









Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	XH10381	2017	Honda	Ridgeline	15	Other	No	\$ 28,198	\$ 28,198	108%	\$5,888	\$5,024
2	HD7487A	2015	Honda	Civic	43	Trade on New	No	\$ 13,695	\$ 13,695	91%	\$385	\$3,700
3	HD7507B	2012	Honda	Pilot	8	Trade on Used	No	\$ 18,434	\$ 18,434	100%	\$5,684	\$3,807
4	HD7292A	2022	Honda	Civic	41	Trade on New	Yes	\$ 26,995	\$ 26,695	101%	(\$1,763)	\$0
5	XH10372A	2008	Volkswagen	New Beetle	7	Other	No	\$ 9,995	\$ 9,998	100%	\$2,926	\$0
6	HD7542A	2021	Honda	Pilot	20	Trade on New	No	\$ 33,311	\$ 31,902	103%	\$0	\$566
7	HD7522A	2020	Honda	Civic	27	Trade on New	No	\$ 26,854	\$ 26,585	99%	\$382	\$3,628
8	XH10385	2015	Hyundai	Elantra	35	Other	No	\$ -	\$ 15,500	100%	\$1,585	\$4,558
9	XH10278C	2020	Hyundai	Elantra	15	Other	No	\$ 19,592	\$ 19,592	102%	\$2,167	\$3,716
10	IH10375	2021	Honda	Crv	7	Street/Curb Buy	No	\$ 36,778	\$ 36,778	99%	\$514	\$0
11	XH10355A	2017	Honda	Civic	18	Other	No	\$ 19,033	\$ 19,033	105%	\$1,794	\$5,956
12	XH10386	2017	Honda	accord	50	Other	No	\$ 12,923	\$ 12,923	75%	\$0	\$0
13	XH10372B	2017	Buick	Regal	4	Other	No	\$ 21,988	\$ 21,390	100%	\$1,918	\$3,048
14	XH10382	2012	Toyota	camry	5	Other	No	\$ 12,998	\$ 12,000	111%	\$1,186	\$319
15	XH10384	2014	Volkswagen	Passat	2	Other	No	\$ 15,473	\$ 13,989	105%	\$1,712	\$2,632
16	HD7500A	2013	Honda	accord	53	Trade on New	No	\$ 15,244	\$ 15,244	94%	(\$1,967)	\$345
17	XH10387	2017	Volkswagen	Golf	28	Other	No	\$ 19,725	\$ 18,017	117%	\$301	\$209
18	XH10388	2015	Honda	Civic	7	Other	No	\$ 16,999	\$ 15,964	100%	\$2,015	\$1,274
19	XH10389	2018	Toyota	CHR	29	Other	No	\$ 23,769	\$ 23,769	102%	\$2,141	\$1,353
20	xh10390	2020	Toyota	TUNDRA	5	Other	No	\$ 38,598	\$ 36,598	95%	\$2,439	\$464
21	HD7499A	2019	Honda	Civic	48	Trade on New	No	\$ 23,808	\$ 23,805	100%	(\$3,158)	\$5,795
22	IH10338	2017	Honda	Civic	30	Street/Curb Buy	No	\$ 20,438	\$ 19,840	102%	\$2,156	\$126
23	IH10330	2020	Honda	Pilot	33	Street/Curb Buy	No	\$ 35,249	\$ 35,249	98%	\$1,686	\$5,440
24	XH10393	2014	Hyundai	SONATA	6	Other	No	\$ 15,997	\$ 15,399	114%	\$835	\$126
25	XH10378A	2018	Toyota	SIENNA	10	Other	No	\$ 36,201	\$ 36,201	105%	\$4,256	\$3,922
26	xh10395	1999	Ford	RANGER	20	Other	No	\$ 7,724	\$ 7,724	116%	\$2,562	\$0
27	HD7406A	2020	Honda	Civic	22	Trade on New	No	\$ 25,868	\$ 25,868	104%	\$2,898	\$4,371
28	LH10358	2022	Honda	Crv	24	LBO Customer	No	\$ 32,577	\$ 31,827	98%	\$1,119	\$0
29	XH10391	2017	Buick	ENVISION	70	Other	No	\$ 18,781	\$ 18,858	89%	\$1,998	\$411

