

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Doug Short	Rob Rhodes	Amanda Collazo
Jack Weiging	Jared Jolley	Brandon Dockham
		Hannah Blair
		Taylor Turonek
		Glenn Miller
		Mark Whittaker
		DJ Brown
		Tim Bickel
		Roger Davis
		Joe Hartman
		Cameron Barrier
		Ron Major

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	S26905A	2015	Dodge	Challenger	10	Trade on Used	No	\$ 33,617	\$ 32,886	104%	\$4,311	\$0
2	S26902B	2023	Kia	Soul	15	Trade on Used	No	\$ 20,334	\$ 20,334	107%	\$2,457	\$2,078
3	S26677A	2023	Kia	Forte	67	Trade on New	No	\$ 22,044	\$ 22,044	98%	\$3,459	\$5,453
4	S27151LB	2021	Kia	Forte	0	LBO Customer	No	\$ 15,230	\$ 15,230	104%	\$186	\$2,197
5	S26842A	2019	Ford	F-250	43	Trade on New	No	\$ 29,250	\$ 27,998	98%	\$3,555	\$158
6	S27000p	2016	Kia	Soul	50	Street/Curb Buy	No	\$ 13,020	\$ 12,732	101%	\$2,720	\$1,805
7	S26591A	2024	Kia	Telluride	103	Trade on New	No	\$ 47,609	\$ 47,609	97%	\$1,640	\$2,952
8	S26932A	2021	Kia	Soul	62	Trade on New	No	\$ 17,811	\$ 17,811	101%	\$1,460	\$6,646
9	S26821A	2020	Nissan	Pathfinder	89	Trade on New	No	\$ 17,892	\$ 16,850	102%	\$139	\$3,094
10	S27043B	2015	Chevrolet	Equinox	27	Trade on Used	No	\$ 11,991	\$ 10,343	107%	\$3,082	\$1,543
11	S26850A	2021	Jeep	Grand Cherokee	60	Trade on New	No	\$ 31,596	\$ 31,596	102%	\$1,641	\$4,991
12	S27042A	2018	Chevrolet	Traverse	24	Trade on New	No	\$ 23,758	\$ 22,328	100%	\$2,111	\$1,196
13	S26845A	2022	Kia	Seltos	13	Trade on New	Yes	\$ 23,567	\$ 22,600	105%	\$1,853	\$1,278
14	S269419B	2018	Ford	Fusion	21	Trade on Used	No	\$ 15,696	\$ 15,696	98%	\$1,905	\$3,125
15	S25764B	2017	Nissan	Rogue	238	Trade on Used	No	\$ 16,019	\$ 15,000	106%	(\$1,120)	\$977
16	S269505	2020	Jeep	Gladiator	33	Trade on New	No	\$ 35,288	\$ 35,288	113%	\$4,040	\$5,450
17	S26740A	2017	Dodge	Charger	10	Trade on New	No	\$ 19,393	\$ 19,393	105%	\$4,348	\$1,233
18	S26604B	2014	Jeep	Grand Cherokee	13	Trade on Used	No	\$ 13,728	\$ 13,600	104%	\$1,123	\$1,902
19	S26911P	2021	Honda	HR-V	80	Street/Curb Buy	No	\$ 19,342	\$ 18,555	92%	\$997	\$0
20	S26928A	2022	Kia	Forte	17	Trade on New	No	\$ 21,445	\$ 21,425	102%	\$2,923	\$5,172
21	S26843A	2022	Kia	Forte	87	Trade on New	No	\$ 19,074	\$ 20,298	90%	\$1,439	\$2,051
22	S26902A	2022	Chevrolet	Trailblazer	31	Trade on New	No	\$ 23,699	\$ 22,700	108%	\$2,357	\$606
23	S26983A	2022	Kia	Niro	29	Trade on New	No	\$ 25,090	\$ 25,090	105%	\$2,564	\$3,867
24	S27076P	2021	Chevrolet	Equinox	8	Street/Curb Buy	No	\$ 24,833	\$ 23,824	105%	\$1,978	\$158
25	S25957C	2016	Buick	Enclave	28	Trade on Used	No	\$ 15,331	\$ 15,331	100%	\$3,496	\$1,644
26	S26653B	2012	Jeep	Grand Cherokee	35	Trade on Used	No	\$ 10,991	\$ 10,219	101%	\$3,077	\$1,557
27	S26709B	2015	Kia	Sorento	31	Trade on Used	No	\$ 10,798	\$ 10,798	108%	\$174	\$574
28	S26636B	2014	Jeep	Wrangler	65	Trade on Used	No	\$ 17,365	\$ 17,365	96%	\$2,023	\$2,268

