

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Kenny Banghart	Kevin Lonce	Phil Duquesne
Dave Kolosky	Steve Villosio Sr.	Phil Dipierno
		Christina Minet
		Paul Latino
		Paul Venditti
		Mike Rosa
		Mike Steinke
		Dillon Cummings
		Steve Villosio Sr.

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	BU9800A	2021	Chevrolet	TRAILBLAZER	5	Trade on New	Yes	\$ 23,995	\$ 23,995	101%	\$4,561	\$3,721
2	BU9657A	2021	Chevrolet	TAHOE	57	Trade on New	Yes	\$ 56,990	\$ 56,825	102%	\$1,383	\$6,034
3	BU5121A	2019	Chevrolet	SILVERADO	123	Trade on New	Yes	\$ 32,190	\$ 32,190	99%	\$1,296	\$2,461
4	BUIP23461	2021	Chevrolet	BLAZER	11	Trade on New	Yes	\$ 37,500	\$ 37,900	104%	\$4,942	\$5,455
5	BU9729C	2011	Chevrolet	CRUZE	6	Trade on Used	No	\$ 9,595	\$ 9,595	107%	\$2,372	\$596
6	BUK4116	2018	Chevrolet	CRUZE	23	Street/Curb Buy	Yes	\$ 17,988	\$ 17,988	109%	\$3,167	\$596
7	BU9746B	2020	Chevrolet	TRAX	30	Trade on New	Yes	\$ 18,988	\$ 22,500	107%	\$397	\$574
8	BU4028A	2023	Kia	SPORTAGE	45	Trade on New	No	\$ 31,990	\$ 31,990	98%	\$1,795	\$1,019
9	BUIP0731	2017	Chevrolet	CAMARO	43	Trade on New	No	\$ 23,495	\$ 23,495	107%	\$1,820	\$3,258
10	BU9781A	2020	GMC	SIERRA	18	Trade on New	Yes	\$ 53,775	\$ 52,100	100%	\$3,381	\$1,190
11	BUIP23298	2020	Chevrolet	TRAX	70	Trade on New		\$ 18,300	\$ 19,995	96%	\$1,173	\$1,610
12	BUIP5887	2020	Chevrolet	EQUINOX	25	Trade on New	Yes	\$ 29,992	\$ 29,292	108%	\$1,398	\$0
13	BU4288A	2017	Nissan	MAXIMA	35	Trade on New	No	\$ 18,932	\$ 18,932	103%	\$3,825	\$3,672
14	BU9857A	2021	Chevrolet	TRAILBLAZER	15	Trade on New	Yes	\$ 28,290	\$ 27,988	104%	\$4,759	\$400
15	BU9794A	2019	Chevrolet	COLORADO	5	Trade on New	Yes	\$ 29,995	\$ 29,995	105%	\$4,048	\$0
16	BUIP9703A	2018	Ford	FOCUS	17	Trade on New	No	\$ 17,500	\$ 17,500	103%	\$2,250	\$615
17	BU9789A	2020	Chevrolet	TRAX	24	Trade on New	Yes	\$ 19,995	\$ 19,995	123%	\$1,484	\$2,633
18	BU4122A	2016	Mitsubishi	OUTLANDER	23	Trade on New	No	\$ 14,590	\$ 13,995	106%	\$4,222	\$549
19	BU9792A	2020	Chevrolet	TRAX	12	Trade on New	Yes	\$ 18,290	\$ 17,790	106%	\$1,856	\$2,467
20	BUIP5887	2020	Chevrolet	EQUINOX		Trade on New	Yes	\$ 29,292	\$ 29,292	103%	\$1,864	\$0
21	BU9813B	2018	Chevrolet	MALIBU	12	Trade on New	Yes	\$ 21,544	\$ 21,544	104%	\$636	\$1,000
22	BU9857A	2021	Chevrolet	TRAILBLAZER	15	Trade on New	Yes	\$ 27,988	\$ 27,988	104%	\$4,759	\$401
23	BU9793A	2021	Chevrolet	MAILIBU	18	Trade on New	Yes	\$ 20,790	\$ 20,790	109%	\$1,498	\$3,796
24	BUP4155	2021	Chevrolet	TAHOE	6	Street/Curb Buy	Yes	\$ 60,998	\$ 58,498	97%	\$2,590	\$4,406
25	BUIP5239	2019	GMC	ACADIA	71	Trade on New	Yes	\$ 19,996	\$ 29,591	93%	\$2,679	\$2,813
26	BUIP2422	2018	Jeep	GRAND CHEROKE	36	Trade on New	No	\$ 26,999	\$ 27,995	116%	\$354	\$596
27	BU9908A	2022	Jeep	GRAND WAGONE	12	Trade on New	No	\$ 67,690	\$ 67,690	101%	\$10,888	\$7,640
28	BU9712A	2017	Chevrolet	SILVERADO 3500	22	Trade on New	No	\$ 39,995	\$ 38,495	100%	\$3,548	\$3,792
29	BU9683C	2019	Chevrolet	CRUZE	50	Trade on New	Yes	\$ 13,973	\$ 13,973	108%	\$1,110	\$574
30	BU9702B	2020	Chevrolet	SILVERADO	19	Trade on New	Yes	\$ 34,990	\$ 34,990	106%	\$4,018	\$0

