	\$ 27,800	\$27,800.00	93%	2	1,524
34	HA231947	2018	Honda	Accord Sedan	21	Auction/Wholesale	No	\$ 24,100	\$24,100.00	99%	(3,005)	1,474
35	HU07184X	2022	Honda	Pilot	45	Trade on New	No	\$ 30,500	\$30,500.00	92%	3,982	2,394
36	HA059318	2019	Honda	Accord Sedan	9	Auction/Wholesale	No	\$ 24,200	\$24,200.00	91%	(4,980)	1,889
37	HA201371	2021	Subaru	Crosstrek	22	Auction/Wholesale	No	\$ 25,500	\$25,500.00	96%	(3,139)	1,084
38	HP004537	2018	Honda	Accord Hybrid	11	Street/Curb Buy	Yes	\$ 26,800	\$26,800.00	102%	(315)	5,637
39	HL019185	2023	Honda	Accord Sedan	18	Loaner	Yes	\$ 30,000	\$30,000.00	99%	829	2,161
40	HU150892	2018	Toyota	Camry	46	Trade on New	No	\$ 18,800	\$18,800.00	93%	589	0
41	HU201464	2009	Honda	Accord Sdn	21	Trade on New	No	\$ 8,200	\$8,200.00	95%	1,322	0
42	HA317619	2022	Kia	Telluride	11	Auction/Wholesale	No	\$ 41,700	\$41,700.00	96%	(3,623)	2,852
43	HU048892	2013	Honda	Civic Sdn	17	Trade on New	Yes	\$ 15,000	\$15,000.00	103	1,423	1,373
44	HU371661	2016	Toyota	4Runner	20	Trade on Used	No	\$ 30,000	\$30,000.00	97%	2,151	5,208
45	HP711487	2020	Honda	HR-V	3	LBO Customer	No	\$ 15,266	\$15,265.80	75%	261	3,655
46	HU116101	2017	Mazda	Mazda3 4-Door	22	Trade on Used	No	\$ 15,700	\$15,700.00	109%	1,361	0
47	HA330986	2021	Mazda	Mazda3 Sedan	12	Auction/Wholesale	No	\$ 22,400	\$22,300.00	99%	(823)	944
48	HU279179	2016	Hyundai	Sonata	14	Trade on Used	No	\$ 13,000	\$12,700.00	88%	2,172	39
49	HA012046	2020	Honda	Civic Sedan	13	Auction/Wholesale	No	\$ 22,300	\$22,300.00	96%	(2,999)	1,141
50	HU000236	2020	Honda	Passport	12	Trade on New	Yes	\$ 28,800	\$28,500.00	99%	3,125	0
51	HA037153	2023	Honda	Odyssey	11	Auction/Wholesale	No	\$ 44,300	\$44,300.00	97%	(8,981)	0
52	HA003146	2023	Honda	Civic Hatchback	13	Auction/Wholesale	No	\$ 29,000	\$29,000.00	97%	(3,336)	200
53	HP008975	2020	Honda	CR-V	0	LBO Customer	No	\$ 18,438	\$18,438.26	75%	261	1,427

## Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	120
Avg. Days to Sale	18.9
Avg. Advertised Price (Time of Sale)	\$ 24,167
Avg. Transaction Price	\$ 24,054
Avg. Market Price at 100%	\$ 13,501
Avg. Price to Market % (Time of Sale)	179%
Avg. Transaction to Market	178%
Avg. Transactional Discount	\$ 113
Avg. Front-End Gross	\$ (526)
Avg. Finance Gross	\$ 1,331
PUVR	\$ 805
Total Gross (Units & PUVR)	\$ 96,642
GROI	64%
% with Trade	15%
Avg. Over/Under Allowance	\$609



