

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Chris Fulk	Fred Barabani	Mike Monroe
		Matt Ball
		John Crosswhite
		Nate Oswalt
		Evan Strong

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	14817P	2023	Kia	Sportage	37	Auction/Wholesale	No	\$ 23,174	\$ 23,174	100%	(\$14)	\$3,180
2	14720P	2017	Jeep	Renegade	68	Auction/Wholesale	Yes	\$ 14,128	\$ 14,128	96%	(\$259)	\$2,639
3	14399P	2022	Jeep	Gr Wagoneer	233	Auction/Wholesale	Yes	\$ 66,980	\$ 66,980	93%	(\$750)	\$4,872
4	14880P	2021	Dodge	Charger	0	LBO Customer	No	\$ 37,633	\$ 37,633	100%	\$0	\$4,250
5	14786P	2022	Chevrolet	Equinox	39	Auction/Wholesale	Yes	\$ 19,879	\$ 19,879	96%	\$763	\$2,908
6	14814T	2011	Ford	F350	31	Trade on Used	No	\$ 11,500	\$ 10,923	65%	\$2,951	\$502
7	14859P	2022	Ford	Bronco	10	Street/Curb Buy	Yes	\$ 27,443	\$ 27,443	100%	\$1,688	\$1,327
8	14785P	2021	Jeep	Gr Cherokee	42	Auction/Wholesale	Yes	\$ 30,272	\$ 30,272	96%	\$986	\$150
9	14721P	2021	Ram	1500	73	Auction/Wholesale	Yes	\$ 32,046	\$ 32,046	91%	(\$1,229)	\$3,834
10	14885P	2020	Honda	Passport	0	Other	No	\$ 22,801	\$ 22,801	100%	\$635	\$2,805
11	14879P	2011	Buick	Regal	6	Street/Curb Buy	No	\$ 9,000	\$ 9,000	101%	\$2,228	\$498
12	14847T	2022	Ram	3500	20	Trade on New	Yes	\$ 69,450	\$ 69,450	104%	\$9,957	\$1,467
13	14888P	2021	Ram	1500	2	Trade on New	Yes	\$ 31,543	\$ 31,543	105%	(\$149)	\$2,712
14	14665T	2015	Chevrolet	Tahoe	105	Trade on Used	No	\$ 13,625	\$ 13,625	72%	(\$357)	\$0
15	14858P	2018	Hyundai	Tucson	15	Auction/Wholesale	Yes	\$ 14,900	\$ 14,500	99%	(\$8)	\$795
16	14829P	2015	Jeep	Wrangler	33	Trade on New	Yes	\$ 20,201	\$ 20,201	96%	\$2,480	\$822
17	14811P	2020	Jeep	Wrangler	44	Street/Curb Buy	Yes	\$ 34,133	\$ 34,133	98%	\$1,739	\$1,345
18	14894P	2021	Ram	1500	1	Trade on New	Yes	\$ 41,649	\$ 41,649	108%	\$5,059	\$4,528
19	14855T	2006	Dodge	Ram1500	20	Trade on New	No	\$ 24,261	\$ 24,261	101%	\$3,928	\$2,167
20	14868T	2015	Jeep	Wrangler	15	Trade on New	No	\$ 17,619	\$ 17,619	98%	\$5,907	\$862
21	14890P	2018	Ram	2500	4	Street/Curb Buy	No	\$ 47,350	\$ 47,350	106%	\$4,867	\$3,250
22	14854P	2020	Jeep	Cherokee	20	Auction/Wholesale	Yes	\$ 18,643	\$ 18,643	101%	(\$44)	\$805
23	14790P	2020	Ford	Edge	46	Auction/Wholesale	Yes	\$ 17,522	\$ 17,522	97%	\$1,451	\$2,203
24	14775T	2016	Nissan	NV200	58	Trade on Used	No	\$ 10,980	\$ 10,980	81%	\$2,693	\$1,899
25	14668T	2019	Lincoln	Navigator	97	Trade on New	Yes	\$ 37,914	\$ 37,914	88%	\$177	\$0
26	14867T	2021	Ram	1500	20	Trade on New	Yes	\$ 34,085	\$ 34,085	98%	\$2,456	\$1,262
27	14864P	2021	Chevrolet	Equinox	25	Auction/Wholesale	Yes	\$ 21,935	\$ 21,935	98%	\$701	\$2,568
28	14810P	2014	Ram	1500	49	Street/Curb Buy	No	\$ 16,763	\$ 16,163	97%	\$1,054	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	37%
Total # Retail Units	52
Avg. Days to Sale	35.6
Avg. Advertised Price (Time of Sale)	\$ 26,830
Avg. Transaction Price	\$ 26,787
Avg. Market Price at 100%	\$ 27,754
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 44
Avg. Front-End Gross	\$ 1,885
Avg. Finance Gross	\$ 1,529
PUVR	\$ 3,413
Total Gross (Units & PUVR)	\$ 177,490
GROI	129%
% with Trade	25%
Avg. Over/Under Allowance	\$692