31	BUIP2387	2020	Jeep	GRAND CHEROKE	51	Trade on New	No	\$	30,147	\$	29,768	101%	\$464	\$1,933
32	BUP4131	2013	Chevrolet	CRUZE	39	Street/Curb Buy	No	\$	9,973	\$	10,500	117%	\$238	\$574
33	BUIP2309	2020	Dodge	DURANGO	51	Trade on New	No	\$	26,495	\$	33,995	98%	\$1,947	\$2,139
34	BUIP44128	2020	Chevrolet	EQUINOX	2	Trade on New	Yes	\$	19,993	\$	19,993	102%	\$1,725	\$1,349
35	BUP4140Q	2022	Chevrolet	EQUINOX	32	Street/Curb Buy	Yes	\$	27,990	\$	27,990	124%	\$3,320	\$1,431
36	BUIP5663	2020	Chevrolet	SILVERADO	27	Trade on New	Yes	\$	40,993	\$	40,993	104%	\$4,582	\$6,036
37	BU9785A	2021	Chevrolet	TRAX	41	Trade on New	Yes	\$	20,990	\$	20,990	106%	\$1,646	\$1,788
38	BU9828D	2021	GMC	CANYON	11	Trade on New	Yes	\$	36,990	\$	36,990	101%	\$2,838	\$1,508
39	BUR4125	2022	Chevrolet	EQUINOX	51	Auction/Wholesale	Yes	\$	26,990	\$	25,790	116%	\$1,066	\$3,218
40	BUIP1812	2015	Jeep	CHEROKEE	31	Trade on New	No	\$	17,599	\$	17,000	107%	\$1,367	\$2,218
41														
42	BU9906B	2019	Chevrolet	SONIC	8	Trade on New	Yes	\$	13,962	\$	13,962	105%	\$2,264	\$316
43	BU9759A	2022	Ram	2500	15	Trade on New	No	\$	73,995	\$	73,995	100%	\$5,024	\$2,656
44	BU9944A	2023	Toyota	TACOMA	10	Trade on New	No	\$	54,995	\$	54,995	103%	\$2,389	\$1,474
45	BU9937B	2020	Chevrolet	TRAVERSE	3	Trade on New	Yes	\$	31,995	\$	29,995	108%	\$2,516	\$687
46	BU9969A	2019	Honda	HRV	8	Trade on New	No	\$	25,995	\$	25,995	105%	\$1,906	\$4,333
47	BU9210A	2020	Chevrolet	TRAX	86	Trade on New	Yes	\$	17,249	\$	19,995	101%	\$1,155	\$2,714
48	BUK4144	2020	Chevrolet	SILVERADO	36	Street/Curb Buy	Yes	\$	40,990	\$	39,990	104%	\$2,001	\$2,786
49	BU9980A	2021	Chevrolet	TRAX	3	Trade on New	Yes	\$	18,995	\$	18,995	104%	\$2,334	\$1,538
50	BUIP1636	2023	Hyundai	SANTA CRUZ	17	Trade on New	No	\$	34,118	\$	34,118	98%	\$3,528	\$2,199
51	BU9802A	2018	Hyundai	SANTA FE	31	Trade on New	No	\$	18,990	\$	18,990	100%	\$2,068	\$1,796
52	BUK4096	2020	Audi	Q5	91	Street/Curb Buy	No	\$	28,726	\$	28,726	100%	\$1,394	\$0
53	BUK4119	2018	Hyundai	SANTA FE	62	Street/Curb Buy	No	\$	14,995	\$	14,995	108%	\$2,118	\$292

