

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
AJ Rydzewski	Greg Hogan	Adrian Lopez
Steve Davidson	Corey Newman	Kirk Lewis
Tony Salerno		Corey Newman
Blayne Dixon		UL Williams
		Aaron Kiser
		Jacob Nance
		Michael Scott
		Ken Peneku
		Melanie Stanley
		Caleb Tinnin

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	N17178A	2021	Nissan	Sentra	4	Trade on New	No	\$ 21,000	\$ 20,995	99%	\$4,631	\$2,577
2	N17045A	2020	Nissan	Rogue	2	Trade on New	No	\$ 15,500	\$ 15,500	96%	\$2,755	\$0
3	P17180	2022	Ford	Mustang	62	Auction/Wholesale	No	\$ 36,490	\$ 35,750	95%	(\$268)	\$350
4	P17148	2023	Toyota	4Runner	90	Auction/Wholesale	No	\$ 45,000	\$ 45,000	98%	(\$1,074)	\$689
5	H24231C	2017	Chevrolet	Silverado	53	Trade on Used	No	\$ 27,000	\$ 27,000	97%	\$825	\$0
6	P17253	2020	Ram	1500	7	Auction/Wholesale	No	\$ 25,000	\$ 25,000	101%	\$2,870	\$0
7	P17245	2013	Hyundai	Elantra	15	Auction/Wholesale	No	\$ 10,000	\$ 10,000	86%	\$3,280	\$1,334
8	P17232	2021	Ram	2500	22	Auction/Wholesale	No	\$ 38,400	\$ 38,400	98%	\$1,601	\$0
9	P17252	2021	Toyota	Corolla	9	Auction/Wholesale	No	\$ 16,000	\$ 14,751	93%	\$1,409	\$0
10	P17178A	2019	Ram	2500	8	Trade on Used	No	\$ 26,000	\$ 23,110	96%	\$1,733	\$0
11	N17139A	2011	Honda	CR-V	7	Trade on New	No	\$ 9,500	\$ 8,500	100%	\$1,056	\$0
12	N17190A	2020	Nissan	Rogue	27	Trade on New	No	\$ 20,000	\$ 20,000	98%	\$1,175	\$0
13	P17269	2021	Nissan	Frontier	3	Auction/Wholesale	No	\$ 27,000	\$ 26,000	99%	\$2,732	\$1,382
14	H24308B	2017	Jeep	Cherokee	33	Trade on Used	No	\$ 11,900	\$ 11,600	94%	\$521	\$768
15	P17225	2023	Ford	Bronco Sport	32	Street/Curb Buy	No	\$ 29,000	\$ 29,000	91%	\$538	\$1,300
16	P17229A	2017	Genesis	G90	15	Trade on Used	No	\$ 25,900	\$ 25,000	100%	\$2,183	\$0
17	P17261	2017	Jeep	Patriot	10	Auction/Wholesale	No	\$ 14,500	\$ 14,500	112%	\$1,655	\$0
18	N16989A	2023	Jeep	Grand Cherokee	105	Trade on New	No	\$ 41,000	\$ 41,285	100%	\$3,224	\$3,136
19	P17224	2021	Nissan	Maxima	34	Auction/Wholesale	No	\$ 23,500	\$ 23,500	106%	\$2,797	\$448
20	N16989A	2019	Honda	Civic	3	Auction/Wholesale	No	\$ 20,500	\$ 20,500	101%	\$2,902	\$1
21	p17262	2015	Nissan	Rogue	14	Auction/Wholesale	No	\$ 11,000	\$ 10,528	100%	\$281	\$848
22	P17260	2018	Nissan	Murano	14	Auction/Wholesale	No	\$ 14,500	\$ 14,154	94%	\$654	\$215
23	p17157	2023	Nissan	Pathfinder	100	Auction/Wholesale	No	\$ 32,500	\$ 32,500	94%	\$2,624	\$0
24	H24370A	2011	Toyota	Prius	12	Trade on New	No	\$ 9,500	\$ 9,500	96%	\$1,414	\$100
25	H24239B	2021	Honda	Accord	29	Trade on Used	No	\$ 25,990	\$ 25,990	99%	\$1,711	\$2,611
26	P17255	2021	Nissan	Rogue	24	Auction/Wholesale	No	\$ 26,500	\$ 28,395	105%	\$3,015	\$3,222
27	P17286	2018	Ford	F150	6	Street/Curb Buy	No	\$ 28,500	\$ 28,027	96%	\$3,152	\$963
28	P17259	2023	Dodge	Charger	19	Auction/Wholesale	No	\$ 25,250	\$ 24,946	93%	\$1,755	\$0
29	p17278	2016	Nissan	Altima	14	Auction/Wholesale	No	\$ 13,900	\$ 11,897	93%	\$1,340	\$1,827
30	C7570A	2016	Jeep	Cherokee	52	Trade on New	No	\$ 17,495	\$ 19,000	100%	\$491	\$1,059

