









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	3C0814A	2020	Toyota	Camry	90	Trade on New	No	\$ 30,500	\$ 30,500	93%	\$2,278	\$0
2	3C1039A	2015	Hyundai	Elantra	5	Trade on New	No	\$ 14,500	\$ 14,500	101%	\$1,447	\$3,271
3	3C0893A	2020	Hyundai	Kona	38	Trade on New	No	\$ 22,500	\$ 22,533	103%	\$1,818	\$0
4	3C0956A	2017	Subaru	Outback	21	Trade on New	No	\$ 25,500	\$ 25,500	102%	\$3,731	\$1,507
5	3C0995A	2017	Volkswagen	Tiguan	8	Trade on New	No	\$ 18,000	\$ 18,000	97%	\$3,123	\$0
6	3C0878A	2020	Toyota	Camry	76	Trade on New	No	\$ 28,500	\$ 28,500	93%	\$1,438	\$2,107
7	3C0869A	2022	Mercedes-Benz	GLE	61	Trade on New	No	\$ 59,750	\$ 59,750	105%	\$1,678	\$5,482
8	3C0979A	2013	Acura	MDX	24	Trade on New	No	\$ 14,500	\$ 14,500	109%	\$3,502	\$0
9	3C0952A	2020	Hyundai	Palisade	49	Trade on New	Yes	\$ 37,500	\$ 37,500	99%	\$2,430	\$0
10	503552	2020	Hyundai	Kona	25	Street/Curb Buy	No	\$ 23,500	\$ 23,500	104%	\$5,415	\$997
11	3B1178	2022	Hyundai	PALISADE	64	Loaner	Yes	\$ 41,000	\$ 41,000	96%	(\$959)	\$0
12	3C0965A	2017	Chevrolet	Suburban	50	Trade on New	No	\$ 24,500	\$ 24,500	95%	\$1,091	\$400
13	3C0096	2023	Hyundai	SONATA	54	Loaner	Yes	\$ 29,500	\$ 29,500	100%	(\$288)	\$4,951
14	503453	2020	Hyundai	Kona	1	LBO Customer	No	\$ 17,703	\$ 17,703	100%	(\$150)	\$513
15	3B0353	2022	Hyundai	PALISADE	50	Loaner	Yes	\$ 47,000	\$ 47,000	98%	(\$2,175)	\$401
16	3C0311	2023	Hyundai	SANTA FE	67	Loaner	Yes	\$ 30,750	\$ 30,750	91%	(\$919)	\$7,288
17	3C0241	2023	Hyundai	TUCSON	22	Loaner	Yes	\$ 29,500	\$ 29,500	93%	\$1,223	\$1,387
18	3C0834A	2013	Subaru	Forester	1	Trade on New	No	\$ 17,000	\$ 17,000	100%	\$2,569	\$0
19	503561	2020	Hyundai	TUCSON	1	LBO Customer	No	\$ 16,385	\$ 16,385	100%	(\$150)	\$651
20	503562	2020	Hyundai	Tucson	1	LBO Customer	No	\$ 18,028	\$ 18,028	100%	(\$100)	\$0
21	3C1003A	2017	Nissan	Murano	5	Trade on New	No	\$ 27,000	\$ 27,000	115%	\$3,955	\$4,002
22	3C1017B	2010	Honda	Insight	26	Trade on Used	No	\$ 11,000	\$ 11,000	111%	\$3,391	\$0
23	3C0581B	2012	Toyota	Prius	3	Trade on Used	No	\$ 12,500	\$ 12,500	89%	\$1,047	\$2,299
24	503454	2020	Hyundai	Sonata	1	LBO Customer	No	\$ 20,919	\$ 20,919	100%	(\$100)	\$2,000
25	3C0895A	2021	Hyundai	Santa Fe	37	Trade on New	Yes	\$ 37,000	\$ 37,000	102%	\$1,854	\$585
26	3C0203	2023	Hyundai	TUCSON	64	Loaner	Yes	\$ 34,500	\$ 34,500	94%	(\$2,245)	\$0
27	3C0957A	2015	Audi	Q5	33	Trade on New	No	\$ 22,500	\$ 22,500	105%	\$2,950	\$400
28	3C0387	2023	Hyundai	SANTA CRUZ	24	Loaner	Yes	\$ 29,500	\$ 29,500	91%	\$675	\$0

