

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	13887	2022	Ford	Explorer	1	Trade on New	No	\$ 39,995	\$ 36,999	97%	\$1,628	\$3,022
2	13865	2021	Jeep	Cherokee	43	Trade on New	No	\$ 23,998	\$ 19,230	93%	(\$1,117)	\$3,854
3	13895	2014	Nissan	Rogue	2	Trade on Used	No	\$ 10,998	\$ 10,998	108%	\$2,693	\$697
4	13896	2022	Chevrolet	Silverado 1500	10	Trade on Used	Yes	\$ 49,998	\$ 50,666	98%	\$3,220	\$1,647
5	13899	2023	Chevrolet	Tahoe	1	Street/Curb Buy	Yes	\$ 69,998	\$ 64,500	100%	(\$2,347)	\$3,022
6	13903	2022	Buick	Encore	23	Trade on Used	Yes	\$ 22,998	\$ 22,759	99%	\$3,098	\$610
7	13906	2021	Ram	2500	1	Street/Curb Buy	No	\$ 46,995	\$ 46,995	95%	\$2,762	\$6,217
8	13904	2019	Chevrolet	Silverado 1500	5	Trade on Used	Yes	\$ 38,998	\$ 38,998	99%	\$4,675	\$3,401
9	13910	2024	GMC	Sierra 2500	8	Trade on Used	Yes	\$ 89,998	\$ 85,168	97%	\$1,136	\$1,707
10	13915	2018	Chevrolet	Equinox	20	Trade on Used	Yes	\$ 17,455	\$ 17,349	98%	\$2,491	\$1,038
11	13914	2021	Chevrolet	Silverado 1500	8	Trade on New	Yes	\$ 37,998	\$ 36,250	99%	\$1,077	\$1,917
12	13919	2023	Chevrolet	Equinox	38	Street/Curb Buy	Yes	\$ 28,998	\$ 27,637	96%	\$509	\$4,303
13	13918	2019	Ford	Fusion	10	Trade on New	No	\$ 13,998	\$ 13,998	93%	\$3,261	\$2,220
14	13928	2023	Buick	Encore gx	10	Street/Curb Buy	Yes	\$ 28,998	\$ 25,951	94%	\$2,232	\$322
15	13929	2020	Chevrolet	Silverado 1500	25	Trade on Used	Yes	\$ 38,998	\$ 35,000	98%	\$1,383	\$522
16	13932	2023	Toyota	Highlander	5	Trade on New	No	\$ 35,998	\$ 34,798	101%	\$5,970	\$2,322
17	13937	2022	Chevrolet	Tahoe	33	Trade on Used	Yes	\$ 61,999	\$ 57,431	96%	\$3,406	\$322
18	13926	2017	Chevrolet	Equinox	5	Trade on Used	No	\$ 19,998	\$ 18,750	98%	\$1,171	\$0
19	13944	2017	Chevrolet	Silverado 1500	6	Trade on New	No	\$ 32,677	\$ 32,677	99%	\$5,826	\$3,887
20	13938	2018	Chevrolet	Silverado 1500	13	Trade on New	Yes	\$ 29,998	\$ 30,999	99%	\$4,372	\$2,322
21	13942	2018	Volvo	XC60	28	Trade on New	No	\$ 25,998	\$ 20,290	100%	\$1,001	\$2,520
22	13940	2019	Chevrolet	Colorado	13	Trade on New	Yes	\$ 30,998	\$ 29,500	102%	\$1,208	\$2,340
23	13955	2023	Chevrolet	Silverado 2500	13	Trade on New	Yes	\$ 45,998	\$ 40,037	99%	(\$499)	\$5,645
24	13961	2020	Chevrolet	Silverado 1500	21	Trade on New	Yes	\$ 44,114	\$ 42,671	97%	\$2,228	\$4,178
25	13972	2022	Chevrolet	Blazer	4	Street/Curb Buy	Yes	\$ 34,998	\$ 27,500	111%	\$398	\$2,987
26	13969	2011	Toyota	Highlander	10	Trade on Used	No	\$ 12,505	\$ 12,505	103%	\$2,375	\$3,562
27	13973	2014	Chevrolet	Silverado 1500	18	Trade on Used	No	\$ 16,791	\$ 15,150	83%	\$2,958	\$2,611

