

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	326MKU	2020	Hyundai	ACCENT	26	Rental Fleet (Enterprise, etc.)	No	\$ 24,799	\$ 24,799	109%	\$2,763	\$4,424
2	324MKU	2020	Chevrolet	EQUINOX	33	Auction/Wholesale	No	\$ 31,400	\$ 31,400	114%	\$5,666	\$2,716
3	330MKU	2017	INFINITI	Q50	22	Auction/Wholesale	No	\$ 25,984	\$ 22,549	95%	\$300	\$2,721
4	322MKU	2019	MAZDA	MAZDA3 SPORT	31	Auction/Wholesale	No	\$ 28,999	\$ 28,999	115%	\$4,839	\$4,374
5	329MKU	2021	KIA	SOUL	43	Auction/Wholesale	No	\$ 29,700	\$ 29,700	108%	\$4,969	\$2,938
6	319MKU	2019	INFINITI	Q50	31	Auction/Wholesale	No	\$ 32,999	\$ 32,999	105%	\$5,761	\$1,320
7	320MKU	2018	BMW	X1	48	Auction/Wholesale	No	\$ 29,499	\$ 29,499	105%	\$5,962	\$600
8	634MKNA	2013	KIA	RIO	20	Trade on Used	No	\$ 8,850	\$ 8,850	100%	\$2,310	\$1,995
9	310MKU	2022	KIA	FORTE	9	Rental Fleet (Enterprise, etc.)	No	\$ 24,100	\$ 24,100	93%	\$1,289	\$1,955
10	276MKU	2018	FORD	ECOSPORT	88	Auction/Wholesale	No	\$ 26,799	\$ 26,799	117%	\$4,635	\$600
11	318MKU	2022	KIA	SELTOS	105	Loaner	No	\$ 31,350	\$ 31,350	94%	\$436	\$4,825
12	317MKU	2022	KIA	FORTE	5	Rental Fleet (Enterprise, etc.)	No	\$ 25,799	\$ 25,799	100%	\$2,858	\$1,778
13	302MKUA	2018	NISSAN	SENTRA	10	Trade on Used	No	\$ 20,599	\$ 20,599	110%	\$2,667	\$2,166
14	309MKU	2019	Toyota	Corolla	10	LBO Customer	No	\$ 24,590	\$ 24,590	103%	\$1,824	\$3,636
15	629MKNA	2020	KIA	SPORTAGE	9	Trade on New	Yes	\$ 33,999	\$ 33,999	117%	\$6,317	\$4,660
16	308MKU	2019	KIA	OPTIMA	3	LBO Customer	No	LEASE BUYOUT	Customer Purchase own car		\$500	\$2,070
17	298MKU	2019	NISSAN	MURANO	22	LBO Customer	No	\$ 31,800	\$ 31,800	103%	\$4,103	\$600
18	339MKU	2018	HYUNDAI	ELANTRA	112	Trade on Used	No	\$ 20,660	\$ 20,660	115%	\$2,092	\$3,869
19	343MKU	2019	KIA	SORENTO	5	Auction/Wholesale	No	\$ 26,999	\$ 26,999	100%	\$3,472	\$3,119
20	342MKU	2019	NISSAN	SENTRA	1	Auction/Wholesale	No	\$ 24,999	\$ 24,999	110%	\$3,140	\$3,515
21	341MKU	2018	NISSAN	SENTRA	17	Auction/Wholesale	No	\$ 22,599	\$ 22,599	127%	\$3,748	\$2,720
22	759MKNA	2022	HONDA	CIVIC SEDAN	8	Trade on New	No	\$ 33,695	\$ 33,695	100%	\$6,088	\$5,370
23	771MKNA	2020	KIA	FORTE	5	Trade on Used	Yes	\$ 22,599	\$ 22,599	115%	\$2,798	\$3,558
24	317MKUA	2020	DODGE	GRAND CARAVAN	33	Trade on Used	No	\$ 31,999	\$ 31,999	103%	\$4,642	\$1,920
25	771MKNA	2023	KIA	FORTE	1	Trade on New	Yes	\$ 28,999	\$ 28,999	97%	\$6,353	\$3,324
26	316MKU	2019	MITSUBISHI	ECLIPSE CROSS	73	Auction/Wholesale	No	\$ 27,999	\$ 27,999	118%	\$2,654	\$5,724
27	337MKU	2022	KIA	FORTE	6	Rental Fleet (Enterprise, etc.)	Yes	\$ 26,990	\$ 26,990	112%	\$3,869	\$3,151
28	749MKNA	2016	KIA	FORTE	10	Trade on New	No	\$ 14,999	\$ 14,999	106%	\$821	\$2,320
29	338MKU	2018	Nissan	Sentra	62	Trade on Used	No	\$ 22,750	\$ 22,750	121%	\$3,834	\$525
30	321MKU	2016	KIA	FORTE KOUP	90	Auction/Wholesale	No	\$ 24,999	\$ 24,999	176%	\$6,452	\$2,100
31	515MKNA	2008	KIA	SEDONA	89	Trade on New	No	\$ 1,500	\$ 1,500	0%	\$1,245	\$0
32	528MKNA	2012	HYUNDAI	SANTA FE	56	Trade on New	No	\$ 1,478	\$ 1,478	0%	\$1,222	\$0
33	142MKUA	2004	BUICK	VERANO	39	Trade on Used	No	\$ 850	\$ 850	0%	\$595	\$0
34	178MKUA	2008	Pontiac	Wave	181	Trade on New	No	\$ 800	\$ 800	0%	\$545	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	63%
Total # Retail Units	40
Avg. Days to Sale	35.7
Avg. Advertised Price (Time of Sale)	\$ 22,098
Avg. Transaction Price	\$ 22,010
Avg. Market Price at 100%	\$ 23,573
Avg. Price to Market % (Time of Sale)	94%
Avg. Transaction to Market	93%
Avg. Transactional Discount	#VALUE!
Avg. Front-End Gross	\$ 3,197
Avg. Finance Gross	\$ 2,338
PUVR	\$ 5,536
Total Gross (Units & PUVR)	\$ 221,425
GROI	253%
% with Trade	3%
Avg. Over/Under Allowance	\$0



