

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Brandon Baker	Dee Blackhorse	Carole
Cody Lujan	Cody Lujan	Savion
Zac Cullum	Zac Cullum	Cole
Jason Trujillo	Jason Trujillo	James
		Calib
		Beau
		Ian







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	U4959	2013	Hyundai	TUCSON	25	Street/Curb Buy	No	\$ 11,995	\$ 11,000		\$701	\$0
2	Z4802B	2020	Ford	F250	38	Trade on Used	No	\$ 34,995	\$ 34,995		\$3,612	\$3,476
3	U4938	2017	Ford	EXPEDITION XL	59	Auction/Wholesale	No	\$ 25,995	\$ 24,400		\$2,439	\$769
4	U4943	2023	Jeep	RENEGADE	52	LBO OEM/Leasing Co.	No	\$ 27,985	\$ 27,985		\$3,035	\$917
5	U4934	2020	Hyundai	ELANTRA	62	Auction/Wholesale	No	\$ 15,995	\$ 15,995		\$836	\$0
6	U4961	2021	Nissan	KICK	30	ntal Fleet (Enterprise, e	No	\$ 16,995	\$ 16,700		(\$847)	\$1,378
7	U4982	2021	Jeep	COMPASS	11	ntal Fleet (Enterprise, e	No	\$ 23,450	\$ 2,150		\$2,129	\$0
8	U4970	2021	Ford	EDGE	23	Auction/Wholesale	No	\$ 26,495	\$ 26,495		\$956	\$1,046
9	U4983	2022	Jeep	GRAND CHEROKEE	11	ntal Fleet (Enterprise, e	No	\$ 29,995	\$ 29,995		\$2,882	\$4,097
10	U4957	2023	Ford	EXPLORER	47	Auction/Wholesale	No	\$ 35,995	\$ 35,995		\$4,597	\$3,619
11	U4989	2019	Ford	TRANSIT	4	Auction/Wholesale	No	\$ 34,675	\$ 29,680		\$6,475	\$0
12	U4981	2014	Subaru	IMPREZA	19	Street/Curb Buy	No	\$ 10,995	\$ 9,995		\$1,200	\$140
13	Z4827A	2021	GMC	TERRAIN	23	Trade on New	No	\$ 23,950	\$ 22,995		\$2,723	\$0
14	U4882A	2018	Chevrolet	TAHOE	31	Trade on Used	No	\$ 31,995	\$ 30,750		\$3,165	\$1,497
15	U4984	2022	Toyota	TACOMA	22	ntal Fleet (Enterprise, e	No	\$ 39,995	\$ 39,995		\$2,496	\$4,305
16	U4992	2019	Jeep	CHEROKEE	13	Auction/Wholesale	No	\$ 17,925	\$ 17,925		\$1,583	\$714
17	U4985	2023	Ford	EDGE	15	ntal Fleet (Enterprise, e	No	\$ 31,995	\$ 31,750		\$4,581	\$4,297
18	U4969	2021	Ford	F150	37	Auction/Wholesale	No	\$ 39,995	\$ 37,300		\$198	\$1,417
19	U4907	2021	Dodge	DURANGO	93	Auction/Wholesale	No	\$ 37,500	\$ 37,500		(\$431)	\$4,190
20	U4967A	2015	Ford	EXPLORER	15	Trade on Used	No	\$ 13,995	\$ 13,995		\$1,839	\$0
21	U4957A	2015	Toyota	RAV4	11	Trade on Used	No	\$ 19,995	\$ 18,785		\$1,093	\$1,135
22	U4906B	2018	Subaru	OUTBACK	20	Trade on Used	No	\$ 26,925	\$ 26,925		\$629	\$2,921
23	U4991	2019	Ford	F250	9	Auction/Wholesale	No	\$ 27,495	\$ 24,327		\$1,340	\$3,489
24	U4994	2017	Ford	EXPEDITION	5	Auction/Wholesale	No	\$ 20,425	\$ 20,425		\$4,691	\$1,722
25	U4962	2019	Ram	1500	40	Street/Curb Buy	No	\$ 28,995	\$ 25,995		\$205	\$1,549
26	U4933	2016	Ram	1500	64	Auction/Wholesale	No	\$ 22,995	\$ 21,450		\$2,093	\$0
27	U4963	2010	Subaru	LEGACY	31	Street/Curb Buy	No	\$ 13,800	\$ 11,500		\$4,094	\$0