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	HUDEEC, DUSTIN
% Retailed of Non-New Franchise	100%	#DIV/0!	100%
Total # Retail Units	120	0	29
Avg. Days to Sale	18.9	#DIV/0!	16.1
Avg. Advertised Price (Time of Sale)	\$ 24,167	#DIV/0!	\$ 25,215
Avg. Transaction Price	\$ 24,054	#DIV/0!	\$ 25,040
Avg. Market Price at 100%	\$ 13,501	#DIV/0!	#REF!
Avg. Price to Market % (Time of Sale)	179%	#DIV/0!	#REF!
Avg. Transaction to Market	178%	#DIV/0!	#REF!
Avg. Transactional Discount	\$ 113	#DIV/0!	\$ 174
Avg. Front-End Gross	\$ (526)	#DIV/0!	\$ (246)
Avg. Finance Gross	\$ 1,331	#DIV/0!	\$ 1,196
PUVR	\$ 805	#DIV/0!	\$ 949
Total Gross (Units & PUVR)	\$ 96,642	#DIV/0!	\$ 27,531
GROI	64%	#DIV/0!	85%
% with Trade	15%	#DIV/0!	14%
Avg. Over/Under Allowance	609	#DIV/0!	667



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

HADLEY, WALTER	HODGES, VINH	WOODS, YAMILE	
100%	100%	100%	#DIV/0!
46	4	41	0
20.6	23.0	18.5	#DIV/0!
\$ 22,554	\$ 22,350	\$ 25,413	#DIV/0!
\$ 22,419	\$ 22,350	\$ 25,358	#DIV/0!
\$ 24,159	\$ 23,502	\$ 27,083	#DIV/0!
93%	95%	94%	#DIV/0!
93%	95%	94%	#DIV/0!
\$ 135	\$ -	\$ 56	#DIV/0!
\$ (216)	\$ (2,504)	\$ (878)	#DIV/0!
\$ 1,330	\$ 1,271	\$ 1,435	#DIV/0!
\$ 1,114	\$ (1,232)	\$ 557	#DIV/0!
\$ 51,221	\$ (4,929)	\$ 22,819	#DIV/0!
87%	-86%	43%	#DIV/0!
20%	0%	12%	#DIV/0!
806	#DIV/0!	260	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	WILKINS, RONALD	IGE, ADEBAYO
% Retailed of Non-New Franchise	100%	100%	100%
Total # Retail Units	120	5	9
Avg. Days to Sale	18.9	12.8	30.2
Avg. Advertised Price (Time of Sale)	\$ 24,167	\$ 26,760	\$ 25,589
Avg. Transaction Price	\$ 24,054	\$ 26,695	\$ 25,531
Avg. Market Price at 100%	\$ 13,501	\$ 26,854	\$ 26,904
Avg. Price to Market % (Time of Sale)	179%	100%	95%
Avg. Transaction to Market	178%	99%	95%
Avg. Transactional Discount	\$ 113	\$ 65	\$ 58
Avg. Front-End Gross	\$ (526)	\$ (2,521)	\$ (725)
Avg. Finance Gross	\$ 1,331	\$ 742	\$ 1,712
PUVR	\$ 805	\$ (1,779)	\$ 986
Total Gross (Units & PUVR)	\$ 96,642	\$ (8,897)	\$ 8,877
GROI	64%	-187%	46%
% with Trade	15%	0%	22%
Avg. Over/Under Allowance	609	#DIV/0!	750



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

ISLAM, NAZRUL	HODGES, CHRISTOPHER	CANSECO, CHRISTIAN	SALINAS MORA, CESAR
100%	100%	100%	100%
4	7	2	4
23.8	15.7	33.0	25.5
\$ 17,875	\$ 20,200	\$ 23,300	\$ 23,475
\$ 17,825	\$ 20,138	\$ 23,300	\$ 23,297
\$ 18,932	\$ 22,546	\$ 24,952	\$ 24,039
94%	90%	93%	98%
94%	89%	93%	97%
\$ 50	\$ 62	\$ -	\$ 178
\$ (296)	\$ (878)	\$ (1,551)	\$ 349
\$ 1,511	\$ 725	\$ 1,864	\$ 641
\$ 1,216	\$ (153)	\$ 313	\$ 990
\$ 4,863	\$ (1,070)	\$ 626	\$ 3,961
103%	-17%	15%	60%
0%	0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

