

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Dale Moore	Logan Whelan	Albert St John
	Chet Flaherty	Alan Wilkins
		Dave Moser
		Blake Reesor
		Zach Risinger
		Chris Hill
		Brian Carder







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.		2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	144523	2006	CHEVROLET	SILVERADO	0	Trade on Used	No	\$ 6,988	\$ 6,237		\$2,569	\$0
2	A38023	2019	FORD	FLEX	108	Auction/Wholesale	No	\$ 24,867	\$ 24,866	96%	(\$405)	\$117
3	583443	2013	JEEP	CHEROKEE	3	Trade on Used	No	\$ 11,988	\$ 9,539	106%	\$2,909	\$0
4	100265	2019	GMC	ACADIA	92	Trade on Used	No	\$ 19,983	\$ 19,983	88%	\$2,462	\$595
5	126489	2016	CHEVROLET	TAHOE	15	Street/Curb Buy	No	\$ 28,988	\$ 28,988	98%	\$1,569	\$1,177
6	9186166	2013	CHEVROLET	CAMARO	37	Trade on Used	No	\$ 7,988	\$ 7,652	83%	\$3,932	\$0
7	B31721	2019	FORD	EDGE	89	Auction/Wholesale	No	\$ 22,986	\$ 21,935	98%	\$375	\$0
8	528159	2020	CHEVROLET	EQUINOX	25	Auction/Wholesale	No	\$ 23,530	\$ 23,530	98%	\$338	\$0
9	234231	2012	BUICK	LACROSSE	3	Trade on Used	No	\$ 12,988	\$ 11,170	109%	\$2,624	\$0
10	326503	2012	CHEVROLET	CRUZE	39	Street/Curb Buy	No	\$ 5,988	\$ 5,765	109%	\$840	\$0
11	13707	2017	TOYOTA	TACOMA	98	Auction/Wholesale	No	\$ 33,976	\$ 30,982	106%	(\$64)	\$809
12	332816	2016	JEEP	WRANGLER	87	Trade on Used	No	\$ 25,488	\$ 25,488	100%	\$812	\$720
13	186046	2017	CHEVROLET	IMPALA	15	Trade on Used	No	\$ 18,988	\$ 18,800	103%	\$2,304	\$604
14	277071	2021	CHEVROLET	SILVERADO	63	Trade on Used	No	\$ 35,988	\$ 35,988	100%	\$1,839	\$586
15	195577	2022	CHEVROLET	COLORADO	49	Trade on New	No	\$ 41,988	\$ 41,988	103%	\$5,016	\$1,256
16	219581	2018	HYUNDAI	ELANTRA	12	Trade on Used	No	\$ 13,988	\$ 13,000	94%	\$2,143	\$0
17	210327	2022	TOYOTA	RAV4	97	Auction/Wholesale	No	\$ 26,943	\$ 26,943	101%	\$1,064	\$1,278
18	131667	2019	CHEVROLET	MALIBU	20	Trade on Used	No	\$ 17,988	\$ 16,614	99%	\$2,097	\$2,291
19	342460	2019	CHEVROLET	TAHOE	16	Trade on Used	No	\$ 39,988	\$ 37,841	102%	\$709	\$0
20	159720	2016	GMC	TERRAIN	6	Auction/Wholesale	No	\$ 20,988	\$ 20,988	109%	\$432	\$1,930
21	123852	2017	CHEVROLET	SILVERADO	48	Street/Curb Buy	No	\$ 41,988	\$ 41,988	106%	\$3,940	\$2,010
22	253890	2016	GMC	SIERRA	19	Trade on Used	No	\$ 23,988	\$ 23,506	106%	\$3,124	\$0
23	342508	2016	FORD	FOCUS	5	Auction/Wholesale	No	\$ 18,988	\$ 18,097	106%	\$2,021	\$1,325
24	178820	2021	GMC	SIERRA	64	Auction/Wholesale	No	\$ 70,961	\$ 70,651	101%	\$480	\$0
25	29273	2008	TOYOTA	RUNNER	6	Street/Curb Buy	No	\$ 9,988	\$ 9,988	102%	\$2,423	\$0
26	231839	2021	CHEVROLET	TAHOE	63	Auction/Wholesale	No	\$ 66,973	\$ 66,973	97%	(\$1,524)	\$1,807
27	557551	2017	DODGE	JOURNEY	6	Trade on Used	No	\$ 16,988	\$ 15,286	92%	\$2,356	\$0