Scoreboard Totals

% Retailed of Non-Franchise Make	37%
Total # Retail Units	54
Avg. Days to Sale	31.4
Avg. Advertised Price (Time of Sale)	\$ 28,637
Avg. Transaction Price	\$ 28,883
Avg. Market Price at 100%	\$ 27,409
Avg. Price to Market % (Time of Sale)	104%
Avg. Transaction to Market	105%
Avg. Transactional Discount	\$ (246)
Avg. Front-End Gross	\$ 2,501
Avg. Finance Gross	\$ 2,066
PUVR	\$ 4,567
Total Gross (Units & PUVR)	\$ 246,608
GROI	182%
% with Trade	31%
Avg. Over/Under Allowance	(\$196)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Kenny Banghart	Dave Kolosky
% Retailed of Non-New Franchise	37%	36%	45%
Total # Retail Units	54	39	11
Avg. Days to Sale	31.4	29.5	28.0
Avg. Advertised Price (Time of Sale)	\$ 28,637	\$ 25,809	\$ 41,078
Avg. Transaction Price	\$ 28,883	\$ 26,100	\$ 41,099
Avg. Market Price at 100%	\$ 27,409	\$ 24,816	\$ 40,352
Avg. Price to Market % (Time of Sale)	104%	104%	102%
Avg. Transaction to Market	105%	105%	102%
Avg. Transactional Discount	\$ (246)	\$ (291)	\$ (21)
Avg. Front-End Gross	\$ 2,501	\$ 2,284	\$ 3,615
Avg. Finance Gross	\$ 2,066	\$ 1,874	\$ 2,831
PUVR	\$ 4,567	\$ 4,159	\$ 6,446
Total Gross (Units & PUVR)	\$ 246,608	\$ 162,185	\$ 70,901
GROI	182%	195%	202%
% with Trade	31%	23%	55%
Avg. Over/Under Allowance	-196	-214	-202



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Phil Duquesne	Phil Dipierno
% Retailed of Non-New Franchise	37%	60%	20%
Total # Retail Units	54	5	5
Avg. Days to Sale	31.4	49.5	19.2
Avg. Advertised Price (Time of Sale)	\$ 28,637	\$ 28,549	\$ 25,146
Avg. Transaction Price	\$ 28,883	\$ 28,215	\$ 24,846
Avg. Market Price at 100%	\$ 27,409	\$ 27,778	\$ 24,655
Avg. Price to Market % (Time of Sale)	104%	103%	102%
Avg. Transaction to Market	105%	102%	101%
Avg. Transactional Discount	\$ (246)	\$ 334	\$ 300
Avg. Front-End Gross	\$ 2,501	\$ 1,567	\$ 2,288
Avg. Finance Gross	\$ 2,066	\$ 777	\$ 2,092
PUVR	\$ 4,567	\$ 2,345	\$ 4,380
Total Gross (Units & PUVR)	\$ 246,608	\$ 11,723	\$ 21,900
GROI	182%	60%	331%
% with Trade	31%	60%	20%
Avg. Over/Under Allowance	-196	333	0



