

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Adrien Canter	Quentin Gumbs	David Ockman
Russell Lewis		Bryce Godwin
		Jeremy Hull
		Chanin Broussard
		Fidel Anoka
		Eric Ball

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	8065	22	Ram	1500	83	Auction/Wholesale	Yes	\$ 43,981	\$ 43,999	100%	(\$744)	\$355
2	504073A	19	GMC	1500	30	Trade on New	No	\$ 46,990	\$ 45,000	105%	\$675	\$1,895
3	803015B	17	Jeep	Grand Cherokee	6	Trade on Used	No	\$ 20,990	\$ 21,238	104%	\$5,549	\$777
4	803015C	13	Toyota	TACOMA	1	Trade on Used	No	\$ 14,000	\$ 14,000	100%	\$0	\$0
5	8062	21	Jeep	WRANGLER	85	Auction/Wholesale	No	\$ 30,990	\$ 30,970	102%	(\$1,138)	\$4,854
6	503138a	20	Jeep	gladiator	67	Trade on New	Yes	\$ 29,985	\$ 30,027	95%	\$3,723	\$300
7	8091	22	Ram	1500	24	Auction/Wholesale	Yes	\$ 39,990	\$ 44,989	105%	\$2,348	\$2,950
8	8062A	18	Dodge	Journey	5	Trade on Used	No	\$ 13,990	\$ 13,990	98%	\$2,796	\$1,023
9	8081	21	GMC	sierra	34	Auction/Wholesale	No	\$ 46,990	\$ 46,755	104%	\$2,713	\$4,067
10	8112	21	Mazda	CX-9	0	Auction/Wholesale	No	\$ 22,500	\$ 22,312	101%	\$0	\$2,230
11	8043	21	Ram	Promaster	112	Auction/Wholesale	No	\$ 29,990	\$ 29,490	95%	(\$823)	\$1,740
12	8091A	14	Jeep	Wrangler	5	Trade on Used	No	\$ 23,690	\$ 22,839	115%	\$4,144	\$1,574
13	8030A	17	Lincoln	MKC	18	Trade on Used	No	\$ 14,990	\$ 14,000	100%	\$2,763	\$406
14	293003A	19	Dodge	Grand Caravan	13	Trade on New	No	\$ 16,990	\$ 16,990	104%	\$3,302	\$0
15	8115	19	Dodge	Charger	0	Auction/Wholesale	No	\$ 18,500	\$ 17,800	100%	\$2,077	\$0
16	803016A	18	Jeep	Wrangler	36	Trade on New	No	\$ 35,990	\$ 34,500	105%	\$6,383	\$246
17	444029A	22	Infiniti	QX60	94	Trade on New	No	\$ 37,990	\$ 37,990	91%	(\$1,293)	\$595
18	8072	23	Nissan	Sentra	76	Auction/Wholesale	No	\$ 18,990	\$ 18,990	90%	(\$1,358)	\$3,184
19	8056A	18	Jeep	Cherokee	76	Trade on Used	No	\$ 9,990	\$ 12,822	78%	(\$1,184)	\$768
20	853090B	20	Volkswagen	Atlas	34	Trade on Used	No	\$ 30,990	\$ 30,990	102%	\$5,862	\$2,407
21	854029A	20	Chevrolet	Blazer	12	Trade on New	No	\$ 20,990	\$ 20,990	97%	\$3,152	\$2,329
22	8114	22	Ram	2500	4	Auction/Wholesale	No	\$ 63,995	\$ 58,990	115%	\$1,852	\$0
23	8059	22	Kia	Rio	105	Auction/Wholesale	No	\$ 14,950	\$ 14,300	88%	(\$2,288)	\$414
24	854030A	22	Jeep	Compass	1	Trade on New	No	\$ 25,750	\$ 25,500	98%	\$4,202	\$3,429
25	8100	21	Jeep	Grand Cherokee	24	Auction/Wholesale	No	\$ 28,990	\$ 28,990	109%	\$2,292	\$1,404
26	443092A	16	Jeep	Wrangler	100	Trade on New	No	\$ 25,490	\$ 25,300	97%	(\$1,070)	\$528
27	8101	23	Jeep	Wrangler	26	Auction/Wholesale	No	\$ 36,990	\$ 36,600	107%	\$3,392	\$4,108