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	52	0	0
Avg. Days to Sale	35.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,830	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,787	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,754	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 44	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,885	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,529	#DIV/0!	#DIV/0!
PUVR	\$ 3,413	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 177,490	#DIV/0!	#DIV/0!
GROI	129%	#DIV/0!	#DIV/0!
% with Trade	25%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	692	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Matt Ball	Mike Monroe
% Retailed of Non-New Franchise	37%	38%	30%
Total # Retail Units	52	8	10
Avg. Days to Sale	35.6	29.0	35.6
Avg. Advertised Price (Time of Sale)	\$ 26,830	\$ 23,939	\$ 34,771
Avg. Transaction Price	\$ 26,787	\$ 23,867	\$ 34,771
Avg. Market Price at 100%	\$ 27,754	\$ 25,759	\$ 34,941
Avg. Price to Market % (Time of Sale)	97%	93%	100%
Avg. Transaction to Market	97%	93%	100%
Avg. Transactional Discount	\$ 44	\$ 72	\$ -
Avg. Front-End Gross	\$ 1,885	\$ 1,567	\$ 1,548
Avg. Finance Gross	\$ 1,529	\$ 1,088	\$ 1,654
PUVR	\$ 3,413	\$ 2,655	\$ 3,202
Total Gross (Units & PUVR)	\$ 177,490	\$ 21,243	\$ 32,019
GROI	129%	138%	93%
% with Trade	25%	38%	20%
Avg. Over/Under Allowance	692	3,000	-1,000



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

John Crosswhite	Nate Oswalt	Evan Strong	
23%	38%	54%	#DIV/0!
13	8	13	0
30.9	56.8	31.2	#DIV/0!
\$ 25,739	\$ 27,495	\$ 23,186	#DIV/0!
\$ 25,770	\$ 27,351	\$ 23,112	#DIV/0!
\$ 26,329	\$ 28,216	\$ 23,915	#DIV/0!
98%	97%	97%	#DIV/0!
98%	97%	97%	#DIV/0!
\$ (31)	\$ 143	\$ 73	#DIV/0!
\$ 3,199	\$ 775	\$ 1,707	#DIV/0!
\$ 1,517	\$ 2,096	\$ 1,366	#DIV/0!
\$ 4,716	\$ 2,871	\$ 3,073	#DIV/0!
\$ 61,307	\$ 22,969	\$ 39,952	#DIV/0!
213%	67%	154%	#DIV/0!
15%	50%	15%	#DIV/0!
1,000	400	350	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Fred Barabani	
% Retailed of Non-New Franchise	37%	37%	#DIV/0!
Total # Retail Units	52	52	0
Avg. Days to Sale	35.6	35.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,830	\$ 26,830	#DIV/0!
Avg. Transaction Price	\$ 26,787	\$ 26,787	#DIV/0!
Avg. Market Price at 100%	\$ 27,754	\$ 27,584	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	97%	#DIV/0!
Avg. Transaction to Market	97%	97%	#DIV/0!
Avg. Transactional Discount	\$ 44	\$ 44	#DIV/0!
Avg. Front-End Gross	\$ 1,885	\$ 1,885	#DIV/0!
Avg. Finance Gross	\$ 1,529	\$ 1,529	#DIV/0!
PUVR	\$ 3,413	\$ 3,413	#DIV/0!
Total Gross (Units & PUVR)	\$ 177,490	\$ 177,490	#DIV/0!
GROI	129%	129%	#DIV/0!
% with Trade	25%	25%	#DIV/0!
Avg. Over/Under Allowance	692	692	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	52	35	17
Avg. Days to Sale	35.6	39.3	27.9
Avg. Advertised Price (Time of Sale)	\$ 26,830	\$ 27,910	\$ 24,564
Avg. Transaction Price	\$ 26,787	\$ 27,867	\$ 24,564
Avg. Market Price at 100%	\$ 27,754	\$ 28,553	\$ 25,589
Avg. Price to Market % (Time of Sale)	97%	98%	96%
Avg. Transaction to Market	97%	98%	96%
Avg. Transactional Discount	\$ 44	\$ 43	\$ 44
Avg. Front-End Gross	\$ 1,885	\$ 1,706	\$ 2,253
Avg. Finance Gross	\$ 1,529	\$ 1,576	\$ 1,431
PUVR	\$ 3,413	\$ 3,282	\$ 3,684
Total Gross (Units & PUVR)	\$ 177,490	\$ 114,857	\$ 62,633
GROI	129%	108%	193%
% with Trade	25%	26%	24%
Avg. Over/Under Allowance	692	1,163	-250



