

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
ROBERT SHEA	JEFF BROUSE	ALEX GUNN
	JORDAN COUTURE	TRISTAN TULINI
		ANTHONY SCOLA
		JOSHUA LAW

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	B10PA157	2019	GMC	TERRAIN	49	Auction/Wholesale	No	\$ 28,887	\$ 28,887	96%	(\$1,488)	\$1,652
2	B10PA156	2022	Honda	ACCORD	49	Auction/Wholesale	No	\$ 38,999	\$ 38,999	97%	\$639	\$2,355
3	BC184A	2022	Kia	SPORTAGE	13	Trade on Used	No	\$ 33,484	\$ 33,484	96%	\$2,579	\$3,750
4	B10PA167	2019	Toyota	SIENNA	42	Auction/Wholesale	No	\$ 36,484	\$ 36,484	94%	\$2,199	\$4,576
5	B10PA126	2016	Honda	ACCORD	69	Auction/Wholesale	No	\$ 22,208	\$ 22,208	89%	(\$2,461)	\$0
6	B10PA123	2018	Honda	ODYSSEY	84	Auction/Wholesale	No	\$ 39,503	\$ 39,503	94%	(\$2,807)	\$3,000
7	B10PA153	2018	Mazda	3	51	Auction/Wholesale	No	\$ 20,648	\$ 20,648	94%	(\$2,537)	\$2,867
8	B10PA173	2021	Honda	CIVIC	28	Auction/Wholesale	No	\$ 27,480	\$ 27,480	95%	(\$2,261)	\$3,982
9	B10PA056	2019	Toyota	CAMRY	211	Auction/Wholesale	No	\$ 28,454	\$ 28,454	89%	(\$4,207)	\$3,892
10	P10PA062	2019	Mazda	CX-5	0	Auction/Wholesale	No	\$ 18,649	\$ 18,649	95%	\$0	\$300
11	P10NA004	2022	Mazda	3	328	Auction/Wholesale	No	\$ 27,519	\$ 27,519	87%	\$2,285	\$0
12	B10PA103	2021	Mazda	CX-30	103	Auction/Wholesale	No	\$ 30,999	\$ 30,999	90%	(\$3,922)	\$0
13	BC0245C	2018	Mazda	CX-5	169	Trade on Used	No	\$ 20,686	\$ 20,686	86%	(\$1,877)	\$0
14	R10PA018	2020	Volkswagen	PASSAT	86	Auction/Wholesale	No	\$ 23,221	\$ 23,221	93%	(\$1,731)	\$5,051
15	B10PA101	2022	Mazda	CX-5	104	Auction/Wholesale	No	\$ 39,111	\$ 39,111	96%	(\$2,300)	\$821
16	B10PA152	2018	Chevrolet	CRUZE	56	Auction/Wholesale	No	\$ 22,026	\$ 22,026	97%	(\$308)	\$0
17	N10PA155T	2016	Nissan	ROGUE	76	Trade on New	No	\$ 18,991	\$ 18,991	92%	(\$1,238)	\$450
18	N10PA106T	2017	Mazda	CX-3	56	Trade on New	No	\$ 15,229	\$ 15,229	89%	(\$889)	\$1,069
19	N10QA010T	2019	Mazda	CX-9	28	LBO OEM/Leasing Co.	No	\$ 27,635	\$ 27,635	93%	(\$732)	\$2,470
20	BC0230C	2016	Jeep	CHEROKEE	26	Trade on Used	No	\$ 23,153	\$ 23,153	99%	\$2,515	\$892
21	N10PA097S	2019	Nissan	QASHQAI	70	Trade on Used	No	\$ 20,980	\$ 20,980	93%	\$466	\$0
22	B10PA135	2020	Ford	EXPLORER	69	Auction/Wholesale	No	\$ 38,897	\$ 38,897	93%	(\$2,322)	\$4,882
23	B10NA029	2021	Mazda	MX-5	286	Auction/Wholesale	No	\$ 31,927	\$ 31,927	86%	(\$5,073)	\$3,000
24	B10PA154	2022	Hyundai	ELANTRA	56	Auction/Wholesale	No	\$ 25,493	\$ 25,493	84%	(\$2,659)	\$2,387
25	B10PA126	2021	Ford	F150	76	Auction/Wholesale	No	\$ 44,142	\$ 44,142	89%	(\$5,413)	\$527
26	B10PA168	2019	Nissan	ROGUE	44	Auction/Wholesale	No	\$ 23,881	\$ 23,632	93%	(\$2,224)	\$3,000
27	B10PA126	2021	Ford	F150	83	Auction/Wholesale	No	\$ 44,142	\$ 44,142	90%	(\$5,383)	\$528
28	BC0230C	2016	Jeep	CHEROKEE	26	Auction/Wholesale	No	\$ 23,153	\$ 23,153	97%	\$2,515	\$892
29	B10PA140	2021	Toyota	4 RUNNER	64	Auction/Wholesale	No	\$ 51,719	\$ 51,719	91%	(\$1,464)	\$4,125
30	N10PA155T	2016	Nissan	ROGUE	76	Trade on New	No	\$ 18,991	\$ 18,991	92%	(\$1,153)	\$450
31	N10PA140T	2015	Jeep	CHEROKEE	73	Trade on New	No	\$ 18,828	\$ 18,828	94%	(\$3,655)	\$773
32	P10PA064	2019	Mazda	CX-5	10	Auction/Wholesale	No	\$ 14,973	\$ 14,973	96%	\$222	\$400
33	B10PA101	2022	Mazda	CX-5	109	Auction/Wholesale	No	\$ 39,111	\$ 39,111	96%	(\$3,582)	\$1,622
34	N10PA106T	2017	Mazda	CX-3	0	LBO OEM/Leasing Co.	No	\$ 15,229	\$ 15,229	86%	(\$1,908)	\$1,369
35	N10PA097S	2019	Nissan	QUASHQAI	71	Trade on New	No	\$ 20,980	\$ 20,980	96%	\$189	\$5,725
36	BC0234A	2022	Ram	1500	245	Auction/Wholesale	No	\$ 54,899	\$ 54,899	94%	(\$5,092)	\$4,304
37	B10PA160	2019	Kia	SORENTO	71	Auction/Wholesale	No	\$ 23,336	\$ 23,336	94%	(\$1,421)	\$4,794
38	B10PA178	2019	Subaru	CROSSTREK	47	Auction/Wholesale	No	\$ 27,379	\$ 27,379	96%	(\$1,349)	\$3,568

