

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	VUCW035989	2012	Volkswagen	Golf	24	Street/Curb Buy	No	\$ 15,000	\$ 15,000	100%	\$5,900	\$728
2	VUGJ089452	2016	Toyota	Rav 4	42	Trade on New	No	\$ 20,995	\$ 20,495	103%	\$1,495	\$5,899
3	VUNM166193	2022	Volkswagen	Tiguan	22	Loaner	No	\$ 31,500	\$ 30,677	101%	\$1,193	\$2,386
4	VUPM307957	2023	Volkswagen	Taos	46	Loaner	No	\$ 27,000	\$ 27,000	100%	\$7	\$2,779
5	VULM072788	2020	Volkswagen	Tiguan	37	Street/Curb Buy	No	\$ 25,000	\$ 23,900	99%	\$2,910	\$0
6	VUMC571017	2021	Volkswagen	Atlas	70	Street/Curb Buy	No	\$ 41,000	\$ 39,289	96%	\$3,684	\$2,046
7	VUKM133475	2021	Volkswagen	Tiguan	23	Street/Curb Buy	No	\$ 21,500	\$ 21,500	99%	\$5,122	\$1,574
8	VUKM205872	2019	Volkswagen	Jetta	29	Trade on New	No	\$ 21,750	\$ 21,500	100%	(\$507)	\$3,833
9	VULM047258	2020	Volkswagen	Tiguan	29	Street/Curb Buy	No	\$ 25,750	\$ 25,750	97%	\$7,496	\$0
10	VUMM134470	2021	Volkswagen	Tiguan	30	Trade on New	Yes	\$ 27,750	\$ 27,750	98%	\$2,000	\$2,434
11	VUJM296445	2018	Volkswagen	GTI	40	Trade on Used	Yes	\$ 26,900	\$ 25,000	98%	\$2,540	\$413
12	VUL1530488	2020	Volvo	XC60	87	Trade on New	No	\$ 28,200	\$ 26,532	90%	(\$584)	\$1,352
13	VUNM007708	2022	Volkswagen	Taos	101	Street/Curb Buy	No	\$ 19,995	\$ 19,500	71%	\$737	\$1,411
14	VULM087425	2020	Volkswagen	Tiguan	30	Trade on New	No	\$ 23,900	\$ 23,900	96%	\$3,223	\$3,716
15	VUCT310575	2012	Fiat	500C	30	Trade on New	No	\$ 8,990	\$ 8,157	83%	\$1,410	\$0
16	VU9H328177	2009	Honda	Civic	44	Trade on Used	No	\$ 8,990	\$ 8,990	100%	\$2,858	\$2,000
17	VUKM184965	2019	Volkswagen	Tiguan	40	Trade on New	No	\$ 23,500	\$ 20,677	98%	(\$427)	\$2,756
18	VUKC609392	2019	Volkswagen	Atlas	48	Street/Curb Buy	No	\$ 29,500	\$ 29,500	95%	\$2,195	\$0
19	VUGNU04414	2016	BMW	3 Series	113	Trade on Used	No	\$ 18,500	\$ 17,000	85%	\$322	\$1,130
20	VULC503690	2019	Volkswagen	Atlas	48	Trade on New	No	\$ 35,000	\$ 35,000	97%	\$2,000	\$3,700
21	VUKC553729	2019	Volkswagen	Atlas	19	Street/Curb Buy	Yes	\$ 31,750	\$ 31,750	100%	\$1,652	\$3,504
22	VULM065143	2020	Volkswagen	Tiguan	40	Street/Curb Buy	Yes	\$ 21,900	\$ 20,500	98%	\$2,072	\$5,963
23	VUH6292441	2017	GMC	Terrain	29	Trade on Used	No	\$ 13,900	\$ 13,900	100%	\$3,027	\$3,260
24	VUF8320320	2015	Subaru	Impreza	79	Trade on Used	No	\$ 13,900	\$ 13,900	100%	\$1,017	\$4,595
25	VUKM165178	2019	Volkswagen	Tiguan	31	Trade on New	No	\$ 20,800	\$ 21,000	96%	\$1,756	\$2,590
26	VULB009105A	2020	Honda	Pilot	49	Auction/Wholesale	No	\$ 27,500	\$ 27,350	95%	\$1,159	\$2,365
27	VUJM204098	2018	Volkswagen	Jetta	44	Trade on New	No	\$ 18,500	\$ 18,500	98%	\$1,420	\$996
28	VUKM195459	2019	Volkswagen	Tiguan	50	Trade on New	No	\$ 19,700	\$ 16,994	98%	\$3,441	\$350
29	VUMM015298	2021	Volkswagen	Golf	48	Trade on New	No	\$ 20,800	\$ 20,800	97%	\$498	\$1,656
30	VUKM021467	2019	Volkswagen	GTI	25	Trade on Used	No	\$ 25,800	\$ 23,513	94%	\$3,221	\$2,968
31	VUKM168044	2019	Volkswagen	Jetta	98	Trade on New	No	\$ 18,500	\$ 18,500	89%	\$1,334	\$2,630
32	VUFGB45285	2015	Ford	Explorer	39	Trade on New	No	\$ 15,500	\$ 14,662	83%	\$2,373	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	28%
Total # Retail Units	46
Avg. Days to Sale	48.3
Avg. Advertised Price (Time of Sale)	\$ 24,506
Avg. Transaction Price	\$ 23,903
Avg. Market Price at 100%	\$ 25,748
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	93%
Avg. Transactional Discount	\$ 603
Avg. Front-End Gross	\$ 1,839
Avg. Finance Gross	\$ 2,495
PUVR	\$ 4,335
Total Gross (Units & PUVR)	\$ 199,388
GROI	135%
% with Trade	20%
Avg. Over/Under Allowance	(\$268)



