

Pre-Work VO1 Week 4 Pre-OW

Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only.)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
- 6) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)
- 7) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.



Unit #	Stock#	Year	Make	Model	In	Acquisition Source	CP	Price (Time)	Transacti	Market %	End	Finance	Salesperson	Desk Manager	Finance Manager	Trade	Under Allowan
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on Used	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500	Desiree Dawson	Michael Hayes	Mike Lucki	Yes	\$2,000
1	JW253358	2018	Jeep	WRANGLER	55	Trade on New	No	\$ 27,500	\$ 26,000	102%	\$1,066	\$0	KENNY U	TREVOR TRPKOSH	PETER PEREZ	No	\$0
2	PCM26271	2023	BMW	7 SERIES	49	Trade on New	No	\$ 93,500	\$ 93,000	93%	\$989	\$0	JOE S	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
3	EG257031	2014	Chevrolet	SILVERADO	20	Auction/Wholesale	No	\$ 24,000	\$ 23,356	101%	\$988	\$4,856	GUILLERMO	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0
4	F7144676	2015	Chevrolet	CRUZE	14	Trade on New	No	\$ 9,500	\$ 9,298	87%	\$2,144	\$0	AUSTIN R	TREVOR TRPKOSH	PETER PEREZ	No	\$0
5	MR219713	2021	Chevrolet	TAHOE	18	Trade on New	No	\$ 43,500	\$ 44,235	98%	\$4,678	\$2,436	CAMRON H	TREVOR TRPKOSH	PETER PEREZ	Yes	\$0
6	LF154442	2020	Chevrolet	SILVERADO	38	Street/Curb Buy	Yes	\$ 54,500	\$ 54,500	96%	\$2,510	\$1,336	JUAN T	TREVOR TRPKOSH	MICHAEL ASHER	Yes	\$0
7	LS691929	2020	Chevrolet	Equinox	9	Street/Curb Buy	Yes	\$ 24,000	\$ 24,000	107%	\$4,666	\$258	JOE S	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
8	KU177176	2019	Chevrolet	TAHOE	8	Trade on New	No	\$ 22,800	\$ 22,500	100%	\$5,265	\$2,216	KYLE W	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
9	PG122553	2023	Chevrolet	SILVERADO	107	Street/Curb Buy	Yes	\$ 58,500	\$ 57,500	97%	\$1,000	\$0	JUAN T	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
10	JR291253	2018	Chevrolet	TAHOE	23	Trade on New	No	\$ 25,800	\$ 25,800	100%	\$4,962	\$1,575	CAMRON H	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
11	P0121186	2023	Cadillac	CT5	30	Auction/Wholesale	No	\$ 57,000	\$ 57,000	102%	\$3,501	\$0	ASHTON M	TREVOR TRPKOSH	PETER PEREZ	No	\$0
12	KR130833	2019	Chevrolet	SUBURBAN	8	Trade on New	Yes	\$ 44,500	\$ 44,500	93%	\$4,797	\$1,730	DUNGY N	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
13	LG185052	2020	Chevrolet	SILVERADO	22	Trade on New	No	\$ 25,500	\$ 24,500	96%	\$4,801	\$3,411	ERIC S	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0
14	MG480268	2021	Chevrolet	SILVERADO	57	Trade on Used	No	\$ 46,800	\$ 46,750	109%	\$2,821	\$3,077	JAMES K	TREVOR TRPKOSH	PETER PEREZ	Yes	\$0
15	2F174054	2002	Chevrolet	SILVERADO	2	Trade on New	No	\$ 15,000	\$ 14,546	109%	\$3,700	\$0	CHRIS O	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0
16	LG279186	2020	GMC	SIERRA	35	Trade on New	Yes	\$ 49,700	\$ 51,887	101%	\$2,463	\$3,982	BARRY S	TREVOR TRPKOSH	PETER PEREZ	No	\$0
17	EG375239	2014	Chevrolet	SILVERADO	6	Street/Curb Buy	No	\$ 19,800	\$ 19,455	93%	\$2,468	\$1,058	BARRY S	TREVOR TRPKOSH	PETER PEREZ	No	\$0
18	K1130702	2019	Chevrolet	COLORADO	46	Trade on New	Yes	\$ 33,000	\$ 32,481	100%	\$2,001	\$2,462	JUAN T	TREVOR TRPKOSH	PETER PEREZ	No	\$0
19	MZ118217	2021	GMC	ACADIA	77	Auction/Wholesale	No	\$ 21,000	\$ 22,040	109%	\$1,049	\$4,137	VICTOR O	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0
20	KZ409966	2019	Chevrolet	SILVERADO	15	Trade on New	Yes	\$ 42,000	\$ 40,500	104%	\$4,247	\$1,486	MIGUEL H	TREVOR TRPKOSH	PETER PEREZ	Yes	\$0
21	R5101374	2024	Chevrolet	CORVETTE	38	Trade on New	Yes	\$ 94,500	\$ 94,500	104%	\$1,000	\$390	CESAR D	TREVOR TRPKOSH	MICHAEL ASHER	Yes	\$1,000
22	M5123200	2021	Chevrolet	CORVETTE	47	Street/Curb Buy	Yes	\$ 84,000	\$ 83,844	101%	\$1,128	\$0	JOE S	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
23	LG242896	2020	Chevrolet	SILVERADO	16	Auction/Wholesale	Yes	\$ 42,000	\$ 39,664	106%	\$1,000	\$0	TIM K	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
24	GR224014	2016	Chevrolet	TAHOE	8	Trade on Used	No	\$ 26,000	\$ 24,270	98%	\$3,000	\$0	MIGUEL H	TREVOR TRPKOSH	PETER PEREZ	No	\$0
25	PW550489	2023	Jeep	RUBICON	59	Street/Curb Buy	No	\$ 80,000	\$ 76,500	100%	\$4,216	\$7,129	TIM K	TREVOR TRPKOSH	MICHAEL ASHER	Yes	\$0
26	NR483160	2022	Ford	MAVERICK	54	Auction/Wholesale	No	\$ 25,800	\$ 25,800	98%	\$2,687	\$4,234	TROY S	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0
27	MJ201411	2021	Chevrolet	TRAVERSE	37	Auction/Wholesale	Yes	\$ 26,000	\$ 26,898	101%	\$1,941	\$4,089	TIM K	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
28	LF335678	2020	GMC	3500	20	Trade on New	Yes	\$ 64,500	\$ 63,500	104%	\$6,661	\$4,950	CAMRON H	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0
29	KC731536	2019	Chevrolet	SPARK	72	Street/Curb Buy	No	\$ 12,400	\$ 11,999	94%	\$1,848	\$627	ASHTON M	STEVE ANTHONY	MICHAEL ASHER	No	\$0
30	MG400348	2021	Chevrolet	SILVERADO	61	Trade on New	Yes	\$ 38,500	\$ 37,314	99%	\$1,000	\$0	JOE S	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
31	P1724303	2023	Chevrolet	SILVERADO	11	Auction/Wholesale	Yes	\$ 63,500	\$ 63,500	101%	\$2,771	\$4,771	ZSOLT C	STEVE ANTHONY	MICHAEL ASHER	No	\$0
32	PR100423	2023	Chevrolet	TAHOE	7	Street/Curb Buy	Yes	\$ 60,000	\$ 60,000	102%	\$5,750	\$0	AUSTIN R	STEVE ANTHONY	PETER PEREZ	Yes	\$0
33	RF125050	2024	Chevrolet	2500	51	Trade on New	Yes	\$ 79,500	\$ 79,999	99%	\$2,179	\$4,565	TONY L	JASON TROUTMAN	PETER PEREZ	No	\$0
34	NS168291	2022	Toyota	HIGHLANDER	56	Street/Curb Buy	No	\$ 37,500	\$ 36,500	98%	\$1,109	\$0	DUNGY N	JASON TROUTMAN	PETER PEREZ	Yes	\$0
35	NF187449	2022	Chevrolet	MALIBU	115	LBO Customer	Yes	\$ 21,800	\$ 21,800	98%	\$1,112	\$224	TIM K	STEVE ANTHONY	MICHAEL ASHER	Yes	\$0
36	MG209641	2021	Chevrolet	SILVERADO	7	Auction/Wholesale	Yes	\$ 37,000	\$ 37,000	110%	\$1,001	\$989	ZSOLT C	JASON TROUTMAN	PETER PEREZ	No	\$0
37	JF152084	2018	Chevrolet	3500	39	Street/Curb Buy	No	\$ 45,500	\$ 44,560	93%	\$6,505	\$1,364	KENNY U	STEVE ANTHONY	PETER PEREZ	No	\$0
38	LZ224289	2020	GMC	ACADIA	7	Trade on New	Yes	\$ 25,000	\$ 25,505	98%	\$1,024	\$3,760	JOE S	STEVE ANTHONY	PETER PEREZ	Yes	\$0
39	JR293630	2018	Chevrolet	TAHOE	19	Trade on Used	No	\$ 33,500	\$ 33,500	101%	\$7,139	\$2,769	DUNGY N	JASON TROUTMAN	PETER PEREZ	No	\$0
40	HUC77999	2017	Ford	ESCAPE	12	Street/Curb Buy	No	\$ 13,000	\$ 14,224	95%	\$2,486	\$1,781	RAYMOND A	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
41	LG427717	2020	Chevrolet	SILVERADO	1	Trade on New	No	\$ 31,000	\$ 30,575	95%	\$843	\$2,624	JAMES K	STEVE ANTHONY	MICHAEL ASHER	No	\$0
42	NR330799	2022	Chevrolet	TAHOE	21	Trade on New	Yes	\$ 69,300	\$ 68,500	104%	\$754	\$2,175	STEVE D	JASON TROUTMAN	MICHAEL ASHER	No	\$0
43	MB169084	2021	Chevrolet	TRAILBLAZER	82	Street/Curb Buy	Yes	\$ 22,200	\$ 22,200	97%	\$1,240	\$0	JAMES K	JASON TROUTMAN	PETER PEREZ	No	\$0
44	JB627362	2018	Buick	ENCORE	1	Auction/Wholesale	No	\$ 20,000	\$ 15,745	114%	\$1,243	\$3,245	STEVE D	JASON TROUTMAN	MICHAEL ASHER	No	\$0
45	JG560901	2018	Chevrolet	SILVERADO	51	Trade on Used	No	\$ 31,000	\$ 31,000	98%	\$1,038	\$3,098	RAYMOND A	JASON TROUTMAN	MICHAEL ASHER	No	\$0