28	U4847	2022	Ram	2500	143	ntal Fleet (Enterprise, e	No	\$	40,995	\$	40,995		\$845	\$662
29	U4810B	2014	Nissan	ARMADA	74	Trade on Used	No	\$	14,995	\$	14,500		\$1,870	\$0
30	U4906A	2017	Volkswagen	TOUAREG	17	Trade on Used	No	\$	22,995	\$	224,959		\$3,494	\$1,941
31	U4921	2020	Ram	1500	57	ntal Fleet (Enterprise, e	No	\$	30,995	\$	29,742		\$1,334	\$335
32	U4955	2022	Volkswagen	TAOS	35	Auction/Wholesale	No	\$	24,495	\$	23,797		\$1,967	\$340
33	U4967	2023	Toyota	TACOMA	22	Auction/Wholesale	No	\$	39,995	\$	39,995		\$2,981	\$2,350
34	U5042	2022	Subaru	OUTBACK	9	Street/Curb Buy	No	\$	34,995	\$	33,495		\$1,774	\$0
35	U4868A	2017	Toyota	HIGHLANDER	11	Trade on Used	No	\$	23,995	\$	21,995		\$2,495	\$1,533
36	U4973	2021	Ford	F150	64	Auction/Wholesale	No	\$	37,500	\$	35,228		\$681	\$0
37	U5017	2015	Mazda	CX5	24	Street/Curb Buy	No	\$	15,825	\$	15,825		\$1,099	\$220
38	U5045	2023	Tesla	3	1	ntal Fleet (Enterprise, e	No	\$	23,370	\$	23,370		\$0	\$328
39	U5028	2020	Ram	3500	11	Auction/Wholesale	No	\$	37,995	\$	36,800		\$1,444	\$3,735
40	Z4817A	2016	Ram	2500	29	Trade on New	No	\$	49,900	\$	48,900		\$2,764	\$2,865
41	U4968	2021	Lincoln	AVIATOR	59	Auction/Wholesale	No	\$	45,497	\$	45,497		\$0	\$1,891
42	U4931	2022	Jeep	COMPASS	99	Auction/Wholesale	No	\$	25,100	\$	25,100		\$0	\$3,702
43	U4954	2022	Chevrolet	SILVERADO	76	Auction/Wholesale	No	\$	35,300	\$	35,300		\$1,247	\$1,514
44	U5016	2010	GMC	YUKON XL	22	Street/Curb Buy	No	\$	15,125	\$	14,125		\$2,832	\$0
45	U4928	2023	Jeep	GRAND CHEROKE	91	Auction/Wholesale	No	\$	42,550	\$	42,550		\$232	\$1,500
46	U4986	2006	Pontiac	SOLCTICE	27	Street/Curb Buy	No	\$	10,995	\$	8,600		\$1,121	\$635
47	Z4869A	2019	Cadillac	ESCALADE	18	Trade on New	No	\$	43,995	\$	42,995		\$1,444	\$950
48	U4999	2016	Hyundai	SONATA	13	Auction/Wholesale	No	\$	15,995	\$	13,245		(\$222)	\$1,508
49	U4974	2018	Ford	F150	56	Auction/Wholesale	No	\$	31,995	\$	31,995		\$2,062	\$0
50	U5013	2022	Jeep	GRAND CHEROKE	5	ntal Fleet (Enterprise, e	No	\$	37,300	\$	36,995		\$3,844	\$3,092
51	U4804	2021	Chrysler	PACIFICA	215	ntal Fleet (Enterprise, e	No	\$	26,500	\$	26,500		\$0	\$0
52	U5026	2017	Jeep	GRAND CHEROKE	20	Auction/Wholesale	No	\$	19,995	\$	18,850		\$1,740	\$0
53	U4969A	2017	Ford	F350	33	Trade on Used	No	\$	31,995	\$	29,995		\$1,132	\$2,794

## Scoreboard Totals

% Retailed of Non-Franchise Make	98%
Total # Retail Units	89
Avg. Days to Sale	38.7
Avg. Advertised Price (Time of Sale)	\$ 27,480
Avg. Transaction Price	\$ 28,643
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ (1,163)
Avg. Front-End Gross	\$ 1,640
Avg. Finance Gross	\$ 1,398
PUVR	\$ 3,038
Total Gross (Units & PUVR)	\$ 270,417
GROI	99%
% with Trade	39%
Avg. Over/Under Allowance	\$886



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	98%	#DIV/0!	#DIV/0!
Total # Retail Units	89	0	0
Avg. Days to Sale	38.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,480	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 28,643	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,163)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,640	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,398	#DIV/0!	#DIV/0!
PUVR	\$ 3,038	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 270,417	#DIV/0!	#DIV/0!
GROI	99%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	886	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	98%	#DIV/0!	#DIV/0!
Total # Retail Units	89	0	0
Avg. Days to Sale	38.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,480	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 28,643	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,163)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,640	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,398	#DIV/0!	#DIV/0!
PUVR	\$ 3,038	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 270,417	#DIV/0!	#DIV/0!
GROI	99%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	886	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	98%	#DIV/0!	#DIV/0!
Total # Retail Units	89	0	0
Avg. Days to Sale	38.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,480	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 28,643	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,163)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,640	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,398	#DIV/0!	#DIV/0!
PUVR	\$ 3,038	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 270,417	#DIV/0!	#DIV/0!
GROI	99%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	886	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	89	0	89
Avg. Days to Sale	38.7	#DIV/0!	38.7
Avg. Advertised Price (Time of Sale)	\$ 27,480	#DIV/0!	\$ 28,643
Avg. Transaction Price	\$ 28,643	#DIV/0!	\$ 28,643
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,163)	#DIV/0!	\$ (1,163)
Avg. Front-End Gross	\$ 1,640	#DIV/0!	\$ 1,640
Avg. Finance Gross	\$ 1,398	#DIV/0!	\$ 1,398
PUVR	\$ 3,038	#DIV/0!	\$ 3,038
Total Gross (Units & PUVR)	\$ 270,417	#DIV/0!	\$ 270,417
GROI	99%	#DIV/0!	99%
% with Trade	39%	#DIV/0!	39%
Avg. Over/Under Allowance	886	#DIV/0!	886