29	S26940A	2022	Kia	K5	36	Trade on New	No	\$	23,146	\$	23,146	106%	\$2,611	\$3,314
30	S26849B	2020	Kia	Telluride	26	Trade on New	No	\$	26,055	\$	26,055	104%	\$4,028	\$1,353
31	S26965B	2017	Kia	Sportage	44	Trade on Used	No	\$	16,661	\$	15,153	90%	\$939	\$4,812
32	S26808A	2018	Chevrolet	Traverse	98	Trade on New	No	\$	23,151	\$	23,448	97%	\$1,023	\$158
33	S26390B	2019	Ford	Ranger	75	Trade on Used	No	\$	29,134	\$	28,500	98%	\$522	\$819
34	S27069LB	2022	Kia	Sportage	0	LBO Customer	No	\$	16,990	\$	16,990	100%	\$330	\$695
35	S26604A	2018	Chevrolet	Silverado	10	Trade on Used	No	\$	25,245	\$	23,940	106%	\$2,252	\$1,735
36	S26987A	2022	Kia	Sportage	10	Trade on New	No	\$	21,014	\$	20,680	106%	\$2,003	\$158
37	S27085	2022	Kia	Sorento	11	Trade on New	No	\$	34,000	\$	34,000	100%	\$5,252	\$1,158
38	S27203LB	2021	Kia	Forte	0	LBO Customer	No	\$	16,070	\$	16,070	100%	\$468	\$637
39	S27202LB	2021	Chevrolet	Silverado	0	LBO Customer	No							
40	S26828A	2022	Kia	Sportage	5	Trade on New	No	\$	23,885	\$	23,885	102%	\$3,235	\$1,615
41	S26902C	2012	Kia	Soul	24	Trade on Used	No							
42	S27196LB	2022	Kia	Forte	0	LBO Customer	No	\$	15,298	\$	15,298	100%	\$468	\$3,974
43	S27123B	2020	Chevrolet	Silverado	26	Trade on New	No	\$	38,554	\$	38,554	101%	\$6,515	\$2,776
44	S26970A	2020	Kia	Sportage	26	Trade on New	No	\$	18,999	\$	18,949	104%	\$3,973	\$3,590
45	S26838A	2022	Kia	K5	28	Trade on New	No	\$	27,621	\$	26,000	104%	\$2,751	\$583
46	S27175A	2017	Buick	Envision	5	Trade on New	No	\$	16,405	\$	15,000	106%	\$3,126	\$1,685
47	S27191LB	2022	Kia	Sportage	0	LBO Customer	No	\$	17,230	\$	17,230	100%	\$560	\$3,990
48	S26943A	2023	Kia	Sportage	78	Trade on Used	No	\$	31,168	\$	31,168	100%	\$2,172	\$872
49	S27049A	2015	Nissan	Rogue	28	Trade on New	No	\$	13,351	\$	13,185	106%	\$1,885	\$1,959
50	S27005A	2015	Honda	CR-V	6	Trade on New	No	\$	18,196	\$	18,196	105%	\$2,848	\$859
51	S26683A	2022	Lexus	NX 350	41	Trade on New	No	\$	44,225	\$	44,225	105%	\$3,983	\$2,505
52	S26826A	2021	Chevrolet	Equinox	67	Trade on New	No	\$	21,614	\$	21,150	101%	\$662	\$1,021
53	S27091A	2009	Jeep	Wrangler	11	Trade on New	No	\$	14,883	\$	14,883	106%	\$2,790	\$158