30	HD7585A	2014	Honda	ODYSSEY	15	Trade on New	No	\$	19,909	\$	19,909	111%	\$2,450	\$119
31	XH10400	2022	Honda	HRV	19	Other	No	\$	28,998	\$	28,998	100%	\$2,555	\$26
32	HD7454A	2022	Honda	Crv	16	Trade on New	No	\$	34,659	\$	34,659	102%	\$1,490	\$6,448
33	PH10318	2019	Honda	Civic	45	Street/Curb Buy	No	\$	23,796	\$	23,796	97%	(\$2,658)	\$7,303
34	HD7609F	2019	Subaru	CROSSTREK	20	Trade on Used	No	\$	28,985	\$	28,985	100%	\$2,370	\$2,474
35	XH10404	2017	Subaru	OUTBACK	20	Other	No	\$	26,767	\$	26,767	100%	(\$2,137)	\$1,433
36	XH10405	2010	Honda	Civic	12	Other	No	\$	10,997	\$	9,497	108%	\$3,187	\$1,915
37	IH10371	2016	Honda	CRV	18	Street/Curb Buy	No	\$	24,261	\$	24,261	105%	\$2,172	\$750
38	HD7597A	2020	Subaru	OUTBACK	29	Trade on New	No	\$	28,312	\$	28,312	97%	\$2,348	\$7,507
39	XH10406	2013	Cadillac	ESCALADE	23	Other	No	\$	21,123	\$	21,123	92%	\$937	\$1,941
40	LH10407	2020	Honda	CRV	1	LBO Customer	No	\$	2,954	\$	22,954	100%	\$1,898	\$3,556
41	LH10408	2020	Honda	Civic	1	LBO Customer	No	\$	15,492	\$	15,492	100%	(\$443)	\$2,068
42	HD7579A	2018	Honda	Civic	28	Trade on New	No	\$	27,665	\$	27,665	104%	(\$735)	\$3,212
43	XH10409	2012	Honda	ODYSSEY	13	Other	No	\$	17,738	\$	15,989	92%	\$567	\$0
44	XH10393A	2020	Honda	Civic	9	Other	No	\$	32,995	\$	32,995	100%	\$4,050	\$400
45	XH10278D	2016	Honda	FIT	14	Other	No	\$	14,818	\$	13,240	105%	(\$28)	\$0
46	IH10392	2023	Honda	Civic	12	Street/Curb Buy	No	\$	34,976	\$	34,976	99%	\$6,156	\$2,929
47	HD7655A	2013	Honda	CRV	8	Trade on New	No	\$	16,600	\$	16,600	113%	\$3,740	\$595
48	XH10410	2005	Toyota	CAMRY	21	Other	No	\$	7,097	\$	6,920	106%	\$1,836	\$0
49	XH10381A	2018	Honda	CRV	19	Other	No	\$	24,479	\$	24,479	101%	(\$398)	\$3,698
50	XH10411	2018	Toyota	4RUNNER	42	Other	No	\$	32,895	\$	32,895	97%	\$4,244	\$6,182
51	HD7507C	2015	Honda	Civic	19	Trade on Used	No	\$	17,338	\$	15,580	107%	\$1,290	\$3,295
52	XH10412	2018	Honda	accord	22	Other	No	\$	23,958	\$	23,958	102%	\$2,494	\$319
53	IH10375A	2023	Honda	CRV	18	Trade on Used	No	\$	35,598	\$	33,601	103%	\$196	\$0

## Scoreboard Totals

% Retailed of Non-Franchise Make	50%
Total # Retail Units	86
Avg. Days to Sale	20.2
Avg. Advertised Price (Time of Sale)	\$ 21,665
Avg. Transaction Price	\$ 22,039
Avg. Market Price at 100%	\$ 21,342
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	103%
Avg. Transactional Discount	\$ (374)
Avg. Front-End Gross	\$ 1,800
Avg. Finance Gross	\$ 2,197
PUVR	\$ 3,998
Total Gross (Units & PUVR)	\$ 343,814
GROI	323%
% with Trade	43%
Avg. Over/Under Allowance	\$568



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	JR Granstrand
% Retailed of Non-New Franchise	50%	#DIV/0!	48%
Total # Retail Units	86	0	25
Avg. Days to Sale	20.2	#DIV/0!	23.1
Avg. Advertised Price (Time of Sale)	\$ 21,665	#DIV/0!	\$ 20,909
Avg. Transaction Price	\$ 22,039	#DIV/0!	\$ 21,957
Avg. Market Price at 100%	\$ 21,342	#DIV/0!	\$ 20,677
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	101%
Avg. Transaction to Market	103%	#DIV/0!	106%
Avg. Transactional Discount	\$ (374)	#DIV/0!	\$ (1,048)
Avg. Front-End Gross	\$ 1,800	#DIV/0!	\$ 1,370
Avg. Finance Gross	\$ 2,197	#DIV/0!	\$ 2,956
PUVR	\$ 3,998	#DIV/0!	\$ 4,325
Total Gross (Units & PUVR)	\$ 343,814	#DIV/0!	\$ 108,136
GROI	323%	#DIV/0!	307%
% with Trade	43%	#DIV/0!	48%
Avg. Over/Under Allowance	568	#DIV/0!	193