46	M5528137	2021	Chevrolet	BLAZER	89	Auction/Wholesale	Yes	\$	29,000	\$	27,167		98%	\$873	\$1,380	VICTOR O	STEVE ANTHONY	MICHAEL ASHER	No	\$0
47	JZ040530	2018	Fiat	500L	63	Trade on Used	No	\$	14,900	\$	13,818		98%	\$1,173	\$15	GREGORY D	JASON TROUTMAN	MICHAEL ASHER	No	\$0
48	PS179474	2023	Chevrolet	BLAZER	105	Auction/Wholesale	Yes	\$	28,000	\$	28,000		91%	\$649	\$1,124	BARRY S	STEVE ANTHONY	MICHAEL ASHER	No	\$0
49	NZ640349	2022	Chevrolet	SILVERADO	56	Trade on New	Yes	\$	57,500	\$	59,016		100%	\$2,871	\$4,010	KENNY U	STEVE ANTHONY	MICHAEL ASHER	No	\$0
50	K0155823	2019	Chevrolet	CAMARO	61	Auction/Wholesale	Yes	\$	33,500	\$	35,100		97%	\$1,832	\$1,495	CHRIS O	JASON TROUTMAN	EDDIE CHAPPARO	No	\$0
51	L0144066	2020	Fiat	124 SPIDER	37	Street/Curb Buy	No	\$	28,000	\$	26,747		97%	\$1,212	\$0	JAMES K	STEVE ANTHONY	PETER PEREZ	No	\$0
52	K5110336	2019	Chevrolet	CORVETTE	6	Trade on Used	Yes	\$	65,000	\$	62,300		94%	\$5,581	\$2,198	BARRY S	JASON TROUTMAN	PETER PEREZ	No	\$0
53	MR389468	2021	Chevrolet	TAHOE	15	Trade on New	Yes	\$	59,000	\$	61,148		98%	\$3,301	\$6,822	JUAN T	JASON TROUTMAN	PETER PEREZ	No	\$0
54	JF152084	2018	Chevrolet	SILVERADO	42	Auction/Wholesale	No	\$	45,500	\$	44,560		93%	\$6,355	\$1,180	KENNY U	STEVE ANTHONY	PETER PEREZ	No	\$0
55	LW164440	2020	Jeep	WRANGLER	56	Auction/Wholesale	No	\$	28,500	\$	28,500		98%	\$841	\$650	CHRIS O	STEVE ANTHONY	MICHAEL ASHER	No	\$0
56	LL022009	2020	Acura	RDX	35	Auction/Wholesale	No	\$	28,700	\$	27,917		98%	\$3,567	\$0	AUSTIN R	STEVE ANTHONY	MICHAEL ASHER	No	\$0
57	NEG02249	2022	Ford	F250	11	Trade on New	No	\$	48,000	\$	50,936		103%	\$4,890	\$7,359	TROY S	JASON TROUTMAN	PETER PEREZ	No	\$0
58	BW593906	2011	Jeep	LIBERTY	9	Auction/Wholesale	No	\$	15,000	\$	14,328		103%	\$2,728	\$0	JAMES K	STEVE ANTHONY	PETER PEREZ	No	\$0
59	NB036894	2022	Chevrolet	TRAILBLAZER	108	Auction/Wholesale	Yes	\$	24,500	\$	24,500		97%	\$951	\$938	RAYMOND A	STEVE ANTHONY	PETER PEREZ	No	\$0
60	PM106348	2023	Volkswagen	TIGUAN	70	Auction/Wholesale	No	\$	30,000	\$	29,000		94%	\$1,943	\$1,411	CESAR D	JASON TROUTMAN	MICHAEL ASHER	No	\$0
61	MR100782	2021	Chevrolet	TAHOE	10	Auction/Wholesale	No	\$	58,500	\$	58,500		102%	\$13,898	\$1,515	RAYMOND A	JASON TROUTMAN	EDDIE CHAPPARO	No	\$0
62	H5041799	2017	Lexus	IS200	14	Trade on Used	No	\$	18,500	\$	15,886		98%	\$1,620	\$0	CHRIS O	JASON TROUTMAN	EDDIE CHAPPARO	No	\$0
63	FS603349	2015	Ram	RAM 1500	21	Trade on New	No	\$	25,000	\$	28,021		98%	\$2,340	\$3,340	STEVE D	JASON TROUTMAN	MICHAEL ASHER	No	\$0
64	LR273989	2020	Chevrolet	SUBURBAN	10	Street/Curb Buy	No	\$	33,000	\$	32,000		96%	\$2,604	\$0	JUAN T	JASON TROUTMAN	PETER PEREZ	No	\$0
65	FG282766	2015	Chevrolet	SILVERADO	18	Trade on New	No	\$	23,500	\$	23,500		102%	\$6,846	\$1,281	KENNY U	STEVE ANTHONY	MICHAEL ASHER	No	\$0
66	E9234235	2014	Chevrolet	CAMARO	31	Auction/Wholesale	No	\$	15,500	\$	15,108		92%	\$2,355	\$2,888	KENNY U	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
67	LF135342	2020	Chevrolet	SILVERADO	18	Street/Curb Buy	No	\$	40,000	\$	40,000		95%	\$4,576	\$0	ERIC S	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
68	JR194082	2018	Chevrolet	TAHOE	5	Auction/Wholesale	No	\$	28,000	\$	26,500		95%	\$3,746	\$0	TONY L	JASON TROUTMAN	PETER PEREZ	No	\$0
69	MG104239	2021	Chevrolet	SILVERADO	24	Auction/Wholesale	Yes	\$	39,500	\$	39,500		101%	\$5,021	\$2,221	JOE S	STEVE ANTHONY	PETER PEREZ	No	\$0
70	HR323685	2017	Chevrolet	TAHOE	21	Trade on New	No	\$	34,000	\$	33,127		99%	\$2,981	\$3,740	AUSTIN R	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
71	P1719073	2023	Chevrolet	SILVERADO	52	Trade on New	No	\$	49,800	\$	48,611		96%	\$2,315	\$0	LAMARCUS R	JASON TROUTMAN	EDDIE CHAPPARO	No	\$0
72	JF173624	2018	Tesla	MODEL3	12	Auction/Wholesale	No	\$	28,000	\$	26,876		97%	\$2,681	\$2,604	NAOD G	STEVE ANTHONY	PETER PEREZ	No	\$0
73	NR125806	2022	Chevrolet	TAHOE	75	Auction/Wholesale	No	\$	68,800	\$	66,000		102%	\$1,102	\$0	CAMRON H	JASON TROUTMAN	MICHAEL ASHER	No	\$0
74	NO117373	2022	Cadillac	CT4	5	Auction/Wholesale	No	\$	27,000	\$	28,750		91%	\$1,062	\$2,849	JAMES K	STEVE ANTHONY	PETER PEREZ	No	\$0
75	K9822668	2019	Subaru	WRX	30	Trade on Used	No	\$	28,500	\$	27,236		91%	\$1,476	\$0	AUSTIN R	JASON TROUTMAN	EDDIE CHAPPARO	No	\$0
76	P0153337	2023	Chevrolet	CAMARO	16	LBO Customer	Yes	\$	41,000	\$	40,378		91%	\$1,203	\$0	TROY S	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0