31	N17258A	2023	Nissan	Rogue	17	Trade on New	No	\$	27,000	\$	27,000	96%	\$2,844	\$1,499
32	p17205	2008	Jeep	Wrangler	64	Auction/Wholesale	No	\$	14,500	\$	15,333	90%	(\$562)	\$1,172
33	N17241A	2011	Nissan	Pathfinder	6	Trade on New	No	\$	7,000	\$	5,043	90%	\$964	\$0
34	N17318	2022	Kia	Forte	17	Auction/Wholesale	No	\$	17,795	\$	16,500	98%	\$1,643	\$0
35	P17070	2021	Chrysler	Voyager	198	Auction/Wholesale	No	\$	19,000	\$	19,000	92%	(\$1,730)	\$1,987
36	N17196A	2019	Nissan	Rogue	10	Trade on New	No	\$	17,900	\$	17,300	97%	\$851	\$1,577
37	p17330	2018	Nissan	Versa	14	Auction/Wholesale	No	\$	11,500	\$	13,495	106%	\$4,301	\$617
38	P17270	2021	Nissan	Sentra	56	Auction/Wholesale	No	\$	18,495	\$	16,800	94%	\$1,181	\$2,378
39	h24482a	2021	Nissan	Frontier	25	Trade on New	No	\$	26,250	\$	24,751	90%	\$2,072	\$1,924
40	N17211A	2017	Honda	Ridgeline	55	Trade on New	No	\$	21,900	\$	23,022	95%	\$1,441	\$1,209
41	H24395A	2021	Honda	HRV	5	Trade on New	No	\$	21,000	\$	20,077	96%	\$444	\$225
42	P7929	2022	Nissan	Altima	17	Auction/Wholesale	No	\$	21,435	\$	20,819	100%	\$927	\$450
43	N17303A	2020	Nissan	Kicks	22	Trade on New	No	\$	15,900	\$	15,900	96%	\$1,579	\$0
44	P17305	2021	Nissan	Maxima	35	Auction/Wholesale	No	\$	21,600	\$	21,600	99%	\$1,440	\$0
45	N17249A	2022	Nissan	Altima	15	Trade on New	No	\$	24,000	\$	24,000	94%	\$2,245	\$3,347
46	N17292A	2019	Nissan	Sentra	19	Trade on New	No	\$	10,500	\$	10,500	93%	\$2,551	\$0
47	N17243a	2021	Nissan	Rogue	21	Trade on New	No	\$	23,500	\$	21,912	99%	\$2,714	\$1,054
48	P17335	2021	Nissan	Altima	22	Auction/Wholesale	No	\$	19,750	\$	20,345	99%	\$661	\$0
49	P17207	2021	Hyundai	Sonata	114	Auction/Wholesale	No	\$	17,000	\$	17,000	92%	(\$612)	\$0
50	P17341	2022	Nissan	Murano	78	Auction/Wholesale	No	\$	26,500	\$	27,750	98%	\$4,174	\$1,526
51	p24592	2021	Kia	Forte	15	Auction/Wholesale	No	\$	15,750	\$	16,693	99%	\$1,099	\$0
52	P17384	2017	Ford	Fiesta	3	Auction/Wholesale	No	\$	15,000	\$	13,537	90%	\$1,953	\$1,909
53	p24635	2022	Toyota	Corolla	3	Auction/Wholesale	No	\$	20,500	\$	21,200	103%	\$1,636	\$866

