

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Same Brand as New	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	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	3004361A	2021	Acura	TLX	17	Trade on New	Yes	Yes	\$ 36,935	\$ 36,435	97%	\$1,282	\$1,085
2	3P9181	2022	Acura	INTEGRA	12	Loaner	Yes	Yes	\$ 34,485	\$ 32,473	100%	\$6,289	\$300
3	3P9195	2023	Acura	MDX TYPE-S	10	Auction/Wholesale	Yes	Yes	\$ 74,485	\$ 74,485	105%	\$5,575	\$300
4	3300439A	2020	Acura	RDX	29	Trade on New	Yes	Yes	\$ 36,485	\$ 35,836	92%	\$905	\$0
5	3X9152	2019	Acura	RDX	51	Other	Yes	Yes	\$ 31,494	\$ 29,994	91%	(\$2,044)	\$1,840
6	3002560B	2014	Mercedes-Benz	E350 CAB	53	Trade on Used	No	No	\$ 18,494	\$ 16,934	78%	(\$1,212)	\$0
7	3P9108A	2023	Kia	SPORTAGE	77	Trade on Used	No	No	\$ 29,994	\$ 29,199	89%	\$157	\$763
8	3005287A	2021	Lexus	RX350	38	Trade on New	No	No	\$ 38,494	\$ 37,667	92%	(\$939)	\$4,353
9	3300738A	2015	Acura	RDX	10	Trade on New	Yes	Yes	\$ 20,494	\$ 20,494	102%	\$972	\$1,971
10	3P9156	2020	Jeep	WRANGLER	48	Auction/Wholesale	No	No	\$ 41,394	\$ 41,394	99%	\$444	\$586
11	3300737A	2020	Acura	RLX	16	Trade on New	Yes	Yes	\$ 43,394	\$ 42,394	101%	\$4,028	\$700
12	3008565A	2015	Honda	PILOT	24	Trade on New	No	No	\$ 16,294	\$ 16,294	89%	\$1,079	\$1,296
13	3X9166	2022	Jeep	WRANGLER	40	Other	No	No	\$ 43,494	\$ 43,494	96%	(\$1,659)	\$1,905
14	3004361B	2016	Acura	ILX	11	Trade on Used	No	Yes	\$ 17,994	\$ 17,994	98%	\$3,249	\$1,705
15	3007094A	2019	Acura	TLX	18	Trade on New	Yes	Yes	\$ 24,394	\$ 24,394	95%	(\$838)	\$1,385
16	3000272A	2014	Acura	MDX	61	Trade on New	Yes	Yes	\$ 16,094	\$ 15,994	81%	(\$3,562)	\$849
17	3008130A	2020	Acura	TLX	12	Trade on New	Yes	Yes	\$ 29,394	\$ 26,247	106%	\$2,201	\$100
18	3P9162A	2019	Acura	TLX	26	Trade on Used	No	Yes	\$ 25,494	\$ 24,765	99%	\$269	\$0
19	3X9152A	2018	Acura	TLX	14	Trade on Used	Yes	Yes	\$ 23,994	\$ 21,996	96%	\$1,752	\$1,965
20	3X9175	2023	Acura	RDX	36	Other	Yes	Yes	\$ 51,495	\$ 50,959	98%	(\$1,568)	\$0
21	3002413A	2019	Honda	CIVIC	28	Trade on New	No	No	\$ 22,485	\$ 22,485	90%	\$1,745	\$2,286
22	3004730B	2018	Acura	TLX	43	Trade on Used	Yes	Yes	\$ 20,994	\$ 20,495	90%	(\$958)	\$401
23	3006158A	2020	Acura	RDX	25	Trade on New	Yes	Yes	\$ 28,494	\$ 27,999	96%	\$753	\$2,060