28	211795	2021	CHEVROLET	COLORADO	100	Trade on New	No	\$	33,976	\$ 33,595	98%	\$1,468	\$0
29	151667	2021	CHEVROLET	EQUINOX	30	Auction/Wholesale	No	\$	24,988	\$ 24,988	103%	\$1,214	\$265
30	536431	2015	GMC	SIERRA	36	Trade on Used	No	\$	29,988	\$ 29,988	104%	\$1,698	\$1,241
31	1117723	2008	CHEVROLET	SILVERADO	11	Trade on Used	No	\$	20,988	\$ 20,500	103%	\$3,303	\$0
32	555468	2021	CHEVROLET	BLAZER	10	Auction/Wholesale	No	\$	39,988	\$ 39,988	99%	\$2,494	\$600
33	657701	2015	CADILLAC	ESCALADE	12	Trade on Used	No	\$	36,988	\$ 36,843	104%	\$1,520	\$1,215
34	576060	2022	CHEVROLET	SILVERADO	136	Auction/Wholesale	No	\$	54,571	\$ 54,571	93%	(\$80)	\$980
35	183379	2022	CHEVROLET	SILVERADO	59	Auction/Wholesale	No	\$	73,746	\$ 73,100	100%	\$3,483	\$2,460
36	100082	2021	CHEVROLET	TAHOE	68	Auction/Wholesale	No	\$	63,971	\$ 63,971	95%	(\$176)	\$2,755
37	C01021	2015	FORD	F150	12	Trade on Used	No	\$	27,988	\$ 25,048	98%	\$1,380	\$0
38	R257974	2015	GMC	YUKON	61	Trade on Used	No	\$	23,988	\$ 23,988	111%	\$2,150	\$434
39	100070	2021	CHEVROLET	TAHOE	63	Auction/Wholesale	No	\$	65,971	\$ 65,971	101%	\$819	\$3,027
40	255513	2020	CHEVROLET	TRAVERSE	92	Auction/Wholesale	No	\$	31,974	\$ 31,974	100%	\$142	\$1,958
41	607935	2019	RAM	RAM 1500	62	Auction/Wholesale	No	\$	30,984	\$ 30,750	98%	(\$115)	\$2,370
42	365201	2017	FORD	FUSION	5	Trade on Used	No	\$	10,988	\$ 10,500	86%	\$3,799	\$0
43	134174	2022	CHEVROLET	COLORADO	15	Auction/Wholesale	No	\$	42,988	\$ 42,988	104%	\$2,277	\$3,703
44	565295	2020	CHEVROLET	EQUINOX	15	Auction/Wholesale	No	\$	24,988	\$ 25,563	102%	\$2,071	\$315
45	138447	2023	CHEVROLET	EQUINOX	15	Auction/Wholesale	No	\$	35,988	\$ 35,988	104%	\$4,925	\$3,789
46	278213	2018	CHEVROLET	TRAVERSE	6	Trade on Used	No	\$	21,988	\$ 22,569	95%	\$3,735	\$0
47	318061	2006	CHEVROLET	TRAILBLAZER	8	Trade on Used	No	\$	6,988	\$ 5,988	132%	\$1,304	\$0
48	226856	2020	CADILLAC	XT5	56	Auction/Wholesale	No	\$	35,874	\$ 35,874	103%	\$2,206	\$3,841
49	112051	2021	GMC	ACADIA	129	Auction/Wholesale	No	\$	27,973	\$ 27,900	96%	\$220	\$1,760
50	208983	2011	FORD	FUSION	8	Trade on Used	No	\$	5,988	\$ 5,988	96%	\$3,254	\$0
51	143651	2021	GMC	ACADIA	158	Auction/Wholesale	No	\$	37,724	\$ 37,724	95%	\$1,230	\$0
52	B10929	2010	FORD	ESCAPE	10	Trade on Used	No	\$	6,988	\$ 6,988	113%	\$2,090	\$0
53	116530	2014	DODGE	JOURNEY	4	Trade on Used	No	\$	10,988	\$ 10,988	101%	\$3,823	\$1,881