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	89	2	87
Avg. Days to Sale	38.7	192.5	35.2
Avg. Advertised Price (Time of Sale)	\$ 27,480	\$ 24,575	\$ 28,737
Avg. Transaction Price	\$ 28,643	\$ 24,575	\$ 28,737
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,163)	\$ -	\$ (1,190)
Avg. Front-End Gross	\$ 1,640	\$ (129)	\$ 1,681
Avg. Finance Gross	\$ 1,398	\$ 810	\$ 1,412
PUVR	\$ 3,038	\$ 681	\$ 3,093
Total Gross (Units & PUVR)	\$ 270,417	\$ 1,361	\$ 269,056
GROI	99%	5%	110%
% with Trade	39%	50%	39%
Avg. Over/Under Allowance	886	500	909



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	89	5	14
% of Retail Units	100%	6%	16%
% Retailed of Non-New Franchise	98%	100%	100%
Avg. Days to Sale	38.7	41.4	23.7
Avg. Transaction Price	\$ 28,643	\$ 35,357	\$ 38,071
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,163)	\$ 890	\$ (13,802)
Avg. Front End Gross	\$ 1,640	\$ 1,228	\$ 2,067
Avg. Finance Gross	\$ 1,398	\$ 1,391	\$ 1,968
PUVR	\$ 3,038	\$ 2,620	\$ 4,034
Total Gross (Units & PUVR)	\$ 270,417	\$ 13,099	\$ 56,480
GROI	99%	64%	161%
% with Trade	39%	0%	64%
Avg. Over/Under Allowance	886	#DIV/0!	1,700



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
9	45	0	0
10%	51%	0%	0%
100%	100%	#DIV/0!	#DIV/0!
23.1	39.7	#DIV/0!	#DIV/0!
\$ 19,214	\$ 26,680	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,699	\$ 908	#DIV/0!	#DIV/0!
\$ 1,842	\$ 1,489	#DIV/0!	#DIV/0!
\$ 656	\$ 1,248	#DIV/0!	#DIV/0!
\$ 2,498	\$ 2,737	#DIV/0!	#DIV/0!
\$ 22,485	\$ 123,175	#DIV/0!	#DIV/0!
203%	93%	#DIV/0!	#DIV/0!
44%	36%	#DIV/0!	#DIV/0!
17	1,030	#DIV/0!	#DIV/0!

BO OEM/Leasing central Fleet (Enterprise, etc)		Other
2	14	0
2%	16%	0%
100%	86%	#DIV/0!
86.0	52.9	#DIV/0!
\$ 39,714	\$ 27,609	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,776	\$ 1,828	#DIV/0!
\$ 1,734	\$ 1,702	#DIV/0!
\$ 2,103	\$ 1,691	#DIV/0!
\$ 3,837	\$ 3,393	#DIV/0!
\$ 7,674	\$ 47,504	#DIV/0!
40%	84%	#DIV/0!
0%	43%	#DIV/0!
#DIV/0!	733	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	89	55	8
% of Retail Units	100%	62%	9%
% Retailed of Non-New Franchise	98%	100%	100%
Avg. Days to Sale	38.7	17.3	35.0
Avg. Transaction Price	\$ 28,643	\$ 28,126	\$ 28,729
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,163)	\$ (2,403)	\$ 1,492
Avg. Front End Gross	\$ 1,640	\$ 1,902	\$ 1,812
Avg. Finance Gross	\$ 1,398	\$ 1,376	\$ 1,547
PUVR	\$ 3,038	\$ 3,277	\$ 3,359
Total Gross (Units & PUVR)	\$ 270,417	\$ 180,259	\$ 26,871
GROI	99%	242%	120%
% with Trade	39%	38%	63%
Avg. Over/Under Allowance	886	735	2,700



46-60 days	61-90 days	90+ days
8	8	10
9%	9%	11%
100%	100%	80%
54.6	65.9	125.1
\$ 31,839	\$ 25,245	\$ 31,581
#DIV/0!	#DIV/0!	#DIV/0!
\$ 419	\$ 1,039	\$ 505
\$ 1,913	\$ 1,478	\$ (24)
\$ 1,328	\$ 939	\$ 1,827
\$ 3,241	\$ 2,417	\$ 1,803
\$ 25,928	\$ 19,334	\$ 18,025
67%	52%	16%
50%	13%	40%
567	#DIV/0!	500