24	3002057C	2020	Nissan	MAXIMA	13	Trade on Used	No	No	\$ 30,994	\$ 30,994	95%	\$3,932	\$3,465
25	3P9213	2013	Lexus	RX350	19	Auction/Wholesale	No	No	\$ 20,495	\$ 20,495	90%	\$282	\$1,561
26	3S9221	2021	Lexus	RX350	12	Other	No	No	\$ 44,494	\$ 43,139	95%	(\$3,999)	\$0
27	3P9187A	2013	Jeep	WRANGLER	14	Trade on Used	No	No	\$ 23,999	\$ 23,522	94%	\$41	\$1,752
28	3X9089A	2000	Jeep	WRANGLER	73	Trade on Used	No	No	\$ 9,799	\$ 9,724	76%	(\$5,513)	\$0
29	3P9232	2017	Volkswagen	BEETLE	8	Auction/Wholesale	No	No	\$ 23,499	\$ 23,499	97%	(\$1,472)	\$2,494
30	3S9161	2019	Toyota	HIGHLANDER	59	Other	No	No	\$ 26,499	\$ 26,311	90%	(\$3,755)	\$0
31	3S9229	2020	Chevrolet	TRAVERSE	6	Other	No	No	\$ 36,899	\$ 36,269	96%	\$4,190	\$3,941
32	3P9218	2022	Acura	MDX	21	Street/Curb Buy	Yes	Yes	\$ 52,984	\$ 52,984	92%	\$1,818	\$4,237
33	3000216A	2020	Lexus	RX350	23	Trade on New	No	No	\$ 32,899	\$ 32,899	94%	\$518	\$694
34	3031188A	2020	Ford	EXPEDITION	44	Trade on New	No	No	\$ 45,999	\$ 45,999	92%	(\$1,785)	\$2,185
35	3005904A	2017	Honda	CRV	18	Trade on New	No	No	\$ 18,499	\$ 18,499	95%	\$22	\$1,423
36	3035561B	2017	Acura	RDX	55	Trade on Used	Yes	Yes	\$ 19,994	\$ 19,598	88%	(\$712)	\$0
37	3P9108B	2015	Jeep	WRANGLER	23	Trade on Used	No	No	\$ 31,794	\$ 31,794	94%	\$4,514	\$3,171
38	3P9219	2023	Acura	MDX TYPE-S	21	Auction/Wholesale	Yes	Yes	\$ 69,999	\$ 67,994	103%	\$1,079	\$848
39	3004372B	2018	Audi	A4	66	Trade on Used	No	No	\$ 24,299	\$ 22,900	83%	(\$2,352)	\$1,840
40	3P9217	2023	Acura	MDX	21	Street/Curb Buy	Yes	Yes	\$ 54,799	\$ 54,715	104%	\$2,303	\$0
41	3P9205	2015	Acura	ILX	25	Street/Curb Buy	Yes	Yes	\$ 20,969	\$ 20,969	94%	\$3,619	\$751
42	3040899A	2015	Acura	MDX	44	Trade on New	Yes	Yes	\$ 21,699	\$ 19,724	98%	\$954	\$0
43	3P9196	2020	Cadillac	ESCALADE	36	Auction/Wholesale	No	No	\$ 54,499	\$ 53,994	99%	(\$2,180)	\$0
44	3042089B	2014	Kia	SEDONA	65	Trade on Used	No	No	\$ 10,889	\$ 10,589	82%	\$1,095	\$0
45	3P9137	2016	GMC	SIERRA	87	Auction/Wholesale	No	No	\$ 22,999	\$ 22,345	82%	(\$5,899)	\$1,566
46	3040139A	2020	Acura	RDX	83	Trade on New	Yes	Yes	\$ 29,999	\$ 29,999	84%	(\$5,728)	\$1,439
47	3P9185	2017	Acura	TLX	38	Auction/Wholesale	Yes	Yes	\$ 24,999	\$ 24,200	93%	\$337	\$3,287