Scoreboard

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Desk Manager	Totals	Bob Atwood	TOMMY SCALZO
% Retailed of Non-New Franchise	28%	#DIV/0!	39%
Total # Retail Units	46	0	18
Avg. Days to Sale	48.3	#DIV/0!	54.2
Avg. Advertised Price (Time of Sale)	\$ 24,506	#DIV/0!	\$ 26,054
Avg. Transaction Price	\$ 23,903	#DIV/0!	\$ 25,492
Avg. Market Price at 100%	\$ 25,748	#DIV/0!	\$ 27,975
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	93%
Avg. Transaction to Market	93%	#DIV/0!	91%
Avg. Transactional Discount	\$ 603	#DIV/0!	\$ 563
Avg. Front-End Gross	\$ 1,839	#DIV/0!	\$ 1,969
Avg. Finance Gross	\$ 2,495	#DIV/0!	\$ 2,374
PUVR	\$ 4,335	#DIV/0!	\$ 4,343
Total Gross (Units & PUVR)	\$ 199,388	#DIV/0!	\$ 78,180
GROI	135%	#DIV/0!	113%
% with Trade	20%	#DIV/0!	11%
Avg. Over/Under Allowance	-268	#DIV/0!	-268



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

RICHARD AQUINO	MIKE CHAVEZ		
12%	100%	#DIV/0!	#DIV/0!
25	3	0	0
45.0	40.7	#DIV/0!	#DIV/0!
\$ 24,316	\$ 16,797	#DIV/0!	#DIV/0!
\$ 23,617	\$ 16,747	#DIV/0!	#DIV/0!
\$ 25,250	\$ 17,279	#DIV/0!	#DIV/0!
96%	97%	#DIV/0!	#DIV/0!
94%	97%	#DIV/0!	#DIV/0!
\$ 699	\$ 50	#DIV/0!	#DIV/0!
\$ 1,684	\$ 2,348	#DIV/0!	#DIV/0!
\$ 2,577	\$ 2,542	#DIV/0!	#DIV/0!
\$ 4,262	\$ 4,890	#DIV/0!	#DIV/0!
\$ 106,538	\$ 14,670	#DIV/0!	#DIV/0!
144%	258%	#DIV/0!	#DIV/0!
24%	33%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	JEFF DE LEON	WENDY ESTRELLA
% Retailed of Non-New Franchise	28%	40%	17%
Total # Retail Units	46	5	6
Avg. Days to Sale	48.3	43.4	52.0
Avg. Advertised Price (Time of Sale)	\$ 24,506	\$ 25,697	\$ 24,117
Avg. Transaction Price	\$ 23,903	\$ 24,888	\$ 23,006
Avg. Market Price at 100%	\$ 25,748	\$ 26,346	\$ 25,242
Avg. Price to Market % (Time of Sale)	95%	98%	96%
Avg. Transaction to Market	93%	94%	91%
Avg. Transactional Discount	\$ 603	\$ 809	\$ 1,111
Avg. Front-End Gross	\$ 1,839	\$ 1,742	\$ 1,361
Avg. Finance Gross	\$ 2,495	\$ 3,271	\$ 1,424
PUVR	\$ 4,335	\$ 5,013	\$ 2,785
Total Gross (Units & PUVR)	\$ 199,388	\$ 25,066	\$ 16,711
GROI	135%	167%	84%
% with Trade	20%	0%	0%
Avg. Over/Under Allowance	-268	#DIV/0!	#DIV/0!



