

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Tyler Babcock	Tyler Babcock	Anna Normile
Bobby Hobbs	Bobby Hobbs	Kassidy Egan
		Troy Sornberger
		AJ Aukstikalnis
		Christopher Dietz
		Cody Rose







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	XF6299	2019	Chevrolet	TRAX	68	Auction/Wholesale	No	\$ 17,498	\$ 16,999	92%	(\$2,717)	
2	XF6385W	2020	FORD	ESCAPE	75	Auction/Wholesale	No	\$ 20,570	\$ 20,570	76%	\$537	
3	XF6386W	2021	FORD	F-350	76	Auction/Wholesale	No	\$ 59,889	\$ 59,889	96%	\$1,633	
4	23F180A	2020	RAM	1500	50	Trade on New	No	\$ 30,499	\$ 30,499	85%	\$346	
5	23F228L	2023	FORD	F-150	43	Loaner	No	\$ 58,499	\$ 58,499	99%	\$1,365	
6	XF6387W	2020	FORD	EXPLORER	214	Auction/Wholesale	No	\$ 30,499	\$ 30,499	96%	(\$12)	\$1,538
7	23F140L	2023	FORD	ESCAPE	42	Loaner	No	\$ 34,734	\$ 34,734	94%	(\$1,053)	
8	XF6388W	2021	JEEP	GRAND CHEROKEE	96	Auction/Wholesale	No	\$ 31,499	\$ 31,499	89%	(\$56)	
9	23F197A	2020	FORD	F-150	66	Trade on New	No	\$ 32,544	\$ 32,544	90%	(\$127)	\$300
10	XF6283X	2019	TOYOTA	TACOMA	82	Trade on Used	No	\$ 30,000	\$ 30,000	94%	(\$2,023)	\$649
11	XF6017	2022	FORD	ESCAPE	201	Loaner	No	\$ 27,999	\$ 27,999	77%	(\$7,271)	\$801
12	23F258A	2020	FORD	EXPLORER	50	Trade on New	No	\$ 31,499	\$ 31,499	95%	\$1,349	
13	23F295Y	2018	FORD	ESCAPE	15	Trade on New	No	\$ 21,987	\$ 21,987	82%	\$1,095	
14	XF6304W	2019	FORD	F-150	74	Auction/Wholesale	No	\$ 30,998	\$ 30,998	93%	(\$2,591)	\$1,083
15	23F235Y	2020	FORD	ESCAPE	85	Trade on New	No	\$ 19,999	\$ 19,999	94%	(\$1,066)	\$1,315
16	XF6404W	2020	FORD	ESCAPE	212	Auction/Wholesale	No	\$ 22,999	\$ 22,999	103%	(\$402)	\$732
17	XF6328W	2020	TOYOTA	TACOMA	202	Auction/Wholesale	No	\$ 31,989	\$ 31,989	95%	(\$96)	\$1,146
18	23F286Y	2020	LINCOLN	CORSAIR	30	Trade on New	No	\$ 32,357	\$ 32,357	97%	\$3,360	\$178
19	XF6322W	2018	SUBARU	LEGACY	47	Trade on New	No	\$ 21,799	\$ 21,549	99%	\$401	\$782
20	XF6265	2021	FORD	F-150	104	Auction/Wholesale	No	\$ 39,542	\$ 39,542	91%	(\$2,203)	\$831
21	XF6289A	2022	NISSAN	ROGUE SPORT	67	Trade on Used	No	\$ 23,587	\$ 23,587	94%	(\$2,155)	\$1,027
22	XF6214A	2017	FORD	ESCAPE	42	Trade on Used	No	\$ 17,684	\$ 17,684	95%	(\$360)	\$604
23	23F226Y	2020	FORD	EXPLORER	95	Trade on New	No	\$ 29,264	\$ 29,264	88%	(\$121)	\$291
24	23F280A	2019	FORD	ESCAPE	38	Trade on New	No	\$ 16,499	\$ 16,499	85%	\$709	
25	23F309A	2013	HONDA	CIVIC	5	Trade on New	No	\$ 13,373	\$ 13,373	97%	\$4,271	\$707
26	XF6300	2020	NISSAN	ROGUE SPORT	88	Auction/Wholesale	No	\$ 19,515	\$ 19,515	93%	(\$2,378)	\$659
27	XF6405W	2016	FORD	FOCUS	121	Auction/Wholesale	No	\$ 14,399	\$ 14,399	93%	\$339	
28	XF6406W	2019	DODGE	DURANGO	121	Auction/Wholesale	NO	\$ 25,999	\$ 25,999	103%	(\$1,563)	\$1,931
29	XF6277	2020	GMC	TERRAIN	107	Auction/Wholesale	No	\$ 22,494	\$ 20,000	78%	(\$2,437)	