28	13974	2020	Chevrolet	Equinox	18	Street/Curb Buy	Yes	\$	23,998	\$	20,445	104%	(\$1,548)	\$322
29	13975	2021	Chevrolet	Silverado 1500	19	Street/Curb Buy	Yes	\$	39,998	\$	37,311	108%	\$381	\$5,952
30	13977	2017	Lincoln	MKC	7	Trade on Used	No	\$	20,332	\$	19,558	100%	\$2,828	\$322
31	13991	2021	Buick	Envision	8	Street/Curb Buy	Yes	\$	30,998	\$	27,545	97%	\$973	\$2,322
32	13998	2019	Chevrolet	Silverado 1500	9	Trade on Used	No	\$	35,998	\$	34,391	98%	\$3,253	\$4,569
33	14010	2022	Chevrolet	Silverado 2500	13	Street/Curb Buy	Yes	\$	56,998	\$	52,650	102%	\$962	\$322
34	14001	2023	Chevrolet	Tahoe	3	Street/Curb Buy	Yes	\$	69,998	\$	66,998	96%	\$3,031	\$2,971
35	14005	2023	Chevrolet	Tahoe	22	Trade on New	Yes	\$	63,998	\$	61,884	98%	\$2,878	\$3,692
36	14000	2011	Toyota	Highlander	10	Trade on Used	No	\$	12,505	\$	12,505	103%	\$2,921	\$1,520
37	14013	2020	Hyundai	Sante Fe	16	Trade on Used	No	\$	25,998	\$	24,061	100%	\$954	\$5,015
38	14014	2020	Jeep	Gladiator	31	Trade on New	No	\$	29,998	\$	27,725	96%	\$904	\$1,557
39	14018	2019	Chevrolet	Traverse	1	Street/Curb Buy	No	\$	9,000	\$	13,919	95%	\$4,560	\$322
40	14019	2023	Chevrolet	Silverado 2500	9	Trade on Used	Yes	\$	52,998	\$	51,914	100%	\$3,160	\$1,154
41	14028	2016	Nissan	Rogue	29	Street/Curb Buy	No	\$	16,998	\$	12,825	112%	(\$1,327)	\$2,143
42	14029	2022	Chevrolet	Silverado 1500	9	Trade on New	Yes	\$	53,998	\$	53,998	100%	\$4,365	\$7,477
43	14021	2022	Chevrolet	Silverado 2500	8	Trade on New	Yes	\$	63,699	\$	62,000	101%	\$3,236	\$4,728
44	14035	2019	Toyota	Tundra	35	Trade on Used	No	\$	33,201	\$	30,900	97%	\$1,376	\$1,607
45	14031	2019	Ram	1500	13	Trade on New	No	\$	36,998	\$	36,891	103%	\$5,355	\$2,547
46	14036	2023	Ford	Bronco	24	Trade on Used	No	\$	55,998	\$	52,854	97%	\$1,515	\$908
47	14040	2016	GMC	Sierra 3500	2	Trade on New	No	\$	28,998	\$	28,425	83%	\$3,204	\$1,522
48	14037	2022	Chevrolet	Tahoe	37	Trade on Used	No	\$	36,909	\$	34,754	97%	\$801	\$3,111
49	14045	2019	Ford	Fiesta	2	Street/Curb Buy	No	\$	13,987	\$	13,987	111%	\$1,317	\$2,553
50	14043	2022	Chevrolet	Trailblazer	12	Trade on New	Yes	\$	22,998	\$	20,943	101%	\$3,012	\$2,844
51	14044	2023	Chevrolet	Silverado 1500	37	Trade on New	Yes	\$	53,950	\$	52,900	96%	\$4,532	\$1,322
52	14065	2020	Honda	CR-V	40	Street/Curb Buy	No	\$	24,224	\$	23,100	102%	(\$780)	\$4,728
53	14057	2022	BMW	430i	3	Street/Curb Buy	No	\$	45,998	\$	39,050	94%	\$1,296	\$861

Scoreboard Totals

% Retailed of Non-Franchise Make	42%
Total # Retail Units	113
Avg. Days to Sale	15.4
Avg. Advertised Price (Time of Sale)	\$ 36,457
Avg. Transaction Price	\$ 34,696
Avg. Market Price at 100%	\$ 36,756
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 1,761
Avg. Front-End Gross	\$ 2,033
Avg. Finance Gross	\$ 2,568
PUVR	\$ 4,601
Total Gross (Units & PUVR)	\$ 519,899
GROI	310%
% with Trade	43%
Avg. Over/Under Allowance	(\$444)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	CARL JORDAN	DAN HALL
% Retailed of Non-New Franchise	42%	37%	52%
Total # Retail Units	113	41	29
Avg. Days to Sale	15.4	15.3	13.4
Avg. Advertised Price (Time of Sale)	\$ 36,457	\$ 40,011	\$ 31,844
Avg. Transaction Price	\$ 34,696	\$ 38,262	\$ 30,257
Avg. Market Price at 100%	\$ 36,756	\$ 40,587	\$ 31,953
Avg. Price to Market % (Time of Sale)	99%	99%	100%
Avg. Transaction to Market	94%	94%	95%
Avg. Transactional Discount	\$ 1,761	\$ 1,749	\$ 1,586
Avg. Front-End Gross	\$ 2,033	\$ 2,441	\$ 2,046
Avg. Finance Gross	\$ 2,568	\$ 3,163	\$ 2,853
PUVR	\$ 4,601	\$ 5,604	\$ 4,899
Total Gross (Units & PUVR)	\$ 519,899	\$ 229,751	\$ 142,076
GROI	310%	345%	436%
% with Trade	43%	44%	45%
Avg. Over/Under Allowance	-444	-523	-145