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	52	33	19
Avg. Days to Sale	35.6	35.7	35.3
Avg. Advertised Price (Time of Sale)	\$ 26,830	\$ 31,377	\$ 18,853
Avg. Transaction Price	\$ 26,787	\$ 31,355	\$ 18,853
Avg. Market Price at 100%	\$ 27,754	\$ 31,863	\$ 20,153
Avg. Price to Market % (Time of Sale)	97%	98%	94%
Avg. Transaction to Market	97%	98%	94%
Avg. Transactional Discount	\$ 44	\$ 22	\$ 80
Avg. Front-End Gross	\$ 1,885	\$ 2,264	\$ 1,225
Avg. Finance Gross	\$ 1,529	\$ 1,615	\$ 1,378
PUVR	\$ 3,413	\$ 3,880	\$ 2,603
Total Gross (Units & PUVR)	\$ 177,490	\$ 128,032	\$ 49,458
GROI	129%	125%	141%
% with Trade	25%	24%	26%
Avg. Over/Under Allowance	692	663	750



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	52	17	5
% of Retail Units	100%	33%	10%
% Retailed of Non-New Franchise	37%	12%	60%
Avg. Days to Sale	35.6	21.8	60.6
Avg. Transaction Price	\$ 26,787	\$ 31,373	\$ 15,618
Avg. Transaction to Market %	97%	100%	81%
Avg. Transactional Discount	\$ 44	\$ 34	\$ 115
Avg. Front End Gross	\$ 1,885	\$ 3,524	\$ 1,862
Avg. Finance Gross	\$ 1,529	\$ 1,534	\$ 879
PUVR	\$ 3,413	\$ 5,058	\$ 2,741
Total Gross (Units & PUVR)	\$ 177,490	\$ 85,978	\$ 13,707
GROI	129%	267%	104%
% with Trade	25%	29%	20%
Avg. Over/Under Allowance	692	550	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
11	15	0	1
21%	29%	0%	2%
36%	53%	#DIV/0!	0%
27.5	55.6	#DIV/0!	0.0
\$ 29,171	\$ 24,685	#DIV/0!	\$ 37,633
97%	97%	#DIV/0!	100%
\$ 16	\$ 63	#DIV/0!	\$ -
\$ 2,839	\$ (246)	#DIV/0!	\$ -
\$ 1,230	\$ 1,842	#DIV/0!	\$ 4,250
\$ 4,068	\$ 1,596	#DIV/0!	\$ 4,250
\$ 44,753	\$ 23,946	#DIV/0!	\$ 4,250
182%	42%	#DIV/0!	#DIV/0!
27%	20%	#DIV/0!	0%
-1,000	3,000	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	1	2
0%	2%	4%
#DIV/0!	0%	100%
#DIV/0!	38.0	0.5
#DIV/0!	\$ 23,334	\$ 14,683
#DIV/0!	94%	100%
#DIV/0!	\$ -	\$ -
#DIV/0!	\$ (386)	\$ 818
#DIV/0!	\$ 552	\$ 1,528
#DIV/0!	\$ 166	\$ 2,345
#DIV/0!	\$ 166	\$ 4,690
#DIV/0!	7%	11499%
#DIV/0!	0%	50%
#DIV/0!	#DIV/0!	500

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	52	26	9
% of Retail Units	100%	50%	17%
% Retailed of Non-New Franchise	37%	31%	33%
Avg. Days to Sale	35.6	12.0	37.2
Avg. Transaction Price	\$ 26,787	\$ 26,939	\$ 28,818
Avg. Transaction to Market %	97%	101%	93%
Avg. Transactional Discount	\$ 44	\$ 37	\$ 125
Avg. Front End Gross	\$ 1,885	\$ 3,184	\$ 906
Avg. Finance Gross	\$ 1,529	\$ 1,651	\$ 1,242
PUVR	\$ 3,413	\$ 4,835	\$ 2,148
Total Gross (Units & PUVR)	\$ 177,490	\$ 125,699	\$ 19,336
GROI	129%	540%	72%
% with Trade	25%	23%	22%
Avg. Over/Under Allowance	692	163	3,000



46-60 days	61-90 days	90+ days
7	4	4
13%	8%	8%
71%	0%	50%
53.7	73.3	133.5
\$ 17,858	\$ 28,256	\$ 33,672
91%	93%	86%
\$ 25	\$ -	\$ -
\$ 1,274	\$ (710)	\$ 91
\$ 918	\$ 1,618	\$ 1,356
\$ 2,192	\$ 909	\$ 1,447
\$ 15,342	\$ 3,634	\$ 5,789
82%	16%	12%
43%	0%	25%
#DIV/0!	#DIV/0!	#DIV/0!