Scoreboard Totals

% Retailed of Non-Franchise Make	58%
Total # Retail Units	121
Avg. Days to Sale	29.6
Avg. Advertised Price (Time of Sale)	\$ 21,333
Avg. Transaction Price	\$ 21,223
Avg. Market Price at 100%	\$ 21,980
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 110
Avg. Front-End Gross	\$ 1,711
Avg. Finance Gross	\$ 1,089
PUVR	\$ 2,801
Total Gross (Units & PUVR)	\$ 338,884
GROI	160%
% with Trade	35%
Avg. Over/Under Allowance	\$347



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Steve Davidson	Tony Salerno
% Retailed of Non-New Franchise	58%	60%	61%
Total # Retail Units	121	73	28
Avg. Days to Sale	29.6	33.6	26.5
Avg. Advertised Price (Time of Sale)	\$ 21,333	\$ 22,275	\$ 19,951
Avg. Transaction Price	\$ 21,223	\$ 22,200	\$ 19,877
Avg. Market Price at 100%	\$ 21,980	\$ 23,030	\$ 20,588
Avg. Price to Market % (Time of Sale)	97%	97%	97%
Avg. Transaction to Market	97%	96%	97%
Avg. Transactional Discount	\$ 110	\$ 75	\$ 74
Avg. Front-End Gross	\$ 1,711	\$ 1,643	\$ 1,821
Avg. Finance Gross	\$ 1,089	\$ 968	\$ 1,591
PUVR	\$ 2,801	\$ 2,610	\$ 3,412
Total Gross (Units & PUVR)	\$ 338,884	\$ 190,538	\$ 95,541
GROI	160%	126%	234%
% with Trade	35%	34%	39%
Avg. Over/Under Allowance	347	488	273



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

Blayne Dixon	AJ Rydzewski		
62%	14%	#DIV/0!	#DIV/0!
13	7	0	0
20.1	18.4	#DIV/0!	#DIV/0!
\$ 21,561	\$ 16,619	#DIV/0!	#DIV/0!
\$ 21,590	\$ 15,742	#DIV/0!	#DIV/0!
\$ 22,198	\$ 17,130	#DIV/0!	#DIV/0!
97%	97%	#DIV/0!	#DIV/0!
97%	92%	#DIV/0!	#DIV/0!
\$ (29)	\$ 878	#DIV/0!	#DIV/0!
\$ 2,042	\$ 1,375	#DIV/0!	#DIV/0!
\$ 929	\$ 651	#DIV/0!	#DIV/0!
\$ 2,971	\$ 2,026	#DIV/0!	#DIV/0!
\$ 38,624	\$ 14,181	#DIV/0!	#DIV/0!
247%	251%	#DIV/0!	#DIV/0!
31%	29%	#DIV/0!	#DIV/0!
-785	1,250	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Adrian Lopez	Kirk Lewis
% Retailed of Non-New Franchise	58%	65%	57%
Total # Retail Units	121	17	35
Avg. Days to Sale	29.6	20.1	31.3
Avg. Advertised Price (Time of Sale)	\$ 21,333	\$ 21,532	\$ 21,002
Avg. Transaction Price	\$ 21,223	\$ 21,149	\$ 20,785
Avg. Market Price at 100%	\$ 21,980	\$ 22,198	\$ 21,666
Avg. Price to Market % (Time of Sale)	97%	97%	97%
Avg. Transaction to Market	97%	95%	96%
Avg. Transactional Discount	\$ 110	\$ 383	\$ 218
Avg. Front-End Gross	\$ 1,711	\$ 1,901	\$ 1,513
Avg. Finance Gross	\$ 1,089	\$ 792	\$ 1,128
PUVR	\$ 2,801	\$ 2,693	\$ 2,641
Total Gross (Units & PUVR)	\$ 338,884	\$ 45,782	\$ 92,438
GROI	160%	228%	146%
% with Trade	35%	18%	31%
Avg. Over/Under Allowance	347	667	1