29	3C0428	2023	Hyundai	SANTA FE	47	Loaner	Yes	\$	32,500	\$	32,500	97%	(\$821)	\$2,495
30	3C1035A	2020	Hyundai	Palisade	47	Trade on New	No	\$	35,000	\$	35,000	99%	\$1,852	\$0
31	503567	2020	Hyundai	Kona	1	LBO Customer	No	\$	18,678	\$	18,678	100%	(\$155)	\$517
32	3C0216	2023	Hyundai	TUCSON	27	Loaner	Yes	\$	29,500	\$	29,500	94%	\$994	\$3,576
33	503456	2023	Hyundai	Ioniq 5	1	LBO Customer	No	\$	52,307	\$	52,307	100%	\$100	\$0
34	3C0764A	2022	Hyundai	Kona	57	Trade on New	No	\$	30,500	\$	30,500	96%	(\$1,257)	\$0
35	3B1195A	2020	Mazda	CX-30	47	Trade on Used	No	\$	26,500	\$	26,500	98%	\$289	\$2,662
36	503564	2020	Hyundai	Tucson	1	LBO Customer	No	\$	16,125	\$	16,125	100%	\$100	\$265
37	3C1007A	2013	Audi	Q5	40	Trade on New	No	\$	13,000	\$	13,000	93%	\$1,898	\$0
38	3C0097	2023	Hyundai	SONATA	58	Loaner	Yes	\$	23,000	\$	23,000	92%	(\$1,522)	\$5,022
39	503565	2020	Hyundai	Tucson	1	LBO Customer	No	\$	16,144	\$	16,144	100%	(\$100)	\$0
40	3C0814B	2009	Jeep	Liberty	1	Trade on Used	No	\$	10,000	\$	10,000	124%	\$2,278	\$634
41	503566	2020	Hyundai	Palisade	1	LBO Customer	No	\$	29,845	\$	29,845	100%	(\$155)	\$4,128
42	503452	2020	Hyundai	Elantra	38	Street/Curb Buy	Yes	\$	17,500	\$	17,500	91%	\$4,254	\$0
43	3C0895B	2018	Chevrolet	Equinox	5	Trade on Used	No	\$	24,000	\$	24,000	105%	\$2,563	\$975
44	3C0267A	2020	Hyundai	Elantra	49	Trade on Used	Yes	\$	18,000	\$	18,000	92%	(\$778)	\$0
45	3C0230	2021	Hyundai	SONATA	49	Loaner	Yes	\$	25,000	\$	25,000	91%	\$107	\$2,500
46	3C0429	2023	Hyundai	SANTA FE	68	Loaner	Yes	\$	30,000	\$	30,000	92%	(\$2,855)	\$1,536
47	503568	2020	Hyundai	Tucson	1	LBO Customer	No	\$	17,825	\$	17,825	100%	(\$50)	\$536
48	3C1135A	2012	Hyundai	Sonata	10	Trade on New	No	\$	12,500	\$	12,500	110%	\$2,763	\$0
49	3C0835A	2020	Hyundai	Veloster	73	Trade on used	Yes	\$	19,000	\$	19,000	99%	(\$1,544)	\$4,118
50	503569	2021	Hyundai	KONA	1	LBO Customer	No	\$	19,369	\$	19,369	100%	\$0	\$607
51	3C0838A	2010	Toyota	Highlander	39	Trade on New	No	\$	14,500	\$	14,500	104%	\$3,173	\$336
52	3C0153A	2018	Nissan	Pathfinder	23	Trade on New	No	\$	22,500	\$	22,500	98%	\$3,743	\$0
53	503457	2020	Hyundai	Kona	14	Street/Curb Buy	Yes	\$	25,500	\$	25,500	101%	\$982	\$0

## Scoreboard Totals

% Retailed of Non-Franchise Make	34%
Total # Retail Units	64
Avg. Days to Sale	28.7
Avg. Advertised Price (Time of Sale)	\$ 24,619
Avg. Transaction Price	\$ 24,620
Avg. Market Price at 100%	\$ 24,782
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ (1)
Avg. Front-End Gross	\$ 1,023
Avg. Finance Gross	\$ 1,113
PUVR	\$ 2,135
Total Gross (Units & PUVR)	\$ 136,655
GROI	109%
% with Trade	14%
Avg. Over/Under Allowance	\$0