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

MATTHEW GREVE	DAN HALL	CARL JORDAN	MATTHEW GREVE
42%	52%	37%	42%
43	29	41	43
16.9	13.4	15.3	16.9
\$ 36,180	\$ 31,844	\$ 40,011	\$ 36,180
\$ 34,290	\$ 30,257	\$ 38,262	\$ 34,290
\$ 36,703	\$ 31,953	\$ 40,587	\$ 36,703
99%	100%	99%	99%
93%	95%	94%	93%
\$ 1,890	\$ 1,586	\$ 1,749	\$ 1,890
\$ 1,635	\$ 2,046	\$ 2,441	\$ 1,635
\$ 1,809	\$ 2,853	\$ 3,163	\$ 1,809
\$ 3,444	\$ 4,899	\$ 5,604	\$ 3,444
\$ 148,073	\$ 142,076	\$ 229,751	\$ 148,073
214%	436%	345%	214%
42%	45%	44%	42%
-574	-145	-523	-574

DAN HALL	CARL JORDAN	MATTHEW GREVE	
52%	37%	42%	#DIV/0!
29	41	43	0
13.4	15.3	16.9	#DIV/0!
\$ 31,844	\$ 40,011	\$ 36,180	#DIV/0!
\$ 30,257	\$ 38,262	\$ 34,290	#DIV/0!
\$ 31,953	\$ 40,587	\$ 36,703	#DIV/0!
100%	99%	99%	#DIV/0!
95%	94%	93%	#DIV/0!
\$ 1,586	\$ 1,749	\$ 1,890	#DIV/0!
\$ 2,046	\$ 2,441	\$ 1,635	#DIV/0!
\$ 2,853	\$ 3,163	\$ 1,809	#DIV/0!
\$ 4,899	\$ 5,604	\$ 3,444	#DIV/0!
\$ 142,076	\$ 229,751	\$ 148,073	#DIV/0!
436%	345%	214%	#DIV/0!
45%	44%	42%	#DIV/0!
-145	-523	-574	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	DEE WARE	LUKE ELWOOD
% Retailed of Non-New Franchise	42%	75%	80%
Total # Retail Units	113	4	10
Avg. Days to Sale	15.4	14.8	15.7
Avg. Advertised Price (Time of Sale)	\$ 36,457	\$ 40,305	\$ 31,110
Avg. Transaction Price	\$ 34,696	\$ 38,621	\$ 29,689
Avg. Market Price at 100%	\$ 36,756	\$ 40,573	\$ 32,017
Avg. Price to Market % (Time of Sale)	99%	99%	97%
Avg. Transaction to Market	94%	95%	93%
Avg. Transactional Discount	\$ 1,761	\$ 1,684	\$ 1,421
Avg. Front-End Gross	\$ 2,033	\$ 2,480	\$ 1,691
Avg. Finance Gross	\$ 2,568	\$ 2,832	\$ 3,158
PUVR	\$ 4,601	\$ 5,312	\$ 4,849
Total Gross (Units & PUVR)	\$ 519,899	\$ 21,248	\$ 48,494
GROI	310%	336%	375%
% with Trade	43%	25%	50%
Avg. Over/Under Allowance	-444	-2,000	-364



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

ROBERT RICHARDS	HUNTER MURPHY	ALAN MULDER	ART MENDEZ
58%	33%	29%	22%
12	18	7	9
13.6	13.7	12.7	18.4
\$ 33,995	\$ 35,640	\$ 40,427	\$ 40,924
\$ 32,648	\$ 34,679	\$ 39,886	\$ 38,132
\$ 34,627	\$ 35,997	\$ 40,422	\$ 41,626
98%	99%	100%	98%
94%	96%	99%	92%
\$ 1,347	\$ 961	\$ 541	\$ 2,792
\$ 2,631	\$ 1,978	\$ 3,654	\$ 2,165
\$ 1,949	\$ 2,363	\$ 3,231	\$ 2,573
\$ 4,580	\$ 4,341	\$ 6,885	\$ 4,738
\$ 54,961	\$ 78,143	\$ 48,197	\$ 42,643
372%	328%	489%	243%
42%	44%	43%	44%
164	-1,344	-1,000	-125