Scoreboard Totals

% Retailed of Non-Franchise Make	68%
Total # Retail Units	41
Avg. Days to Sale	91.4
Avg. Advertised Price (Time of Sale)	\$ 28,682
Avg. Transaction Price	\$ 28,676
Avg. Market Price at 100%	\$ 31,045
Avg. Price to Market % (Time of Sale)	92%
Avg. Transaction to Market	92%
Avg. Transactional Discount	\$ 6
Avg. Front-End Gross	\$ (1,574)
Avg. Finance Gross	\$ 2,230
PUVR	\$ 657
Total Gross (Units & PUVR)	\$ 26,927
GROI	9%
% with Trade	10%
Avg. Over/Under Allowance	\$0



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	ROBERT SHEA
% Retailed of Non-New Franchise	68%	#DIV/0!	68%
Total # Retail Units	41	0	41
Avg. Days to Sale	91.4	#DIV/0!	91.4
Avg. Advertised Price (Time of Sale)	\$ 28,682	#DIV/0!	\$ 28,682
Avg. Transaction Price	\$ 28,676	#DIV/0!	\$ 28,676
Avg. Market Price at 100%	\$ 31,045	#DIV/0!	\$ 31,084
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	92%
Avg. Transaction to Market	92%	#DIV/0!	92%
Avg. Transactional Discount	\$ 6	#DIV/0!	\$ 6
Avg. Front-End Gross	\$ (1,574)	#DIV/0!	\$ (1,574)
Avg. Finance Gross	\$ 2,230	#DIV/0!	\$ 2,230
PUVR	\$ 657	#DIV/0!	\$ 657
Total Gross (Units & PUVR)	\$ 26,927	#DIV/0!	\$ 26,927
GROI	9%	#DIV/0!	9%
% with Trade	10%	#DIV/0!	10%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	TRISTAN TULINI
% Retailed of Non-New Franchise	68%	#DIV/0!	88%
Total # Retail Units	41	0	8
Avg. Days to Sale	91.4	#DIV/0!	73.5
Avg. Advertised Price (Time of Sale)	\$ 28,682	#DIV/0!	\$ 31,737
Avg. Transaction Price	\$ 28,676	#DIV/0!	\$ 31,737
Avg. Market Price at 100%	\$ 31,045	#DIV/0!	\$ 34,382
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	92%
Avg. Transaction to Market	92%	#DIV/0!	92%
Avg. Transactional Discount	\$ 6	#DIV/0!	\$ -
Avg. Front-End Gross	\$ (1,574)	#DIV/0!	\$ (1,430)
Avg. Finance Gross	\$ 2,230	#DIV/0!	\$ 2,212
PUVR	\$ 657	#DIV/0!	\$ 781
Total Gross (Units & PUVR)	\$ 26,927	#DIV/0!	\$ 6,252
GROI	9%	#DIV/0!	12%
% with Trade	10%	#DIV/0!	25%
Avg. Over/Under Allowance	0	#DIV/0!	0



