









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	K8463B	2019	Kia	RIO	16	Trade on Used	Yes	\$ 17,690	\$ 17,691	101%	\$1,754	\$1,739
2	K8566B	2017	Kia	SORENTO	12	Trade on Used	No	\$ 16,650	\$ 16,350	102%	\$1,054	\$2,233
3	K8553A	2017	Nissan	ARMADA	20	Trade on New	No	\$ 22,969	\$ 22,969	103%	\$2,118	\$2,806
4	K8446A	2018	Kia	SORENTO	30	Trade on New	No	\$ 18,590	\$ 18,590	100%	\$1,112	\$2,682
5	K8593A	2020	Kia	SORENTO	19	LBO Customer	Yes	\$ 25,176	\$ 25,176	99%	\$3,450	\$3,199
6	K8590A	2021	Honda	CIVIC	7	Trade on New	No	\$ 26,299	\$ 26,299	100%	\$2,019	\$0
7	K8616A	2017	Jeep	RENEGADE	15	Trade on New	No	\$ 18,421	\$ 18,421	110%	\$2,146	\$0
8	K8504A	2011	Lexus	RX 350	42	Trade on New	No	\$ 14,530	\$ 14,530	96%	\$2,300	\$0
9	K8410A	2009	Toyota	YARIS	44	Trade on New	No	\$ 9,123	\$ 9,011	110%	\$1,330	\$0
10	KP2082	2014	Kia	FORTE	20	Street/Curb Buy	No	\$ 12,795	\$ 12,795	107%	\$984	\$1,500
11	K8592A	2022	Kia	SOUL	17	Trade on New	Yes	\$ 21,790	\$ 21,609	100%	\$1,776	\$0
12	KP2086	2020	Chevrolet	MALIBU	29	Auction/Wholesale	No	\$ 24,288	\$ 24,288	109%	\$739	\$3,847
13	K8575A	2015	Mazda	CX-5	9	Trade on New	No	\$ 15,896	\$ 15,896	99%	\$2,447	\$2,048
14	K8594A	2021	Mazda	CX-5	21	Trade on New	No	\$ 31,922	\$ 31,922	100%	\$393	\$4,337
15	KP2081	2014	Honda	ODYSSEY	25	Street/Curb Buy	No	\$ 18,621	\$ 18,403	99%	\$1,510	\$0
16	K8541A	2020	Ford	EDGE	42	Trade on New	No	\$ 28,609	\$ 28,032	102%	\$2,300	\$1,221
17	K8567B	2018	Kia	SOUL	25	Trade on Used	Yes	\$ 17,225	\$ 17,225	105%	\$1,514	\$0
18	KP2084	2016	Ford	EXPLORER	9	Street/Curb Buy	No	\$ 20,573	\$ 20,573	102%	\$2,135	\$1,606
19	K8624A	2018	Ford	FIESTA	28	Trade on Used	No	\$ 15,033	\$ 14,600	102%	\$1,907	\$1,107
20	k8669b	2018	Honda	pilot	16	Trade on New	No	\$ 28,286	\$ 28,275	100%	\$3,557	
21	K8612A	2017	Mitsubishi	OUTLANDER	7	Trade on New	No	\$ 17,549	\$ 17,049	94%	\$1,612	\$1,723
22	K8612B	2013	Chevrolet	SONIC	2	Trade on Used	No	\$ 8,799	\$ 8,570	103%	\$1,953	\$1,170
23	K8461B	2020	Hyundai	TUCSON	67	Trade on Used	No	\$ 27,531	\$ 27,531	94%	\$2,046	\$2,785
24	K8672A	2020	Kia	SPORTAGE	14	Trade on New	No	\$ 21,505	\$ 21,505	98%	\$2,247	\$1,682
25	kp2092	2011	Mitsubishi	outlander	33	Street/Curb Buy	No	\$ 13,580	\$ 13,580	101%	\$1,056	
26	K8630A	2017	Hyundai	SONATA	14	Trade on New	No	\$ 16,791	\$ 16,971	101%	\$1,589	\$0