48	3005474A	2019	Acura	ILX	25	Trade on New	Yes	Yes	\$ 28,999	\$ 27,894	101%	\$2,350	\$3,077
49	359220	2020	Nissan	ROGUE	28	Other	No	No	\$ 21,999	\$ 21,999	90%	(\$1,182)	\$0
50	3008636A	2021	Acura	RDX	8	Trade on New	Yes	Yes	\$ 37,999	\$ 36,994	98%	\$5,247	\$1,205
51	3008357A	2016	Audi	A6	19	Trade on New	No	No	\$ 22,799	\$ 21,994	99%	\$2,647	\$2,874
52	3001326A	2020	Acura	MDX	18	Trade on New	Yes	Yes	\$ 34,999	\$ 34,494	101%	\$2,043	\$2,419
53	3P9230	2022	Acura	MDX	23	Auction/Wholesale	Yes	Yes	\$ 69,999	\$ 69,494	105%	\$3,873	\$5,757

Scoreboard Totals

% Retailed of Non-Franchise Make	50%
Total # Retail Units	70
Avg. Days to Sale	31.4
Avg. Advertised Price (Time of Sale)	\$ 32,787
Avg. Transaction Price	\$ 32,235
Avg. Market Price at 100%	\$ 34,445
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 552
Avg. Front-End Gross	\$ 199
Avg. Finance Gross	\$ 1,437
PUVR	\$ 1,636
Total Gross (Units & PUVR)	\$ 114,500
GROI	58%
% with Trade	53%
Avg. Over/Under Allowance	(\$408)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	ASON RUMSCHLAG
% Retailed of Non-New Franchise	50%	#DIV/0!	47%
Total # Retail Units	70	0	38
Avg. Days to Sale	31.4	#DIV/0!	29.7
Avg. Advertised Price (Time of Sale)	\$ 32,787	#DIV/0!	\$ 36,174
Avg. Transaction Price	\$ 32,235	#DIV/0!	\$ 35,585
Avg. Market Price at 100%	\$ 34,445	#DIV/0!	\$ 37,084
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	98%
Avg. Transaction to Market	94%	#DIV/0!	96%
Avg. Transactional Discount	\$ 552	#DIV/0!	\$ 589
Avg. Front-End Gross	\$ 199	#DIV/0!	\$ 629
Avg. Finance Gross	\$ 1,437	#DIV/0!	\$ 1,547
PUVR	\$ 1,636	#DIV/0!	\$ 2,176
Total Gross (Units & PUVR)	\$ 114,500	#DIV/0!	\$ 82,685
GROI	58%	#DIV/0!	74%
% with Trade	53%	#DIV/0!	58%
Avg. Over/Under Allowance	-408	#DIV/0!	-400



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

DAN LUSSIER	RAY KHAN		
50%	75%	#DIV/0!	#DIV/0!
28	4	0	0
33.9	30.0	#DIV/0!	#DIV/0!
\$ 29,131	\$ 26,195	#DIV/0!	#DIV/0!
\$ 28,553	\$ 26,177	#DIV/0!	#DIV/0!
\$ 30,391	\$ 28,546	#DIV/0!	#DIV/0!
96%	92%	#DIV/0!	#DIV/0!
94%	92%	#DIV/0!	#DIV/0!
\$ 578	\$ 19	#DIV/0!	#DIV/0!
\$ (173)	\$ (1,286)	#DIV/0!	#DIV/0!
\$ 1,201	\$ 2,038	#DIV/0!	#DIV/0!
\$ 1,029	\$ 752	#DIV/0!	#DIV/0!
\$ 28,807	\$ 3,008	#DIV/0!	#DIV/0!
38%	34%	#DIV/0!	#DIV/0!
39%	100%	#DIV/0!	#DIV/0!
-288	-781	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	AUSTIN ADAMS	CARLOS ROJAS
% Retailed of Non-New Franchise	50%	50%	67%
Total # Retail Units	70	12	6
Avg. Days to Sale	31.4	27.7	31.2
Avg. Advertised Price (Time of Sale)	\$ 32,787	\$ 36,039	\$ 36,243
Avg. Transaction Price	\$ 32,235	\$ 35,344	\$ 35,942
Avg. Market Price at 100%	\$ 34,445	\$ 36,779	\$ 37,160
Avg. Price to Market % (Time of Sale)	95%	98%	98%
Avg. Transaction to Market	94%	96%	97%
Avg. Transactional Discount	\$ 552	\$ 695	\$ 301
Avg. Front-End Gross	\$ 199	\$ 1,315	\$ 1,030
Avg. Finance Gross	\$ 1,437	\$ 1,671	\$ 1,819
PUVR	\$ 1,636	\$ 2,985	\$ 2,849
Total Gross (Units & PUVR)	\$ 114,500	\$ 35,825	\$ 17,096
GROI	58%	110%	92%
% with Trade	53%	33%	67%
Avg. Over/Under Allowance	-408	-1,000	-305