28	8057	22	Buick	Encore	113	Auction/Wholesale	No	\$	17,995	\$	17,995	91%	(\$2,904)	\$335
29	444020B	16	Acura	MDX	18	Trade on Used	No	\$	22,990	\$	22,995	111%	\$2,307	\$2,293
30	904011A	19	Infiniti	QX80	76	Trade on New	No	\$	24,990	\$	24,990	100%	\$3,028	\$2,429
31	8132	22	Jeep	Wrangler	10	Auction/Wholesale	No	\$	37,990	\$	37,990	105%	\$1,452	\$1,271
32	504063A	21	Nissan	Titan	17	Trade on New	No	\$	33,990	\$	34,083	107%	\$5,395	\$0
33	8131	23	Jeep	Wrangler	11	Trade on Used	No	\$	41,990	\$	40,504	101%	\$2,466	\$0
34	443101A	14	Audi	All Road	54	Trade on New	No	\$	12,990	\$	10,963	107%	\$3,361	\$0
35	903019B	21	Jeep	Wrangler	45	Trade on Used	No	\$	45,990	\$	43,969	103%	\$1,554	\$0
36	8135	23	Mazda	CX-5	2	Auction/Wholesale	No	\$	27,990	\$	27,990	100%	\$3,127	\$770
37	8109	22	Chrysler	Pacifica	39	Auction/Wholesale	No	\$	25,990	\$	27,995	105%	\$4,562	\$567
38	504134A	20	Ram	2500	15	Trade on New	No	\$	36,900	\$	34,175	91%	\$1,217	\$1,498
39	8098	21	Ram	1500	48	Auction/Wholesale	No	\$	39,990	\$	39,990	105%	\$3,517	\$5,647
40	504164A	22	Ram	1500	43	Trade on New	No	\$	78,990	\$	74,739	102%	\$3,691	\$6,280
41	853090C	20	Honda	Civic	23	Trade on Used	No	\$	20,590	\$	19,000	107%	\$2,092	\$1,047
42	8078	23	Toyota	Corolla	88	Auction/Wholesale	No	\$	20,370	\$	20,390	93%	(\$1,817)	\$1,113
43	8138	22	Chevrolet	Silverado	1	Street/Curb Buy	No	\$	29,990	\$	29,431	100%	\$2,365	\$0
44	8094	21	Jeep	Wrangler	57	Auction/Wholesale	No	\$	44,990	\$	44,990	109%	(\$4,127)	\$4,446
45	143020A	20	Honda	Accord	27	Trade on New	No	\$	25,990	\$	25,999	110%	\$5,141	\$3,163
46	8099	22	Chevrolet	Traverse	57	Auction/Wholesale	No	\$	29,990	\$	29,995	100%	(\$172)	\$2,130
47	8097A	18	Ram	1500	57	Trade on Used	No	\$	22,900	\$	21,700	90%	\$615	\$713
48	503178A	18	Dodge	Challenger	15	Trade on New	No	\$	21,409	\$	21,700	101%	(\$858)	\$1,363
49	504044A	19	Chevrolet	Silverado	3	Trade on New	No	\$	25,000	\$	25,000	100%	\$0	\$0
50	854056A	21	Jeep	Grand Cherokee	27	Trade on New	No	\$	33,172	\$	37,900	99%	\$7,040	\$1,291
51	8033	22	Jeep	Wagoneer	202	Street/Curb Buy	No	\$	64,995	\$	47,999	119%	\$46	\$3,014
52	8071	23	Kia	Soul	116	Auction/Wholesale	No	\$	17,990	\$	17,990	93%	(\$1,904)	\$424
53	503138A	20	Jeep	Gladiator	67	Trade on New	No	\$	29,985	\$	27,000	95%	\$2,037	\$1,059

Scoreboard Totals

% Retailed of Non-Franchise Make	37%
Total # Retail Units	82
Avg. Days to Sale	53.1
Avg. Advertised Price (Time of Sale)	\$ 31,204
Avg. Transaction Price	\$ 30,657
Avg. Market Price at 100%	\$ 30,936
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 547
Avg. Front-End Gross	\$ 1,588
Avg. Finance Gross	\$ 1,546
PUVR	\$ 3,134
Total Gross (Units & PUVR)	\$ 256,961
GROI	69%
% with Trade	40%
Avg. Over/Under Allowance	(\$245)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Adrien Canter	Russell Lewis
% Retailed of Non-New Franchise	37%	46%	25%
Total # Retail Units	82	46	36
Avg. Days to Sale	53.1	43.2	65.7
Avg. Advertised Price (Time of Sale)	\$ 31,204	\$ 29,663	\$ 33,174
Avg. Transaction Price	\$ 30,657	\$ 29,352	\$ 32,325
Avg. Market Price at 100%	\$ 30,936	\$ 29,518	\$ 32,343
Avg. Price to Market % (Time of Sale)	101%	100%	103%
Avg. Transaction to Market	99%	99%	100%
Avg. Transactional Discount	\$ 547	\$ 310	\$ 849
Avg. Front-End Gross	\$ 1,588	\$ 1,624	\$ 1,542
Avg. Finance Gross	\$ 1,546	\$ 1,555	\$ 1,533
PUVR	\$ 3,134	\$ 3,180	\$ 3,075
Total Gross (Units & PUVR)	\$ 256,961	\$ 146,264	\$ 110,697
GROI	69%	90%	52%
% with Trade	40%	41%	39%
Avg. Over/Under Allowance	-245	-215	-286