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

ALEX GUNN	ANTHONY SCOLA	JOSHUA LAW	
56%	38%	100%	#DIV/0!
9	13	11	0
119.4	62.8	115.3	#DIV/0!
\$ 31,294	\$ 23,212	\$ 30,789	#DIV/0!
\$ 31,266	\$ 23,212	\$ 30,789	#DIV/0!
\$ 33,638	\$ 25,367	\$ 33,353	#DIV/0!
93%	92%	92%	#DIV/0!
93%	92%	92%	#DIV/0!
\$ 28	\$ -	\$ -	#DIV/0!
\$ (1,753)	\$ (1,789)	\$ (1,277)	#DIV/0!
\$ 2,167	\$ 2,205	\$ 2,327	#DIV/0!
\$ 413	\$ 416	\$ 1,050	#DIV/0!
\$ 3,720	\$ 5,402	\$ 11,554	#DIV/0!
4%	10%	11%	#DIV/0!
11%	8%	0%	#DIV/0!
0	0	0	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	JORDAN COUTU	JEFF BROUSE
% Retailed of Non-New Franchise	68%	64%	74%
Total # Retail Units	41	22	19
Avg. Days to Sale	91.4	81.6	102.8
Avg. Advertised Price (Time of Sale)	\$ 28,682	\$ 30,781	\$ 26,252
Avg. Transaction Price	\$ 28,676	\$ 30,781	\$ 26,238
Avg. Market Price at 100%	\$ 31,045	\$ 33,128	\$ 28,717
Avg. Price to Market % (Time of Sale)	92%	93%	91%
Avg. Transaction to Market	92%	93%	91%
Avg. Transactional Discount	\$ 6	\$ -	\$ 13
Avg. Front-End Gross	\$ (1,574)	\$ (1,600)	\$ (1,543)
Avg. Finance Gross	\$ 2,230	\$ 1,819	\$ 2,707
PUVR	\$ 657	\$ 219	\$ 1,164
Total Gross (Units & PUVR)	\$ 26,927	\$ 4,810	\$ 22,117
GROI	9%	3%	16%
% with Trade	10%	0%	0%
Avg. Over/Under Allowance	0	0	0