Scoreboard

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Desk Manager	Totals	Bob Atwood	Ishtiaq Alam
% Retailed of Non-New Franchise	63%	#DIV/0!	71%
Total # Retail Units	40	0	7
Avg. Days to Sale	35.7	#DIV/0!	59.4
Avg. Advertised Price (Time of Sale)	\$ 22,098	#DIV/0!	\$ 1,030
Avg. Transaction Price	\$ 22,010	#DIV/0!	\$ 1,030
Avg. Market Price at 100%	\$ 23,573	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#VALUE!
Avg. Front-End Gross	\$ 3,197	#DIV/0!	\$ 735
Avg. Finance Gross	\$ 2,338	#DIV/0!	\$ 296
PUVR	\$ 5,536	#DIV/0!	\$ 1,031
Total Gross (Units & PUVR)	\$ 221,425	#DIV/0!	\$ 7,217
GROI	253%	#DIV/0!	607%
% with Trade	3%	#DIV/0!	0%
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



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

Faizan Malik			
61%	#DIV/0!	#DIV/0!	#DIV/0!
33	0	0	0
30.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,929	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,825	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,808	#DIV/0!	#DIV/0!	#DIV/0!
109%	#DIV/0!	#DIV/0!	#DIV/0!
108%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 104	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,719	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,772	#DIV/0!	#DIV/0!	#DIV/0!
\$ 6,491	#DIV/0!	#DIV/0!	#DIV/0!
\$ 214,208	#DIV/0!	#DIV/0!	#DIV/0!
295%	#DIV/0!	#DIV/0!	#DIV/0!
3%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Mike Lucki	Imtiaz Mahmud
% Retailed of Non-New Franchise	63%	#DIV/0!	57%
Total # Retail Units	40	0	7
Avg. Days to Sale	35.7	#DIV/0!	13.3
Avg. Advertised Price (Time of Sale)	\$ 22,098	#DIV/0!	\$ 25,485
Avg. Transaction Price	\$ 22,010	#DIV/0!	\$ 25,485
Avg. Market Price at 100%	\$ 23,573	#DIV/0!	\$ 23,982
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	106%
Avg. Transaction to Market	93%	#DIV/0!	106%
Avg. Transactional Discount	#VALUE!	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 3,197	#DIV/0!	\$ 3,793
Avg. Finance Gross	\$ 2,338	#DIV/0!	\$ 2,854
PUVR	\$ 5,536	#DIV/0!	\$ 6,647
Total Gross (Units & PUVR)	\$ 221,425	#DIV/0!	\$ 46,532
GROI	253%	#DIV/0!	707%
% with Trade	3%	#DIV/0!	14%
Avg. Over/Under Allowance	0	#DIV/0!	0



