

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
ABBY	HUGO	MARIE
JEREMY	JAKE	TAYLOR
MARC	HOUSE	SHELLI
HOUSE		TOMMY
		TIMMY
		DANNY
		JOSE
		KALEB
		CHRIS
		ERICK
		CLINT
		JIMMY
		TREVOR
		HOUSE
		BILL
		TIM M

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	PNF274577	2022	GMC	SIERRA 2500	23	Auction/Wholesale	No	\$ 71,150	\$ 69,325		\$3,207	\$4,107
2	TPJ144644	2023	Chevrolet	TRAVERSE	23	Trade on Used	No	\$ 44,991	\$ 44,991	100%	\$7,679	\$2,830
3	PLF208188	2020	GMC	SIERRA 3500	21	Auction/Wholesale	No	\$ 58,560	\$ 61,486		\$8,031	\$2,582
4	TMF175384	2015	Ford	FIESTA	15	Trade on New	No	\$ 10,292	\$ 9,203		\$800	\$0
5	TKR139945	2019	GMC	YUKON XL	24	Trade on New	No	\$ 32,270	\$ 28,019		\$3,002	\$0
6	TNR331376	2019	Cadillac	ESCALADE ESV	16	Trade on New	No	\$ 90,299	\$ 92,294		\$3,903	\$6,748
7	TKU203090	2019	Honda	CIVIC	61	Trade on Used	No	\$ 33,537	\$ 34,513		\$2,502	\$3,762
8	PMZ124310	2021	Genesis	ACADIA	1	LBO Customer	No	\$ 27,855	\$ 27,855		(\$1,991)	\$834
9	TLF111222	2020	Genesis	SIERRA 2500	31	Trade on New	No	\$ 60,599	\$ 59,352		(\$1,911)	\$1,185
10	TMS522962	2021	Chevrolet	BLAZER	42	Trade on New	Yes	\$ 33,088	\$ 32,500		(\$57)	\$1,726
11	TMFA83235	2021	Ford	F150	1	Trade on New	No	\$ 41,991	\$ 41,766		\$4,294	\$1,563
12	PH2084560	2017	Lexus	NX	53	Auction/Wholesale	No	\$ 23,534	\$ 22,467		(\$1,114)	\$227
13	PMGA51472	2023	Ford	EXPLORER	70	Auction/Wholesale	No	\$ 29,999	\$ 26,800		(\$5,217)	\$552
14	TNR218000	2022	Cadillac	ESCALADE ESV	7	Trade on New	Yes	\$ 82,408	\$ 82,408		\$1,391	\$2,911
15	TJF173373	2018	GMC	SIERRA 2500	49	Trade on New	No	\$ 46,878	\$ 46,878		\$769	\$2,706
16	PLJ305850	2020	Buick	ENCLAVE	1	LBO Customer	No	\$ 26,242	\$ 26,242		(\$2,290)	\$764
17	TMLA65093	2021	Ford	BRONCO	5	Trade on New	No	\$ 52,669	\$ 52,673		\$2,081	\$100
18	THA285452	2017	Honda	ACCORD	50	Trade on Used	No	\$ 16,935	\$ 13,700		\$31	\$1,753
19	TKB020399	2019	Honda	PASSPORT	84	Trade on New	No	\$ 21,599	\$ 22,905		(\$1,198)	\$2,853
20	TLM130560	2020	Toyota	TACOMA	33	Trade on New	No	\$ 33,273	\$ 32,320		\$1,636	\$1,115
21	PKZ105878	2019	GMC	SIERRA 1500	58	Trade on Used	No	\$ 44,999	\$ 43,999		\$2,598	\$1,487
22	PMG424856	2021	GMC	SIERRA 1500	65	Trade on Used	Yes	\$ 46,499	\$ 46,499		(\$3,873)	\$2,562
23	PNL141339	2022	Chevrolet	EQUINOX	73	Trade on Used	No	\$ 20,999	\$ 22,994		(\$709)	\$2,181
24	TJ9661804	2018	Infiniti	QX80	35	Trade on New	No	\$ 29,249	\$ 27,500		\$1,906	\$0
25	TKR121210	2019	GMC	YUKON XL	9	Trade on New	No	\$ 55,495	\$ 56,999		\$5,909	\$4,622
26	PPR136307	2023	Chevrolet	SUBURBAN	74	Trade on Used	No	\$ 61,599	\$ 60,000		(\$3,630)	\$7,171
27	TLB098623	2020	Buick	ENCORE	49	Trade on New	No	\$ 21,657	\$ 21,500		(\$2,656)	\$2,295
28	TJZ120668	2018	Cadillac	XT5	78	Trade on New	No	\$ 19,599	\$ 21,594		\$3,344	\$2,191
29	TDA145428	2013	Mercedes-Benz	ML350	44	Trade on Used	No	\$ 15,899	\$ 12,850		(\$994)	\$13,118
30	TKZ249499	2019	GMC	ACADIA	72	Other	No	\$ 17,499	\$ 19,494		\$2,180	\$3,256
31	TN0501839	2022	Mazda	MIATA	34	Trade on New	No	\$ 29,799	\$ 28,799		(\$330)	\$0
32	YLZ119507	2020	GMC	ACADIA	27	Other	No	\$ 31,881	\$ 31,881		\$606	\$1,166
33	TMR267074	2021	GMC	YUKON XL	6	Trade on New	Yes	\$ 64,999	\$ 64,999		\$3,849	\$1,467
34	THR401743	2017	GMC	YUKON XL	62	Trade on New	No	\$ 26,999	\$ 27,616		\$755	\$0
35	THF180070	2017	GMC	SIERRA 3500	35	Trade on Used	No	\$ 44,546	\$ 40,425		\$1,894	\$0