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

RICHARD TUFANO	MALCOLM BLANC	VLAD IVANOVICH	JEFF THOMPSON
38%	60%	33%	59%
8	10	9	17
31.8	32.3	33.9	29.6
\$ 24,208	\$ 28,545	\$ 33,584	\$ 33,444
\$ 23,532	\$ 28,296	\$ 32,990	\$ 33,008
\$ 25,681	\$ 29,986	\$ 34,794	\$ 34,409
94%	95%	97%	97%
92%	94%	95%	96%
\$ 676	\$ 248	\$ 594	\$ 435
\$ (942)	\$ (271)	\$ 112	\$ 53
\$ 1,714	\$ 1,314	\$ 1,159	\$ 1,414
\$ 771	\$ 1,044	\$ 1,271	\$ 1,467
\$ 6,170	\$ 10,436	\$ 11,441	\$ 24,943
37%	41%	41%	54%
50%	60%	22%	65%
-375	-495	-125	-458

STEADMAN DOLEYS			
38%	#DIV/0!	#DIV/0!	#DIV/0!
8	0	0	0
36.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36,907	#DIV/0!	#DIV/0!	#DIV/0!
\$ 35,923	#DIV/0!	#DIV/0!	#DIV/0!
\$ 38,323	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 984	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,038	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,074	#DIV/0!	#DIV/0!	#DIV/0!
\$ 8,589	#DIV/0!	#DIV/0!	#DIV/0!
29%	#DIV/0!	#DIV/0!	#DIV/0!
75%	#DIV/0!	#DIV/0!	#DIV/0!
-17	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	ABIGAIL NICHOLSON	CARLA STIEGLE
% Retailed of Non-New Franchise	50%	33%	47%
Total # Retail Units	70	9	36
Avg. Days to Sale	31.4	33.0	33.4
Avg. Advertised Price (Time of Sale)	\$ 32,787	\$ 35,707	\$ 31,879
Avg. Transaction Price	\$ 32,235	\$ 34,835	\$ 31,364
Avg. Market Price at 100%	\$ 34,445	\$ 37,457	\$ 32,942
Avg. Price to Market % (Time of Sale)	95%	95%	97%
Avg. Transaction to Market	94%	93%	95%
Avg. Transactional Discount	\$ 552	\$ 871	\$ 516
Avg. Front-End Gross	\$ 199	\$ 1,215	\$ (254)
Avg. Finance Gross	\$ 1,437	\$ 1,179	\$ 1,143
PUVR	\$ 1,636	\$ 2,394	\$ 889
Total Gross (Units & PUVR)	\$ 114,500	\$ 21,547	\$ 32,003
GROI	58%	75%	31%
% with Trade	53%	0%	0%
Avg. Over/Under Allowance	-408	-467	-371



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	70	33	37
Avg. Days to Sale	31.4	27.1	35.2
Avg. Advertised Price (Time of Sale)	\$ 32,787	\$ 39,074	\$ 26,781
Avg. Transaction Price	\$ 32,235	\$ 38,349	\$ 26,781
Avg. Market Price at 100%	\$ 34,445	\$ 39,554	\$ 28,892
Avg. Price to Market % (Time of Sale)	95%	99%	93%
Avg. Transaction to Market	94%	97%	93%
Avg. Transactional Discount	\$ 552	\$ 725	\$ 398
Avg. Front-End Gross	\$ 199	\$ 1,196	\$ (691)
Avg. Finance Gross	\$ 1,437	\$ 1,604	\$ 1,288
PUVR	\$ 1,636	\$ 2,801	\$ 597
Total Gross (Units & PUVR)	\$ 114,500	\$ 92,424	\$ 22,076
GROI	58%	97%	23%
% with Trade	53%	58%	49%
Avg. Over/Under Allowance	-408	-342	-477



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	70	35	35
Avg. Days to Sale	31.4	26.6	36.1
Avg. Advertised Price (Time of Sale)	\$ 32,787	\$ 38,084	\$ 27,090
Avg. Transaction Price	\$ 32,235	\$ 37,380	\$ 27,090
Avg. Market Price at 100%	\$ 34,445	\$ 38,554	\$ 29,283
Avg. Price to Market % (Time of Sale)	95%	99%	93%
Avg. Transaction to Market	94%	97%	93%
Avg. Transactional Discount	\$ 552	\$ 704	\$ 400
Avg. Front-End Gross	\$ 199	\$ 1,228	\$ (831)
Avg. Finance Gross	\$ 1,437	\$ 1,561	\$ 1,313
PUVR	\$ 1,636	\$ 2,790	\$ 482
Total Gross (Units & PUVR)	\$ 114,500	\$ 97,647	\$ 16,853
GROI	58%	101%	18%
% with Trade	53%	54%	51%
Avg. Over/Under Allowance	-408	-342	-477



