









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	42558A	2018	Chevrolet	Equinox	74	Trade on New	No	\$ 15,000	\$ 15,000	86%	\$1,880	\$2,171
2	A1130	2018	Chevrolet	Corvette	14	Auction/Wholesale	No	\$ 58,900	\$ 57,900	100%	\$6,046	\$4,773
3	48375A	2021	GMC	Yukon	25	Trade on New	No	\$ 45,800	\$ 43,500	104%	\$4,700	\$2,182
4	43577A	2021	Chevrolet	Silverado	18	Trade on New	No	\$ 35,500	\$ 34,900	104%	\$5,832	\$3,838
5	B9361	2021	BMW	2 Series	24	Trade on New	No	\$ 29,300	\$ 29,300	99%	\$2,711	\$976
6	H4361	2023	Chevrolet	Silverado	50	Auction/Wholesale	No	\$ 62,000	\$ 60,153	114%	\$1,847	\$2,509
7	HH4356	2013	Chevrolet	Silverado	149	Auction/Wholesale	No	\$ 31,500	\$ 31,500	131%	(\$2,324)	\$0
8	48381A	2013	BMW	328i	16	Trade on New	No	\$ 10,500	\$ 10,500	108%	\$5,870	\$0
9	J2112A	2019	Toyota	4 Runner	70	Auction/Wholesale	No	\$ 34,600	\$ 34,600	94%	\$2,201	\$616
10	43620A	2022	Chevrolet	Silverado	11	Trade on New	No	\$ 40,000	\$ 40,000	100%	\$4,787	\$2,784
11	42619A	2021	Nissan	Rogue	39	Trade on Used	No	\$ 26,500	\$ 26,500	96%	\$6,945	\$1,203
12	B9336	2021	BMW	8 Series	110	Trade on New	No	\$ 65,900	\$ 65,000	91%	(\$211)	\$1,480
13	43622A	2021	Chevrolet	Silverado	20	Trade on New	No	\$ 63,000	\$ 63,000	104%	\$7,163	\$506
14	S8419	2023	Toyota	Rav 4	30	Auction/Wholesale	No	\$ 31,200	\$ 31,200	97%	\$2,090	\$3,628
15	E880	2023	Chevrolet	Traverse	23	ental Fleet (Enterprise, e	No	\$ 37,700	\$ 37,700	99%	\$1,962	\$3,813
16	42558B	2014	Chevrolet	Impala	9	Trade on Used	No	\$ 12,900	\$ 8,266	112%	\$1,534	\$202
17	B9348	2019	BMW	X7	72	Trade on New	No	\$ 46,989	\$ 46,000	96%	\$939	\$1,200
18	42645A	2021	Chevrolet	Equinox	13	Trade on New	No	\$ 22,900	\$ 24,280	100%	\$4,134	\$321
19	S8420	2023	Chevrolet	Trailblazer	34	Auction/Wholesale	No	\$ 25,000	\$ 25,000	96%	\$870	\$0
20	G5486	2021	Chevrolet	Equinox	91	LBO Customer	No	\$ 19,900	\$ 19,900	84%	(\$260)	\$1,956
21	43620B	2011	Chevrolet	Silverado	6	Trade on Used	No	\$ 11,900	\$ 11,900	78%	\$3,998	\$0
22	J2132A	2019	GMC	Yukon	36	Auction/Wholesale	No	\$ 31,000	\$ 31,000	98%	\$2,667	\$0
23	A1129	2022	Volkswagen	Atlas	39	Street/Curb Buy	No	\$ 33,400	\$ 33,400	100%	\$2,925	\$1,081
24	42545A	2019	Chevrolet	Equinox	84	Trade on New	No	\$ 17,300	\$ 15,801	96%	\$3,502	\$1,101
25	B9364	2022	BMW	7 Series	23	Trade on New	No	\$ 56,989	\$ 56,989	106%	\$3,061	\$1,538
26	42619B	2014	Honda	Civic	7	Trade on Used	No	\$ 15,900	\$ 15,700	104%	\$3,094	\$362
27	38180A	2019	Nissan	Murano	36	Trade on Used	No	\$ 27,000	\$ 25,500	104%	\$3,486	\$1,880
28	A1124	2022	Ford	F-150	51	Auction/Wholesale	No	\$ 41,500	\$ 41,500	102%	\$6,950	\$1,346