HUNT, LEE	CENTENO, BRANDA	NEWTON, COLBY	MOONEY, COREY
100%	100%	100%	100%
8	8	6	4
19.9	17.5	22.0	14.5
\$ 26,075	\$ 21,574	\$ 27,600	\$ 24,800
\$ 26,006	\$ 21,447	\$ 27,200	\$ 24,800
\$ 27,401	\$ 23,274	\$ 28,083	\$ 24,600
95%	93%	98%	101%
95%	92%	97%	101%
\$ 69	\$ 127	\$ 400	\$ -
\$ (507)	\$ 691	\$ 1,595	\$ 273
\$ 1,181	\$ 603	\$ 1,632	\$ 1,903
\$ 674	\$ 1,294	\$ 3,227	\$ 2,177
\$ 5,391	\$ 10,354	\$ 19,361	\$ 8,706
47%	124%	194%	218%
13%	13%	33%	25%
2,600	#DIV/0!	500	1,000

ORTEGA, ULISES	DALLO, GARRY	FIETKAU, RADLEY	ROSENTHAL, BENJ
100%	100%	100%	100%
5	5	4	2
14.8	29.2	15.0	23.5
\$ 31,420	\$ 23,360	\$ 22,950	\$ 27,000
\$ 31,183	\$ 23,360	\$ 22,732	\$ 27,000
\$ 32,750	\$ 24,085	\$ 23,432	\$ 27,896
96%	97%	98%	97%
95%	97%	97%	97%
\$ 237	\$ -	\$ 219	\$ -
\$ (1,925)	\$ 80	\$ 124	\$ (4,458)
\$ 1,780	\$ 445	\$ 1,838	\$ 1,812
\$ (146)	\$ 525	\$ 1,962	\$ (2,646)
\$ (728)	\$ 2,624	\$ 7,847	\$ (5,292)
-11%	28%	207%	-150%
40%	60%	0%	0%
1,000	1,225	#DIV/0!	#DIV/0!

MARTINEZ, ISRAEL	HOLMAN, MADISO	DANIELS, CORNEL	SCHEFFER, PATRIC
100%	100%	100%	100%
6	2	4	17
16.0	17.5	25.0	9.5
\$ 24,058	\$ 28,200	\$ 27,075	\$ 24,219
\$ 23,988	\$ 27,750	\$ 27,075	\$ 24,219
\$ 26,444	\$ 29,989	\$ 28,611	\$ 27,986
91%	94%	95%	87%
91%	93%	95%	87%
\$ 70	\$ 450	\$ -	\$ (0)
\$ (1,061)	\$ (2,940)	\$ 1,559	\$ (632)
\$ 1,374	\$ 715	\$ 2,070	\$ 1,454
\$ 313	\$ (2,226)	\$ 3,630	\$ 822
\$ 1,875	\$ (4,451)	\$ 14,518	\$ 13,978
29%	-165%	193%	129%
33%	0%	0%	12%
250	#DIV/0!	#DIV/0!	-1,500

FARBER, AMANDA			
100%	#DIV/0!	#DIV/0!	#DIV/0!
6	0	0	0
19.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,217	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,133	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,885	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 83	#DIV/0!	#DIV/0!	#DIV/0!
\$ (3,232)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 750	#DIV/0!	#DIV/0!	#DIV/0!
\$ (2,482)	#DIV/0!	#DIV/0!	#DIV/0!
\$ (14,889)	#DIV/0!	#DIV/0!	#DIV/0!
-193%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!





















## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Josh Scruggs	Roman Torres
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	120	0	0
Avg. Days to Sale	18.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,167	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,054	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 13,501	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	179%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	178%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 113	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (526)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,331	#DIV/0!	#DIV/0!
PUVR	\$ 805	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 96,642	#DIV/0!	#DIV/0!
GROI	64%	#DIV/0!	#DIV/0!
% with Trade	15%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	609	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	120	30	87
Avg. Days to Sale	18.9	13.7	20.6
Avg. Advertised Price (Time of Sale)	\$ 24,167	\$ 26,467	\$ 23,441
Avg. Transaction Price	\$ 24,054	\$ 26,295	\$ 23,441
Avg. Market Price at 100%	\$ 13,501	\$ 26,862	#REF!
Avg. Price to Market % (Time of Sale)	179%	99%	#REF!
Avg. Transaction to Market	178%	98%	#REF!
Avg. Transactional Discount	\$ 113	\$ 172	\$ 73
Avg. Front-End Gross	\$ (526)	\$ 1,164	\$ (1,147)
Avg. Finance Gross	\$ 1,331	\$ 1,468	\$ 1,269
PUVR	\$ 805	\$ 2,633	\$ 121
Total Gross (Units & PUVR)	\$ 96,642	\$ 78,977	\$ 10,555
GROI	64%	262%	9%
% with Trade	15%	10%	16%
Avg. Over/Under Allowance	609	850	542