## Scoreboard Totals

% Retailed of Non-Franchise Make	49%
Total # Retail Units	35
Avg. Days to Sale	79.9
Avg. Advertised Price (Time of Sale)	\$ 27,474
Avg. Transaction Price	\$ 27,382
Avg. Market Price at 100%	\$ 29,836
Avg. Price to Market % (Time of Sale)	92%
Avg. Transaction to Market	92%
Avg. Transactional Discount	\$ 93
Avg. Front-End Gross	\$ (119)
Avg. Finance Gross	\$ 886
PUVR	\$ 387
Total Gross (Units & PUVR)	\$ 13,547
GROI	6%
% with Trade	54%
Avg. Over/Under Allowance	\$1,722



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	49%	#DIV/0!	#DIV/0!
Total # Retail Units	35	0	0
Avg. Days to Sale	79.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,474	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,382	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,836	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 93	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (119)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 886	#DIV/0!	#DIV/0!
PUVR	\$ 387	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 13,547	#DIV/0!	#DIV/0!
GROI	6%	#DIV/0!	#DIV/0!
% with Trade	54%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,722	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	49%	#DIV/0!	#DIV/0!
Total # Retail Units	35	0	0
Avg. Days to Sale	79.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,474	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,382	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,836	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 93	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (119)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 886	#DIV/0!	#DIV/0!
PUVR	\$ 387	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 13,547	#DIV/0!	#DIV/0!
GROI	6%	#DIV/0!	#DIV/0!
% with Trade	54%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,722	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	49%	#DIV/0!	#DIV/0!
Total # Retail Units	35	0	0
Avg. Days to Sale	79.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,474	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,382	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,836	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 93	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (119)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 886	#DIV/0!	#DIV/0!
PUVR	\$ 387	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 13,547	#DIV/0!	#DIV/0!
GROI	6%	#DIV/0!	#DIV/0!
% with Trade	54%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,722	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	35	0	35
Avg. Days to Sale	79.9	#DIV/0!	79.9
Avg. Advertised Price (Time of Sale)	\$ 27,474	#DIV/0!	\$ 27,382
Avg. Transaction Price	\$ 27,382	#DIV/0!	\$ 27,382
Avg. Market Price at 100%	\$ 29,836	#DIV/0!	\$ 29,924
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	92%
Avg. Transaction to Market	92%	#DIV/0!	92%
Avg. Transactional Discount	\$ 93	#DIV/0!	\$ 93
Avg. Front-End Gross	\$ (119)	#DIV/0!	\$ (119)
Avg. Finance Gross	\$ 886	#DIV/0!	\$ 886
PUVR	\$ 387	#DIV/0!	\$ 387
Total Gross (Units & PUVR)	\$ 13,547	#DIV/0!	\$ 13,547
GROI	6%	#DIV/0!	6%
% with Trade	54%	#DIV/0!	54%
Avg. Over/Under Allowance	1,722	#DIV/0!	1,722