29	J2157	2016	Chevrolet	Malibu	13	Auction/Wholesale	No	\$	16,900	\$	16,900	107%	\$782	\$3,073
30	S8425	2023	Chevrolet	Colorado	7	Auction/Wholesale	No	\$	45,500	\$	45,500	105%	\$2,487	\$0
31	J2135A	2020	Nissan	Altima	29	Auction/Wholesale	No	\$	17,900	\$	18,180	101%	\$4,074	\$1,991
32	48359A	2023	Jeep	Wrangler	20	Trade on New	No	\$	76,600	\$	76,600	101%	\$5,449	\$989
33	J2158	2017	Chevrolet	Cruze	11	Auction/Wholesale	No	\$	13,650	\$	13,000	107%	\$1,363	\$0
34	J2130	2023	Chevrolet	Silveraado	80	Auction/Wholesale	No	\$	51,400	\$	51,000	94%	(\$1,919)	\$0
35	B9363	2021	BMW	330I	33	Trade on New	No	\$	36,259	\$	36,259	98%	\$3,145	\$192
36	J2154	2016	Chevrolet	Cruze	24	Auction/Wholesale	No	\$	10,800	\$	10,800	100%	\$1,817	\$0
37	42561A	2020	Chevrolet	Equinox	28	Trade on Used	No	\$	21,750	\$	21,500	102%	\$2,782	\$0
38	42668A	2021	Chevrolet	Equinox	16	Trade on Used	No	\$	23,500	\$	23,500	98%	\$4,251	\$2,331
39	42671A	2013	Chevrolet	Trailblazer	13	Trade on Used	No	\$	29,580	\$	29,580	106%	\$1,670	\$3,825
40	J2149	2016	Chevrolet	Silverado	30	Auction/Wholesale	No	\$	25,100	\$	25,100	96%	\$2,744	\$1,530
41	J2153	2017	Chevrolet	Malibu	29	Auction/Wholesale	No	\$	17,200	\$	17,200	94%	\$63	\$800
42	A1140	2007	Pontiac	Solstice	12	Auction/Wholesale	No	\$	21,900	\$	21,600	114%	\$6,004	\$0
43	42556A	2022	Chevrolet	Malibu	36	Trade on Used	No	\$	22,100	\$	22,100	99%	\$2,829	\$1,300
44	41101A	2020	Chevrolet	Corvette	30	Trade on Used	No	\$	69,900	\$	69,900	97%	\$9,900	\$0
45	43546A	2020	Chevrolet	Silverado	162	Trade on New	No	\$	46,000	\$	46,000	102%	\$6,402	\$2,920
46	42629A	2019	Chevrolet	Equinox	17	Trade on New	No	\$	17,100	\$	17,100	94%	\$4,047	\$2,495
47	43616A	2021	Chevrolet	Silverado	63	Trade on New	No	\$	28,000	\$	28,000	94%	\$3,891	\$0
48	42672A	2020	Chevrolet	Trax	30	Trade on New	No	\$	16,200	\$	15,500	96%	\$3,925	\$2,491
49	B9347A	2019	Honda	MDX	35	Trade on Used	No	\$	23,200	\$	23,200	97%	\$1,958	\$0
50	A1126	2020	Toyota	Camry	57	Auction/Wholesale	No	\$	20,450	\$	20,450	92%	\$1,451	\$3,194
51	A1130A	2016	Chevrolet	Corvette	27	Auction/Wholesale	No	\$	44,700	\$	44,200	102%	\$7,535	\$0
52	H4360A	2019	GMC	Acadia	36	Auction/Wholesale	No	\$	20,750	\$	20,500	100%	\$3,834	\$0
53	J2147	2023	Chevrolet	Malibu	47	Auction/Wholesale	No	\$	21,000	\$	21,250	95%	(\$359)	\$2,000

## Scoreboard Totals

% Retailed of Non-Franchise Make	39%
Total # Retail Units	64
Avg. Days to Sale	38.3
Avg. Advertised Price (Time of Sale)	\$ 32,835
Avg. Transaction Price	\$ 32,498
Avg. Market Price at 100%	\$ 31,735
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ 338
Avg. Front-End Gross	\$ 3,331
Avg. Finance Gross	\$ 1,344
PUVR	\$ 4,675
Total Gross (Units & PUVR)	\$ 299,198
GROI	135%
% with Trade	33%
Avg. Over/Under Allowance	\$80