QUINTIN DAGGETT	DAVID WIENKE	MAX ODOM	STEVE SCHWING
40%	33%	36%	33%
10	9	11	6
19.2	14.4	22.3	8.2
\$ 35,880	\$ 35,382	\$ 37,322	\$ 40,877
\$ 33,442	\$ 33,911	\$ 35,306	\$ 37,390
\$ 36,518	\$ 35,131	\$ 38,129	\$ 40,925
98%	101%	98%	100%
92%	97%	93%	91%
\$ 2,438	\$ 1,471	\$ 2,015	\$ 3,487
\$ 1,532	\$ 1,559	\$ 1,672	\$ 1,135
\$ 2,489	\$ 1,864	\$ 2,832	\$ 2,956
\$ 4,021	\$ 3,423	\$ 4,504	\$ 4,092
\$ 40,213	\$ 30,803	\$ 49,546	\$ 24,551
225%	252%	206%	482%
30%	44%	64%	33%
-33	-116	-179	-919

TROY SWALLOW	LEELAND BARNES		
45%	33%	#DIV/0!	#DIV/0!
11	6	0	0
14.1	15.0	#DIV/0!	#DIV/0!
\$ 35,878	\$ 36,477	#DIV/0!	#DIV/0!
\$ 33,764	\$ 34,529	#DIV/0!	#DIV/0!
\$ 36,301	\$ 36,628	#DIV/0!	#DIV/0!
99%	100%	#DIV/0!	#DIV/0!
93%	94%	#DIV/0!	#DIV/0!
\$ 2,115	\$ 1,948	#DIV/0!	#DIV/0!
\$ 1,594	\$ 3,091	#DIV/0!	#DIV/0!
\$ 2,678	\$ 2,594	#DIV/0!	#DIV/0!
\$ 4,272	\$ 5,685	#DIV/0!	#DIV/0!
\$ 46,991	\$ 34,111	#DIV/0!	#DIV/0!
323%	395%	#DIV/0!	#DIV/0!
36%	50%	#DIV/0!	#DIV/0!
-250	-75	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	ESTELLA AUGILAR	
% Retailed of Non-New Franchise	42%	49%	#DIV/0!
Total # Retail Units	113	77	0
Avg. Days to Sale	15.4	16.0	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,457	\$ 34,894	#DIV/0!
Avg. Transaction Price	\$ 34,696	\$ 33,183	#DIV/0!
Avg. Market Price at 100%	\$ 36,756	\$ 35,189	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	99%	#DIV/0!
Avg. Transaction to Market	94%	94%	#DIV/0!
Avg. Transactional Discount	\$ 1,761	\$ 1,711	#DIV/0!
Avg. Front-End Gross	\$ 2,033	\$ 1,872	#DIV/0!
Avg. Finance Gross	\$ 2,568	\$ 2,746	#DIV/0!
PUVR	\$ 4,601	\$ 4,619	#DIV/0!
Total Gross (Units & PUVR)	\$ 519,899	\$ 355,655	#DIV/0!
GROI	310%	313%	#DIV/0!
% with Trade	43%	40%	#DIV/0!
Avg. Over/Under Allowance	-444	-626	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	113	56	57
Avg. Days to Sale	15.4	17.6	13.2
Avg. Advertised Price (Time of Sale)	\$ 36,457	\$ 44,594	\$ 26,867
Avg. Transaction Price	\$ 34,696	\$ 42,665	\$ 26,867
Avg. Market Price at 100%	\$ 36,756	\$ 45,061	\$ 28,869
Avg. Price to Market % (Time of Sale)	99%	99%	93%
Avg. Transaction to Market	94%	95%	93%
Avg. Transactional Discount	\$ 1,761	\$ 1,928	\$ 1,596
Avg. Front-End Gross	\$ 2,033	\$ 2,012	\$ 2,054
Avg. Finance Gross	\$ 2,568	\$ 2,936	\$ 2,207
PUVR	\$ 4,601	\$ 4,947	\$ 4,260
Total Gross (Units & PUVR)	\$ 519,899	\$ 277,058	\$ 242,842
GROI	310%	237%	432%
% with Trade	43%	50%	37%
Avg. Over/Under Allowance	-444	-382	-523