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	35	18	17
Avg. Days to Sale	79.9	87.9	71.3
Avg. Advertised Price (Time of Sale)	\$ 27,474	\$ 30,109	\$ 24,494
Avg. Transaction Price	\$ 27,382	\$ 30,109	\$ 24,494
Avg. Market Price at 100%	\$ 29,836	\$ 32,792	\$ 26,887
Avg. Price to Market % (Time of Sale)	92%	92%	91%
Avg. Transaction to Market	92%	92%	91%
Avg. Transactional Discount	\$ 93	\$ -	\$ 191
Avg. Front-End Gross	\$ (119)	\$ (268)	\$ 38
Avg. Finance Gross	\$ 886	\$ 767	\$ 1,004
PUVR	\$ 387	\$ 159	\$ 629
Total Gross (Units & PUVR)	\$ 13,547	\$ 2,854	\$ 10,692
GROI	6%	2%	13%
% with Trade	54%	61%	47%
Avg. Over/Under Allowance	1,722	2,000	1,500



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	35	12	5
% of Retail Units	100%	34%	14%
% Retailed of Non-New Franchise	49%	42%	80%
Avg. Days to Sale	79.9	47.5	64.4
Avg. Transaction Price	\$ 27,382	\$ 26,881	\$ 24,054
Avg. Transaction to Market %	92%	91%	94%
Avg. Transactional Discount	\$ 93	\$ 21	\$ -
Avg. Front End Gross	\$ (119)	\$ 1,501	\$ (713)
Avg. Finance Gross	\$ 886	\$ 682	\$ 843
PUVR	\$ 387	\$ 1,899	\$ 130
Total Gross (Units & PUVR)	\$ 13,547	\$ 22,788	\$ 652
GROI	6%	54%	3%
% with Trade	54%	58%	60%
Avg. Over/Under Allowance	1,722	1,375	1,250



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	14	3	0
3%	40%	9%	0%
100%	50%	0%	#DIV/0!
7.0	115.0	95.3	#DIV/0!
\$ 12,893	\$ 27,243	\$ 40,411	#DIV/0!
95%	92%	90%	#DIV/0!
\$ -	\$ 214	\$ -	#DIV/0!
\$ 1,643	\$ (950)	\$ (2,320)	#DIV/0!
#DIV/0!	\$ 1,131	\$ 801	#DIV/0!
\$ 1,643	\$ (384)	\$ (2,053)	#DIV/0!
\$ 1,643	\$ (5,379)	\$ (6,158)	#DIV/0!
655%	-4%	-19%	#DIV/0!
0%	43%	100%	#DIV/0!
#DIV/0!	1,750	4,000	#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	35	4	6
% of Retail Units	100%	11%	17%
% Retailed of Non-New Franchise	49%	50%	33%
Avg. Days to Sale	79.9	14.3	40.3
Avg. Transaction Price	\$ 27,382	\$ 20,153	\$ 32,402
Avg. Transaction to Market %	92%	93%	92%
Avg. Transactional Discount	\$ 93	\$ -	\$ -
Avg. Front End Gross	\$ (119)	\$ 2,592	\$ 1,759
Avg. Finance Gross	\$ 886	\$ 442	\$ 423
PUVR	\$ 387	\$ 3,035	\$ 2,182
Total Gross (Units & PUVR)	\$ 13,547	\$ 12,139	\$ 13,093
GROI	6%	380%	60%
% with Trade	54%	25%	67%
Avg. Over/Under Allowance	1,722	500	2,500



46-60 days	61-90 days	90+ days
5	10	10
14%	29%	29%
80%	50%	40%
51.2	76.7	147.3
\$ 25,809	\$ 28,010	\$ 27,419
94%	91%	90%
\$ 50	\$ 50	\$ 249
\$ (207)	\$ (1,023)	\$ (1,382)
\$ 992	\$ 961	\$ 1,039
\$ 785	\$ (62)	\$ (344)
\$ 3,925	\$ (623)	\$ (3,436)
21%	-1%	-3%
20%	80%	50%
2,000	1,625	1,500