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Matt Ellis
% Retailed of Non-New Franchise	39%	#DIV/0!	17%
Total # Retail Units	64	0	18
Avg. Days to Sale	38.3	#DIV/0!	40.2
Avg. Advertised Price (Time of Sale)	\$ 32,835	#DIV/0!	\$ 34,954
Avg. Transaction Price	\$ 32,498	#DIV/0!	\$ 34,574
Avg. Market Price at 100%	\$ 31,735	#DIV/0!	\$ 33,612
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	104%
Avg. Transaction to Market	102%	#DIV/0!	103%
Avg. Transactional Discount	\$ 338	#DIV/0!	\$ 381
Avg. Front-End Gross	\$ 3,331	#DIV/0!	\$ 2,582
Avg. Finance Gross	\$ 1,344	#DIV/0!	\$ 1,964
PUVR	\$ 4,675	#DIV/0!	\$ 4,546
Total Gross (Units & PUVR)	\$ 299,198	#DIV/0!	\$ 81,820
GROI	135%	#DIV/0!	118%
% with Trade	33%	#DIV/0!	33%
Avg. Over/Under Allowance	80	#DIV/0!	-225



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

Mike Overby	Jeremy Gist	T J Overman	Matt Martin
40%	47%	37%	86%
5	15	19	7
30.4	48.2	31.1	37.4
\$ 26,170	\$ 30,387	\$ 34,247	\$ 33,562
\$ 25,525	\$ 30,110	\$ 34,154	\$ 32,759
\$ 25,766	\$ 30,702	\$ 34,160	\$ 33,161
102%	99%	100%	101%
99%	98%	100%	99%
\$ 645	\$ 277	\$ 93	\$ 803
\$ 3,513	\$ 3,005	\$ 4,434	\$ 2,832
\$ 1,052	\$ 646	\$ 1,547	\$ 903
\$ 4,564	\$ 3,651	\$ 5,981	\$ 3,735
\$ 22,822	\$ 54,770	\$ 113,641	\$ 26,145
212%	91%	203%	110%
20%	40%	32%	29%
150	175	358	-143





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Chris Harrington	Andy McNeany
% Retailed of Non-New Franchise	39%	43%	20%
Total # Retail Units	64	7	5
Avg. Days to Sale	38.3	40.4	20.8
Avg. Advertised Price (Time of Sale)	\$ 32,835	\$ 23,336	\$ 43,120
Avg. Transaction Price	\$ 32,498	\$ 23,189	\$ 42,920
Avg. Market Price at 100%	\$ 31,735	\$ 24,395	\$ 43,082
Avg. Price to Market % (Time of Sale)	103%	96%	100%
Avg. Transaction to Market	102%	95%	100%
Avg. Transactional Discount	\$ 338	\$ 146	\$ 200
Avg. Front-End Gross	\$ 3,331	\$ 3,513	\$ 4,217
Avg. Finance Gross	\$ 1,344	\$ 1,344	\$ 2,116
PUVR	\$ 4,675	\$ 4,858	\$ 6,333
Total Gross (Units & PUVR)	\$ 299,198	\$ 34,004	\$ 31,665
GROI	135%	187%	255%
% with Trade	33%	29%	40%
Avg. Over/Under Allowance	80	0	81



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

Shiela Passmore	Pam Strain	Brian Smith	Richard Lidester
29%	33%	44%	0%
7	3	9	2
42.0	23.3	46.3	38.0
\$ 33,971	\$ 20,683	\$ 29,111	\$ 22,450
\$ 33,492	\$ 20,467	\$ 28,931	\$ 22,450
\$ 30,028	\$ 21,073	\$ 27,128	\$ 22,791
113%	98%	107%	99%
112%	97%	107%	99%
\$ 480	\$ 217	\$ 180	\$ -
\$ 4,215	\$ 1,172	\$ 2,863	\$ 2,336
\$ 1,445	\$ 1,476	\$ 987	\$ 1,537
\$ 5,660	\$ 2,648	\$ 3,849	\$ 3,873
\$ 39,617	\$ 7,944	\$ 34,643	\$ 7,746
145%	200%	103%	163%
57%	0%	33%	50%
-636	0	344	0

Chad Oakley	Noel Evans	Joe Atkinson	Garriot Monnier
40%	43%	13%	0%
5	7	8	1
35.8	24.0	54.0	18.0
\$ 36,920	\$ 26,697	\$ 39,281	\$ 35,500
\$ 36,320	\$ 26,669	\$ 38,825	\$ 34,900
\$ 36,868	\$ 26,745	\$ 40,246	\$ 34,135
100%	100%	98%	104%
99%	100%	96%	102%
\$ 600	\$ 29	\$ 456	\$ 600
\$ 3,772	\$ 2,821	\$ 3,813	\$ 5,832
\$ 1,159	\$ 1,400	\$ 1,102	\$ 3,838
\$ 4,931	\$ 4,221	\$ 4,914	\$ 9,670
\$ 24,654	\$ 29,549	\$ 39,313	\$ 9,670
137%	237%	84%	554%
40%	14%	50%	0%
500	363	255	0