Scoreboard Totals

% Retailed of Non-Franchise Make	35%
Total # Retail Units	104
Avg. Days to Sale	42.8
Avg. Advertised Price (Time of Sale)	\$ 22,520
Avg. Transaction Price	\$ 22,098
Avg. Market Price at 100%	\$ 22,097
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 421
Avg. Front-End Gross	\$ 2,081
Avg. Finance Gross	\$ 1,983
PUVR	\$ 4,064
Total Gross (Units & PUVR)	\$ 422,688
GROI	155%
% with Trade	53%
Avg. Over/Under Allowance	(\$9)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Doug Short	Jack Weiging
% Retailed of Non-New Franchise	35%	38%	29%
Total # Retail Units	104	74	28
Avg. Days to Sale	42.8	42.8	44.9
Avg. Advertised Price (Time of Sale)	\$ 22,520	\$ 22,546	\$ 22,451
Avg. Transaction Price	\$ 22,098	\$ 22,198	\$ 21,835
Avg. Market Price at 100%	\$ 22,097	\$ 22,196	\$ 22,079
Avg. Price to Market % (Time of Sale)	102%	102%	102%
Avg. Transaction to Market	100%	100%	99%
Avg. Transactional Discount	\$ 421	\$ 348	\$ 617
Avg. Front-End Gross	\$ 2,081	\$ 1,991	\$ 2,319
Avg. Finance Gross	\$ 1,983	\$ 1,968	\$ 2,023
PUVR	\$ 4,064	\$ 3,959	\$ 4,342
Total Gross (Units & PUVR)	\$ 422,688	\$ 292,984	\$ 121,575
GROI	155%	150%	160%
% with Trade	53%	55%	50%
Avg. Over/Under Allowance	-9	-9	-10



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Amanda Collazo	Brandon Dockham
% Retailed of Non-New Franchise	35%	38%	50%
Total # Retail Units	104	13	10
Avg. Days to Sale	42.8	48.2	52.5
Avg. Advertised Price (Time of Sale)	\$ 22,520	\$ 20,062	\$ 18,115
Avg. Transaction Price	\$ 22,098	\$ 19,633	\$ 18,500
Avg. Market Price at 100%	\$ 22,097	\$ 19,998	\$ 18,365
Avg. Price to Market % (Time of Sale)	102%	100%	99%
Avg. Transaction to Market	100%	98%	101%
Avg. Transactional Discount	\$ 421	\$ 428	\$ (385)
Avg. Front-End Gross	\$ 2,081	\$ 1,221	\$ 1,741
Avg. Finance Gross	\$ 1,983	\$ 1,703	\$ 2,163
PUVR	\$ 4,064	\$ 2,924	\$ 3,904
Total Gross (Units & PUVR)	\$ 422,688	\$ 38,011	\$ 39,038
GROI	155%	111%	145%
% with Trade	53%	46%	50%
Avg. Over/Under Allowance	-9	0	-50



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

Hannah Blair	Taylor Turonek	Glenn Miller	Mark Whittaker
50%	30%	21%	36%
10	10	14	11
38.1	27.6	60.2	27.0
\$ 20,544	\$ 22,271	\$ 27,205	\$ 20,854
\$ 20,201	\$ 21,813	\$ 26,707	\$ 20,357
\$ 19,762	\$ 21,002	\$ 27,178	\$ 20,781
104%	106%	100%	100%
102%	104%	98%	98%
\$ 343	\$ 458	\$ 498	\$ 496
\$ 2,371	\$ 2,319	\$ 2,037	\$ 1,206
\$ 1,712	\$ 2,344	\$ 1,725	\$ 2,344
\$ 4,083	\$ 4,663	\$ 3,762	\$ 3,550
\$ 40,830	\$ 46,633	\$ 52,675	\$ 39,051
191%	279%	84%	233%
40%	80%	36%	45%
33	-208	7	0