36	XLG192167	2020	GMC	SIERRA 1500	16	Other	No	\$ 33,578	\$ 30,190		\$4,056	\$1,990
37	PLJ019398	2020	Toyota	RAV4	86	Auction/Wholesale	No	\$ 22,499	\$ 22,999		(\$419)	\$3,800
38	TNR151351	2022	Cadillac	ESCALADE ESV	8	Trade on New	Yes	\$ 94,937	\$ 95,123		\$11,115	\$4,354
39	TEC472616	2014	Jeep	CHEROKEE	14	Trade on New	No	\$ 15,239	\$ 13,911		\$3,010	\$0
40	PMR257055	2021	GMC	YUKON XL	72	Trade on Used	No	\$ 46,993	\$ 53,173		\$2,559	\$5,421
41	TMJ237518	2021	Buick	ENCLAVE	24	Trade on New		\$ 30,599	\$ 30,300		\$1,138	\$1,562
42	TFG237806	2015	GMC	SIERRA 2500	12	Trade on Used	No	\$ 31,885	\$ 28,453		\$0	\$2,101
43	PMF169454	2021	GMC	SIERRA 3500	88	Trade on Used	No	\$ 55,999	\$ 59,499		(\$1,748)	\$3,036
44	PM1100781	2021	GMC	CANYON	52	Trade on Used	No	\$ 33,836	\$ 38,350		(\$623)	\$1,139
45	TDT212981	2013	Nissan	JUKE	29	Trade on New	No	\$ 9,699	\$ 9,699		\$1,292	\$0
46	TMF318791	2021	GMC	SIERRA 2500	16	Trade on New	No	\$ 68,887	\$ 68,887		\$4,211	\$6,818
47	PMR151463	2021	Cadillac	ESCALADE	29	Auction/Wholesale	No	\$ 79,998	\$ 77,000		\$3,712	\$6,650
48	TM1123392	2021	GMC	CANYON	35	Trade on Used	Yes	\$ 32,941	\$ 39,545		\$11,880	\$1,008
49	TKZ175237	2019	Cadillac	XT5	42	Trade on New	No	\$ 19,937	\$ 19,216		\$200	\$229
50	PLM129461	2020	Toyota	TACOMA	91	Auction/Wholesale	No	\$ 27,990	\$ 27,990		\$3,129	\$0
51	TMW695602	2021	Jeep	WRANGLER	16	Trade on New	No	\$ 42,434	\$ 39,850		\$71	\$720
52	TKG236471	2019	Chevrolet	SILVERADO	15	Trade on Used	No	\$ 41,916	\$ 37,977		\$495	\$1,445
53	PPG116776	2023	GMC	SIERRA 1500	72	Auction/Wholesale	No	\$ 59,599	\$ 59,599		(\$2,790)	\$3,735