## Scoreboard Totals

% Retailed of Non-Franchise Make	46%
Total # Retail Units	200
Avg. Days to Sale	43.0
Avg. Advertised Price (Time of Sale)	\$ 31,391
Avg. Transaction Price	\$ 30,932
Avg. Market Price at 100%	\$ 31,199
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	99%
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 1,809
Avg. Finance Gross	\$ 1,059
PUVR	\$ 2,868
Total Gross (Units & PUVR)	\$ 573,594
GROI	78%
% with Trade	50%
Avg. Over/Under Allowance	(\$170)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Dale Moore
% Retailed of Non-New Franchise	46%	#DIV/0!	46%
Total # Retail Units	200	0	181
Avg. Days to Sale	43.0	#DIV/0!	43.3
Avg. Advertised Price (Time of Sale)	\$ 31,391	#DIV/0!	\$ 31,070
Avg. Transaction Price	\$ 30,932	#DIV/0!	\$ 30,586
Avg. Market Price at 100%	\$ 31,199	#DIV/0!	#REF!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#REF!
Avg. Transaction to Market	99%	#DIV/0!	#REF!
Avg. Transactional Discount	#REF!	#DIV/0!	#REF!
Avg. Front-End Gross	\$ 1,809	#DIV/0!	\$ 1,794
Avg. Finance Gross	\$ 1,059	#DIV/0!	\$ 1,022
PUVR	\$ 2,868	#DIV/0!	\$ 2,816
Total Gross (Units & PUVR)	\$ 573,594	#DIV/0!	\$ 509,626
GROI	78%	#DIV/0!	77%
% with Trade	50%	#DIV/0!	49%
Avg. Over/Under Allowance	-170	#DIV/0!	-184









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Alan Wilkins	Dave Moser
% Retailed of Non-New Franchise	46%	44%	#DIV/0!
Total # Retail Units	200	27	0
Avg. Days to Sale	43.0	38.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,391	\$ 31,910	#DIV/0!
Avg. Transaction Price	\$ 30,932	\$ 31,106	#DIV/0!
Avg. Market Price at 100%	\$ 31,199	\$ 31,517	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	101%	#DIV/0!
Avg. Transaction to Market	99%	99%	#DIV/0!
Avg. Transactional Discount	#REF!	\$ 545	#DIV/0!
Avg. Front-End Gross	\$ 1,809	\$ 2,122	#DIV/0!
Avg. Finance Gross	\$ 1,059	\$ 1,024	#DIV/0!
PUVR	\$ 2,868	\$ 3,146	#DIV/0!
Total Gross (Units & PUVR)	\$ 573,594	\$ 84,948	#DIV/0!
GROI	78%	94%	#DIV/0!
% with Trade	50%	41%	#DIV/0!
Avg. Over/Under Allowance	-170	-164	#DIV/0!



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

Zach Risinger	Chris Hill	Brian Carder	Blake Reesor
86%	48%	50%	43%
7	21	34	30
58.1	48.8	47.1	48.9
\$ 32,458	\$ 28,689	\$ 30,616	\$ 33,159
\$ 32,132	\$ 28,409	\$ 30,195	\$ 32,742
\$ 32,800	\$ 28,127	\$ 30,575	\$ 33,260
99%	102%	100%	100%
98%	101%	99%	98%
\$ 326	\$ (625)	\$ 420	\$ 417
\$ 1,697	\$ 2,067	\$ 1,790	\$ 1,574
\$ 1,176	\$ 1,268	\$ 903	\$ 782
\$ 2,873	\$ 3,334	\$ 2,693	\$ 2,356
\$ 20,110	\$ 70,024	\$ 91,565	\$ 70,680
55%	87%	68%	53%
71%	48%	41%	47%
-179	-257	-65	-261





























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Chet Flaherty	Logan Whelan
% Retailed of Non-New Franchise	46%	40%	47%
Total # Retail Units	200	45	155
Avg. Days to Sale	43.0	42.6	43.2
Avg. Advertised Price (Time of Sale)	\$ 31,391	\$ 31,751	\$ 31,287
Avg. Transaction Price	\$ 30,932	\$ 31,370	\$ 30,805
Avg. Market Price at 100%	\$ 31,199	\$ 31,627	#REF!
Avg. Price to Market % (Time of Sale)	101%	100%	#REF!
Avg. Transaction to Market	99%	99%	#REF!
Avg. Transactional Discount	#REF!	\$ 381	#REF!
Avg. Front-End Gross	\$ 1,809	\$ 1,866	\$ 1,792
Avg. Finance Gross	\$ 1,059	\$ 589	\$ 1,196
PUVR	\$ 2,868	\$ 2,455	\$ 2,988
Total Gross (Units & PUVR)	\$ 573,594	\$ 110,465	\$ 463,128
GROI	78%	66%	81%
% with Trade	50%	0%	0%
Avg. Over/Under Allowance	-170	-290	-135