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	41	0	41
Avg. Days to Sale	91.4	#DIV/0!	91.4
Avg. Advertised Price (Time of Sale)	\$ 28,682	#DIV/0!	\$ 28,676
Avg. Transaction Price	\$ 28,676	#DIV/0!	\$ 28,676
Avg. Market Price at 100%	\$ 31,045	#DIV/0!	\$ 31,084
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	92%
Avg. Transaction to Market	92%	#DIV/0!	92%
Avg. Transactional Discount	\$ 6	#DIV/0!	\$ 6
Avg. Front-End Gross	\$ (1,574)	#DIV/0!	\$ (1,574)
Avg. Finance Gross	\$ 2,230	#DIV/0!	\$ 2,230
PUVR	\$ 657	#DIV/0!	\$ 657
Total Gross (Units & PUVR)	\$ 26,927	#DIV/0!	\$ 26,927
GROI	9%	#DIV/0!	9%
% with Trade	10%	#DIV/0!	10%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	41	13	28
Avg. Days to Sale	91.4	105.5	84.9
Avg. Advertised Price (Time of Sale)	\$ 28,682	\$ 25,647	\$ 30,082
Avg. Transaction Price	\$ 28,676	\$ 25,647	\$ 30,082
Avg. Market Price at 100%	\$ 31,045	\$ 28,130	\$ 32,456
Avg. Price to Market % (Time of Sale)	92%	91%	93%
Avg. Transaction to Market	92%	91%	93%
Avg. Transactional Discount	\$ 6	\$ -	\$ 9
Avg. Front-End Gross	\$ (1,574)	\$ (1,836)	\$ (1,452)
Avg. Finance Gross	\$ 2,230	\$ 1,497	\$ 2,571
PUVR	\$ 657	\$ (338)	\$ 1,119
Total Gross (Units & PUVR)	\$ 26,927	\$ (4,399)	\$ 31,327
GROI	9%	-5%	16%
% with Trade	10%	0%	14%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	41	5	4
% of Retail Units	100%	12%	10%
% Retailed of Non-New Franchise	68%	80%	75%
Avg. Days to Sale	91.4	70.4	69.5
Avg. Transaction Price	\$ 28,676	\$ 18,604	\$ 24,576
Avg. Transaction to Market %	92%	93%	94%
Avg. Transactional Discount	\$ 6	\$ -	\$ -
Avg. Front End Gross	\$ (1,574)	\$ (1,349)	\$ 921
Avg. Finance Gross	\$ 2,230	\$ 1,693	\$ 1,161
PUVR	\$ 657	\$ 344	\$ 2,081
Total Gross (Units & PUVR)	\$ 26,927	\$ 1,721	\$ 8,325
GROI	9%	9%	44%
% with Trade	10%	0%	25%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	30	0	0
0%	73%	0%	0%
#DIV/0!	70%	#DIV/0!	#DIV/0!
#DIV/0!	103.0	#DIV/0!	#DIV/0!
#DIV/0!	\$ 31,385	#DIV/0!	#DIV/0!
#DIV/0!	92%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 8	#DIV/0!	#DIV/0!
#DIV/0!	\$ (1,961)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,483	#DIV/0!	#DIV/0!
#DIV/0!	\$ 523	#DIV/0!	#DIV/0!
#DIV/0!	\$ 15,682	#DIV/0!	#DIV/0!
#DIV/0!	6%	#DIV/0!	#DIV/0!
#DIV/0!	10%	#DIV/0!	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
2	0	0
5%	0%	0%
0%	#DIV/0!	#DIV/0!
14.0	#DIV/0!	#DIV/0!
\$ 21,432	#DIV/0!	#DIV/0!
90%	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ (1,320)	#DIV/0!	#DIV/0!
\$ 1,920	#DIV/0!	#DIV/0!
\$ 600	#DIV/0!	#DIV/0!
\$ 1,199	#DIV/0!	#DIV/0!
72%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	41	6	2
% of Retail Units	100%	15%	5%
% Retailed of Non-New Franchise	68%	67%	100%
Avg. Days to Sale	91.4	21.8	43.0
Avg. Transaction Price	\$ 28,676	\$ 24,980	\$ 30,058
Avg. Transaction to Market %	92%	96%	93%
Avg. Transactional Discount	\$ 6	\$ -	\$ 125
Avg. Front End Gross	\$ (1,574)	\$ 806	\$ (13)
Avg. Finance Gross	\$ 2,230	\$ 2,064	\$ 3,788
PUVR	\$ 657	\$ 2,871	\$ 3,776
Total Gross (Units & PUVR)	\$ 26,927	\$ 17,224	\$ 7,551
GROI	9%	189%	105%
% with Trade	10%	33%	50%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
7	13	11
17%	32%	27%
71%	100%	36%
52.0	74.5	199.9
\$ 25,523	\$ 29,688	\$ 33,386
93%	92%	90%
\$ -	\$ -	\$ -
\$ (1,227)	\$ (2,184)	\$ (2,768)
\$ 1,985	\$ 2,331	\$ 2,329
\$ 758	\$ 147	\$ (439)
\$ 5,307	\$ 1,912	\$ (4,827)
21%	2%	-2%
0%	8%	0%
0	0	0