77	LR131981	2020	GMC	YUKON	17	Auction/Wholesale	Yes	\$	35,000	\$	34,263		103%	\$1,359	\$0	ZSOLT C	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
78	JL833762	2018	Jeep	WRANGLER	14	Street/Curb Buy	No	\$	21,000	\$	21,500		102%	\$2,216	\$2,110	KENNY U	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
79	L6237821	2020	Chevrolet	EQUINOX	20	Trade on New	Yes	\$	21,500	\$	22,381		100%	\$3,427	\$2,015	RAYMOND A	STEVE ANTHONY	MICHAEL ASHER	No	\$0
80	P0554405	2023	Mazda	MIATA	60	Trade on New	No	\$	28,500	\$	28,500		95%	\$959	\$0	JAMES K	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
81	LZ171611	2020	Chevrolet	SILVERADO	63	Auction/Wholesale	Yes	\$	35,500	\$	36,929		97%	\$832	\$4,556	TROY S	STEVE ANTHONY	MICHAEL ASHER	No	\$0
82	NF280258	2022	Chevrolet	SILVERADO	102	Auction/Wholesale	Yes	\$	46,500	\$	47,135		95%	\$5,781	\$3,718	STEVE D	JASON TROUTMAN	MICHAEL ASHER	No	\$0
83	PRA80037	2023	Ford	MAVERICK	25	Auction/Wholesale	No	\$	28,000	\$	28,498		95%	\$2,360	\$0	ERIC S	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
84	MG159151	2021	Chevrolet	SILVERADO	4	Trade on New	Yes	\$	48,000	\$	47,500		103%	\$594.02	\$0	JUAN T	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
85	JW144956	2018	Jeep	WRANGLER	11	Auction/Wholesale	No	\$	30,000	\$	31,000		102%	\$2,335	\$1,386	JOE S	JASON TROUTMAN	PETER PEREZ	No	\$0
86	CS108429	2020	Jeep	GLADIATOR	4	Auction/Wholesale	No	\$	32,000	\$	32,650		100%	\$1,208	\$838	KENNY U	TREVOR TRPKOSH	PETER PEREZ	No	\$0
87	NR252222	2022	Chevrolet	TAHOE	46	Auction/Wholesale	Yes	\$	56,500	\$	55,000		100%	\$4,565	\$3,416	CAMRON H	JASON TROUTMAN	PETER PEREZ	No	\$0
88	MC516862	2021	Volkswagen	ATLAS	75	Auction/Wholesale	No	\$	25,500	\$	26,298		97%	\$1,124	\$626	ERIC S	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
89	JW223779	2018	Jeep	WRANGLER	15	Trade on Used	No	\$	27,500	\$	28,605		98%	\$3,332	\$4,798	TONY L	STEVE ANTHONY	PETER PEREZ	No	\$0
90	NZ642526	2022	Chevrolet	SILVERADO	29	Trade on New	Yes	\$	48,500	\$	49,199		99%	\$3,354	\$4,469	AUSTIN R	TREVOR TRPKOSH	EDDIE CHAPPARO	Yes	\$0
91	PR433837	2023	Chevrolet	TAHOE	18	Street/Curb Buy	Yes	\$	76,600	\$	76,600		100%	\$4,401	\$0	JAMES K	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
92	CS612505	2023	Dodge	CHARGER	36	Auction/Wholesale	No	\$	50,000	\$	49,600		98%	\$1,737	\$0	CHRIS O	JASON TROUTMAN	MICHAEL ASHER	No	\$0
93	HOX41023	2017	BMW	X3	18	Street/Curb Buy	No	\$	2,000	\$	16,500		99%	\$1,500	\$250	BARRY S	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0
94	KE017368	2019	Honda	CIVIC	48	Trade on Used	No	\$	19,000	\$	19,798		98%	\$1,922	\$1,775	ERIC S	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
95	MF058079	2021	Chevrolet	MALIBU	49	Street/Curb Buy	Yes	\$	18,000	\$	17,500		96%	\$2,483	\$189	CHRIS O	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0
96	MD199849	2021	Jeep	CHEROKEE	13	Trade on New	No	\$	22,000	\$	21,000		101%	\$2,100	\$2,893	JAMES K	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0
97	NG114185	2022	GMC	SIERRA	13	Auction/Wholesale	No	\$	46,000	\$	45,542		99%	\$1,892	\$0	TONY L	STEVE ANTHONY	MICHAEL ASHER	No	\$0
98	PF200540	2023	Chevrolet	SILVERADO	12	Auction/Wholesale	Yes	\$	56,500	\$	61,500		99%	\$4,328	\$7,132	TONY L	STEVE ANTHONY	MICHAEL ASHER	Yes	\$0
99	PF244636	2023	Chevrolet	SILVERADO	13	Auction/Wholesale	Yes	\$	58,000	\$	58,000		101%	\$3,434	\$0	JOE S	TREVOR TRPKOSH	PETER PEREZ	Yes	\$0
100	JF116986	2018	Chevrolet	SILVERADO	1	Trade on New	No	\$	23,000	\$	23,000		101%	\$1,104	\$0	AUSTIN R	TREVOR TRPKOSH	PETER PEREZ	No	\$0
101	RE008396	2024	Honda	CRV	14	Auction/Wholesale	No	\$	39,500	\$	39,500		100%	\$912	\$0	JOE S	STEVE ANTHONY	PETER PEREZ	Yes	\$0
102	PF133083	2023	GMC	SIERRA 2500	8	Auction/Wholesale	No	\$	72,000	\$	70,400		96%	\$5,100	\$7,551	JAMES K	TREVOR TRPKOSH	MICHAEL ASHER	Yes	\$0
103	PJ206577	2023	Chevrolet	TRaverse	14	Auction/Wholesale	Yes	\$	31,500	\$	31,659		104%	\$879	\$0	VICTOR O	STEVE ANTHONY	PETER PEREZ	Yes	\$0
104	LS578390	2020	Chevrolet	BLAZER	34	Auction/Wholesale	Yes	\$	29,500	\$	31,659		95%	\$635	\$0	VICTOR O	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0
105	PS132686	2023	Chevrolet	BLAZER	14	Auction/Wholesale	Yes	\$	28,500	\$	28,506		103%	\$1,045	\$0	ERIC S	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0