Nolan Risse	Elmer Howerton	Ben Mullkin	Steve Daulton
100%	100%	80%	50%
2	1	5	2
23.5	16.0	61.8	18.5
\$ 43,145	\$ 10,500	\$ 40,810	\$ 46,850
\$ 43,145	\$ 10,500	\$ 39,505	\$ 46,850
\$ 41,680	\$ 9,722	\$ 42,293	\$ 47,017
104%	108%	96%	100%
104%	108%	93%	100%
\$ -	\$ -	\$ 1,305	\$ -
\$ 2,886	\$ 5,870	\$ 1,595	\$ 4,748
\$ 1,257	\$ -	\$ 1,057	\$ 1,742
\$ 4,143	\$ 5,870	\$ 2,651	\$ 6,490
\$ 8,286	\$ 5,870	\$ 13,257	\$ 12,980
147%	1258%	39%	270%
0%	100%	20%	0%
0	-500	-100	0

























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Jeff Roberston	Dan Kurko
% Retailed of Non-New Franchise	39%	26%	44%
Total # Retail Units	64	19	25
Avg. Days to Sale	38.3	44.1	33.0
Avg. Advertised Price (Time of Sale)	\$ 32,835	\$ 29,961	\$ 36,356
Avg. Transaction Price	\$ 32,498	\$ 29,448	\$ 36,128
Avg. Market Price at 100%	\$ 31,735	\$ 29,563	\$ 35,636
Avg. Price to Market % (Time of Sale)	103%	101%	102%
Avg. Transaction to Market	102%	100%	101%
Avg. Transactional Discount	\$ 338	\$ 513	\$ 228
Avg. Front-End Gross	\$ 3,331	\$ 2,364	\$ 3,643
Avg. Finance Gross	\$ 1,344	\$ 1,566	\$ 1,299
PUVR	\$ 4,675	\$ 3,930	\$ 4,941
Total Gross (Units & PUVR)	\$ 299,198	\$ 74,673	\$ 123,529
GROI	135%	109%	149%
% with Trade	33%	0%	0%
Avg. Over/Under Allowance	80	-130	442



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

Bailey Brouillette	Justin Hall		
47%	0%	#DIV/0!	#DIV/0!
19	1	0	0
40.1	24.0	#DIV/0!	#DIV/0!
\$ 32,237	\$ 10,800	#DIV/0!	#DIV/0!
\$ 31,912	\$ 10,800	#DIV/0!	#DIV/0!
\$ 32,219	\$ 10,800	#DIV/0!	#DIV/0!
100%	100%	#DIV/0!	#DIV/0!
99%	100%	#DIV/0!	#DIV/0!
\$ 325	\$ -	#DIV/0!	#DIV/0!
\$ 3,967	\$ 1,817	#DIV/0!	#DIV/0!
\$ 1,252	\$ -	#DIV/0!	#DIV/0!
\$ 5,220	\$ 1,817	#DIV/0!	#DIV/0!
\$ 99,178	\$ 1,817	#DIV/0!	#DIV/0!
147%	252%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
-182	0	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	64	0	64
Avg. Days to Sale	38.3	#DIV/0!	38.3
Avg. Advertised Price (Time of Sale)	\$ 32,835	#DIV/0!	\$ 32,498
Avg. Transaction Price	\$ 32,498	#DIV/0!	\$ 32,498
Avg. Market Price at 100%	\$ 31,735	#DIV/0!	\$ 32,431
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	100%
Avg. Transaction to Market	102%	#DIV/0!	100%
Avg. Transactional Discount	\$ 338	#DIV/0!	\$ 338
Avg. Front-End Gross	\$ 3,331	#DIV/0!	\$ 3,331
Avg. Finance Gross	\$ 1,344	#DIV/0!	\$ 1,344
PUVR	\$ 4,675	#DIV/0!	\$ 4,675
Total Gross (Units & PUVR)	\$ 299,198	#DIV/0!	\$ 299,198
GROI	135%	#DIV/0!	135%
% with Trade	33%	#DIV/0!	33%
Avg. Over/Under Allowance	80	#DIV/0!	80