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Cam Meservey
% Retailed of Non-New Franchise	34%	#DIV/0!	33%
Total # Retail Units	64	0	39
Avg. Days to Sale	28.7	#DIV/0!	27.8
Avg. Advertised Price (Time of Sale)	\$ 24,619	#DIV/0!	\$ 22,635
Avg. Transaction Price	\$ 24,620	#DIV/0!	\$ 22,636
Avg. Market Price at 100%	\$ 24,782	#DIV/0!	\$ 22,736
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	100%
Avg. Transaction to Market	99%	#DIV/0!	100%
Avg. Transactional Discount	\$ (1)	#DIV/0!	\$ (1)
Avg. Front-End Gross	\$ 1,023	#DIV/0!	\$ 1,053
Avg. Finance Gross	\$ 1,113	#DIV/0!	\$ 1,296
PUVR	\$ 2,135	#DIV/0!	\$ 2,349
Total Gross (Units & PUVR)	\$ 136,655	#DIV/0!	\$ 91,619
GROI	109%	#DIV/0!	135%
% with Trade	14%	#DIV/0!	13%
Avg. Over/Under Allowance	0	#DIV/0!	0



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

Jon Horn			
28%	#DIV/0!	#DIV/0!	#DIV/0!
25	0	0	0
30.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,714	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,714	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,613	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 976	#DIV/0!	#DIV/0!	#DIV/0!
\$ 826	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,801	#DIV/0!	#DIV/0!	#DIV/0!
\$ 45,037	#DIV/0!	#DIV/0!	#DIV/0!
78%	#DIV/0!	#DIV/0!	#DIV/0!
16%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Aidan Bettis	Christian Hermsillo
% Retailed of Non-New Franchise	34%	100%	0%
Total # Retail Units	64	1	2
Avg. Days to Sale	28.7	61.0	14.0
Avg. Advertised Price (Time of Sale)	\$ 24,619	\$ 59,750	\$ 23,250
Avg. Transaction Price	\$ 24,620	\$ 59,750	\$ 23,250
Avg. Market Price at 100%	\$ 24,782	\$ 56,905	\$ 22,908
Avg. Price to Market % (Time of Sale)	99%	105%	101%
Avg. Transaction to Market	99%	105%	101%
Avg. Transactional Discount	\$ (1)	\$ -	\$ -
Avg. Front-End Gross	\$ 1,023	\$ 1,678	\$ 3,153
Avg. Finance Gross	\$ 1,113	\$ 5,482	\$ 488
PUVR	\$ 2,135	\$ 7,160	\$ 3,641
Total Gross (Units & PUVR)	\$ 136,655	\$ 7,160	\$ 7,281
GROI	109%	71%	403%
% with Trade	14%	0%	0%
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



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Dean Debuhr	Gus Cordova	Ian Love	Joshua Morales
33%	0%	50%	25%
6	3	4	4
17.2	30.0	14.8	51.0
\$ 29,062	\$ 23,966	\$ 21,045	\$ 31,676
\$ 29,062	\$ 23,966	\$ 21,045	\$ 31,676
\$ 29,784	\$ 25,720	\$ 21,658	\$ 32,771
98%	93%	97%	97%
98%	93%	97%	97%
\$ -	\$ -	\$ -	\$ -
\$ 622	\$ 101	\$ 1,467	\$ 900
\$ 651	\$ 2,892	\$ 704	\$ 128
\$ 1,273	\$ 2,993	\$ 2,171	\$ 1,028
\$ 7,637	\$ 8,979	\$ 8,683	\$ 4,112
92%	150%	252%	23%
0%	0%	25%	25%
#DIV/0!	#DIV/0!	0	0

Lisa Stanley	Mick Hasley	Riley Potter	Ryan McEvoy
50%	33%	33%	29%
2	3	6	7
42.0	65.7	28.2	26.6
\$ 31,750	\$ 35,300	\$ 24,033	\$ 20,136
\$ 31,750	\$ 35,300	\$ 24,039	\$ 20,136
\$ 31,658	\$ 37,461	\$ 24,366	\$ 20,421
100%	94%	99%	99%
100%	94%	99%	99%
\$ -	\$ -	\$ (6)	\$ -
\$ 1,071	\$ (1,121)	\$ 1,238	\$ 1,405
\$ 1,624	\$ 1,002	\$ 56	\$ 1,236
\$ 2,695	\$ (119)	\$ 1,294	\$ 2,641
\$ 5,390	\$ (356)	\$ 7,764	\$ 18,488
73%	-2%	69%	178%
50%	33%	17%	14%
0	0	0	0