106	NN137590	2022	Ram	1500	33	Trade on New	No	\$	51,000	\$	51,000	99%	\$4,683	\$0	CAMRON H	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
107	KR593593	2019	Chrysler	PACIFICA	19	Trade on Used	No	\$	20,500	\$	20,500	97%	\$4,719	\$2,500	JAMES K	STEVE ANTHONY	PETER PEREZ	No	\$0
108	MN824699	2021	Chevrolet	TRX	11	Street/Curb Buy	No	\$	74,500	\$	74,500	98%	\$5,300	\$0	STEVE D	TREVOR TRPKOSH	EDDIE CHAPPARO	Yes	\$0
109	NW119359	2022	Nissan	ROUGE	46	Trade on New	No	\$	29,500	\$	29,178	97%	\$2,228	\$933	JUAN T	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
110	LZ119182	2020	Chevrolet	SILVERADO	19	Auction/Wholesale	Yes	\$	34,500	\$	35,080	100%	\$1,048	\$5,912	DUNGY N	TREVOR TRPKOSH	PETER PEREZ	No	\$0
111	MZ169745	2021	Chevrolet	SILVERADO	10	Auction/Wholesale	Yes	\$	32,500	\$	33,689	101%	\$2,674	\$3,280	JOE S	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
112	LS587898	2020	Chevrolet	BLAZER	63	Auction/Wholesale	Yes	\$	19,800	\$	19,800	94%	\$809	\$3,021	AUSTIN R	TREVOR TRPKOSH	PETER PEREZ	No	\$0
113	M5124685	2021	Chevrolet	CORVETTE	67	Trade on New	Yes	\$	78,500	\$	77,864	97%	\$1,285	\$0	MIGUEL H	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0
114	PZ177119	2023	GMC	ACADIA	19	Auction/Wholesale	Yes	\$	31,500	\$	33,189	102%	\$1,074	\$4,890	VICTOR O	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
115	GG380081	2016	GMC	SIERRA	5	Street/Curb Buy	No	\$	18,500	\$	18,500	102%	\$1,375	\$0	CHRIS O	JASON TROUTMAN	PETER PEREZ	No	\$0
116	PB156107	2023	Chevrolet	TRAILBLAZER	65	Auction/Wholesale	Yes	\$	26,000	\$	26,000	97%	\$28.96	\$0	CHRIS O	JASON TROUTMAN	PETER PEREZ	No	\$0
117	MR453829	2021	Chevrolet	TAHOE	2	Auction/Wholesale	Yes	\$	50,000	\$	51,549	105%	\$2,316	\$6,692	JUAN T	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
118	75128468	2007	Chevrolet	CORVETTE	43	Auction/Wholesale	No	\$	35,700	\$	34,500	117%	\$3,474	\$290	CAMRON H	STEVE ANTHONY	PETER PEREZ	No	\$0
119	RF146507	2024	Chevrolet	SILVERADO	5	Auction/Wholesale	Yes	\$	81,000	\$	80,655	96%	\$1,401	\$3,765	JASON TROUTMAN	PETER PEREZ	No	\$0	
120	GL279591	2016	Chevrolet	TRAX	5	Trade on New	No	\$	14,500	\$	13,818	91%	\$3,061	\$0	TIM K	TREVOR TRPKOSH	PETER PEREZ	No	\$0
121	LEA02172	2020	Ford	EXPEDITION	73	Auction/Wholesale	No	\$	42,000	\$	44,243	97%	\$4,196	\$6,078	VICTOR O	TREVOR TRPKOSH	PETER PEREZ	No	\$0
122	JZ162886	2018	Chevrolet	CRUZE	14	Street/Curb Buy	No	\$	14,250	\$	13,500	102%	\$2,633	\$2,778	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0	
123	F5110961	2015	Chevrolet	CORVETTE	15	Auction/Wholesale	No	\$	43,000	\$	44,000	96%	\$3,276	\$1,733	NAOD G	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
124	NZ579922	2022	Chevrolet	SILVERADO	128	Street/Curb Buy	Yes	\$	41,500	\$	39,000	102%	\$1,003	\$2,631	STEVE ANTHONY	MICHAEL ASHER	Yes	\$1,000	
125	NN253957	2022	Ram	1500	53	Auction/Wholesale	No	\$	34,500	\$	37,370	102%	\$4,201	\$7,287	ZSOLT C	STEVE ANTHONY	MICHAEL ASHER	No	\$0
126	MW727842	2021	Jeep	WRANGLER	25	Auction/Wholesale	No	\$	38,000	\$	38,000	98%	\$1,537	\$350	JOE S	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
127	NS174086	2022	Chevrolet	BLAZER	77	Street/Curb Buy	Yes	\$	26,500	\$	26,500	96%	\$1,602	\$0	JAMES K	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0
128	CS605900	2022	Chevrolet	SILVERADO	35	Auction/Wholesale	Yes	\$	35,500	\$	34,724	102%	\$1,041	\$2,736	CAMRON H	TREVOR TRPKOSH	PETER PEREZ	No	\$0
129	NG570779	2022	Chevrolet	SILVERADO	138	Auction/Wholesale	Yes	\$	34,500	\$	34,000	95%	\$1,063	\$0	CESAR D	TREVOR TRPKOSH	PETER PEREZ	No	\$0
130	MR285406	2021	Cadillac	ESCALADE	8	Trade on New	No	\$	69,500	\$	66,500	90%	\$2,127	\$6,749	NAOD G	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
131	FGC12786	2015	Ford	EXPLORER	20	Trade on Used	No	\$	18,800	\$	18,659	96%	\$2,934	\$2,294	CHRIS O	STEVE ANTHONY	PETER PEREZ	No	\$0
132	PS163686	2023	Chevrolet	BLAZER	18	Auction/Wholesale	Yes	\$	29,800	\$	29,300	94%	\$1,894	\$0	BARRY S	TREVOR TRPKOSH	PETER PEREZ	Yes	\$0
133	NJ136984	2022	Chevrolet	TRAVERSE	18	Street/Curb Buy	Yes	\$	31,800	\$	31,935	101%	\$1,068	\$3,716	JOE S	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0
134	KJ278496	2019	Chevrolet	TRAVERSE	18	Trade on New	No	\$	18,000	\$	17,960	96%	\$2,383	\$2,604	TROY S	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0
135	MZ450529	2021	Chevrolet	SILVERADO	7	Trade on New	Yes	\$	44,000	\$	43,860	91%	\$1,648	\$350	TROY S	JASON TROUTMAN	MICHAEL ASHER	No	\$0