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Shaffat Khan	Hamza Sharifi	Tahir Shaikh	Hamza Sharifi
29%	83%	0%	83%
7	6	1	6
36.7	41.3	3.0	41.3
\$ 24,328	\$ 26,424	#DIV/0!	\$ 26,424
\$ 24,328	\$ 26,424	#DIV/0!	\$ 26,424
\$ 24,105	\$ 23,613	#VALUE!	\$ 23,613
101%	112%	#DIV/0!	112%
101%	112%	#DIV/0!	112%
\$ -	\$ -	#VALUE!	\$ -
\$ 2,841	\$ 3,665	\$ 500	\$ 3,665
\$ 2,176	\$ 4,426	\$ 2,070	\$ 4,426
\$ 5,018	\$ 8,091	\$ 2,570	\$ 8,091
\$ 35,123	\$ 48,543	\$ 2,570	\$ 48,543
202%	267%	#DIV/0!	267%
0%	0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Mandeep Ari	Mithun Barua		
60%	0%	#DIV/0!	#DIV/0!
5	1	0	0
40.6	5.0	#DIV/0!	#DIV/0!
\$ 25,649	\$ 26,999	#DIV/0!	#DIV/0!
\$ 25,649	\$ 26,999	#DIV/0!	#DIV/0!
\$ 21,126	\$ 26,999	#DIV/0!	#DIV/0!
121%	100%	#DIV/0!	#DIV/0!
121%	100%	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 4,208	\$ 3,472	#DIV/0!	#DIV/0!
\$ 1,553	\$ 3,119	#DIV/0!	#DIV/0!
\$ 5,761	\$ 6,591	#DIV/0!	#DIV/0!
\$ 28,807	\$ 6,591	#DIV/0!	#DIV/0!
199%	1758%	#DIV/0!	#DIV/0!
0%	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	Walker Strong	
% Retailed of Non-New Franchise	63%	#DIV/0!	#DIV/0!
Total # Retail Units	40	0	0
Avg. Days to Sale	35.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,098	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,010	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,573	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,197	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,338	#DIV/0!	#DIV/0!
PUVR	\$ 5,536	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 221,425	#DIV/0!	#DIV/0!
GROI	253%	#DIV/0!	#DIV/0!
% with Trade	3%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	40	5	35
Avg. Days to Sale	35.7	4.4	40.2
Avg. Advertised Price (Time of Sale)	\$ 22,098	\$ 27,697	\$ 21,174
Avg. Transaction Price	\$ 22,010	\$ 27,697	\$ 21,174
Avg. Market Price at 100%	\$ 23,573	\$ 25,293	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	110%	#DIV/0!
Avg. Transaction to Market	93%	110%	#DIV/0!
Avg. Transactional Discount	#VALUE!	\$ -	#VALUE!
Avg. Front-End Gross	\$ 3,197	\$ 4,341	\$ 3,034
Avg. Finance Gross	\$ 2,338	\$ 3,039	\$ 2,238
PUVR	\$ 5,536	\$ 7,379	\$ 5,272
Total Gross (Units & PUVR)	\$ 221,425	\$ 36,896	\$ 184,529
GROI	253%	2180%	223%
% with Trade	3%	0%	3%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	40	15	25
Avg. Days to Sale	35.7	26.7	41.1
Avg. Advertised Price (Time of Sale)	\$ 22,098	\$ 23,342	\$ 21,264
Avg. Transaction Price	\$ 22,010	\$ 23,342	\$ 21,264