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	70	24	14
% of Retail Units	100%	34%	20%
% Retailed of Non-New Franchise	50%	42%	64%
Avg. Days to Sale	31.4	25.8	41.6
Avg. Transaction Price	\$ 32,235	\$ 28,530	\$ 20,506
Avg. Transaction to Market %	94%	94%	86%
Avg. Transactional Discount	\$ 552	\$ 528	\$ 618
Avg. Front End Gross	\$ 199	\$ 769	\$ 254
Avg. Finance Gross	\$ 1,437	\$ 1,402	\$ 1,083
PUVR	\$ 1,636	\$ 2,171	\$ 1,337
Total Gross (Units & PUVR)	\$ 114,500	\$ 52,100	\$ 18,712
GROI	58%	106%	56%
% with Trade	53%	54%	43%
Avg. Over/Under Allowance	-408	-319	-100



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	19	2	0
6%	27%	3%	0%
0%	58%	0%	#DIV/0!
22.0	34.3	11.5	#DIV/0!
\$ 50,542	\$ 39,602	\$ 38,931	#DIV/0!
98%	96%	102%	#DIV/0!
\$ 146	\$ 554	\$ 1,006	#DIV/0!
\$ 1,763	\$ (915)	\$ 6,129	#DIV/0!
\$ 1,247	\$ 2,027	\$ 300	#DIV/0!
\$ 3,010	\$ 1,112	\$ 6,429	#DIV/0!
\$ 12,040	\$ 21,121	\$ 12,858	#DIV/0!
97%	29%	517%	#DIV/0!
50%	47%	50%	#DIV/0!
-1,500	-818	1,500	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	7
0%	0%	10%
#DIV/0!	#DIV/0!	71%
#DIV/0!	#DIV/0!	33.1
#DIV/0!	#DIV/0!	\$ 36,024
#DIV/0!	#DIV/0!	92%
#DIV/0!	#DIV/0!	\$ 601
#DIV/0!	#DIV/0!	\$ (1,431)
#DIV/0!	#DIV/0!	\$ 1,098
#DIV/0!	#DIV/0!	\$ (333)
#DIV/0!	#DIV/0!	\$ (2,331)
#DIV/0!	#DIV/0!	-10%
#DIV/0!	#DIV/0!	86%
#DIV/0!	#DIV/0!	-245

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	70	42	12
% of Retail Units	100%	60%	17%
% Retailed of Non-New Franchise	50%	40%	58%
Avg. Days to Sale	31.4	17.8	39.6
Avg. Transaction Price	\$ 32,235	\$ 35,275	\$ 35,447
Avg. Transaction to Market %	94%	97%	94%
Avg. Transactional Discount	\$ 552	\$ 484	\$ 743
Avg. Front End Gross	\$ 199	\$ 1,834	\$ (1,502)
Avg. Finance Gross	\$ 1,437	\$ 1,699	\$ 1,422
PUVR	\$ 1,636	\$ 3,533	\$ (80)
Total Gross (Units & PUVR)	\$ 114,500	\$ 148,367	\$ (962)
GROI	58%	203%	-2%
% with Trade	53%	48%	58%
Avg. Over/Under Allowance	-408	-524	114



46-60 days	61-90 days	90+ days
9	7	0
13%	10%	0%
67%	71%	#DIV/0!
51.6	73.1	#DIV/0!
\$ 23,197	\$ 20,107	#DIV/0!
87%	81%	#DIV/0!
\$ 678	\$ 475	#DIV/0!
\$ (2,587)	\$ (3,115)	#DIV/0!
\$ 636	\$ 922	#DIV/0!
\$ (1,951)	\$ (2,192)	#DIV/0!
\$ (17,559)	\$ (15,345)	#DIV/0!
-59%	-54%	#DIV/0!
67%	57%	#DIV/0!
-649	-375	#DIV/0!