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

Corey Newman	UL Williams	Aaron Kiser	Jacob Nance
50%	75%	67%	25%
22	12	9	4
31.1	28.7	29.2	35.5
\$ 21,175	\$ 22,642	\$ 20,554	\$ 18,875
\$ 21,356	\$ 22,627	\$ 20,410	\$ 18,686
\$ 21,654	\$ 23,531	\$ 20,699	\$ 19,557
98%	96%	99%	97%
99%	96%	99%	96%
\$ (182)	\$ 15	\$ 144	\$ 189
\$ 1,959	\$ 2,317	\$ 1,705	\$ 1,293
\$ 1,219	\$ 1,368	\$ 809	\$ 557
\$ 3,178	\$ 3,686	\$ 2,515	\$ 1,849
\$ 69,918	\$ 44,226	\$ 22,631	\$ 7,397
172%	205%	152%	100%
27%	42%	44%	50%
1,000	350	-250	1,500

Michael Scott	Ken Peneku		
25%	50%	#DIV/0!	#DIV/0!
4	2	0	0
30.0	28.5	#DIV/0!	#DIV/0!
\$ 22,225	\$ 19,200	#DIV/0!	#DIV/0!
\$ 21,638	\$ 19,998	#DIV/0!	#DIV/0!
\$ 23,109	\$ 18,949	#DIV/0!	#DIV/0!
96%	101%	#DIV/0!	#DIV/0!
94%	106%	#DIV/0!	#DIV/0!
\$ 587	\$ (798)	#DIV/0!	#DIV/0!
\$ 919	\$ 1,768	#DIV/0!	#DIV/0!
\$ 683	\$ 1,995	#DIV/0!	#DIV/0!
\$ 1,602	\$ 3,763	#DIV/0!	#DIV/0!
\$ 6,406	\$ 7,526	#DIV/0!	#DIV/0!
89%	238%	#DIV/0!	#DIV/0!
50%	0%	#DIV/0!	#DIV/0!
250	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Greg Hogan	Corey Newman
% Retailed of Non-New Franchise	58%	58%	58%
Total # Retail Units	121	95	26
Avg. Days to Sale	29.6	28.8	32.7
Avg. Advertised Price (Time of Sale)	\$ 21,333	\$ 21,232	\$ 21,703
Avg. Transaction Price	\$ 21,223	\$ 21,090	\$ 21,709
Avg. Market Price at 100%	\$ 21,980	\$ 21,932	\$ 22,407
Avg. Price to Market % (Time of Sale)	97%	97%	97%
Avg. Transaction to Market	97%	96%	97%
Avg. Transactional Discount	\$ 110	\$ 142	\$ (6)
Avg. Front-End Gross	\$ 1,711	\$ 1,748	\$ 1,578
Avg. Finance Gross	\$ 1,089	\$ 1,048	\$ 1,242
PUVR	\$ 2,801	\$ 2,795	\$ 2,820
Total Gross (Units & PUVR)	\$ 338,884	\$ 265,567	\$ 73,317
GROI	160%	166%	143%
% with Trade	35%	33%	42%
Avg. Over/Under Allowance	347	357	318



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	121	0	121
Avg. Days to Sale	29.6	#DIV/0!	29.6
Avg. Advertised Price (Time of Sale)	\$ 21,333	#DIV/0!	\$ 21,223
Avg. Transaction Price	\$ 21,223	#DIV/0!	\$ 21,223
Avg. Market Price at 100%	\$ 21,980	#DIV/0!	\$ 22,034
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	96%
Avg. Transaction to Market	97%	#DIV/0!	96%
Avg. Transactional Discount	\$ 110	#DIV/0!	\$ 110
Avg. Front-End Gross	\$ 1,711	#DIV/0!	\$ 1,711
Avg. Finance Gross	\$ 1,089	#DIV/0!	\$ 1,089
PUVR	\$ 2,801	#DIV/0!	\$ 2,801
Total Gross (Units & PUVR)	\$ 338,884	#DIV/0!	\$ 338,884
GROI	160%	#DIV/0!	160%
% with Trade	35%	#DIV/0!	35%
Avg. Over/Under Allowance	347	#DIV/0!	347