136	HD003598	2017	Buick	ENVISION	30	Trade on New	No	\$	16,500	\$	16,500	96%	\$1,455	\$0	GUILLERMO	TREVOR TRPKOSH	PETER PEREZ	No	\$0
137	LR152678	2020	Chevrolet	SUBURBAN	99	Auction/Wholesale	Yes	\$	42,500	\$	41,560	97%	\$1,023	\$250	ERIC S	STEVE ANTHONY	MICHAEL ASHER	No	\$0
138	MJ149765	2021	Chevrolet	TRAVERSE	3	Trade on Used	Yes	\$	27,500	\$	27,659	98%	\$1,086	\$1,526	CHRIS O	STEVE ANTHONY	MICHAEL ASHER	Yes	\$0
139	PZ276514	2023	Chevrolet	SILVERADO	20	Auction/Wholesale	Yes	\$	38,000	\$	39,169	99%	\$1,074	\$3,104	ERIC S	STEVE ANTHONY	PETER PEREZ	No	\$0
140	MG211632	2021	Chevrolet	SILVERADO	20	Trade on Used	Yes	\$	41,000	\$	41,000	96%	\$1,003	\$0	BARRY S	STEVE ANTHONY	MICHAEL ASHER	Yes	\$0
141	CJ188425	2012	Chevrolet	TRAVERSE	2	Trade on Used	No	\$	9,870	\$	9,680	101%	\$1,900	\$0	GUILLERMO	STEVE ANTHONY	MICHAEL ASHER	No	\$0
142	NF147240	2022	Cadillac	XT4	28	Auction/Wholesale	No	\$	33,500	\$	33,153	102%	\$3,700	\$1,845	CAMRON H	STEVE ANTHONY	MICHAEL ASHER	Yes	\$1,000
143	MGB63752	2021	Ford	EXPLORER	20	Auction/Wholesale	No	\$	32,900	\$	32,853	98%	\$1,320	\$2,197	LAMARCUS R	JASON TROUTMAN	MICHAEL ASHER	No	\$0
144	NG553140	2022	Chevrolet	SILVERADO	14	Auction/Wholesale	Yes	\$	29,000	\$	29,000	97%	\$2,157	\$4,291	CAMRON H	JASON TROUTMAN	MICHAEL ASHER	No	\$0
145	HEA18841	2017	Ford	EXPEDITION	18	Trade on Used	No	\$	23,000	\$	23,125	98%	\$4,357	\$3,200	CAMRON H	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
146	KR172442	2019	GMC	YUKON	10	Trade on New	Yes	\$	44,000	\$	44,000	99%	\$3,238	\$0	JAMES K	JASON TROUTMAN	EDDIE CHAPPARO	No	\$0
147	LX920477	2020	Toyota	TUNDRA	25	Trade on New	No	\$	36,300	\$	37,500	97%	\$2,752	\$5,176	BARRY S	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0
148	NCL05979	2022	BMW	M440i	78	Trade on New	No	\$	47,000	\$	45,850	95%	\$1,064	\$2,311	CAMRON H	TREVOR TRPKOSH	PETER PEREZ	No	\$0
149	NG613943	2022	Chevrolet	SILVERADO	57	Auction/Wholesale	Yes	\$	41,000	\$	41,000	98%	\$1,025	\$2,600	CHRIS O	TREVOR TRPKOSH	PETER PEREZ	No	\$0
150	FC175123	2015	Jeep	GRAND CHEROKEE	17	Trade on Used	No	\$	15,800	\$	14,428	94%	\$1,077	\$599	ASHTON M	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
151	KN845354	2019	Ram	1500	70	Trade on New	No	\$	36,000	\$	35,700	96%	\$2,241	\$1,350	ASHTON M	TREVOR TRPKOSH	PETER PEREZ	No	\$0
152	LR141988	2020	GMC	YUKON	1	Trade on New	No	\$	35,000	\$	35,000	93%	\$1,465	\$3,731	CAMRON H	JASON TROUTMAN	PETER PEREZ	No	\$0
153	PF182508	2023	Chevrolet	SILVERADO	39	Auction/Wholesale	Yes	\$	68,000	\$	67,650	93%	\$1,062	\$1,019	CESAR D	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
154	NB600207	2022	Jeep	CHEROKEE	20	Trade on New	No	\$	36,500	\$	35,742	96%	\$3,774	\$1,850	CHRIS O	TREVOR TRPKOSH	PETER PEREZ	Yes	\$500
155	MZ336303	2021	GMC	SIERRA 1500	8	Trade on New	No	\$	52,000	\$	52,000	103%	\$4,667	\$1,990	AUSTIN R	TREVOR TRPKOSH	EDDIE CHAPPARO	Yes	\$500
156	LL331885	2020	Chevrolet	EQUINOX	22	Street/Curb Buy	Yes	\$	19,000	\$	19,750	100%	\$1,059	\$2,678	ASHTON M	STEVE ANTHONY	PETER PEREZ	Yes	\$0
157	MB324367	2021	Chevrolet	TRAX	33	Trade on New	Yes	\$	19,044	\$	18,000	104%	\$1,118	\$2,453	MIGUEL H	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
158	P1134707	2023	Chevrolet	SILVERADO	14	Auction/Wholesale	Yes	\$	51,000	\$	50,850	100%	\$5,818	\$4,921	KENNY U	JASON TROUTMAN	PETER PEREZ	No	\$0
159	LJ157402	2020	Chevrolet	TRAVERSE	7	Trade on New	Yes	\$	28,000	\$	26,450	100%	\$2,879	\$1,540	JUAN T	TREVOR TRPKOSH	EDDIE CHAPPARO	Yes	\$0
160	NH141996	2022	Dodge	CHARGER	26	Auction/Wholesale	No	\$	28,000	\$	28,000	101%	\$1,020	\$0	ERIC S	TREVOR TRPKOSH	PETER PEREZ	No	\$0
161	LG195335	2020	GMC	SIERRA 1500	15	Trade on New	No	\$	37,300	\$	37,120	97%	\$2,330	\$2,141	TROY S	STEVE ANTHONY	PETER PEREZ	No	\$0
162	LF146162	2021	Chevrolet	MALIBU	14	Trade on New	Yes	\$	19,300	\$	17,450	110%	\$1,410	\$428	KENNY U	JASON TROUTMAN	PETER PEREZ	Yes	\$0
163	NL122479	2022	Jeep	GLADIATOR	8	Auction/Wholesale	No	\$	50,000	\$	49,860	116%	\$6,942	\$0	DUNGY N	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0
164	G1196437	2016	Chevrolet	COLORADO	25	Trade on Used	No	\$	22,500	\$	21,123	97%	\$3,101	\$5,033	CAMRON H	STEVE ANTHONY	PETER PEREZ	No	\$0
165	J1175508	2018	Chevrolet	COLORADO	15	Trade on New	No	\$	24,000	\$	23,650	1012%	\$4,378	\$2,660	CHRIS O	TREVOR TRPKOSH	PETER PEREZ	No	\$0