Avg. Market Price at 100%	\$ 23,573	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ 137
Avg. Front-End Gross	\$ 3,197	\$ 3,070	\$ 3,273
Avg. Finance Gross	\$ 2,338	\$ 2,553	\$ 2,210
PUVR	\$ 5,536	\$ 5,623	\$ 5,483
Total Gross (Units & PUVR)	\$ 221,425	\$ 84,348	\$ 137,077
GROI	253%	324%	226%
% with Trade	3%	7%	0%
Avg. Over/Under Allowance	0	0	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	40	10	9
% of Retail Units	100%	25%	23%
% Retailed of Non-New Franchise	63%	60%	67%
Avg. Days to Sale	35.7	45.3	32.2
Avg. Transaction Price	\$ 22,010	\$ 16,411	\$ 17,234
Avg. Transaction to Market %	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	\$ -	\$ -
Avg. Front End Gross	\$ 3,197	\$ 3,425	\$ 2,439
Avg. Finance Gross	\$ 2,338	\$ 2,005	\$ 1,615
PUVR	\$ 5,536	\$ 5,430	\$ 4,054
Total Gross (Units & PUVR)	\$ 221,425	\$ 54,304	\$ 36,482
GROI	253%	263%	263%
% with Trade	3%	0%	0%
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	13	1	3
0%	33%	3%	8%
#DIV/0!	77%	0%	67%
#DIV/0!	38.5	105.0	11.7
#DIV/0!	\$ 26,903	\$ 31,350	\$ 28,195
#DIV/0!	115%	94%	#VALUE!
#DIV/0!	\$ 264	\$ -	#VALUE!
#DIV/0!	\$ 4,157	\$ 436	\$ 2,142
#DIV/0!	\$ 2,809	\$ 4,825	\$ 2,102
#DIV/0!	\$ 6,966	\$ 5,261	\$ 4,244
#DIV/0!	\$ 90,558	\$ 5,261	\$ 12,733
#DIV/0!	242%	58%	465%
#DIV/0!	0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	4	0
0%	10%	0%
#DIV/0!	25%	#DIV/0!
#DIV/0!	11.5	#DIV/0!
#DIV/0!	\$ 25,422	#DIV/0!
#DIV/0!	104%	#DIV/0!
#DIV/0!	\$ -	#DIV/0!
#DIV/0!	\$ 2,695	#DIV/0!
#DIV/0!	\$ 2,827	#DIV/0!
#DIV/0!	\$ 5,522	#DIV/0!
#DIV/0!	\$ 22,087	#DIV/0!
#DIV/0!	680%	#DIV/0!
#DIV/0!	25%	#DIV/0!
#DIV/0!	0	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	40	22	8
% of Retail Units	100%	55%	20%
% Retailed of Non-New Franchise	63%	50%	88%
Avg. Days to Sale	35.7	10.8	36.0
Avg. Transaction Price	\$ 22,010	\$ 23,331	\$ 22,575
Avg. Transaction to Market %	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ -
Avg. Front End Gross	\$ 3,197	\$ 3,131	\$ 3,742
Avg. Finance Gross	\$ 2,338	\$ 2,687	\$ 2,024
PUVR	\$ 5,536	\$ 5,817	\$ 5,766
Total Gross (Units & PUVR)	\$ 221,425	\$ 127,977	\$ 46,128
GROI	253%	833%	255%
% with Trade	3%	5%	0%
Avg. Over/Under Allowance	0	0	#DIV/0!



46-60 days	61-90 days	90+ days
2	5	3
5%	13%	8%
100%	60%	67%
52.0	80.4	132.7
\$ 15,488	\$ 20,809	\$ 17,603
#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ -	\$ -
\$ 3,592	\$ 3,764	\$ 1,024
\$ 300	\$ 1,790	\$ 2,898
\$ 3,892	\$ 5,554	\$ 3,922
\$ 7,784	\$ 27,769	\$ 11,767
174%	120%	60%
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!