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	121	51	70
Avg. Days to Sale	29.6	26.0	32.3
Avg. Advertised Price (Time of Sale)	\$ 21,333	\$ 20,764	\$ 21,566
Avg. Transaction Price	\$ 21,223	\$ 20,753	\$ 21,566
Avg. Market Price at 100%	\$ 21,980	\$ 21,235	\$ 22,617
Avg. Price to Market % (Time of Sale)	97%	98%	95%
Avg. Transaction to Market	97%	98%	95%
Avg. Transactional Discount	\$ 110	\$ 11	\$ 182
Avg. Front-End Gross	\$ 1,711	\$ 2,029	\$ 1,480
Avg. Finance Gross	\$ 1,089	\$ 1,271	\$ 957
PUVR	\$ 2,801	\$ 3,300	\$ 2,437
Total Gross (Units & PUVR)	\$ 338,884	\$ 168,284	\$ 170,600
GROI	160%	220%	126%
% with Trade	35%	29%	39%
Avg. Over/Under Allowance	347	633	187



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	121	35	17
% of Retail Units	100%	29%	14%
% Retailed of Non-New Franchise	58%	51%	76%
Avg. Days to Sale	29.6	22.0	21.6
Avg. Transaction Price	\$ 21,223	\$ 21,686	\$ 16,870
Avg. Transaction to Market %	97%	94%	94%
Avg. Transactional Discount	\$ 110	\$ 174	\$ 761
Avg. Front End Gross	\$ 1,711	\$ 2,214	\$ 1,218
Avg. Finance Gross	\$ 1,089	\$ 1,293	\$ 756
PUVR	\$ 2,801	\$ 3,508	\$ 1,975
Total Gross (Units & PUVR)	\$ 338,884	\$ 122,763	\$ 33,567
GROI	160%	264%	195%
% with Trade	35%	29%	29%
Avg. Over/Under Allowance	347	661	50



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	66	0	0
2%	55%	0%	0%
67%	56%	#DIV/0!	#DIV/0!
26.0	35.9	#DIV/0!	#DIV/0!
\$ 32,676	\$ 21,579	#DIV/0!	#DIV/0!
93%	98%	#DIV/0!	#DIV/0!
\$ 491	\$ (109)	#DIV/0!	#DIV/0!
\$ 3,003	\$ 1,513	#DIV/0!	#DIV/0!
\$ 1,964	\$ 1,027	#DIV/0!	#DIV/0!
\$ 4,966	\$ 2,540	#DIV/0!	#DIV/0!
\$ 14,899	\$ 167,655	#DIV/0!	#DIV/0!
210%	118%	#DIV/0!	#DIV/0!
67%	38%	#DIV/0!	#DIV/0!
-500	348	#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	121	83	17
% of Retail Units	100%	69%	14%
% Retailed of Non-New Franchise	58%	58%	41%
Avg. Days to Sale	29.6	14.5	37.4
Avg. Transaction Price	\$ 21,223	\$ 19,654	\$ 24,516
Avg. Transaction to Market %	97%	96%	97%
Avg. Transactional Discount	\$ 110	\$ 169	\$ 281
Avg. Front End Gross	\$ 1,711	\$ 2,038	\$ 1,326
Avg. Finance Gross	\$ 1,089	\$ 1,028	\$ 1,359
PUVR	\$ 2,801	\$ 3,066	\$ 2,685
Total Gross (Units & PUVR)	\$ 338,884	\$ 254,505	\$ 45,646
GROI	160%	388%	106%
% with Trade	35%	29%	53%
Avg. Over/Under Allowance	347	180	250



46-60 days	61-90 days	90+ days
6	10	5
5%	8%	4%
83%	60%	80%
53.3	74.0	138.0
\$ 20,095	\$ 25,883	\$ 28,111
95%	96%	95%
\$ (321)	\$ (254)	\$ (211)
\$ 961	\$ 641	\$ 633
\$ 1,273	\$ 1,010	\$ 1,129
\$ 2,234	\$ 1,652	\$ 1,762
\$ 13,406	\$ 16,516	\$ 8,811
75%	31%	16%
50%	40%	40%
167	375	3,000