DJ Brown	Tim Bickel	Roger Davis	Joe Hartman
27%	33%	40%	100%
11	9	5	1
57.7	14.9	31.2	238.0
\$ 29,302	\$ 22,697	\$ 18,577	\$ 16,019
\$ 27,845	\$ 22,200	\$ 18,927	\$ 15,000
\$ 28,961	\$ 22,062	\$ 18,358	\$ 15,112
101%	103%	101%	106%
96%	101%	103%	99%
\$ 1,457	\$ 497	\$ (350)	\$ 1,019
\$ 2,570	\$ 3,312	\$ 3,351	\$ (1,120)
\$ 2,384	\$ 1,920	\$ 1,762	\$ 977
\$ 4,953	\$ 5,232	\$ 5,112	\$ (143)
\$ 54,487	\$ 47,087	\$ 25,561	\$ (143)
111%	570%	312%	-1%
73%	67%	60%	0%
0	0	140	0

Cameron Barrier	Ron Major		
50%	0%	#DIV/0!	#DIV/0!
4	3	0	0
35.8	47.3	#DIV/0!	#DIV/0!
\$ 20,915	\$ 23,814	#DIV/0!	#DIV/0!
\$ 20,903	\$ 23,478	#DIV/0!	#DIV/0!
\$ 19,971	\$ 23,814	#DIV/0!	#DIV/0!
105%	100%	#DIV/0!	#DIV/0!
105%	99%	#DIV/0!	#DIV/0!
\$ 12	\$ 336	#DIV/0!	#DIV/0!
\$ 2,292	\$ 1,134	#DIV/0!	#DIV/0!
\$ 2,265	\$ 1,440	#DIV/0!	#DIV/0!
\$ 4,557	\$ 2,574	#DIV/0!	#DIV/0!
\$ 18,228	\$ 7,721	#DIV/0!	#DIV/0!
220%	83%	#DIV/0!	#DIV/0!
75%	33%	#DIV/0!	#DIV/0!
125	0	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Rob Rhodes	Jared Jolley
% Retailed of Non-New Franchise	35%	38%	32%
Total # Retail Units	104	52	50
Avg. Days to Sale	42.8	44.7	42.0
Avg. Advertised Price (Time of Sale)	\$ 22,520	\$ 22,876	\$ 22,150
Avg. Transaction Price	\$ 22,098	\$ 22,520	\$ 21,660
Avg. Market Price at 100%	\$ 22,097	\$ 22,629	\$ 21,681
Avg. Price to Market % (Time of Sale)	102%	101%	102%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ 421	\$ 356	\$ 489
Avg. Front-End Gross	\$ 2,081	\$ 2,132	\$ 2,028
Avg. Finance Gross	\$ 1,983	\$ 2,219	\$ 1,738
PUVR	\$ 4,064	\$ 4,351	\$ 3,766
Total Gross (Units & PUVR)	\$ 422,688	\$ 226,265	\$ 188,294
GROI	155%	156%	149%
% with Trade	53%	54%	54%
Avg. Over/Under Allowance	-9	-21	3



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	104	1	103
Avg. Days to Sale	42.8	13.0	43.0
Avg. Advertised Price (Time of Sale)	\$ 22,520	\$ 23,567	\$ 22,093
Avg. Transaction Price	\$ 22,098	\$ 22,600	\$ 22,093
Avg. Market Price at 100%	\$ 22,097	\$ 22,445	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	105%	#DIV/0!
Avg. Transaction to Market	100%	101%	#DIV/0!
Avg. Transactional Discount	\$ 421	\$ 967	\$ 416
Avg. Front-End Gross	\$ 2,081	\$ 1,853	\$ 2,083
Avg. Finance Gross	\$ 1,983	\$ 1,278	\$ 1,990
PUVR	\$ 4,064	\$ 3,131	\$ 4,074
Total Gross (Units & PUVR)	\$ 422,688	\$ 3,131	\$ 419,575
GROI	155%	384%	154%
% with Trade	53%	100%	52%
Avg. Over/Under Allowance	-9	0	-9