166	CS716133	2019	Dodge	CHARGER	36	Street/Curb Buy	No	\$	35,000	\$	33,245	99%	\$767	\$5,994	VICTOR O	TREVOR TRPKOSH	PETER PEREZ	No	\$0	
167	KF187924	2017	Chevrolet	SILVERADO	80	Auction/Wholesale	No	\$	44,000	\$	44,750	95%	\$1,087	\$7,745	ZSOLT C	JASON TROUTMAN	MICHAEL ASHER	No	\$0	
168	HL280749	2017	Chevrolet	TRAX	1	Trade on New	No	\$	11,000	\$	9,850	86%	\$750	\$250	GUILLERMO	JASON TROUTMAN	EDDIE CHAPPARO	No	\$0	
169	PZ001889	2023	Cadillac	LYRIQ	18	Street/Curb Buy	No	\$	54,500	\$	54,120	99%	\$7,311	\$0	ERIC S	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0	
170	PB180308	2023	Chevrolet	TRAILBLAZER	21	Auction/Wholesale	Yes	\$	25,000	\$	23,650	104%	\$1,084	\$2,051	ERIC S	STEVE ANTHONY	EDDIE CHAPPARO	Yes	\$0	
171	KW025031	2019	Toyota	RAV 4	55	Trade on New	No	\$	25,000	\$	25,000	100%	\$1,036	\$2,650	VICTOR O	STEVE ANTHONY	PETER PEREZ	No	\$0	
172	PH800376	2023	Honda	CR-V	83	Auction/Wholesale	No	\$	36,020	\$	35,423	97%	\$1,483	\$0	CESAR D	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0	
173	NF349963	2020	Tesla	MODEL 3	2	Trade on New	No	\$	26,000	\$	25,750	103%	\$1,898	\$0	CESAR D	STEVE ANTHONY	MICHAEL ASHER	Yes	\$0	
174	L4121131	2022	Chevrolet	SONIC	20	Auction/Wholesale	Yes	\$	17,000	\$	15,740	103%	\$1,069	\$944	CAMRON H	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0	
175	PG124222	2023	Chevrolet	SILVERAO	40	Auction/Wholesale	Yes	\$	59,000	\$	56,600	101%	\$1,478	\$0	NAOD G	JASON TROUTMAN	EDDIE CHAPPARO	Yes	\$0	
176	M1278738	2021	Chevrolet	COLORADO	9	Trade on New	Yes	\$	25,000	\$	25,000	99%	\$4,599	\$0	TIM K	JASON TROUTMAN	EDDIE CHAPPARO	Yes	\$0	
177	JGB30334	2018	Ford	EXPLORER	2	Trade on New	No	\$	20,000	\$	19,500	95%	\$770	\$150	DUNGY N	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0	
178	PN593274	2023	Ram	1500	13	Auction/Wholesale	No	\$	39,000	\$	39,000	104%	\$7,178	\$3,381	CHRIS O	TREVOR TRPKOSH	EDDIE CHAPPARO	No	\$0	
179	L1237412	2020	GMC	CANYON	28	Trade on New	Yes	\$	24,800	\$	24,700	94%	\$4,128	\$3,895	GREGORY D	TREVOR TRPKOSH	EDDIE CHAPPARO	Yes	\$0	
180	RU165986	2024	Lexus	ES350	12	Auction/Wholesale	No	\$	53,000	\$	52,300	94%	\$3,722	\$0	CHRIS O	JASON TROUTMAN	MICHAEL ASHER	No	\$0	
181	PR162493	2023	Chevrolet	SUBURBAN	48	Auction/Wholesale	Yes	\$	63,500	\$	64,581	102%	\$2,441	\$6,988	JUAN T	STEVE ANTHONY	MICHAEL ASHER	Yes	\$0	
182	L5117121	2020	Chevrolet	CORVETTE	29	Trade on New	Yes	\$	71,000	\$	70,250	96%	\$2,163	\$2,185	ERIC S	JASON TROUTMAN	MICHAEL ASHER	No	\$0	
183	MZ247117	2021	Chevrolet	SILVERADO	7	Trade on Used	Yes	\$	32,500	\$	32,500	96%	\$865	\$0	STEVE D	STEVE ANTHONY	EDDIE CHAPPARO	Yes	\$0	
184	DG204975	2013	Chevrolet	AVALANCHE	53	Street/Curb Buy	No	\$	21,500	\$	22,543	96%	\$1,596	\$3,231	TROY S	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0	
185	N1244696	2022	Chevrolet	3500	29	Auction/Wholesale	Yes	\$	68,000	\$	68,166	100%	\$1,389	\$50	LAMARCUS R	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0	
186	K6192723	2019	Chevrolet	EQUINOX	12	Street/Curb Buy	Yes	\$	18,000	\$	16,850	102%	\$4,300	\$2,634	RAYMOND A	TREVOR TRPKOSH	MICHAEL ASHER	Yes	\$500	
187	MZ322065	2021	GMC	SIERRA	15	Trade on New	Yes	\$	56,200	\$	55,850	105%	\$2,498	\$6,735	JUAN T	JASON TROUTMAN	MICHAEL ASHER	No	\$0	
188	GG333251	2016	Chevrolet	SILVERADO	15	Trade on Used	No	\$	28,200	\$	28,000	107%	\$3,262	\$2,576	CHRIS O	STEVE ANTHONY	MICHAEL ASHER	No	\$0	
189	JFC43503	2018	Ford	F-150	16	Trade on New	No	\$	27,000	\$	27,000	104%	\$4,509	\$2,320	ASHTON M	JASON TROUTMAN	MICHAEL ASHER	No	\$0	
190	HF254681	2017	Chevrolet	MALIBU	5	Auction/Wholesale	No	\$	11,000	\$	9,850	79%	\$3,699	\$2,131	BARRY S	JASON TROUTMAN	MICHAEL ASHER	No	\$0	
191	LZ124183	2020	Cadillac	XT5	8	Trade on New	No	\$	30,000	\$	29,000	111%	\$4,151	\$1,650	AUSTIN R	STEVE ANTHONY	MICHAEL ASHER	Yes	\$0	
192	HFB81453	2017	Ford	F-150	32	Street/Curb Buy	No	\$	42,500	\$	42,000	96%	\$2,443	\$4,307	TIM K	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0	
193	GR341734	2016	GMC	YUKON XL	9	Trade on Used	No	\$	24,400	\$	22,650	88%	\$3,839	\$0	KENNY U	STEVE ANTHONY	MICHAEL ASHER	Yes	\$500	
194	MF239184	2021	GMC	3500 DW	19	Auction/Wholesale	Yes	\$	64,500	\$	64,650	99%	\$1,561	\$4,227	GREGORY D	TREVOR TRPKOSH	PETER PEREZ	No	\$0	
195	NG186164	2022	Ram	2500	24	Auction/Wholesale	No	\$	66,500	\$	66,500	97%	\$1,219	\$2,875	CESAR D	JASON TROUTMAN	MICHAEL ASHER	No	\$0	
196	FR121081	2015	Chevrolet	TAHOE	18	Trade on New	No	\$	22,000	\$	19,850	99%	\$5,867	\$3,161	CESAR D	JASON TROUTMAN	EDDIE CHAPPARO	Yes	\$0	
197	MPN14876	2021	Jeep	RENEGADE	7	Trade on New	No	\$	20,000	\$	19,500	95%	\$1,129	\$1,549	CESAR D	STEVE ANTHONY	EDDIE CHAPPARO	No	\$0	
198	J0143787	2018	Chevrolet	CAMARO	22	Trade on New	No	\$	34,000	\$	34,750	96%	\$3,645	\$2,091	VICTOR O	TREVOR TRPKOSH	EDDIE CHAPPARO	Yes	\$2,000	
199	RF108906	2024	GMC	2500	7	Auction/Wholesale	Yes	\$	83,500	\$	83,499	100%	\$7,168	\$0	JAMES K	STEVE ANTHONY	MICHAEL ASHER	Yes	\$1,500	
200	85080267	2008	Lexus	IS250	5	Trade on Used	No	\$	8,900	\$	8,400	100%	\$1,300	\$0	RAYMOND A	TREVOR TRPKOSH	MICHAEL ASHER	No	\$0	
Retail Units			200	Averages	30.3			\$	36,909	\$	36,756	103%	\$	2,616	\$	1,974			40	\$43