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

Christina Minet	Paul Latino	Paul Venditti	Mike Rosa
33%	40%	0%	0%
9	5	2	2
12.2	20.0	23.0	60.0
\$ 36,416	\$ 36,531	\$ 25,493	\$ 22,745
\$ 36,204	\$ 36,331	\$ 25,493	\$ 22,743
\$ 35,372	\$ 35,607	\$ 24,184	\$ 22,088
103%	103%	105%	103%
102%	102%	105%	103%
\$ 211	\$ 200	\$ -	\$ 3
\$ 3,987	\$ 4,140	\$ 2,847	\$ 1,101
\$ 2,800	\$ 2,714	\$ 894	\$ 4,000
\$ 6,787	\$ 6,854	\$ 3,741	\$ 5,100
\$ 61,084	\$ 34,271	\$ 7,482	\$ 10,200
552%	340%	230%	135%
33%	0%	50%	0%
-167	#DIV/0!	0	#DIV/0!

Mike Steinke	Dillon Cummings	Steve Villosio Sr.	
67%	50%	38%	#DIV/0!
3	2	21	0
13.3	20.5	43.4	#DIV/0!
\$ 42,353	\$ 39,965	\$ 22,098	#DIV/0!
\$ 41,628	\$ 38,715	\$ 23,241	#DIV/0!
\$ 41,474	\$ 40,633	\$ 20,940	#DIV/0!
102%	98%	106%	#DIV/0!
100%	95%	111%	#DIV/0!
\$ 725	\$ 1,250	\$ (1,143)	#DIV/0!
\$ 2,542	\$ 3,208	\$ 1,774	#DIV/0!
\$ 1,710	\$ 4,039	\$ 1,687	#DIV/0!
\$ 4,252	\$ 7,247	\$ 3,462	#DIV/0!
\$ 12,757	\$ 14,493	\$ 72,698	#DIV/0!
276%	329%	124%	#DIV/0!
33%	100%	29%	#DIV/0!
-1,210	500	-604	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Kevin Lonce	Steve Villosio S
% Retailed of Non-New Franchise	37%	36%	39%
Total # Retail Units	54	22	31
Avg. Days to Sale	31.4	21.6	38.8
Avg. Advertised Price (Time of Sale)	\$ 28,637	\$ 34,665	\$ 24,316
Avg. Transaction Price	\$ 28,883	\$ 34,198	\$ 25,074
Avg. Market Price at 100%	\$ 27,409	\$ 33,822	\$ 23,350
Avg. Price to Market % (Time of Sale)	104%	102%	104%
Avg. Transaction to Market	105%	101%	107%
Avg. Transactional Discount	\$ (246)	\$ 466	\$ (759)
Avg. Front-End Gross	\$ 2,501	\$ 2,630	\$ 2,360
Avg. Finance Gross	\$ 2,066	\$ 2,366	\$ 1,919
PUVR	\$ 4,567	\$ 4,996	\$ 4,279
Total Gross (Units & PUVR)	\$ 246,608	\$ 109,914	\$ 132,646
GROI	182%	244%	158%
% with Trade	31%	41%	26%
Avg. Over/Under Allowance	-196	32	-453



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	54	32	21
Avg. Days to Sale	31.4	29.5	32.2
Avg. Advertised Price (Time of Sale)	\$ 28,637	\$ 28,647	\$ 29,370
Avg. Transaction Price	\$ 28,883	\$ 28,841	\$ 29,370
Avg. Market Price at 100%	\$ 27,409	\$ 27,498	\$ 28,453
Avg. Price to Market % (Time of Sale)	104%	104%	103%
Avg. Transaction to Market	105%	105%	103%
Avg. Transactional Discount	\$ (246)	\$ (194)	\$ (255)
Avg. Front-End Gross	\$ 2,501	\$ 2,427	\$ 2,678
Avg. Finance Gross	\$ 2,066	\$ 2,082	\$ 2,062
PUVR	\$ 4,567	\$ 4,509	\$ 4,740
Total Gross (Units & PUVR)	\$ 246,608	\$ 144,287	\$ 99,538
GROI	182%	190%	180%
% with Trade	31%	41%	19%
Avg. Over/Under Allowance	-196	-119	-448