Scoreboard Totals

% Retailed of Non-Franchise Make	58%
Total # Retail Units	137
Avg. Days to Sale	36.9
Avg. Advertised Price (Time of Sale)	\$ 35,546
Avg. Transaction Price	\$ 35,221
Avg. Market Price at 100%	\$ 35,546
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 325
Avg. Front-End Gross	\$ 1,012
Avg. Finance Gross	\$ 1,649
PUVR	\$ 2,650
Total Gross (Units & PUVR)	\$ 363,023
GROI	73%
% with Trade	39%
Avg. Over/Under Allowance	(\$637)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	ABBY	JEREMY
% Retailed of Non-New Franchise	58%	60%	70%
Total # Retail Units	137	35	57
Avg. Days to Sale	36.9	43.9	34.1
Avg. Advertised Price (Time of Sale)	\$ 35,546	\$ 29,827	\$ 34,552
Avg. Transaction Price	\$ 35,221	\$ 30,240	\$ 33,408
Avg. Market Price at 100%	\$ 35,546	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 325	\$ (413)	\$ 1,145
Avg. Front-End Gross	\$ 1,012	\$ 1,299	\$ 501
Avg. Finance Gross	\$ 1,649	\$ 1,706	\$ 1,605
PUVR	\$ 2,650	\$ 3,005	\$ 2,078
Total Gross (Units & PUVR)	\$ 363,023	\$ 105,176	\$ 118,467
GROI	73%	81%	66%
% with Trade	39%	54%	23%
Avg. Over/Under Allowance	-637	-289	-474



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

MARC	HOUSE		
40%	100%	#DIV/0!	#DIV/0!
43	2	0	0
36.3	3.0	#DIV/0!	#DIV/0!
\$ 40,567	\$ 55,988	#DIV/0!	#DIV/0!
\$ 40,569	\$ 59,094	#DIV/0!	#DIV/0!
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (2)	\$ (3,106)	#DIV/0!	#DIV/0!
\$ 1,549	\$ (975)	#DIV/0!	#DIV/0!
\$ 1,724	\$ 301	#DIV/0!	#DIV/0!
\$ 3,273	\$ (674)	#DIV/0!	#DIV/0!
\$ 140,727	\$ (1,347)	#DIV/0!	#DIV/0!
80%	-137%	#DIV/0!	#DIV/0!
49%	50%	#DIV/0!	#DIV/0!
-579	-10,000	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals		
% Retailed of Non-New Franchise	58%	#DIV/0!	#DIV/0!
Total # Retail Units	137	0	0
Avg. Days to Sale	36.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,546	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,221	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 35,546	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 325	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,012	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,649	#DIV/0!	#DIV/0!
PUVR	\$ 2,650	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 363,023	#DIV/0!	#DIV/0!
GROI	73%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-637	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	58%	#DIV/0!	#DIV/0!
Total # Retail Units	137	0	0
Avg. Days to Sale	36.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,546	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,221	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 35,546	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 325	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,012	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,649	#DIV/0!	#DIV/0!
PUVR	\$ 2,650	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 363,023	#DIV/0!	#DIV/0!
GROI	73%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-637	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	137	14	122
Avg. Days to Sale	36.9	23.5	38.5
Avg. Advertised Price (Time of Sale)	\$ 35,546	\$ 51,782	\$ 33,363
Avg. Transaction Price	\$ 35,221	\$ 51,766	\$ 33,363
Avg. Market Price at 100%	\$ 35,546	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 325	\$ 16	\$ 360
Avg. Front-End Gross	\$ 1,012	\$ 2,677	\$ 820
Avg. Finance Gross	\$ 1,649	\$ 2,138	\$ 1,594
PUVR	\$ 2,650	\$ 4,815	\$ 2,401
Total Gross (Units & PUVR)	\$ 363,023	\$ 67,412	\$ 292,911
GROI	73%	142%	67%
% with Trade	39%	64%	37%
Avg. Over/Under Allowance	-637	-575	-648