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	64	39	25
Avg. Days to Sale	38.3	38.1	38.6
Avg. Advertised Price (Time of Sale)	\$ 32,835	\$ 31,979	\$ 33,925
Avg. Transaction Price	\$ 32,498	\$ 31,583	\$ 33,925
Avg. Market Price at 100%	\$ 31,735	\$ 31,173	\$ 34,392
Avg. Price to Market % (Time of Sale)	103%	103%	99%
Avg. Transaction to Market	102%	101%	99%
Avg. Transactional Discount	\$ 338	\$ 396	\$ 246
Avg. Front-End Gross	\$ 3,331	\$ 3,176	\$ 3,572
Avg. Finance Gross	\$ 1,344	\$ 1,401	\$ 1,255
PUVR	\$ 4,675	\$ 4,578	\$ 4,827
Total Gross (Units & PUVR)	\$ 299,198	\$ 178,528	\$ 120,671
GROI	135%	137%	133%
% with Trade	33%	36%	28%
Avg. Over/Under Allowance	80	187	-86



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	64	21	14
% of Retail Units	100%	33%	22%
% Retailed of Non-New Franchise	39%	52%	36%
Avg. Days to Sale	38.3	45.2	25.9
Avg. Transaction Price	\$ 32,498	\$ 37,470	\$ 23,777
Avg. Transaction to Market %	102%	98%	96%
Avg. Transactional Discount	\$ 338	\$ 267	\$ 490
Avg. Front End Gross	\$ 3,331	\$ 3,992	\$ 3,884
Avg. Finance Gross	\$ 1,344	\$ 1,603	\$ 1,010
PUVR	\$ 4,675	\$ 5,595	\$ 4,893
Total Gross (Units & PUVR)	\$ 299,198	\$ 117,496	\$ 68,506
GROI	135%	119%	287%
% with Trade	33%	38%	14%
Avg. Over/Under Allowance	80	73	-246



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	25	0	1
2%	39%	0%	2%
100%	32%	#DIV/0!	0%
39.0	38.4	#DIV/0!	91.0
\$ 33,400	\$ 33,248	#DIV/0!	\$ 19,900
100%	109%	#DIV/0!	84%
\$ -	\$ 366	#DIV/0!	\$ -
\$ 2,925	\$ 2,638	#DIV/0!	\$ (260)
\$ 1,081	\$ 1,255	#DIV/0!	\$ 1,956
\$ 4,006	\$ 3,893	#DIV/0!	\$ 1,696
\$ 4,006	\$ 97,317	#DIV/0!	\$ 1,696
111%	110%	#DIV/0!	34%
0%	40%	#DIV/0!	0%
0	265	#DIV/0!	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	1	0
2%	2%	0%
0%	0%	#DIV/0!
25.0	23.0	#DIV/0!
\$ 37,900	\$ 37,700	#DIV/0!
102%	99%	#DIV/0!
\$ -	\$ -	#DIV/0!
\$ 4,403	\$ 1,962	#DIV/0!
\$ -	\$ 3,813	#DIV/0!
\$ 4,403	\$ 5,775	#DIV/0!
\$ 4,403	\$ 5,775	#DIV/0!
167%	240%	#DIV/0!
0%	100%	#DIV/0!
0	406	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	64	36	11
% of Retail Units	100%	56%	17%
% Retailed of Non-New Franchise	39%	31%	73%
Avg. Days to Sale	38.3	18.9	36.9
Avg. Transaction Price	\$ 32,498	\$ 31,352	\$ 30,092
Avg. Transaction to Market %	102%	105%	98%
Avg. Transactional Discount	\$ 338	\$ 402	\$ 159
Avg. Front End Gross	\$ 3,331	\$ 3,854	\$ 3,408
Avg. Finance Gross	\$ 1,344	\$ 1,326	\$ 1,234
PUVR	\$ 4,675	\$ 5,180	\$ 4,643
Total Gross (Units & PUVR)	\$ 299,198	\$ 186,491	\$ 51,068
GROI	135%	314%	150%
% with Trade	33%	31%	18%
Avg. Over/Under Allowance	80	95	-128



46-60 days	61-90 days	90+ days
5	8	4
8%	13%	6%
40%	38%	25%
52.0	73.8	128.0
\$ 33,671	\$ 36,175	\$ 40,600
99%	94%	102%
\$ 319	\$ 361	\$ 225
\$ 2,866	\$ 2,375	\$ 902
\$ 2,209	\$ 912	\$ 1,589
\$ 5,075	\$ 3,288	\$ 2,491
\$ 25,376	\$ 26,300	\$ 9,963
104%	44%	17%
40%	63%	25%
-200	130	773