Scoreboard Totals

% Retailed of Non-Franchise Make	42%
Total # Retail Units	200
Avg. Days to Sale	30.3
Avg. Advertised Price (Time of Sale)	\$ 36,909
Avg. Transaction Price	\$ 36,756
Avg. Market Price at 100%	\$ 35,729
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	103%
Avg. Transactional Discount	\$ 120
Avg. Front-End Gross	\$ 2,616
Avg. Finance Gross	\$ 1,974
PUVR	\$ 4,560
Total Gross (Units & PUVR)	\$ 911,980
GROI	147%
% with Trade	20%
Avg. Over/Under Allowance	\$43



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	JASON TROUTMAN	STEVE ANTHONY
% Retailed of Non-New Franchise	42%	38%	45%
Total # Retail Units	200	47	75
Avg. Days to Sale	30.3	28.3	32.0
Avg. Advertised Price (Time of Sale)	\$ 36,909	\$ 40,423	\$ 33,537
Avg. Transaction Price	\$ 36,756	\$ 39,962	\$ 33,446
Avg. Market Price at 100%	\$ 35,729	\$ 41,125	\$ 34,755
Avg. Price to Market % (Time of Sale)	103%	98%	96%
Avg. Transaction to Market	103%	97%	96%
Avg. Transactional Discount	\$ 120	\$ 462	\$ 786
Avg. Front-End Gross	\$ 2,616	\$ 2,772	\$ 2,497
Avg. Finance Gross	\$ 1,974	\$ 2,055	\$ 1,824
PUVR	\$ 4,560	\$ 4,828	\$ 4,321
Total Gross (Units & PUVR)	\$ 911,980	\$ 226,894	\$ 324,062
GROI	147%	154%	145%
% with Trade	20%	11%	24%
Avg. Over/Under Allowance	43	0	53



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

TREVOR TRPKOSH			
40%	#DIV/0!	#DIV/0!	#DIV/0!
78	0	0	0
29.9	#DIV/0!	#DIV/0!	#DIV/0!
\$ 38,035	#DIV/0!	#DIV/0!	#DIV/0!
\$ 38,007	#DIV/0!	#DIV/0!	#DIV/0!
\$ 37,311	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (725)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,637	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,072	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,629	#DIV/0!	#DIV/0!	#DIV/0!
\$ 361,023	#DIV/0!	#DIV/0!	#DIV/0!
147%	#DIV/0!	#DIV/0!	#DIV/0!
22%	#DIV/0!	#DIV/0!	#DIV/0!
58	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Sales Consultant	Totals	ASHTON M	AUSTIN R	BARRY S
% Retailed of Non-New Franchise	42%	67%	40%	33%
Total # Retail Units	200	6	10	9
Avg. Days to Sale	30.3	37.8	21.6	26.4
Avg. Advertised Price (Time of Sale)	\$ 36,909	\$ 27,867	\$ 33,400	\$ 31,400
Avg. Transaction Price	\$ 36,756	\$ 27,646	\$ 33,058	\$ 32,866
Avg. Market Price at 100%	\$ 35,729	\$ 37,295	\$ 33,503	\$ 33,133
Avg. Price to Market % (Time of Sale)	103%	75%	100%	95%
Avg. Transaction to Market	103%	74%	99%	99%
Avg. Transactional Discount	\$ 120	\$ 8,904	\$ 342	\$ (1,466)
Avg. Front-End Gross	\$ 2,616	\$ 2,373	\$ 3,000	\$ 2,445
Avg. Finance Gross	\$ 1,974	\$ 1,262	\$ 1,487	\$ 1,769
PUVR	\$ 4,560	\$ 3,635	\$ 4,487	\$ 4,214
Total Gross (Units & PUVR)	\$ 911,980	\$ 21,810	\$ 44,873	\$ 37,928
GROI	147%	125%	226%	175%
% with Trade	20%	17%	40%	22%
Avg. Over/Under Allowance	43	0	50	0



Select your staff member for each column.)

CAMRON H	CESAR D	CHRIS O	DUNGY N	ERIC S	GREGORY D
40%	56%	50%	50%	42%	100%
15	9	16	6	12	3
31.8	46.6	27.7	18.7	34.6	36.7
\$ 39,220	\$ 44,169	\$ 29,750	\$ 36,667	\$ 35,458	\$ 34,733
\$ 38,517	\$ 43,575	\$ 29,478	\$ 36,490	\$ 35,362	\$ 34,389
\$ 39,067	\$ 45,158	\$ 28,818	\$ 36,323	\$ 36,205	\$ 35,580
100%	98%	103%	101%	98%	98%
99%	96%	102%	100%	98%	97%
\$ 703	\$ 594	\$ 272	\$ 177	\$ 96	\$ 344
\$ 3,205	\$ 1,852	\$ 2,617	\$ 3,634	\$ 2,459	\$ 2,287
\$ 2,451	\$ 1,301	\$ 1,201	\$ 1,760	\$ 1,117	\$ 2,712
\$ 5,656	\$ 3,008	\$ 3,819	\$ 5,394	\$ 3,575	\$ 5,000
\$ 84,836	\$ 27,069	\$ 61,096	\$ 32,365	\$ 42,905	\$ 14,999
166%	53%	168%	285%	105%	143%
13%	33%	13%	17%	8%	33%
67	111	31	0	0	0

JAMES K	JOE S	JUAN T	KENNY U	LAMARCUS R	MIGUEL H
64%	42%	18%	36%	33%	0%
14	12	11	11	3	4
28.8	24.0	30.7	26.9	33.7	30.8
\$ 38,829	\$ 44,525	\$ 46,655	\$ 32,973	\$ 50,233	\$ 41,386
\$ 38,596	\$ 44,607	\$ 46,612	\$ 32,531	\$ 49,877	\$ 40,159
\$ 39,401	\$ 44,868	\$ 46,643	\$ 33,733	\$ 51,149	\$ 26,410
99%	99%	100%	98%	98%	157%
98%	99%	100%	96%	98%	152%
\$ 232	\$ (82)	\$ 42	\$ 441	\$ 357	\$ (13,448)
\$ 2,799	\$ 2,149	\$ 2,488	\$ 3,681	\$ 1,675	\$ 2,413
\$ 1,535	\$ 1,248	\$ 3,046	\$ 1,729	\$ 749	\$ 1,313
\$ 4,335	\$ 3,397	\$ 5,535	\$ 5,410	\$ 2,424	\$ 3,397
\$ 60,686	\$ 40,758	\$ 60,880	\$ 59,508	\$ 7,271	\$ 13,590
140%	114%	139%	222%	52%	99%
21%	25%	27%	18%	0%	25%
107	0	0	45	0	0

NAOD G	RAYMOND A	STEVE D	TIM K	TONY L	TROY S
50%	29%	33%	29%	40%	38%
4	7	6	7	5	8
18.8	31.1	27.2	39.0	19.2	29.6
\$ 49,875	\$ 25,057	\$ 44,633	\$ 35,971	\$ 47,500	\$ 33,888
\$ 48,494	\$ 25,122	\$ 44,400	\$ 35,097	\$ 48,429	\$ 34,441
\$ 52,324	\$ 25,139	\$ 44,752	\$ 36,153	\$ 48,275	\$ 35,317
95%	100%	100%	99%	98%	96%
93%	100%	99%	97%	100%	98%
\$ 1,381	\$ (65)	\$ 233	\$ 874	\$ (929)	\$ (553)
\$ 2,390	\$ 3,914	\$ 2,714	\$ 2,625	\$ 3,095	\$ 2,196
\$ 2,772	\$ 1,712	\$ 2,080	\$ 2,250	\$ 3,299	\$ 3,496
\$ 5,162	\$ 5,626	\$ 4,794	\$ 4,875	\$ 6,394	\$ 5,255
\$ 20,647	\$ 39,381	\$ 28,761	\$ 34,122	\$ 31,972	\$ 42,044
204%	259%	143%	128%	248%	185%
25%	14%	33%	43%	20%	0%
0	71	0	0	0	0

