

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Chris Shelledy	Lacy Jensen	Tanya Pzinski
Seth Lock		Brian Rouse
Skyler Williams		Scott Marynik
		Xavier Carrillo
		Vanya Simenov
		Weston O'Donnell
		Jade Stevenson







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	P23257B	2015	Chevrolet	Camaro	3	Trade on Used	No	\$ 24,995	\$ 24,995	103%	\$4,025	\$35
2	C3065	2021	Chevrolet	Equinox	30	Auction/Wholesale	No	\$ 24,995	\$ 23,495	97%	\$27,473	\$2,080
3	P23294B	2011	Chevrolet	Impala	5	Trade on Used	No	\$ 3,500	\$ 3,500	88%	\$2,385	\$35
4	C23303AA	2005	Chevrolet	Malibu	5	Trade on Used	No	\$ 1,500	\$ 1,500	100%	\$589	\$35
5	C23220A	2017	Chevrolet	Silverado	16	Trade on New	No	\$ 28,995	\$ 27,000	106%	\$3,065	\$35
6	C24073A	2021	Chevrolet	Silverado	33	Trade on New	No	\$ 54,995	\$ 53,325	100%	\$2,380	\$35
7	C3061	2019	Chevrolet	Silverado	35	Auction/Wholesale	No	\$ 48,995	\$ 48,495	103%	\$1,401	\$281
8	C24049A	2013	Chevrolet	Silverado	28	Trade on New	No	\$ 35,325	\$ 35,325	97%	\$4,199	\$35
9	C23271C	2016	Chevrolet	Silverado	31	Trade on Used	No	\$ 50,995	\$ 50,325	99%	\$5,740	\$35
10	C23265B	2015	Chevrolet	Suburban	15	Trade on Used	No	\$ 22,995	\$ 22,995	101%	\$7,562	\$1,179
11	C23303A	2013	Chevrolet	Suburban	11	Trade on New	No	\$ 11,995	\$ 11,995	100%	\$5,545	\$705
12	C3077A	2013	Chevrolet	Suburban	1	Trade on Used	No	\$ 12,495	\$ 12,495	100%	\$4,617	\$0
13	C232290A	2021	Chevrolet	Suburban	10	Trade on New	No	\$ 49,995	\$ 48,600	112%	\$1,925	\$1,404
14	C24084AA	2022	Chevrolet	Suburban	7	Trade on New	No	\$ 69,995	\$ 69,995	103%	\$6,820	\$35
15	C3077	2023	Chevrolet	Tahoe	8	Trade on Used	No	\$ 79,995	\$ 76,995	103%	\$857	\$35
16	C23291A	2021	Chevrolet	Tahoe	33	Trade on New	No	\$ 61,995	\$ 59,995	98%	\$3,205	\$2,567
17	C3084	2022	Chevrolet	Traverse	7	Auction/Wholesale	No	\$ 34,995	\$ 33,495	96%	\$1,791	\$2,235
18	C23294A	2018	Chevrolet	Traverse	1	Trade on New	No	\$ 24,995	\$ 23,500	87%	\$3,225	\$35
19	C3083	2021	Chevrolet	Trax	8	Auction/Wholesale	No	\$ 19,995	\$ 17,825	101%	\$386	\$35
20	P24084D	2013	Chrysler	300	2	Trade on Used	No	\$ 9,995	\$ 9,995	96%	\$2,375	\$184
21	C24058B	2014	Dodge	Journey	4	Trade on Used	No	\$ 5,000	\$ 5,000	100%	\$1,875	\$0
22	C24074A	2023	Ford	Bronco	28	Trade on New	No	\$ 36,995	\$ 35,495	103%	\$3,978	\$1,004
23	C24067A	2020	Ford	Edge	14	Trade on New	No	\$ 29,495	\$ 29,495	91%	\$699	\$35
24	C3080A	2017	Ford	Explorer	7	Trade on Used	No	\$ 21,995	\$ 21,995	94%	\$2,320	\$157
25	C24114A	2012	Ford	F-150	5	Trade on New	No	\$ 14,995	\$ 13,495	82%	\$9,409	\$112
26	C24084C	2020	Ford	Ranger	1	Trade on Used	No	\$ 35,495	\$ 34,000	99%	\$1,600	\$35
27	C23293A	2020	GMC	Acadia	9	Trade on New	No	\$ 24,495	\$ 24,495	106%	\$2,070	\$2,035