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

Scott Heston	Jeremy Clark		
61%	40%	#DIV/0!	#DIV/0!
31	30	0	0
19.1	18.9	#DIV/0!	#DIV/0!
\$ 21,597	\$ 22,364	#DIV/0!	#DIV/0!
\$ 21,466	\$ 22,699	#DIV/0!	#DIV/0!
\$ 21,513	\$ 22,116	#DIV/0!	#DIV/0!
100%	101%	#DIV/0!	#DIV/0!
100%	103%	#DIV/0!	#DIV/0!
\$ 131	\$ (335)	#DIV/0!	#DIV/0!
\$ 1,951	\$ 2,003	#DIV/0!	#DIV/0!
\$ 2,185	\$ 1,578	#DIV/0!	#DIV/0!
\$ 4,136	\$ 3,582	#DIV/0!	#DIV/0!
\$ 128,225	\$ 107,453	#DIV/0!	#DIV/0!
363%	301%	#DIV/0!	#DIV/0!
35%	47%	#DIV/0!	#DIV/0!
529	893	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Cloumbus	Ronald Esguera
% Retailed of Non-New Franchise	50%	67%	50%
Total # Retail Units	86	12	10
Avg. Days to Sale	20.2	30.5	20.0
Avg. Advertised Price (Time of Sale)	\$ 21,665	\$ 20,683	\$ 19,203
Avg. Transaction Price	\$ 22,039	\$ 21,908	\$ 19,129
Avg. Market Price at 100%	\$ 21,342	\$ 20,834	\$ 18,671
Avg. Price to Market % (Time of Sale)	102%	99%	103%
Avg. Transaction to Market	103%	105%	102%
Avg. Transactional Discount	\$ (374)	\$ (1,225)	\$ 74
Avg. Front-End Gross	\$ 1,800	\$ 829	\$ 1,032
Avg. Finance Gross	\$ 2,197	\$ 2,702	\$ 2,273
PUVR	\$ 3,998	\$ 3,531	\$ 3,305
Total Gross (Units & PUVR)	\$ 343,814	\$ 42,366	\$ 33,048
GROI	323%	190%	311%
% with Trade	43%	33%	20%
Avg. Over/Under Allowance	568	-1,636	-499



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

Wyntur Anderson	Michael Durant	Joel Lansangan	Shande Selbig
#DIV/0!	60%	71%	50%
0	5	14	6
#DIV/0!	28.8	18.4	24.0
#DIV/0!	\$ 26,534	\$ 23,290	\$ 23,581
#DIV/0!	\$ 26,536	\$ 22,698	\$ 23,536
#DIV/0!	\$ 27,084	\$ 22,734	\$ 23,888
#DIV/0!	98%	102%	99%
#DIV/0!	98%	100%	99%
#DIV/0!	\$ (2)	\$ 591	\$ 45
#DIV/0!	\$ 2,615	\$ 1,649	\$ 1,637
#DIV/0!	\$ 2,427	\$ 2,059	\$ 2,113
#DIV/0!	\$ 5,041	\$ 3,708	\$ 3,750
#DIV/0!	\$ 25,207	\$ 51,915	\$ 22,499
#DIV/0!	237%	319%	239%
#DIV/0!	100%	43%	67%
#DIV/0!	767	883	367

Martin Salmeron	Ryan Hayden	Ryan Hayden	Jessice Harris
29%	22%	22%	43%
14	9	9	7
14.0	17.4	17.4	18.7
\$ 20,705	\$ 17,939	\$ 17,939	\$ 19,600
\$ 23,225	\$ 17,857	\$ 17,857	\$ 19,464
\$ 20,308	\$ 17,822	\$ 17,822	\$ 18,793
102%	101%	101%	104%
114%	100%	100%	104%
\$ (2,520)	\$ 82	\$ 82	\$ 136
\$ 2,029	\$ 2,705	\$ 2,705	\$ 2,872
\$ 2,442	\$ 1,813	\$ 1,813	\$ 1,591
\$ 4,470	\$ 4,518	\$ 4,518	\$ 4,462
\$ 62,582	\$ 40,666	\$ 40,666	\$ 31,236
495%	522%	522%	441%
29%	33%	33%	57%
2,379	1,428	1,428	1,820