## Scoreboard Totals

% Retailed of Non-Franchise Make	52%
Total # Retail Units	46
Avg. Days to Sale	26.7
Avg. Advertised Price (Time of Sale)	\$ 21,795
Avg. Transaction Price	\$ 21,671
Avg. Market Price at 100%	\$ 21,455
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ 124
Avg. Front-End Gross	\$ 1,717
Avg. Finance Gross	\$ 2,179
PUVR	\$ 3,706
Total Gross (Units & PUVR)	\$ 170,483
GROI	231%
% with Trade	26%
Avg. Over/Under Allowance	\$444



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	chris harris
% Retailed of Non-New Franchise	52%	#DIV/0!	60%
Total # Retail Units	46	0	25
Avg. Days to Sale	26.7	#DIV/0!	25.1
Avg. Advertised Price (Time of Sale)	\$ 21,795	#DIV/0!	\$ 20,988
Avg. Transaction Price	\$ 21,671	#DIV/0!	\$ 20,850
Avg. Market Price at 100%	\$ 21,455	#DIV/0!	\$ 20,810
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	101%
Avg. Transaction to Market	101%	#DIV/0!	100%
Avg. Transactional Discount	\$ 124	#DIV/0!	\$ 138
Avg. Front-End Gross	\$ 1,717	#DIV/0!	\$ 1,749
Avg. Finance Gross	\$ 2,179	#DIV/0!	\$ 2,014
PUVR	\$ 3,706	#DIV/0!	\$ 3,764
Total Gross (Units & PUVR)	\$ 170,483	#DIV/0!	\$ 94,088
GROI	231%	#DIV/0!	259%
% with Trade	26%	#DIV/0!	28%
Avg. Over/Under Allowance	444	#DIV/0!	258



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

BILL DAMATO			
43%	#DIV/0!	#DIV/0!	#DIV/0!
21	0	0	0
28.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,756	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,647	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,495	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 109	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,678	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,421	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,638	#DIV/0!	#DIV/0!	#DIV/0!
\$ 76,395	#DIV/0!	#DIV/0!	#DIV/0!
203%	#DIV/0!	#DIV/0!	#DIV/0!
24%	#DIV/0!	#DIV/0!	#DIV/0!
1,000	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	rod boothes	GREG JONES
% Retailed of Non-New Franchise	52%	56%	29%
Total # Retail Units	46	9	7
Avg. Days to Sale	26.7	16.2	36.0
Avg. Advertised Price (Time of Sale)	\$ 21,795	\$ 20,467	\$ 27,333
Avg. Transaction Price	\$ 21,671	\$ 20,246	\$ 27,200
Avg. Market Price at 100%	\$ 21,455	\$ 19,679	\$ 26,892
Avg. Price to Market % (Time of Sale)	102%	104%	102%
Avg. Transaction to Market	101%	103%	101%
Avg. Transactional Discount	\$ 124	\$ 221	\$ 133
Avg. Front-End Gross	\$ 1,717	\$ 1,734	\$ 1,926
Avg. Finance Gross	\$ 2,179	\$ 1,896	\$ 2,841
PUVR	\$ 3,706	\$ 3,420	\$ 4,767
Total Gross (Units & PUVR)	\$ 170,483	\$ 30,778	\$ 33,372
GROI	231%	375%	175%
% with Trade	26%	22%	43%
Avg. Over/Under Allowance	444	375	-100