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	David Ockman	Bryce Godwin
% Retailed of Non-New Franchise	37%	47%	46%
Total # Retail Units	82	17	26
Avg. Days to Sale	53.1	61.2	32.5
Avg. Advertised Price (Time of Sale)	\$ 31,204	\$ 29,403	\$ 28,738
Avg. Transaction Price	\$ 30,657	\$ 29,254	\$ 28,543
Avg. Market Price at 100%	\$ 30,936	\$ 28,824	\$ 28,469
Avg. Price to Market % (Time of Sale)	101%	102%	101%
Avg. Transaction to Market	99%	101%	100%
Avg. Transactional Discount	\$ 547	\$ 149	\$ 195
Avg. Front-End Gross	\$ 1,588	\$ 453	\$ 2,688
Avg. Finance Gross	\$ 1,546	\$ 2,144	\$ 1,430
PUVR	\$ 3,134	\$ 2,598	\$ 4,118
Total Gross (Units & PUVR)	\$ 256,961	\$ 44,159	\$ 107,061
GROI	69%	52%	160%
% with Trade	40%	18%	54%
Avg. Over/Under Allowance	-245	-2,848	176



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

Jeremy Hull	Chanin Broussard	Fidel Anoka	Eric Ball
29%	60%	22%	9%
14	5	9	11
39.6	40.6	70.6	97.8
\$ 36,508	\$ 27,407	\$ 29,913	\$ 35,850
\$ 34,707	\$ 27,414	\$ 30,301	\$ 34,435
\$ 35,737	\$ 26,780	\$ 30,482	\$ 34,855
102%	102%	98%	103%
97%	102%	99%	99%
\$ 1,801	\$ (7)	\$ (389)	\$ 1,415
\$ 911	\$ 3,194	\$ 1,615	\$ 852
\$ 1,604	\$ 546	\$ 1,242	\$ 1,523
\$ 2,514	\$ 3,741	\$ 2,857	\$ 2,375
\$ 35,197	\$ 18,703	\$ 25,713	\$ 26,128
66%	121%	48%	25%
43%	60%	33%	36%
-1,333	167	733	825

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Quentin Gumbs	
% Retailed of Non-New Franchise	37%	37%	#DIV/0!
Total # Retail Units	82	82	0
Avg. Days to Sale	53.1	53.1	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,204	\$ 31,204	#DIV/0!
Avg. Transaction Price	\$ 30,657	\$ 30,657	#DIV/0!
Avg. Market Price at 100%	\$ 30,936	\$ 30,758	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	101%	#DIV/0!
Avg. Transaction to Market	99%	100%	#DIV/0!
Avg. Transactional Discount	\$ 547	\$ 547	#DIV/0!
Avg. Front-End Gross	\$ 1,588	\$ 1,588	#DIV/0!
Avg. Finance Gross	\$ 1,546	\$ 1,546	#DIV/0!
PUVR	\$ 3,134	\$ 3,134	#DIV/0!
Total Gross (Units & PUVR)	\$ 256,961	\$ 256,961	#DIV/0!
GROI	69%	69%	#DIV/0!
% with Trade	40%	40%	#DIV/0!
Avg. Over/Under Allowance	-245	-245	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	82	3	79
Avg. Days to Sale	53.1	58.0	52.9
Avg. Advertised Price (Time of Sale)	\$ 31,204	\$ 37,985	\$ 30,315
Avg. Transaction Price	\$ 30,657	\$ 39,672	\$ 30,315
Avg. Market Price at 100%	\$ 30,936	\$ 37,877	\$ 30,488
Avg. Price to Market % (Time of Sale)	101%	100%	99%
Avg. Transaction to Market	99%	105%	99%
Avg. Transactional Discount	\$ 547	\$ (1,686)	\$ 632
Avg. Front-End Gross	\$ 1,588	\$ 1,776	\$ 1,581
Avg. Finance Gross	\$ 1,546	\$ 1,202	\$ 1,559
PUVR	\$ 3,134	\$ 2,977	\$ 3,140
Total Gross (Units & PUVR)	\$ 256,961	\$ 8,932	\$ 248,029
GROI	69%	47%	70%
% with Trade	40%	67%	39%
Avg. Over/Under Allowance	-245	-2,957	-70



