

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	5346 (y2318)	2019	Volvo	XC40	101	Trade on New	No	\$ 24,800	\$ 24,500	99%	\$1,236	\$281
2	5349 (YP268)	2017	Volvo	V60CC	9	Trade on Used	No	\$ 24,750	\$ 24,000	106%	\$2,614	\$0
3	5350 (YP270)	2020	Volvo	XC60	15	Auction/Wholesale	Yes	\$ 37,475	\$ 37,475	102%	\$4,329	\$300
4	23168	2023	Volvo	XC40	1	Loaner	No	\$ 47,475	\$ 42,700	104%	\$1,305	\$313
5	5285	2020	Volvo	XC90	132	Auction/Wholesale	Yes	\$ 44,990	\$ 44,990	105%	(\$303)	\$250
6	5322	2020	Volvo	S60	37	Auction/Wholesale	Yes	\$ 30,250	\$ 29,350	95%	\$1,157	\$750
7	5331	2021	Volvo	XC60	36	Auction/Wholesale	Yes	\$ 36,600	\$ 36,600	101%	\$1,737	\$250
8	5342 (YP269)	2021	Volvo	V60 (only T6)	30	Auction/Wholesale	Yes	\$ 45,975	\$ 45,975	112%	\$3,042	\$300
9	23009A	2018	Volvo	S90	17	Trade on Used	No	\$ 28,500	\$ 28,250	105%	\$4,198	\$590
10	5324	2020	Volvo	XC40	37	Auction/Wholesale	Yes	\$ 36,995	\$ 35,995	109%	\$1,242	\$0
11	5337	2023	Volvo	XC90 T8	20	Auction/Wholesale	Yes	\$ 75,000	\$ 75,000	98%	\$6,218	\$0
12	5329	2020	Volvo	XC60	12	Auction/Wholesale	Yes	\$ 41,375	\$ 41,375	110%	\$2,579	\$1,800
13	5335	2015	Volvo	XC60	14	Trade on Used	No	\$ 17,500	\$ 17,000	98%	\$3,168	\$0
14	5333	2010	Volvo	XC70	18	Trade on New	No	\$ 11,950	\$ 10,800	104%	\$4,321	\$0
15	5273	2022	Volvo	S60	133	Auction/Wholesale	Yes	\$ 33,800	\$ 33,780	101%	\$4	\$0
16	5327A	2022	Volvo	XC40	6	Trade on New	Yes	\$ 41,900	\$ 41,900	106%	\$4,644	\$200
17	5262	2022	Volvo	XC90	148	Auction/Wholesale	Yes	\$ 53,800	\$ 53,800	105%	\$3,073	\$500
18	23247a	2020	Volvo	XC60	20	Trade on New	Yes	\$ 43,000	\$ 43,000	108%	\$4,743	\$400
19	5327	2023	Volvo	XC60	61	Loaner	Yes	\$ 53,535	\$ 53,173	103%	\$3,007	\$500
20	23279a	2020	Volvo	XC60	32	Trade on New	Yes	\$ 38,975	\$ 38,975	108%	\$3,492	\$1,100
21	5315	2020	Volvo	XC90	60	Auction/Wholesale	Yes	\$ 41,995	\$ 41,495	104%	\$453	\$1,000
22	5363	2023	Volvo	XC60	90	Auction/Wholesale	No	\$ 38,425	\$ 38,225	105%	\$2,670	\$1,000
23	5353 (YP269)	2020	Volvo	XC90	47	Auction/Wholesale	Yes	\$ 47,850	\$ 47,805	109%	\$2,232	\$1,000
24	5313	2020	Volvo	S60	79	Auction/Wholesale	Yes	\$ 33,800	\$ 33,798	108%	\$1,895	\$1,000
25	23047	2023	Volvo	S60	42	Loaner	No	\$ 47,300	\$ 42,750	100%	\$35	\$292
26	24004a	2021	Volvo	XC40 P8	32	Trade on New	Yes	\$ 36,500	\$ 36,500	97%	\$719	\$710
27	23249a	2021	Volvo	XC40 P8	121	Trade on New	Yes	\$ 37,995	\$ 37,495	103%	(\$4,812)	\$0
28	23039	2023	Volvo	XC40 B4	1	Loaner	No	\$ 46,940	\$ 40,000	111%	\$45	\$302
29	5356	2020	Volvo	XC90	20	Auction/Wholesale	Yes	\$ 34,825	\$ 34,300	95%	\$1,549	\$300

Scoreboard Totals

% Retailed of Non-Franchise Make	0%
Total # Retail Units	40
Avg. Days to Sale	53.9
Avg. Advertised Price (Time of Sale)	\$ 40,955
Avg. Transaction Price	\$ 40,128
Avg. Market Price at 100%	\$ 39,589
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ 826
Avg. Front-End Gross	\$ 1,812
Avg. Finance Gross	\$ 485
PUVR	\$ 2,297
Total Gross (Units & PUVR)	\$ 91,886
GROI	38%
% with Trade	57%
Avg. Over/Under Allowance	\$0