Charlie Brown	Aaron Clay		
50%	67%	#DIV/0!	#DIV/0!
2	6	0	0
27.5	13.2	#DIV/0!	#DIV/0!
\$ 25,317	\$ 24,464	#DIV/0!	#DIV/0!
\$ 24,442	\$ 23,614	#DIV/0!	#DIV/0!
\$ 26,596	\$ 24,491	#DIV/0!	#DIV/0!
95%	100%	#DIV/0!	#DIV/0!
92%	96%	#DIV/0!	#DIV/0!
\$ 875	\$ 849	#DIV/0!	#DIV/0!
\$ 2,406	\$ 1,734	#DIV/0!	#DIV/0!
\$ 3,091	\$ 2,065	#DIV/0!	#DIV/0!
\$ 5,497	\$ 3,798	#DIV/0!	#DIV/0!
\$ 10,993	\$ 22,788	#DIV/0!	#DIV/0!
294%	440%	#DIV/0!	#DIV/0!
100%	33%	#DIV/0!	#DIV/0!
1,676	-1,750	#DIV/0!	#DIV/0!

























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	David Brannon	Blake Vancura
% Retailed of Non-New Franchise	50%	56%	58%
Total # Retail Units	86	16	26
Avg. Days to Sale	20.2	17.8	22.1
Avg. Advertised Price (Time of Sale)	\$ 21,665	\$ 22,670	\$ 20,125
Avg. Transaction Price	\$ 22,039	\$ 23,232	\$ 19,942
Avg. Market Price at 100%	\$ 21,342	\$ 22,751	\$ 19,838
Avg. Price to Market % (Time of Sale)	102%	100%	101%
Avg. Transaction to Market	103%	102%	101%
Avg. Transactional Discount	\$ (374)	\$ (562)	\$ 183
Avg. Front-End Gross	\$ 1,800	\$ 2,529	\$ 1,481
Avg. Finance Gross	\$ 2,197	\$ 2,011	\$ 2,393
PUVR	\$ 3,998	\$ 4,540	\$ 3,873
Total Gross (Units & PUVR)	\$ 343,814	\$ 72,632	\$ 100,706
GROI	323%	395%	316%
% with Trade	43%	0%	0%
Avg. Over/Under Allowance	568	833	-35



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

Lianne Li	Dieauka Bradley		
36%	50%	#DIV/0!	#DIV/0!
22	22	0	0
19.3	20.6	#DIV/0!	#DIV/0!
\$ 22,013	\$ 22,404	#DIV/0!	#DIV/0!
\$ 22,543	\$ 23,144	#DIV/0!	#DIV/0!
\$ 21,728	\$ 22,249	#DIV/0!	#DIV/0!
101%	101%	#DIV/0!	#DIV/0!
104%	104%	#DIV/0!	#DIV/0!
\$ (530)	\$ (740)	#DIV/0!	#DIV/0!
\$ 1,865	\$ 1,584	#DIV/0!	#DIV/0!
\$ 1,943	\$ 2,358	#DIV/0!	#DIV/0!
\$ 3,808	\$ 3,941	#DIV/0!	#DIV/0!
\$ 83,769	\$ 86,707	#DIV/0!	#DIV/0!
316%	298%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
1,219	158	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	86	3	83
Avg. Days to Sale	20.2	15.7	20.4
Avg. Advertised Price (Time of Sale)	\$ 21,665	\$ 29,286	\$ 21,730
Avg. Transaction Price	\$ 22,039	\$ 30,582	\$ 21,730
Avg. Market Price at 100%	\$ 21,342	\$ 29,197	\$ 21,201
Avg. Price to Market % (Time of Sale)	102%	100%	102%
Avg. Transaction to Market	103%	105%	102%
Avg. Transactional Discount	\$ (374)	\$ (1,295)	\$ (341)
Avg. Front-End Gross	\$ 1,800	\$ 1,810	\$ 1,800
Avg. Finance Gross	\$ 2,197	\$ 2,040	\$ 2,203
PUVR	\$ 3,998	\$ 3,851	\$ 4,003
Total Gross (Units & PUVR)	\$ 343,814	\$ 11,552	\$ 332,262
GROI	323%	289%	326%
% with Trade	43%	33%	43%
Avg. Over/Under Allowance	568	1,033	555