Shayne Bryant	Timothy Perros	William Luedke	Yahve Ontiveros
30%	25%	67%	33%
10	8	3	3
20.8	30.0	39.7	23.3
\$ 21,014	\$ 20,527	\$ 24,176	\$ 27,767
\$ 21,014	\$ 20,527	\$ 24,176	\$ 27,767
\$ 20,755	\$ 21,078	\$ 25,475	\$ 27,851
101%	97%	95%	100%
101%	97%	95%	100%
\$ -	\$ -	\$ -	\$ -
\$ 1,452	\$ 229	\$ (621)	\$ 2,650
\$ 915	\$ 2,590	\$ 645	\$ 250
\$ 2,368	\$ 2,819	\$ 24	\$ 2,900
\$ 23,677	\$ 22,554	\$ 72	\$ 8,699
195%	165%	1%	161%
10%	13%	0%	33%
0	0	#DIV/0!	0

Nikolas Smith	Ed Mueller		
0%	0%	#DIV/0!	#DIV/0!
1	1	0	0
1.0	15.0	#DIV/0!	#DIV/0!
\$ 10,000	\$ 17,500	#DIV/0!	#DIV/0!
\$ 10,000	\$ 17,500	#DIV/0!	#DIV/0!
\$ 8,065	\$ 16,667	#DIV/0!	#DIV/0!
124%	105%	#DIV/0!	#DIV/0!
124%	105%	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 2,278	\$ 3,202	#DIV/0!	#DIV/0!
\$ 634	\$ 400	#DIV/0!	#DIV/0!
\$ 2,912	\$ 3,602	#DIV/0!	#DIV/0!
\$ 2,912	\$ 3,602	#DIV/0!	#DIV/0!
10482%	494%	#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	Aaron Schmitt	Jeremy Weissler
% Retailed of Non-New Franchise	34%	30%	33%
Total # Retail Units	64	23	27
Avg. Days to Sale	28.7	30.0	25.1
Avg. Advertised Price (Time of Sale)	\$ 24,619	\$ 26,530	\$ 24,230
Avg. Transaction Price	\$ 24,620	\$ 26,530	\$ 24,231
Avg. Market Price at 100%	\$ 24,782	\$ 27,182	\$ 24,796
Avg. Price to Market % (Time of Sale)	99%	98%	98%
Avg. Transaction to Market	99%	98%	98%
Avg. Transactional Discount	\$ (1)	\$ -	\$ (1)
Avg. Front-End Gross	\$ 1,023	\$ 733	\$ 503
Avg. Finance Gross	\$ 1,113	\$ 1,734	\$ 634
PUVR	\$ 2,135	\$ 2,468	\$ 1,138
Total Gross (Units & PUVR)	\$ 136,655	\$ 56,760	\$ 30,719
GROI	109%	112%	67%
% with Trade	14%	0%	0%
Avg. Over/Under Allowance	0	0	0



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

John Distel	House	Jose Valladares	
25%	25%	50%	#DIV/0!
8	4	2	0
30.6	33.5	43.5	#DIV/0!
\$ 26,094	\$ 16,750	\$ 17,750	#DIV/0!
\$ 26,094	\$ 16,750	\$ 17,750	#DIV/0!
\$ 25,197	\$ 16,746	\$ 19,398	#DIV/0!
104%	100%	92%	#DIV/0!
104%	100%	92%	#DIV/0!
\$ -	\$ -	\$ -	#DIV/0!
\$ 2,499	\$ 2,882	\$ 1,738	#DIV/0!
\$ 1,681	\$ 184	\$ -	#DIV/0!
\$ 4,179	\$ 3,066	\$ 1,738	#DIV/0!
\$ 33,436	\$ 12,265	\$ 3,476	#DIV/0!
188%	197%	81%	#DIV/0!
0%	0%	0%	#DIV/0!
0	0	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	64	21	43
Avg. Days to Sale	28.7	47.3	19.6
Avg. Advertised Price (Time of Sale)	\$ 24,619	\$ 29,850	\$ 22,065
Avg. Transaction Price	\$ 24,620	\$ 29,850	\$ 22,065
Avg. Market Price at 100%	\$ 24,782	\$ 31,396	\$ 21,924
Avg. Price to Market % (Time of Sale)	99%	95%	101%
Avg. Transaction to Market	99%	95%	101%
Avg. Transactional Discount	\$ (1)	\$ -	\$ (1)
Avg. Front-End Gross	\$ 1,023	\$ (174)	\$ 1,607
Avg. Finance Gross	\$ 1,113	\$ 1,655	\$ 848
PUVR	\$ 2,135	\$ 1,481	\$ 2,455
Total Gross (Units & PUVR)	\$ 136,655	\$ 31,102	\$ 105,553
GROI	109%	38%	205%
% with Trade	14%	14%	14%
Avg. Over/Under Allowance	0	0	0