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Justine Myers
% Retailed of Non-New Franchise	0%	#DIV/0!	0%
Total # Retail Units	40	0	40
Avg. Days to Sale	53.9	#DIV/0!	53.9
Avg. Advertised Price (Time of Sale)	\$ 40,955	#DIV/0!	\$ 40,955
Avg. Transaction Price	\$ 40,128	#DIV/0!	\$ 40,128
Avg. Market Price at 100%	\$ 39,589	#DIV/0!	\$ 39,573
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	103%
Avg. Transaction to Market	101%	#DIV/0!	101%
Avg. Transactional Discount	\$ 826	#DIV/0!	\$ 826
Avg. Front-End Gross	\$ 1,812	#DIV/0!	\$ 1,812
Avg. Finance Gross	\$ 485	#DIV/0!	\$ 485
PUVR	\$ 2,297	#DIV/0!	\$ 2,297
Total Gross (Units & PUVR)	\$ 91,886	#DIV/0!	\$ 91,886
GROI	38%	#DIV/0!	38%
% with Trade	57%	#DIV/0!	57%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Stacy Stine	Mary Abruzesse
% Retailed of Non-New Franchise	0%	0%	0%
Total # Retail Units	40	4	12
Avg. Days to Sale	53.9	45.8	39.3
Avg. Advertised Price (Time of Sale)	\$ 40,955	\$ 32,246	\$ 42,184
Avg. Transaction Price	\$ 40,128	\$ 31,809	\$ 40,689
Avg. Market Price at 100%	\$ 39,589	\$ 31,754	\$ 40,179
Avg. Price to Market % (Time of Sale)	103%	102%	105%
Avg. Transaction to Market	101%	100%	101%
Avg. Transactional Discount	\$ 826	\$ 438	\$ 1,495
Avg. Front-End Gross	\$ 1,812	\$ 2,559	\$ 1,740
Avg. Finance Gross	\$ 485	\$ 607	\$ 577
PUVR	\$ 2,297	\$ 3,166	\$ 2,317
Total Gross (Units & PUVR)	\$ 91,886	\$ 12,663	\$ 27,800
GROI	38%	78%	52%
% with Trade	57%	75%	33%
Avg. Over/Under Allowance	0	0	0



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

Doug Frantz	Matt Richmond		
0%	0%	#DIV/0!	#DIV/0!
14	10	0	0
47.1	84.0	#DIV/0!	#DIV/0!
\$ 44,121	\$ 38,530	#DIV/0!	#DIV/0!
\$ 43,875	\$ 37,538	#DIV/0!	#DIV/0!
\$ 43,112	\$ 37,018	#DIV/0!	#DIV/0!
102%	104%	#DIV/0!	#DIV/0!
102%	101%	#DIV/0!	#DIV/0!
\$ 247	\$ 991	#DIV/0!	#DIV/0!
\$ 2,539	\$ 585	#DIV/0!	#DIV/0!
\$ 546	\$ 239	#DIV/0!	#DIV/0!
\$ 3,085	\$ 824	#DIV/0!	#DIV/0!
\$ 43,184	\$ 8,239	#DIV/0!	#DIV/0!
54%	9%	#DIV/0!	#DIV/0!
57%	80%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Stacy Stine	Mary Abruzesse
% Retailed of Non-New Franchise	0%	0%	0%
Total # Retail Units	40	4	12
Avg. Days to Sale	53.9	45.8	39.3
Avg. Advertised Price (Time of Sale)	\$ 40,955	\$ 32,246	\$ 42,184
Avg. Transaction Price	\$ 40,128	\$ 31,809	\$ 40,689
Avg. Market Price at 100%	\$ 39,589	\$ 31,754	\$ 40,179
Avg. Price to Market % (Time of Sale)	103%	102%	105%
Avg. Transaction to Market	101%	100%	101%
Avg. Transactional Discount	\$ 826	\$ 438	\$ 1,495
Avg. Front-End Gross	\$ 1,812	\$ 2,559	\$ 1,740
Avg. Finance Gross	\$ 485	\$ 607	\$ 577
PUVR	\$ 2,297	\$ 3,166	\$ 2,317
Total Gross (Units & PUVR)	\$ 91,886	\$ 12,663	\$ 27,800
GROI	38%	78%	52%
% with Trade	57%	0%	0%
Avg. Over/Under Allowance	0	0	0