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	113	65	48
Avg. Days to Sale	15.4	16.4	14.0
Avg. Advertised Price (Time of Sale)	\$ 36,457	\$ 38,583	\$ 31,814
Avg. Transaction Price	\$ 34,696	\$ 36,825	\$ 31,814
Avg. Market Price at 100%	\$ 36,756	\$ 39,070	\$ 33,946
Avg. Price to Market % (Time of Sale)	99%	99%	94%
Avg. Transaction to Market	94%	94%	94%
Avg. Transactional Discount	\$ 1,761	\$ 1,758	\$ 1,764
Avg. Front-End Gross	\$ 2,033	\$ 2,095	\$ 1,948
Avg. Finance Gross	\$ 2,568	\$ 2,657	\$ 2,448
PUVR	\$ 4,601	\$ 4,752	\$ 4,396
Total Gross (Units & PUVR)	\$ 519,899	\$ 308,890	\$ 211,010
GROI	310%	282%	355%
% with Trade	43%	40%	48%
Avg. Over/Under Allowance	-444	-409	-482



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	113	47	43
% of Retail Units	100%	42%	38%
% Retailed of Non-New Franchise	42%	38%	51%
Avg. Days to Sale	15.4	16.3	14.7
Avg. Transaction Price	\$ 34,696	\$ 36,329	\$ 32,581
Avg. Transaction to Market %	94%	94%	95%
Avg. Transactional Discount	\$ 1,761	\$ 1,638	\$ 1,489
Avg. Front End Gross	\$ 2,033	\$ 2,447	\$ 2,142
Avg. Finance Gross	\$ 2,568	\$ 2,850	\$ 2,150
PUVR	\$ 4,601	\$ 5,297	\$ 4,292
Total Gross (Units & PUVR)	\$ 519,899	\$ 248,971	\$ 184,567
GROI	310%	322%	324%
% with Trade	43%	51%	40%
Avg. Over/Under Allowance	-444	-518	-544



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
23	0	0	0
20%	0%	0%	0%
35%	#DIV/0!	#DIV/0!	#DIV/0!
15.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 35,314	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,519	#DIV/0!	#DIV/0!	#DIV/0!
\$ 982	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,772	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,755	#DIV/0!	#DIV/0!	#DIV/0!
\$ 86,362	#DIV/0!	#DIV/0!	#DIV/0!
254%	#DIV/0!	#DIV/0!	#DIV/0!
35%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Trade on Used
0	0	43
0%	0%	38%
#DIV/0!	#DIV/0!	51%
#DIV/0!	#DIV/0!	14.7
#DIV/0!	#DIV/0!	\$ 32,581
#DIV/0!	#DIV/0!	95%
#DIV/0!	#DIV/0!	\$ 1,489
#DIV/0!	#DIV/0!	\$ 2,142
#DIV/0!	#DIV/0!	\$ 2,150
#DIV/0!	#DIV/0!	\$ 4,292
#DIV/0!	#DIV/0!	\$ 184,567
#DIV/0!	#DIV/0!	324%
#DIV/0!	#DIV/0!	40%
#DIV/0!	#DIV/0!	-544

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	113	96	15
% of Retail Units	100%	85%	13%
% Retailed of Non-New Franchise	42%	45%	33%
Avg. Days to Sale	15.4	11.2	37.7
Avg. Transaction Price	\$ 34,696	\$ 33,210	\$ 41,968
Avg. Transaction to Market %	94%	95%	91%
Avg. Transactional Discount	\$ 1,761	\$ 1,626	\$ 2,462
Avg. Front End Gross	\$ 2,033	\$ 2,303	\$ 790
Avg. Finance Gross	\$ 2,568	\$ 2,455	\$ 3,242
PUVR	\$ 4,601	\$ 4,758	\$ 4,033
Total Gross (Units & PUVR)	\$ 519,899	\$ 456,797	\$ 60,488
GROI	310%	461%	92%
% with Trade	43%	41%	53%
Avg. Over/Under Allowance	-444	-515	-200



46-60 days	61-90 days	90+ days
2	0	0
2%	0%	0%
0%	#DIV/0!	#DIV/0!
51.5	#DIV/0!	#DIV/0!
\$ 51,500	#DIV/0!	#DIV/0!
91%	#DIV/0!	#DIV/0!
\$ 2,998	#DIV/0!	#DIV/0!
\$ (1,630)	#DIV/0!	#DIV/0!
\$ 2,937	#DIV/0!	#DIV/0!
\$ 1,307	#DIV/0!	#DIV/0!
\$ 2,615	#DIV/0!	#DIV/0!
18%	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!