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CHARLES JONES	HUGH FRASER	JOSE MENDOZA	DEMARIE HEDGE
50%	0%	25%	40%
6	4	8	5
42.7	62.5	46.9	57.0
\$ 28,142	\$ 27,749	\$ 26,113	\$ 23,030
\$ 27,251	\$ 27,750	\$ 25,717	\$ 22,435
\$ 29,911	\$ 31,023	\$ 27,586	\$ 23,873
94%	89%	95%	96%
91%	89%	93%	94%
\$ 891	\$ (1)	\$ 395	\$ 595
\$ 1,405	\$ 1,338	\$ 2,001	\$ 947
\$ 2,748	\$ 3,037	\$ 2,057	\$ 3,170
\$ 4,153	\$ 4,376	\$ 4,058	\$ 4,117
\$ 24,918	\$ 17,503	\$ 32,461	\$ 20,585
129%	91%	121%	116%
17%	25%	38%	40%
#DIV/0!	#DIV/0!	-268	#DIV/0!

EMILIO ESPEJO	ILONKA HIDALGO	DREW BONET	MANUEL REYES
0%	0%	75%	0%
4	1	4	3
34.3	29.0	52.5	51.0
\$ 22,838	\$ 25,750	\$ 17,698	\$ 20,766
\$ 22,488	\$ 25,750	\$ 16,604	\$ 20,833
\$ 23,578	\$ 26,546	\$ 18,581	\$ 21,553
97%	97%	95%	96%
95%	97%	89%	97%
\$ 350	\$ -	\$ 1,094	\$ (67)
\$ 2,244	\$ 7,496	\$ 2,186	\$ 2,664
\$ 3,636	\$ -	\$ 1,740	\$ 2,478
\$ 5,879	\$ 7,496	\$ 3,926	\$ 5,142
\$ 23,518	\$ 7,496	\$ 15,704	\$ 15,426
275%	361%	162%	174%
50%	0%	0%	0%
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Scoreboard

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Finance Manager	Totals	RANDY FIGUER	NAEEM RANDAL
% Retailed of Non-New Franchise	28%	28%	26%
Total # Retail Units	46	25	19
Avg. Days to Sale	48.3	53.4	42.2
Avg. Advertised Price (Time of Sale)	\$ 24,506	\$ 24,467	\$ 25,284
Avg. Transaction Price	\$ 23,903	\$ 24,081	\$ 24,517
Avg. Market Price at 100%	\$ 25,748	\$ 25,816	\$ 26,446
Avg. Price to Market % (Time of Sale)	95%	95%	96%
Avg. Transaction to Market	93%	93%	93%
Avg. Transactional Discount	\$ 603	\$ 386	\$ 766
Avg. Front-End Gross	\$ 1,839	\$ 2,088	\$ 1,399
Avg. Finance Gross	\$ 2,495	\$ 2,222	\$ 3,099
PUVR	\$ 4,335	\$ 4,310	\$ 4,499
Total Gross (Units & PUVR)	\$ 199,388	\$ 107,749	\$ 85,474
GROI	135%	121%	157%
% with Trade	20%	0%	0%
Avg. Over/Under Allowance	-268	-268	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	46	7	39
Avg. Days to Sale	48.3	31.9	51.3
Avg. Advertised Price (Time of Sale)	\$ 24,506	\$ 26,329	\$ 23,607
Avg. Transaction Price	\$ 23,903	\$ 25,548	\$ 23,607
Avg. Market Price at 100%	\$ 25,748	\$ 26,850	\$ 25,607
Avg. Price to Market % (Time of Sale)	95%	98%	92%
Avg. Transaction to Market	93%	95%	92%
Avg. Transactional Discount	\$ 603	\$ 780	\$ 572
Avg. Front-End Gross	\$ 1,839	\$ 2,108	\$ 1,791
Avg. Finance Gross	\$ 2,495	\$ 3,187	\$ 2,371
PUVR	\$ 4,335	\$ 5,295	\$ 4,162
Total Gross (Units & PUVR)	\$ 199,388	\$ 37,067	\$ 162,321
GROI	135%	234%	124%
% with Trade	20%	57%	13%
Avg. Over/Under Allowance	-268	#DIV/0!	-268