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	104	68	36
Avg. Days to Sale	42.8	36.4	54.8
Avg. Advertised Price (Time of Sale)	\$ 22,520	\$ 22,351	\$ 22,555
Avg. Transaction Price	\$ 22,098	\$ 21,849	\$ 22,555
Avg. Market Price at 100%	\$ 22,097	#DIV/0!	\$ 22,403
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	101%
Avg. Transaction to Market	100%	#DIV/0!	101%
Avg. Transactional Discount	\$ 421	\$ 502	\$ 274
Avg. Front-End Gross	\$ 2,081	\$ 2,019	\$ 2,195
Avg. Finance Gross	\$ 1,983	\$ 2,053	\$ 1,855
PUVR	\$ 4,064	\$ 4,072	\$ 4,050
Total Gross (Units & PUVR)	\$ 422,688	\$ 276,911	\$ 145,793
GROI	155%	185%	118%
% with Trade	53%	46%	67%
Avg. Over/Under Allowance	-9	43	-105



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	104	64	23
% of Retail Units	100%	62%	22%
% Retailed of Non-New Franchise	35%	36%	48%
Avg. Days to Sale	42.8	45.9	55.1
Avg. Transaction Price	\$ 22,098	\$ 24,295	\$ 18,682
Avg. Transaction to Market %	100%	101%	#DIV/0!
Avg. Transactional Discount	\$ 421	\$ 404	\$ 460
Avg. Front End Gross	\$ 2,081	\$ 2,445	\$ 1,861
Avg. Finance Gross	\$ 1,983	\$ 2,153	\$ 1,508
PUVR	\$ 4,064	\$ 4,598	\$ 3,369
Total Gross (Units & PUVR)	\$ 422,688	\$ 294,288	\$ 77,477
GROI	155%	148%	118%
% with Trade	53%	63%	61%
Avg. Over/Under Allowance	-9	9	-68



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	1	0	12
4%	1%	0%	12%
50%	0%	#DIV/0!	0%
56.3	13.0	#DIV/0!	0.0
\$ 17,826	\$ 13,000	#DIV/0!	\$ 18,529
97%	73%	#DIV/0!	#DIV/0!
\$ 521	\$ 4,943	#DIV/0!	\$ -
\$ 1,888	\$ 2,958	#DIV/0!	\$ 393
\$ 530	\$ 879	#DIV/0!	\$ 2,576
\$ 2,418	\$ 3,837	#DIV/0!	\$ 2,968
\$ 9,673	\$ 3,837	#DIV/0!	\$ 35,622
87%	817%	#DIV/0!	#DIV/0!
25%	0%	#DIV/0!	0%
0	0	#DIV/0!	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	104	42	16
% of Retail Units	100%	40%	15%
% Retailed of Non-New Franchise	35%	36%	44%
Avg. Days to Sale	42.8	15.0	38.2
Avg. Transaction Price	\$ 22,098	\$ 20,291	\$ 26,980
Avg. Transaction to Market %	100%	#DIV/0!	101%
Avg. Transactional Discount	\$ 421	\$ 467	\$ 557
Avg. Front End Gross	\$ 2,081	\$ 2,954	\$ 2,715
Avg. Finance Gross	\$ 1,983	\$ 1,914	\$ 2,034
PUVR	\$ 4,064	\$ 4,868	\$ 4,749
Total Gross (Units & PUVR)	\$ 422,688	\$ 204,443	\$ 75,989
GROI	155%	574%	166%
% with Trade	53%	60%	75%
Avg. Over/Under Allowance	-9	-26	-106



46-60 days	61-90 days	90+ days
3	18	13
3%	17%	13%
67%	33%	46%
55.7	72.5	133.2
\$ 22,943	\$ 21,312	\$ 25,704
98%	98%	95%
\$ 670	\$ 75	\$ 891
\$ 1,842	\$ 1,500	\$ 837
\$ 2,318	\$ 1,751	\$ 1,882
\$ 4,160	\$ 3,251	\$ 2,718
\$ 12,479	\$ 58,525	\$ 35,336
117%	76%	29%
33%	56%	54%
0	102	0