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

Doug Frantz	Matt Richmond		
0%	0%	#DIV/0!	#DIV/0!
14	10	0	0
47.1	84.0	#DIV/0!	#DIV/0!
\$ 44,121	\$ 38,530	#DIV/0!	#DIV/0!
\$ 43,875	\$ 37,538	#DIV/0!	#DIV/0!
\$ 43,112	\$ 37,018	#DIV/0!	#DIV/0!
102%	104%	#DIV/0!	#DIV/0!
102%	101%	#DIV/0!	#DIV/0!
\$ 247	\$ 991	#DIV/0!	#DIV/0!
\$ 2,539	\$ 585	#DIV/0!	#DIV/0!
\$ 546	\$ 239	#DIV/0!	#DIV/0!
\$ 3,085	\$ 824	#DIV/0!	#DIV/0!
\$ 43,184	\$ 8,239	#DIV/0!	#DIV/0!
54%	9%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	40	29	11
Avg. Days to Sale	53.9	62.2	31.7
Avg. Advertised Price (Time of Sale)	\$ 40,955	\$ 43,301	\$ 32,310
Avg. Transaction Price	\$ 40,128	\$ 43,094	\$ 32,310
Avg. Market Price at 100%	\$ 39,589	\$ 41,963	\$ 33,271
Avg. Price to Market % (Time of Sale)	103%	103%	97%
Avg. Transaction to Market	101%	103%	97%
Avg. Transactional Discount	\$ 826	\$ 207	\$ 2,458
Avg. Front-End Gross	\$ 1,812	\$ 1,728	\$ 2,035
Avg. Finance Gross	\$ 485	\$ 539	\$ 342
PUVR	\$ 2,297	\$ 2,267	\$ 2,377
Total Gross (Units & PUVR)	\$ 91,886	\$ 65,740	\$ 26,146
GROI	38%	30%	83%
% with Trade	57%	62%	45%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	40	40	0
Avg. Days to Sale	53.9	53.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,955	\$ 40,955	#DIV/0!
Avg. Transaction Price	\$ 40,128	\$ 40,128	#DIV/0!
Avg. Market Price at 100%	\$ 39,589	\$ 39,573	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	103%	#DIV/0!
Avg. Transaction to Market	101%	101%	#DIV/0!
Avg. Transactional Discount	\$ 826	\$ 826	#DIV/0!
Avg. Front-End Gross	\$ 1,812	\$ 1,812	#DIV/0!
Avg. Finance Gross	\$ 485	\$ 485	#DIV/0!
PUVR	\$ 2,297	\$ 2,297	#DIV/0!
Total Gross (Units & PUVR)	\$ 91,886	\$ 91,886	#DIV/0!
GROI	38%	38%	#DIV/0!
% with Trade	57%	57%	#DIV/0!
Avg. Over/Under Allowance	0	0	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	40	8	4
% of Retail Units	100%	20%	10%
% Retailed of Non-New Franchise	0%	0%	0%
Avg. Days to Sale	53.9	43.9	12.0
Avg. Transaction Price	\$ 40,128	\$ 33,959	\$ 23,635
Avg. Transaction to Market %	101%	102%	99%
Avg. Transactional Discount	\$ 826	\$ 244	\$ 928
Avg. Front End Gross	\$ 1,812	\$ 2,274	\$ 2,784
Avg. Finance Gross	\$ 485	\$ 497	\$ 148
PUVR	\$ 2,297	\$ 2,771	\$ 2,931
Total Gross (Units & PUVR)	\$ 91,886	\$ 22,169	\$ 11,725
GROI	38%	67%	372%
% with Trade	57%	75%	25%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	23	5	0
0%	57%	13%	0%
#DIV/0!	0%	0%	#DIV/0!
#DIV/0!	69.7	30.6	#DIV/0!
#DIV/0!	\$ 43,409	\$ 48,105	#DIV/0!
#DIV/0!	103%	96%	#DIV/0!
#DIV/0!	\$ 233	\$ 4,408	#DIV/0!
#DIV/0!	\$ 1,615	\$ 1,206	#DIV/0!
#DIV/0!	\$ 540	\$ 478	#DIV/0!
#DIV/0!	\$ 2,155	\$ 1,684	#DIV/0!
#DIV/0!	\$ 49,572	\$ 8,420	#DIV/0!
#DIV/0!	26%	41%	#DIV/0!
#DIV/0!	57%	60%	#DIV/0!
#DIV/0!	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	40	18	6
% of Retail Units	100%	45%	15%
% Retailed of Non-New Franchise	0%	0%	0%
Avg. Days to Sale	53.9	14.4	36.0
Avg. Transaction Price	\$ 40,128	\$ 37,406	\$ 36,695
Avg. Transaction to Market %	101%	100%	99%
Avg. Transactional Discount	\$ 826	\$ 1,006	\$ 1,075
Avg. Front End Gross	\$ 1,812	\$ 2,888	\$ 1,397
Avg. Finance Gross	\$ 485	\$ 427	\$ 517
PUVR	\$ 2,297	\$ 3,315	\$ 1,914
Total Gross (Units & PUVR)	\$ 91,886	\$ 59,663	\$ 11,484
GROI	38%	222%	52%
% with Trade	57%	50%	67%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
3	4	9
8%	10%	23%
0%	0%	0%
51.7	76.3	135.4
\$ 50,400	\$ 44,424	\$ 42,528
104%	106%	102%
\$ 1,987	\$ 141	\$ 220
\$ 1,440	\$ 1,925	\$ 12
\$ 995	\$ 625	\$ 347
\$ 2,435	\$ 2,550	\$ 359
\$ 7,306	\$ 10,199	\$ 3,234
34%	27%	2%
67%	25%	78%
0	0	0