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	120	0	120
Avg. Days to Sale	18.9	#DIV/0!	18.9
Avg. Advertised Price (Time of Sale)	\$ 24,167	#DIV/0!	\$ 24,054
Avg. Transaction Price	\$ 24,054	#DIV/0!	\$ 24,054
Avg. Market Price at 100%	\$ 13,501	#DIV/0!	#REF!
Avg. Price to Market % (Time of Sale)	179%	#DIV/0!	#REF!
Avg. Transaction to Market	178%	#DIV/0!	#REF!
Avg. Transactional Discount	\$ 113	#DIV/0!	\$ 113
Avg. Front-End Gross	\$ (526)	#DIV/0!	\$ (526)
Avg. Finance Gross	\$ 1,331	#DIV/0!	\$ 1,331
PUVR	\$ 805	#DIV/0!	\$ 805
Total Gross (Units & PUVR)	\$ 96,642	#DIV/0!	\$ 96,642
GROI	64%	#DIV/0!	64%
% with Trade	15%	#DIV/0!	15%
Avg. Over/Under Allowance	609	#DIV/0!	609



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	120	42	18
% of Retail Units	100%	35%	15%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	18.9	23.6	23.7
Avg. Transaction Price	\$ 24,054	\$ 21,428	\$ 20,538
Avg. Transaction to Market %	178%	95%	#REF!
Avg. Transactional Discount	\$ 113	\$ 165	\$ 101
Avg. Front End Gross	\$ (526)	\$ 1,820	\$ 1,138
Avg. Finance Gross	\$ 1,331	\$ 1,246	\$ 1,166
PUVR	\$ 805	\$ 3,066	\$ 2,303
Total Gross (Units & PUVR)	\$ 96,642	\$ 128,752	\$ 41,458
GROI	64%	218%	170%
% with Trade	15%	12%	17%
Avg. Over/Under Allowance	609	1,513	500



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	40	6	10
3%	33%	5%	8%
100%	100%	100%	100%
13.0	18.0	10.8	0.9
\$ 30,996	\$ 27,947	\$ 29,693	\$ 19,686
101%	95%	97%	75%
\$ 379	\$ 66	\$ 107	\$ (0)
\$ 1,280	\$ (4,258)	\$ 368	\$ 297
\$ 1,695	\$ 1,441	\$ 1,672	\$ 1,201
\$ 2,974	\$ (2,817)	\$ 2,040	\$ 1,498
\$ 11,897	\$ (112,687)	\$ 12,240	\$ 14,982
266%	-201%	228%	3044%
25%	18%	33%	0%
0	143	850	#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	120	97	14
% of Retail Units	100%	81%	12%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	18.9	14.7	36.9
Avg. Transaction Price	\$ 24,054	\$ 24,309	\$ 23,146
Avg. Transaction to Market %	178%	#REF!	93%
Avg. Transactional Discount	\$ 113	\$ 102	\$ 225
Avg. Front End Gross	\$ (526)	\$ (695)	\$ 96
Avg. Finance Gross	\$ 1,331	\$ 1,282	\$ 2,182
PUVR	\$ 805	\$ 587	\$ 2,278
Total Gross (Units & PUVR)	\$ 96,642	\$ 56,939	\$ 31,894
GROI	64%	59%	96%
% with Trade	15%	14%	21%
Avg. Over/Under Allowance	609	317	1,167



46-60 days	61-90 days	90+ days
5	1	0
4%	1%	0%
100%	100%	#DIV/0!
50.4	67.0	#DIV/0!
\$ 24,816	\$ 19,000	#DIV/0!
90%	91%	#DIV/0!
\$ 104	\$ -	#DIV/0!
\$ 793	\$ (1,983)	#DIV/0!
\$ 695	\$ -	#DIV/0!
\$ 1,487	\$ (1,983)	#DIV/0!
\$ 7,437	\$ (1,983)	#DIV/0!
43%	-56%	#DIV/0!
20%	0%	#DIV/0!
2,450	#DIV/0!	#DIV/0!