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	137	57	80
Avg. Days to Sale	36.9	30.6	41.3
Avg. Advertised Price (Time of Sale)	\$ 35,546	\$ 41,671	\$ 30,511
Avg. Transaction Price	\$ 35,221	\$ 41,832	\$ 30,511
Avg. Market Price at 100%	\$ 35,546	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 325	\$ (161)	\$ 671
Avg. Front-End Gross	\$ 1,012	\$ 1,754	\$ 484
Avg. Finance Gross	\$ 1,649	\$ 2,049	\$ 1,361
PUVR	\$ 2,650	\$ 3,803	\$ 1,828
Total Gross (Units & PUVR)	\$ 363,023	\$ 216,788	\$ 146,235
GROI	73%	107%	52%
% with Trade	39%	44%	36%
Avg. Over/Under Allowance	-637	-701	-580



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	137	60	40
% of Retail Units	100%	44%	29%
% Retailed of Non-New Franchise	58%	57%	63%
Avg. Days to Sale	36.9	29.9	40.9
Avg. Transaction Price	\$ 35,221	\$ 37,450	\$ 31,780
Avg. Transaction to Market %	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 325	\$ 524	\$ 230
Avg. Front End Gross	\$ 1,012	\$ 1,997	\$ 1,015
Avg. Finance Gross	\$ 1,649	\$ 1,498	\$ 2,007
PUVR	\$ 2,650	\$ 3,470	\$ 3,022
Total Gross (Units & PUVR)	\$ 363,023	\$ 208,195	\$ 120,872
GROI	73%	111%	84%
% with Trade	39%	45%	38%
Avg. Over/Under Allowance	-637	-400	-872



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	22	0	5
1%	16%	0%	4%
100%	68%	#DIV/0!	20%
47.0	51.7	#DIV/0!	1.0
\$ 27,368	\$ 39,023	#DIV/0!	\$ 26,231
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ 15	#DIV/0!	\$ -
\$ 1,396	\$ (806)	#DIV/0!	\$ (1,688)
\$ -	\$ 1,832	#DIV/0!	\$ 952
\$ 1,396	\$ 1,026	#DIV/0!	\$ (737)
\$ 1,396	\$ 22,579	#DIV/0!	\$ (3,683)
39%	18%	#DIV/0!	-1011%
100%	32%	#DIV/0!	0%
1,718	-1,818	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	9
0%	0%	7%
#DIV/0!	#DIV/0!	44%
#DIV/0!	#DIV/0!	47.7
#DIV/0!	#DIV/0!	\$ 32,224
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	\$ 392
#DIV/0!	#DIV/0!	\$ 337
#DIV/0!	#DIV/0!	\$ 1,181
#DIV/0!	#DIV/0!	\$ 1,518
#DIV/0!	#DIV/0!	\$ 13,663
#DIV/0!	#DIV/0!	36%
#DIV/0!	#DIV/0!	44%
#DIV/0!	#DIV/0!	-50

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	137	70	23
% of Retail Units	100%	51%	17%
% Retailed of Non-New Franchise	58%	50%	70%
Avg. Days to Sale	36.9	13.2	37.7
Avg. Transaction Price	\$ 35,221	\$ 37,223	\$ 30,163
Avg. Transaction to Market %	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 325	\$ 507	\$ 676
Avg. Front End Gross	\$ 1,012	\$ 2,163	\$ 1,511
Avg. Finance Gross	\$ 1,649	\$ 1,502	\$ 1,407
PUVR	\$ 2,650	\$ 3,665	\$ 2,917
Total Gross (Units & PUVR)	\$ 363,023	\$ 256,538	\$ 67,100
GROI	73%	268%	92%
% with Trade	39%	41%	30%
Avg. Over/Under Allowance	-637	-776	-585



46-60 days	61-90 days	90+ days
10	26	8
7%	19%	6%
60%	58%	100%
52.9	72.3	105.9
\$ 27,931	\$ 37,964	\$ 32,438
#DIV/0!	#DIV/0!	#DIV/0!
\$ (14)	\$ (256)	\$ 27
\$ 100	\$ (821)	\$ (3,390)
\$ 1,351	\$ 2,491	\$ 1,259
\$ 1,451	\$ 1,670	\$ (2,131)
\$ 14,513	\$ 43,424	\$ (17,050)
35%	22%	-22%
40%	46%	25%
-859	-364	0