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	64	42	22
Avg. Days to Sale	28.7	27.1	33.8
Avg. Advertised Price (Time of Sale)	\$ 24,619	\$ 23,965	\$ 26,162
Avg. Transaction Price	\$ 24,620	\$ 23,966	\$ 26,162
Avg. Market Price at 100%	\$ 24,782	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1)	\$ (1)	\$ -
Avg. Front-End Gross	\$ 1,023	\$ 924	\$ 1,257
Avg. Finance Gross	\$ 1,113	\$ 1,160	\$ 1,214
PUVR	\$ 2,135	\$ 2,084	\$ 2,470
Total Gross (Units & PUVR)	\$ 136,655	\$ 87,530	\$ 54,343
GROI	109%	115%	101%
% with Trade	14%	12%	14%
Avg. Over/Under Allowance	0	0	0



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	64	24	7
% of Retail Units	100%	38%	11%
% Retailed of Non-New Franchise	34%	38%	0%
Avg. Days to Sale	28.7	33.4	29.1
Avg. Transaction Price	\$ 24,620	\$ 25,630	\$ 17,286
Avg. Transaction to Market %	99%	101%	103%
Avg. Transactional Discount	\$ (1)	\$ (1)	\$ -
Avg. Front End Gross	\$ 1,023	\$ 2,246	\$ 1,035
Avg. Finance Gross	\$ 1,113	\$ 802	\$ 1,527
PUVR	\$ 2,135	\$ 3,048	\$ 2,562
Total Gross (Units & PUVR)	\$ 136,655	\$ 73,150	\$ 17,934
GROI	109%	128%	183%
% with Trade	14%	25%	29%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	0	15	14
6%	0%	23%	22%
50%	#DIV/0!	33%	29%
20.5	#DIV/0!	48.9	1.0
\$ 20,375	#DIV/0!	\$ 31,490	\$ 20,406
102%	#DIV/0!	94%	100%
\$ -	#DIV/0!	\$ -	\$ -
\$ 4,005	#DIV/0!	\$ (723)	\$ (62)
\$ 249	#DIV/0!	\$ 2,004	\$ 730
\$ 4,254	#DIV/0!	\$ 1,280	\$ 668
\$ 17,016	#DIV/0!	\$ 19,201	\$ 9,354
367%	#DIV/0!	30%	1179%
0%	#DIV/0!	7%	0%
#DIV/0!	#DIV/0!	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	64	36	6
% of Retail Units	100%	56%	9%
% Retailed of Non-New Franchise	34%	28%	33%
Avg. Days to Sale	28.7	8.4	37.5
Avg. Transaction Price	\$ 24,620	\$ 20,626	\$ 21,172
Avg. Transaction to Market %	99%	102%	100%
Avg. Transactional Discount	\$ (1)	\$ -	\$ (6)
Avg. Front End Gross	\$ 1,023	\$ 1,577	\$ 2,658
Avg. Finance Gross	\$ 1,113	\$ 834	\$ 220
PUVR	\$ 2,135	\$ 2,411	\$ 2,878
Total Gross (Units & PUVR)	\$ 136,655	\$ 86,788	\$ 17,268
GROI	109%	502%	130%
% with Trade	14%	6%	50%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
12	10	0
19%	16%	0%
25%	50%	#DIV/0!
51.0	69.5	#DIV/0!
\$ 29,917	\$ 34,710	#DIV/0!
96%	95%	#DIV/0!
\$ -	\$ -	#DIV/0!
\$ (137)	\$ (561)	#DIV/0!
\$ 1,569	\$ 2,103	#DIV/0!
\$ 1,432	\$ 1,542	#DIV/0!
\$ 17,184	\$ 15,415	#DIV/0!
34%	23%	#DIV/0!
8%	30%	#DIV/0!
0	0	#DIV/0!