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	54	34	20
Avg. Days to Sale	31.4	30.2	33.3
Avg. Advertised Price (Time of Sale)	\$ 28,637	\$ 26,685	\$ 32,668
Avg. Transaction Price	\$ 28,883	\$ 26,656	\$ 32,668
Avg. Market Price at 100%	\$ 27,409	\$ 25,486	\$ 31,499
Avg. Price to Market % (Time of Sale)	104%	105%	104%
Avg. Transaction to Market	105%	105%	104%
Avg. Transactional Discount	\$ (246)	\$ 29	\$ (713)
Avg. Front-End Gross	\$ 2,501	\$ 2,291	\$ 2,858
Avg. Finance Gross	\$ 2,066	\$ 2,087	\$ 2,030
PUVR	\$ 4,567	\$ 4,378	\$ 4,887
Total Gross (Units & PUVR)	\$ 246,608	\$ 148,859	\$ 97,749
GROI	182%	196%	162%
% with Trade	31%	38%	20%
Avg. Over/Under Allowance	-196	-119	-448



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	54	44	1
% of Retail Units	100%	81%	2%
% Retailed of Non-New Franchise	37%	41%	0%
Avg. Days to Sale	31.4	28.8	6.0
Avg. Transaction Price	\$ 28,883	\$ 29,627	\$ 9,595
Avg. Transaction to Market %	105%	106%	107%
Avg. Transactional Discount	\$ (246)	\$ (396)	\$ -
Avg. Front End Gross	\$ 2,501	\$ 2,646	\$ 2,372
Avg. Finance Gross	\$ 2,066	\$ 2,112	\$ 596
PUVR	\$ 4,567	\$ 4,757	\$ 2,968
Total Gross (Units & PUVR)	\$ 246,608	\$ 209,321	\$ 2,968
GROI	182%	201%	1856%
% with Trade	31%	32%	0%
Avg. Over/Under Allowance	-196	-153	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
7	2	0	0
13%	4%	0%	0%
29%	0%	#DIV/0!	#DIV/0!
41.3	64.0	#DIV/0!	#DIV/0!
\$ 28,384	\$ 23,890	#DIV/0!	#DIV/0!
108%	105%	#DIV/0!	#DIV/0!
\$ 425	\$ 603	#DIV/0!	#DIV/0!
\$ 2,118	\$ 724	#DIV/0!	#DIV/0!
\$ 1,441	\$ 3,980	#DIV/0!	#DIV/0!
\$ 3,559	\$ 4,703	#DIV/0!	#DIV/0!
\$ 24,913	\$ 9,406	#DIV/0!	#DIV/0!
109%	111%	#DIV/0!	#DIV/0!
43%	0%	#DIV/0!	#DIV/0!
-400	#DIV/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	54	30	11
% of Retail Units	100%	56%	20%
% Retailed of Non-New Franchise	37%	30%	55%
Avg. Days to Sale	31.4	14.1	36.4
Avg. Transaction Price	\$ 28,883	\$ 31,355	\$ 23,806
Avg. Transaction to Market %	105%	104%	108%
Avg. Transactional Discount	\$ (246)	\$ 195	\$ 61
Avg. Front End Gross	\$ 2,501	\$ 3,196	\$ 1,923
Avg. Finance Gross	\$ 2,066	\$ 2,064	\$ 1,917
PUVR	\$ 4,567	\$ 5,260	\$ 3,840
Total Gross (Units & PUVR)	\$ 246,608	\$ 157,807	\$ 42,242
GROI	182%	429%	160%
% with Trade	31%	27%	27%
Avg. Over/Under Allowance	-196	-151	-400



46-60 days	61-90 days	90+ days
5	5	2
9%	9%	4%
40%	40%	50%
52.0	73.2	107.0
\$ 32,070	\$ 21,313	\$ 30,458
109%	113%	100%
\$ (1,151)	\$ (2,806)	\$ -
\$ 1,194	\$ 1,501	\$ 1,345
\$ 2,780	\$ 2,434	\$ 1,231
\$ 3,974	\$ 3,935	\$ 2,576
\$ 19,868	\$ 19,676	\$ 5,151
86%	91%	28%
40%	20%	100%
-541	-643	150