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

LOGAN HODNET	JORDAN FLOYD	STEWART ALLEN	MARC LAMBERT
75%	25%	86%	67%
4	4	7	3
28.0	27.5	26.6	22.7
\$ 23,950	\$ 19,741	\$ 21,853	\$ 15,006
\$ 23,806	\$ 19,741	\$ 21,776	\$ 14,746
\$ 23,523	\$ 19,584	\$ 22,279	\$ 15,267
102%	101%	98%	98%
101%	101%	98%	97%
\$ 144	\$ -	\$ 77	\$ 261
\$ 2,317	\$ 938	\$ 1,822	\$ 2,187
\$ 2,414	\$ 2,668	\$ 2,003	\$ 858
\$ 4,731	\$ 2,939	\$ 3,538	\$ 3,046
\$ 18,924	\$ 11,757	\$ 24,769	\$ 9,137
256%	195%	220%	328%
25%	25%	43%	0%
1,000	#DIV/0!	667	#DIV/0!

JOHNATHAN WEBER	ROHAAN ARORA	JOESPH CELLI	
40%	100%	33%	#DIV/0!
5	1	6	0
34.8	7.0	28.5	#DIV/0!
\$ 23,066	\$ 26,299	\$ 18,776	#DIV/0!
\$ 23,019	\$ 26,299	\$ 18,666	#DIV/0!
\$ 23,368	\$ 26,299	\$ 18,327	#DIV/0!
99%	100%	102%	#DIV/0!
99%	100%	102%	#DIV/0!
\$ 48	\$ -	\$ 110	#DIV/0!
\$ 1,705	\$ 2,019	\$ 1,166	#DIV/0!
\$ 3,237	\$ -	\$ 1,603	#DIV/0!
\$ 4,942	\$ 2,019	\$ 2,503	#DIV/0!
\$ 24,710	\$ 2,019	\$ 15,016	#DIV/0!
222%	395%	169%	#DIV/0!
20%	0%	17%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!



























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	kim garner	MUSTAPHA STE
% Retailed of Non-New Franchise	52%	45%	67%
Total # Retail Units	46	31	15
Avg. Days to Sale	26.7	30.4	18.9
Avg. Advertised Price (Time of Sale)	\$ 21,795	\$ 21,247	\$ 22,927
Avg. Transaction Price	\$ 21,671	\$ 21,112	\$ 22,826
Avg. Market Price at 100%	\$ 21,455	\$ 21,152	\$ 22,462
Avg. Price to Market % (Time of Sale)	102%	100%	102%
Avg. Transaction to Market	101%	100%	102%
Avg. Transactional Discount	\$ 124	\$ 135	\$ 101
Avg. Front-End Gross	\$ 1,717	\$ 1,539	\$ 2,084
Avg. Finance Gross	\$ 2,179	\$ 2,165	\$ 2,209
PUVR	\$ 3,706	\$ 3,565	\$ 3,998
Total Gross (Units & PUVR)	\$ 170,483	\$ 110,508	\$ 59,975
GROI	231%	200%	334%
% with Trade	26%	0%	0%
Avg. Over/Under Allowance	444	438	450







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	46	16	30
Avg. Days to Sale	26.7	30.4	24.6
Avg. Advertised Price (Time of Sale)	\$ 21,795	\$ 26,311	\$ 19,293
Avg. Transaction Price	\$ 21,671	\$ 26,129	\$ 19,293
Avg. Market Price at 100%	\$ 21,455	\$ 26,073	\$ 19,182
Avg. Price to Market % (Time of Sale)	102%	101%	101%
Avg. Transaction to Market	101%	100%	101%
Avg. Transactional Discount	\$ 124	\$ 182	\$ 94
Avg. Front-End Gross	\$ 1,717	\$ 1,660	\$ 1,747
Avg. Finance Gross	\$ 2,179	\$ 3,088	\$ 1,674
PUVR	\$ 3,706	\$ 4,555	\$ 3,253
Total Gross (Units & PUVR)	\$ 170,483	\$ 72,881	\$ 97,602
GROI	231%	206%	246%
% with Trade	26%	25%	27%
Avg. Over/Under Allowance	444	1,000	364