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	200
Avg. Days to Sale	43.0	#DIV/0!	43.0
Avg. Advertised Price (Time of Sale)	\$ 31,391	#DIV/0!	\$ 30,932
Avg. Transaction Price	\$ 30,932	#DIV/0!	\$ 30,932
Avg. Market Price at 100%	\$ 31,199	#DIV/0!	#REF!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#REF!
Avg. Transaction to Market	99%	#DIV/0!	#REF!
Avg. Transactional Discount	#REF!	#DIV/0!	#REF!
Avg. Front-End Gross	\$ 1,809	#DIV/0!	\$ 1,809
Avg. Finance Gross	\$ 1,059	#DIV/0!	\$ 1,059
PUVR	\$ 2,868	#DIV/0!	\$ 2,868
Total Gross (Units & PUVR)	\$ 573,594	#DIV/0!	\$ 573,594
GROI	78%	#DIV/0!	78%
% with Trade	50%	#DIV/0!	50%
Avg. Over/Under Allowance	-170	#DIV/0!	-170



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	109	91
Avg. Days to Sale	43.0	41.6	44.7
Avg. Advertised Price (Time of Sale)	\$ 31,391	\$ 34,181	\$ 27,581
Avg. Transaction Price	\$ 30,932	\$ 33,730	\$ 27,581
Avg. Market Price at 100%	\$ 31,199	#DIV/0!	#REF!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#REF!
Avg. Transaction to Market	99%	#DIV/0!	#REF!
Avg. Transactional Discount	#REF!	\$ 213	#REF!
Avg. Front-End Gross	\$ 1,809	\$ 1,892	\$ 1,709
Avg. Finance Gross	\$ 1,059	\$ 1,188	\$ 905
PUVR	\$ 2,868	\$ 3,080	\$ 2,614
Total Gross (Units & PUVR)	\$ 573,594	\$ 335,753	\$ 237,840
GROI	78%	79%	76%
% with Trade	50%	46%	54%
Avg. Over/Under Allowance	-170	-124	-225



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	10	75
% of Retail Units	100%	5%	38%
% Retailed of Non-New Franchise	46%	40%	57%
Avg. Days to Sale	43.0	35.4	25.8
Avg. Transaction Price	\$ 30,932	\$ 33,848	\$ 21,943
Avg. Transaction to Market %	99%	100%	#REF!
Avg. Transactional Discount	#REF!	\$ 829	#REF!
Avg. Front End Gross	\$ 1,809	\$ 2,282	\$ 2,318
Avg. Finance Gross	\$ 1,059	\$ 1,257	\$ 709
PUVR	\$ 2,868	\$ 3,538	\$ 3,027
Total Gross (Units & PUVR)	\$ 573,594	\$ 35,384	\$ 227,012
GROI	78%	106%	193%
% with Trade	50%	40%	41%
Avg. Over/Under Allowance	-170	-120	-312



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
11	103	1	0
6%	52%	1%	0%
18%	41%	0%	#DIV/0!
23.5	58.8	9.0	#DIV/0!
\$ 32,654	\$ 37,166	\$ 14,963	#DIV/0!
100%	100%	97%	#DIV/0!
\$ 243	\$ 62	\$ 1,025	#DIV/0!
\$ 2,809	\$ 1,271	\$ 3,213	#DIV/0!
\$ 1,253	\$ 1,285	\$ -	#DIV/0!
\$ 4,062	\$ 2,556	\$ 3,213	#DIV/0!
\$ 44,680	\$ 263,304	\$ 3,213	#DIV/0!
190%	42%	859%	#DIV/0!
36%	58%	0%	#DIV/0!
-250	-65	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	200	107	19
% of Retail Units	100%	54%	10%
% Retailed of Non-New Franchise	46%	45%	37%
Avg. Days to Sale	43.0	13.0	37.1
Avg. Transaction Price	\$ 30,932	\$ 26,120	\$ 34,199
Avg. Transaction to Market %	99%	#REF!	99%
Avg. Transactional Discount	#REF!	#REF!	\$ 423
Avg. Front End Gross	\$ 1,809	\$ 2,356	\$ 1,932
Avg. Finance Gross	\$ 1,059	\$ 867	\$ 1,189
PUVR	\$ 2,868	\$ 3,224	\$ 3,122
Total Gross (Units & PUVR)	\$ 573,594	\$ 344,924	\$ 59,314
GROI	78%	342%	89%
% with Trade	50%	42%	63%
Avg. Over/Under Allowance	-170	-130	-213



46-60 days	61-90 days	90+ days
17	23	32
9%	12%	16%
41%	52%	53%
53.4	71.3	123.8
\$ 33,692	\$ 41,262	\$ 37,419
100%	100%	95%
\$ 439	\$ 240	\$ 182
\$ 2,002	\$ 1,222	\$ 220
\$ 1,362	\$ 1,266	\$ 1,343
\$ 3,363	\$ 2,488	\$ 1,563
\$ 57,176	\$ 57,229	\$ 50,001
67%	30%	12%
65%	43%	63%
-546	-269	-23