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	86	43	43
Avg. Days to Sale	20.2	20.1	20.3
Avg. Advertised Price (Time of Sale)	\$ 21,665	\$ 23,127	\$ 20,302
Avg. Transaction Price	\$ 22,039	\$ 23,775	\$ 20,302
Avg. Market Price at 100%	\$ 21,342	\$ 22,906	\$ 20,055
Avg. Price to Market % (Time of Sale)	102%	101%	101%
Avg. Transaction to Market	103%	104%	101%
Avg. Transactional Discount	\$ (374)	\$ (648)	\$ (101)
Avg. Front-End Gross	\$ 1,800	\$ 1,453	\$ 2,147
Avg. Finance Gross	\$ 2,197	\$ 2,269	\$ 2,126
PUVR	\$ 3,998	\$ 3,723	\$ 4,273
Total Gross (Units & PUVR)	\$ 343,814	\$ 160,081	\$ 183,733
GROI	323%	280%	374%
% with Trade	43%	42%	44%
Avg. Over/Under Allowance	568	1,170	-34



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	86	20	11
% of Retail Units	100%	23%	13%
% Retailed of Non-New Franchise	50%	30%	55%
Avg. Days to Sale	20.2	25.0	16.2
Avg. Transaction Price	\$ 22,039	\$ 24,286	\$ 20,515
Avg. Transaction to Market %	103%	101%	101%
Avg. Transactional Discount	\$ (374)	\$ 108	\$ 641
Avg. Front End Gross	\$ 1,800	\$ 1,306	\$ 2,311
Avg. Finance Gross	\$ 2,197	\$ 2,840	\$ 2,231
PUVR	\$ 3,998	\$ 4,146	\$ 4,542
Total Gross (Units & PUVR)	\$ 343,814	\$ 82,924	\$ 49,965
GROI	323%	246%	493%
% with Trade	43%	30%	18%
Avg. Over/Under Allowance	568	1,296	1,489



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
9	0	0	4
10%	0%	0%	5%
22%	#DIV/0!	#DIV/0!	0%
21.9	#DIV/0!	#DIV/0!	6.8
\$ 24,580	#DIV/0!	#DIV/0!	\$ 23,142
97%	#DIV/0!	#DIV/0!	486%
\$ 62	#DIV/0!	#DIV/0!	\$ (9,812)
\$ 1,266	#DIV/0!	#DIV/0!	\$ 1,272
\$ 1,842	#DIV/0!	#DIV/0!	\$ 1,530
\$ 3,107	#DIV/0!	#DIV/0!	\$ 2,802
\$ 27,965	#DIV/0!	#DIV/0!	\$ 11,209
208%	#DIV/0!	#DIV/0!	646%
78%	#DIV/0!	#DIV/0!	50%
554	#DIV/0!	#DIV/0!	900

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	1	41
0%	1%	48%
#DIV/0!	0%	71%
#DIV/0!	3.0	20.3
#DIV/0!	\$ 39,550	\$ 20,259
#DIV/0!	105%	#DIV/0!
#DIV/0!	\$ (2,050)	\$ (16)
#DIV/0!	\$ 6,432	\$ 1,961
#DIV/0!	\$ 6,121	\$ 1,922
#DIV/0!	\$ 12,553	\$ 3,883
#DIV/0!	\$ 12,553	\$ 159,198
#DIV/0!	3809%	340%
#DIV/0!	100%	46%
#DIV/0!	1,033	204

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	86	70	11
% of Retail Units	100%	81%	13%
% Retailed of Non-New Franchise	50%	50%	55%
Avg. Days to Sale	20.2	14.4	38.8
Avg. Transaction Price	\$ 22,039	\$ 21,895	\$ 22,243
Avg. Transaction to Market %	103%	123%	#DIV/0!
Avg. Transactional Discount	\$ (374)	\$ (236)	\$ (1,306)
Avg. Front End Gross	\$ 1,800	\$ 2,174	\$ 463
Avg. Finance Gross	\$ 2,197	\$ 1,968	\$ 3,673
PUVR	\$ 3,998	\$ 4,142	\$ 4,136
Total Gross (Units & PUVR)	\$ 343,814	\$ 289,961	\$ 45,499
GROI	323%	474%	172%
% with Trade	43%	46%	36%
Avg. Over/Under Allowance	568	377	1,425



46-60 days	61-90 days	90+ days
3	2	0
3%	2%	0%
0%	100%	#DIV/0!
50.3	77.0	#DIV/0!
\$ 17,324	\$ 33,026	#DIV/0!
90%	94%	#DIV/0!
\$ 1	\$ (638)	#DIV/0!
\$ (1,708)	\$ 1,344	#DIV/0!
\$ 2,047	\$ 2,326	#DIV/0!
\$ 338	\$ 3,670	#DIV/0!
\$ 1,015	\$ 7,339	#DIV/0!
14%	52%	#DIV/0!
0%	50%	#DIV/0!
#DIV/0!	2,000	#DIV/0!