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	46	22	24
Avg. Days to Sale	26.7	26.7	26.6
Avg. Advertised Price (Time of Sale)	\$ 21,795	\$ 23,678	\$ 19,964
Avg. Transaction Price	\$ 21,671	\$ 23,533	\$ 19,964
Avg. Market Price at 100%	\$ 21,455	\$ 23,428	\$ 19,885
Avg. Price to Market % (Time of Sale)	102%	101%	100%
Avg. Transaction to Market	101%	100%	100%
Avg. Transactional Discount	\$ 124	\$ 146	\$ 105
Avg. Front-End Gross	\$ 1,717	\$ 1,790	\$ 1,649
Avg. Finance Gross	\$ 2,179	\$ 2,804	\$ 1,554
PUVR	\$ 3,706	\$ 4,467	\$ 3,009
Total Gross (Units & PUVR)	\$ 170,483	\$ 98,269	\$ 72,214
GROI	231%	256%	204%
% with Trade	26%	23%	29%
Avg. Over/Under Allowance	444	1,000	364



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	46	27	8
% of Retail Units	100%	59%	17%
% Retailed of Non-New Franchise	52%	52%	50%
Avg. Days to Sale	26.7	26.2	24.6
Avg. Transaction Price	\$ 21,671	\$ 21,795	\$ 17,121
Avg. Transaction to Market %	101%	101%	101%
Avg. Transactional Discount	\$ 124	\$ 101	\$ 120
Avg. Front End Gross	\$ 1,717	\$ 1,942	\$ 1,655
Avg. Finance Gross	\$ 2,179	\$ 2,070	\$ 1,895
PUVR	\$ 3,706	\$ 3,782	\$ 3,550
Total Gross (Units & PUVR)	\$ 170,483	\$ 102,114	\$ 28,398
GROI	231%	239%	303%
% with Trade	26%	30%	25%
Avg. Over/Under Allowance	444	750	-100



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	5	0	1
11%	11%	0%	2%
80%	40%	#DIV/0!	0%
24.6	36.0	#DIV/0!	19.0
\$ 18,270	\$ 30,978	#DIV/0!	\$ 25,176
102%	100%	#DIV/0!	99%
\$ 93	\$ 314	#DIV/0!	\$ -
\$ 1,286	\$ 681	#DIV/0!	\$ 3,450
\$ 1,375	\$ 3,598	#DIV/0!	\$ 3,199
\$ 2,386	\$ 4,278	#DIV/0!	\$ 6,649
\$ 11,930	\$ 21,391	#DIV/0!	\$ 6,649
191%	138%	#DIV/0!	500%
20%	20%	#DIV/0!	0%
0	#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	46	31	10
% of Retail Units	100%	67%	22%
% Retailed of Non-New Franchise	52%	48%	70%
Avg. Days to Sale	26.7	14.7	37.8
Avg. Transaction Price	\$ 21,671	\$ 19,671	\$ 22,861
Avg. Transaction to Market %	101%	101%	101%
Avg. Transactional Discount	\$ 124	\$ 152	\$ 94
Avg. Front End Gross	\$ 1,717	\$ 2,004	\$ 1,375
Avg. Finance Gross	\$ 2,179	\$ 2,001	\$ 2,008
PUVR	\$ 3,706	\$ 4,004	\$ 3,383
Total Gross (Units & PUVR)	\$ 170,483	\$ 124,139	\$ 33,827
GROI	231%	499%	141%
% with Trade	26%	26%	40%
Avg. Over/Under Allowance	444	310	667



46-60 days	61-90 days	90+ days
1	3	1
2%	7%	2%
0%	67%	0%
49.0	71.7	129.0
\$ 20,522	\$ 29,159	\$ 50,446
99%	96%	97%
\$ -	\$ (139)	\$ 500
\$ 569	\$ 591	\$ 750
\$ 3,391	\$ 3,332	\$ 4,046
\$ 3,960	\$ 3,923	\$ 4,796
\$ 3,960	\$ 11,770	\$ 4,796
142%	68%	27%
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!