VICTOR O	ZSOLT C	GUILLERMO	KYLE W		
56%	40%	25%	0%	#DIV/0!	#DIV/0!
9	5	4	1	0	0
46.6	33.6	13.3	8.0	#DIV/0!	#DIV/0!
\$ 30,944	\$ 42,800	\$ 15,343	\$ 22,800	#DIV/0!	#DIV/0!
\$ 31,439	\$ 43,377	\$ 14,847	\$ 22,500	#DIV/0!	#DIV/0!
\$ 31,128	\$ 42,126	\$ 15,878	\$ 22,800	#DIV/0!	#DIV/0!
99%	102%	97%	100%	#DIV/0!	#DIV/0!
101%	103%	94%	99%	#DIV/0!	#DIV/0!
\$ (495)	\$ (577)	\$ 496	\$ 300	#DIV/0!	#DIV/0!
\$ 1,573	\$ 2,084	\$ 1,273	\$ 5,265	#DIV/0!	#DIV/0!
\$ 3,024	\$ 4,158	\$ 1,277	\$ 2,216	#DIV/0!	#DIV/0!
\$ 4,597	\$ 6,242	\$ 2,550	\$ 7,481	#DIV/0!	#DIV/0!
\$ 41,375	\$ 31,211	\$ 10,199	\$ 7,481	#DIV/0!	#DIV/0!
113%	154%	467%	1496%	#DIV/0!	#DIV/0!
22%	0%	0%	0%	#DIV/0!	#DIV/0!
222	0	0	0	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	MICHAEL ASHER	PETER PEREZ	EDDIE CHAPPA
% Retailed of Non-New Franchise	42%	41%	41%	43%
Total # Retail Units	200	71	68	61
Avg. Days to Sale	30.3	35.2	29.1	26.0
Avg. Advertised Price (Time of Sale)	\$ 36,909	\$ 37,647	\$ 35,591	\$ 37,520
Avg. Transaction Price	\$ 36,756	\$ 37,589	\$ 35,416	\$ 37,281
Avg. Market Price at 100%	\$ 35,729	\$ 38,009	\$ 35,692	\$ 38,099
Avg. Price to Market % (Time of Sale)	103%	99%	100%	98%
Avg. Transaction to Market	103%	99%	99%	98%
Avg. Transactional Discount	\$ 120	\$ (34)	\$ 175	\$ 239
Avg. Front-End Gross	\$ 2,616	\$ 2,464	\$ 2,570	\$ 2,844
Avg. Finance Gross	\$ 1,974	\$ 2,297	\$ 2,042	\$ 1,532
PUVR	\$ 4,560	\$ 4,697	\$ 4,582	\$ 4,376
Total Gross (Units & PUVR)	\$ 911,980	\$ 333,456	\$ 311,590	\$ 266,934
GROI	147%	128%	160%	163%
% with Trade	20%	23%	19%	18%
Avg. Over/Under Allowance	43	77	7	41



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	84	116
Avg. Days to Sale	30.3	35.4	26.6
Avg. Advertised Price (Time of Sale)	\$ 36,909	\$ 43,441	\$ 31,971
Avg. Transaction Price	\$ 36,756	\$ 43,364	\$ 31,971
Avg. Market Price at 100%	\$ 35,729	\$ 43,016	\$ 33,073
Avg. Price to Market % (Time of Sale)	103%	101%	97%
Avg. Transaction to Market	103%	101%	97%
Avg. Transactional Discount	\$ 120	\$ (622)	\$ 658
Avg. Front-End Gross	\$ 2,616	\$ 2,239	\$ 2,889
Avg. Finance Gross	\$ 1,974	\$ 2,105	\$ 1,882
PUVR	\$ 4,560	\$ 4,268	\$ 4,771
Total Gross (Units & PUVR)	\$ 911,980	\$ 358,533	\$ 553,447
GROI	147%	100%	202%
% with Trade	20%	29%	14%
Avg. Over/Under Allowance	43	48	39



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	117	83
Avg. Days to Sale	30.3	32.5	27.2
Avg. Advertised Price (Time of Sale)	\$ 36,909	\$ 38,076	\$ 35,246
Avg. Transaction Price	\$ 36,756	\$ 37,827	\$ 35,246
Avg. Market Price at 100%	\$ 35,729	\$ 38,309	\$ 35,755
Avg. Price to Market % (Time of Sale)	103%	99%	99%
Avg. Transaction to Market	103%	99%	99%
Avg. Transactional Discount	\$ 120	\$ 192	\$ 19
Avg. Front-End Gross	\$ 2,616	\$ 2,654	\$ 2,562
Avg. Finance Gross	\$ 1,974	\$ 1,912	\$ 2,059
PUVR	\$ 4,560	\$ 4,517	\$ 4,621
Total Gross (Units & PUVR)	\$ 911,980	\$ 528,434	\$ 383,546
GROI	147%	132%	174%
% with Trade	20%	23%	16%
Avg. Over/Under Allowance	43	38	48



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	65	22
% of Retail Units	100%	33%	11%
% Retailed of Non-New Franchise	42%	45%	50%
Avg. Days to Sale	30.3	23.6	21.4
Avg. Transaction Price	\$ 36,756	\$ 37,480	\$ 25,949
Avg. Transaction to Market %	103%	116%	95%
Avg. Transactional Discount	\$ 120	\$ (678)	\$ 581
Avg. Front End Gross	\$ 2,616	\$ 2,800	\$ 2,661
Avg. Finance Gross	\$ 1,974	\$ 2,134	\$ 1,612
PUVR	\$ 4,560	\$ 4,901	\$ 4,273
Total Gross (Units & PUVR)	\$ 911,980	\$ 318,577	\$ 94,004
GROI	147%	199%	277%
% with Trade	20%	23%	23%
Avg. Over/Under Allowance	43	62	23



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
31	80	0	2
16%	40%	0%	1%
32%	41%	#DIV/0!	0%
36.3	35.0	#DIV/0!	65.5
\$ 36,406	\$ 39,417	#DIV/0!	\$ 31,089
118%	99%	#DIV/0!	94%
\$ 1,648	\$ 46	#DIV/0!	\$ 311
\$ 2,722	\$ 2,450	#DIV/0!	\$ 1,158
\$ 1,422	\$ 2,183	#DIV/0!	\$ 224
\$ 4,143	\$ 4,605	#DIV/0!	\$ 1,270
\$ 128,446	\$ 368,413	#DIV/0!	\$ 2,539
113%	120%	#DIV/0!	22%
26%	14%	#DIV/0!	50%
48	31	#DIV/0!	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	130	19
% of Retail Units	100%	65%	10%
% Retailed of Non-New Franchise	42%	44%	37%
Avg. Days to Sale	30.3	14.0	36.5
Avg. Transaction Price	\$ 36,756	\$ 35,074	\$ 42,403
Avg. Transaction to Market %	103%	110%	98%
Avg. Transactional Discount	\$ 120	\$ 99	\$ 394
Avg. Front End Gross	\$ 2,616	\$ 2,983	\$ 2,439
Avg. Finance Gross	\$ 1,974	\$ 1,975	\$ 1,686
PUVR	\$ 4,560	\$ 4,959	\$ 4,125
Total Gross (Units & PUVR)	\$ 911,980	\$ 644,639	\$ 78,374
GROI	147%	364%	96%
% with Trade	20%	24%	16%
Avg. Over/Under Allowance	43	50	53



46-60 days	61-90 days	90+ days
23	20	8
12%	10%	4%
48%	40%	0%
52.3	72.2	112.8
\$ 43,847	\$ 34,200	\$ 36,687
99%	107%	95%
\$ 127	\$ (174)	\$ 538
\$ 2,075	\$ 1,436	\$ 1,573
\$ 2,535	\$ 1,829	\$ 1,269
\$ 4,609	\$ 3,265	\$ 2,842
\$ 106,011	\$ 65,294	\$ 22,736
72%	48%	25%
17%	0%	25%
0	0	125