## Scoreboard Totals

% Retailed of Non-Franchise Make	37%
Total # Retail Units	38
Avg. Days to Sale	17.7
Avg. Advertised Price (Time of Sale)	\$ 34,544
Avg. Transaction Price	\$ 33,702
Avg. Market Price at 100%	\$ 34,754
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 842
Avg. Front-End Gross	\$ 3,592
Avg. Finance Gross	\$ 874
PUVR	\$ 4,465
Total Gross (Units & PUVR)	\$ 169,673
GROI	270%
% with Trade	39%
Avg. Over/Under Allowance	(\$402)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	37%	#DIV/0!	#DIV/0!
Total # Retail Units	38	0	0
Avg. Days to Sale	17.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,544	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,702	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 34,754	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 842	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,592	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 874	#DIV/0!	#DIV/0!
PUVR	\$ 4,465	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 169,673	#DIV/0!	#DIV/0!
GROI	270%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-402	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	37%	#DIV/0!	#DIV/0!
Total # Retail Units	38	0	0
Avg. Days to Sale	17.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,544	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,702	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 34,754	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 842	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,592	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 874	#DIV/0!	#DIV/0!
PUVR	\$ 4,465	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 169,673	#DIV/0!	#DIV/0!
GROI	270%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-402	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	37%	#DIV/0!	#DIV/0!
Total # Retail Units	38	0	0
Avg. Days to Sale	17.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,544	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,702	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 34,754	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 842	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,592	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 874	#DIV/0!	#DIV/0!
PUVR	\$ 4,465	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 169,673	#DIV/0!	#DIV/0!
GROI	270%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-402	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	38	0	38
Avg. Days to Sale	17.7	#DIV/0!	17.7
Avg. Advertised Price (Time of Sale)	\$ 34,544	#DIV/0!	\$ 33,702
Avg. Transaction Price	\$ 33,702	#DIV/0!	\$ 33,702
Avg. Market Price at 100%	\$ 34,754	#DIV/0!	\$ 34,277
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	98%
Avg. Transaction to Market	97%	#DIV/0!	98%
Avg. Transactional Discount	\$ 842	#DIV/0!	\$ 842
Avg. Front-End Gross	\$ 3,592	#DIV/0!	\$ 3,592
Avg. Finance Gross	\$ 874	#DIV/0!	\$ 874
PUVR	\$ 4,465	#DIV/0!	\$ 4,465
Total Gross (Units & PUVR)	\$ 169,673	#DIV/0!	\$ 169,673
GROI	270%	#DIV/0!	270%
% with Trade	39%	#DIV/0!	39%
Avg. Over/Under Allowance	-402	#DIV/0!	-402



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	38	24	14
Avg. Days to Sale	17.7	15.2	22.0
Avg. Advertised Price (Time of Sale)	\$ 34,544	\$ 38,676	\$ 26,632
Avg. Transaction Price	\$ 33,702	\$ 37,826	\$ 26,632
Avg. Market Price at 100%	\$ 34,754	\$ 38,340	\$ 27,311
Avg. Price to Market % (Time of Sale)	99%	101%	98%
Avg. Transaction to Market	97%	99%	98%
Avg. Transactional Discount	\$ 842	\$ 850	\$ 828
Avg. Front-End Gross	\$ 3,592	\$ 4,373	\$ 2,253
Avg. Finance Gross	\$ 874	\$ 953	\$ 737
PUVR	\$ 4,465	\$ 5,326	\$ 2,990
Total Gross (Units & PUVR)	\$ 169,673	\$ 127,813	\$ 41,860
GROI	270%	334%	184%
% with Trade	39%	38%	43%
Avg. Over/Under Allowance	-402	-188	-616



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	38	16	14
% of Retail Units	100%	42%	37%
% Retailed of Non-New Franchise	37%	31%	43%
Avg. Days to Sale	17.7	14.8	7.4
Avg. Transaction Price	\$ 33,702	\$ 40,763	\$ 24,056
Avg. Transaction to Market %	97%	96%	95%
Avg. Transactional Discount	\$ 842	\$ 1,003	\$ 440
Avg. Front End Gross	\$ 3,592	\$ 3,899	\$ 2,882
Avg. Finance Gross	\$ 874	\$ 765	\$ 402
PUVR	\$ 4,465	\$ 4,664	\$ 3,284
Total Gross (Units & PUVR)	\$ 169,673	\$ 74,631	\$ 45,971
GROI	270%	279%	668%
% with Trade	39%	63%	21%
Avg. Over/Under Allowance	-402	-631	-188



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	8	0	0
0%	21%	0%	0%
#DIV/0!	38%	#DIV/0!	#DIV/0!
#DIV/0!	41.6	#DIV/0!	#DIV/0!
#DIV/0!	\$ 36,461	#DIV/0!	#DIV/0!
#DIV/0!	101%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,221	#DIV/0!	#DIV/0!
#DIV/0!	\$ 4,217	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,917	#DIV/0!	#DIV/0!
#DIV/0!	\$ 6,134	#DIV/0!	#DIV/0!
#DIV/0!	\$ 49,071	#DIV/0!	#DIV/0!
#DIV/0!	145%	#DIV/0!	#DIV/0!
#DIV/0!	25%	#DIV/0!	#DIV/0!
#DIV/0!	0	#DIV/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	38	31	5
% of Retail Units	100%	82%	13%
% Retailed of Non-New Franchise	37%	39%	0%
Avg. Days to Sale	17.7	9.5	32.8
Avg. Transaction Price	\$ 33,702	\$ 30,521	\$ 51,527
Avg. Transaction to Market %	97%	95%	101%
Avg. Transactional Discount	\$ 842	\$ 743	\$ 1,468
Avg. Front End Gross	\$ 3,592	\$ 4,029	\$ 2,685
Avg. Finance Gross	\$ 874	\$ 761	\$ 1,031
PUVR	\$ 4,465	\$ 4,790	\$ 3,715
Total Gross (Units & PUVR)	\$ 169,673	\$ 148,481	\$ 18,576
GROI	270%	594%	79%
% with Trade	39%	42%	20%
Avg. Over/Under Allowance	-402	-417	-1,000



46-60 days	61-90 days	90+ days
0	1	1
0%	3%	3%
#DIV/0!	100%	100%
#DIV/0!	86.0	127.0
#DIV/0!	\$ 27,395	\$ 49,495
#DIV/0!	95%	122%
#DIV/0!	\$ 1,600	\$ -
#DIV/0!	\$ 656	\$ (2,505)
#DIV/0!	\$ 825	\$ 3,640
#DIV/0!	\$ 1,481	\$ 1,135
#DIV/0!	\$ 1,481	\$ 1,135
#DIV/0!	23%	7%
#DIV/0!	100%	0%
#DIV/0!	0	0