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	82	52	30
Avg. Days to Sale	53.1	57.9	44.7
Avg. Advertised Price (Time of Sale)	\$ 31,204	\$ 35,053	\$ 24,279
Avg. Transaction Price	\$ 30,657	\$ 34,337	\$ 24,279
Avg. Market Price at 100%	\$ 30,936	\$ 34,348	\$ 24,536
Avg. Price to Market % (Time of Sale)	101%	102%	99%
Avg. Transaction to Market	99%	100%	99%
Avg. Transactional Discount	\$ 547	\$ 716	\$ 254
Avg. Front-End Gross	\$ 1,588	\$ 1,844	\$ 1,144
Avg. Finance Gross	\$ 1,546	\$ 1,702	\$ 1,275
PUVR	\$ 3,134	\$ 3,546	\$ 2,419
Total Gross (Units & PUVR)	\$ 256,961	\$ 184,406	\$ 72,555
GROI	69%	64%	80%
% with Trade	40%	46%	30%
Avg. Over/Under Allowance	-245	-573	631



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	82	27	16
% of Retail Units	100%	33%	20%
% Retailed of Non-New Franchise	37%	33%	56%
Avg. Days to Sale	53.1	61.9	27.2
Avg. Transaction Price	\$ 30,657	\$ 32,234	\$ 21,875
Avg. Transaction to Market %	99%	100%	100%
Avg. Transactional Discount	\$ 547	\$ 325	\$ 344
Avg. Front End Gross	\$ 1,588	\$ 2,538	\$ 2,270
Avg. Finance Gross	\$ 1,546	\$ 1,376	\$ 801
PUVR	\$ 3,134	\$ 3,915	\$ 3,071
Total Gross (Units & PUVR)	\$ 256,961	\$ 105,695	\$ 49,135
GROI	69%	71%	186%
% with Trade	40%	37%	44%
Avg. Over/Under Allowance	-245	820	340



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	34	0	0
6%	41%	0%	0%
20%	32%	#DIV/0!	#DIV/0!
66.4	56.4	#DIV/0!	#DIV/0!
\$ 35,084	\$ 32,887	#DIV/0!	#DIV/0!
97%	100%	#DIV/0!	#DIV/0!
\$ 3,909	\$ 324	#DIV/0!	#DIV/0!
\$ 1,902	\$ 466	#DIV/0!	#DIV/0!
\$ 2,368	\$ 1,910	#DIV/0!	#DIV/0!
\$ 4,270	\$ 2,376	#DIV/0!	#DIV/0!
\$ 21,350	\$ 80,781	#DIV/0!	#DIV/0!
66%	46%	#DIV/0!	#DIV/0!
40%	41%	#DIV/0!	#DIV/0!
250	-1,368	#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	82	33	10
% of Retail Units	100%	40%	12%
% Retailed of Non-New Franchise	37%	42%	20%
Avg. Days to Sale	53.1	12.8	38.7
Avg. Transaction Price	\$ 30,657	\$ 28,536	\$ 38,855
Avg. Transaction to Market %	99%	102%	102%
Avg. Transactional Discount	\$ 547	\$ 347	\$ 847
Avg. Front End Gross	\$ 1,588	\$ 2,703	\$ 3,894
Avg. Finance Gross	\$ 1,546	\$ 1,459	\$ 1,721
PUVR	\$ 3,134	\$ 4,162	\$ 5,615
Total Gross (Units & PUVR)	\$ 256,961	\$ 137,346	\$ 56,154
GROI	69%	410%	134%
% with Trade	40%	42%	70%
Avg. Over/Under Allowance	-245	-537	454



46-60 days	61-90 days	90+ days
9	15	13
11%	18%	16%
44%	27%	38%
52.4	75.8	148.8
\$ 31,271	\$ 31,674	\$ 29,769
97%	98%	97%
\$ 1,346	\$ (98)	\$ 1,032
\$ 526	\$ 1,035	\$ (1,560)
\$ 1,995	\$ 1,490	\$ 1,451
\$ 2,521	\$ 2,525	\$ (109)
\$ 22,693	\$ 37,878	\$ (1,417)
55%	38%	-1%
44%	40%	15%
-1,886	633	0