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	46	33	13
Avg. Days to Sale	48.3	46.0	54.4
Avg. Advertised Price (Time of Sale)	\$ 24,506	\$ 25,045	\$ 22,499
Avg. Transaction Price	\$ 23,903	\$ 24,456	\$ 22,499
Avg. Market Price at 100%	\$ 25,748	\$ 26,132	\$ 24,943
Avg. Price to Market % (Time of Sale)	95%	96%	90%
Avg. Transaction to Market	93%	94%	90%
Avg. Transactional Discount	\$ 603	\$ 590	\$ 638
Avg. Front-End Gross	\$ 1,839	\$ 1,975	\$ 1,495
Avg. Finance Gross	\$ 2,495	\$ 2,530	\$ 2,407
PUVR	\$ 4,335	\$ 4,505	\$ 3,902
Total Gross (Units & PUVR)	\$ 199,388	\$ 148,660	\$ 50,727
GROI	135%	144%	115%
% with Trade	20%	24%	8%
Avg. Over/Under Allowance	-268	-268	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	46	19	8
% of Retail Units	100%	41%	17%
% Retailed of Non-New Franchise	28%	21%	63%
Avg. Days to Sale	48.3	50.1	55.9
Avg. Transaction Price	\$ 23,903	\$ 21,364	\$ 18,225
Avg. Transaction to Market %	93%	92%	91%
Avg. Transactional Discount	\$ 603	\$ 548	\$ 898
Avg. Front End Gross	\$ 1,839	\$ 1,270	\$ 1,949
Avg. Finance Gross	\$ 2,495	\$ 2,652	\$ 2,480
PUVR	\$ 4,335	\$ 3,922	\$ 4,429
Total Gross (Units & PUVR)	\$ 199,388	\$ 74,519	\$ 35,430
GROI	135%	132%	157%
% with Trade	20%	21%	0%
Avg. Over/Under Allowance	-268	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
13	2	3	0
28%	4%	7%	0%
8%	100%	0%	#DIV/0!
43.2	59.0	38.3	#DIV/0!
\$ 26,379	\$ 34,175	\$ 31,642	#DIV/0!
93%	94%	98%	#DIV/0!
\$ 567	\$ 325	\$ 274	#DIV/0!
\$ 3,094	\$ 580	\$ 606	#DIV/0!
\$ 2,145	\$ 2,644	\$ 3,248	#DIV/0!
\$ 5,239	\$ 3,224	\$ 3,853	#DIV/0!
\$ 68,104	\$ 6,448	\$ 11,559	#DIV/0!
166%	58%	114%	#DIV/0!
23%	50%	33%	#DIV/0!
#DIV/0!	#DIV/0!	-268	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	1
0%	0%	2%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	32.0
#DIV/0!	#DIV/0!	\$ 41,594
#DIV/0!	#DIV/0!	87%
#DIV/0!	#DIV/0!	\$ 1,306
#DIV/0!	#DIV/0!	\$ 1,690
#DIV/0!	#DIV/0!	\$ 1,638
#DIV/0!	#DIV/0!	\$ 3,328
#DIV/0!	#DIV/0!	\$ 3,328
#DIV/0!	#DIV/0!	90%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	46	15	12
% of Retail Units	100%	33%	26%
% Retailed of Non-New Franchise	28%	20%	33%
Avg. Days to Sale	48.3	26.1	38.1
Avg. Transaction Price	\$ 23,903	\$ 21,912	\$ 22,277
Avg. Transaction to Market %	93%	95%	93%
Avg. Transactional Discount	\$ 603	\$ 524	\$ 806
Avg. Front End Gross	\$ 1,839	\$ 2,558	\$ 2,123
Avg. Finance Gross	\$ 2,495	\$ 2,852	\$ 2,242
PUVR	\$ 4,335	\$ 5,410	\$ 4,365
Total Gross (Units & PUVR)	\$ 199,388	\$ 81,153	\$ 52,383
GROI	135%	340%	185%
% with Trade	20%	27%	25%
Avg. Over/Under Allowance	-268	-268	#DIV/0!



46-60 days	61-90 days	90+ days
7	7	5
15%	15%	11%
14%	57%	20%
48.0	75.6	102.0
\$ 27,699	\$ 29,660	\$ 20,400
95%	93%	83%
\$ 408	\$ 626	\$ 599
\$ 1,417	\$ 1,062	\$ 681
\$ 2,204	\$ 2,746	\$ 2,089
\$ 3,621	\$ 3,808	\$ 2,770
\$ 25,344	\$ 26,658	\$ 13,850
98%	61%	48%
29%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!