









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	A10556	22	GMC	SIERRA	23	Auction/Wholesale	Yes	\$ 64,495	\$ 64,495	98%	\$3,793	\$811
2	A10522	22	GMC	SIERRA	108	Auction/Wholesale	No	\$ 48,498	\$ 48,498	94%	(\$2,579)	\$432
3	233651B	8	Volvo	S80	50	Trade on Used	No	\$ 6,995	\$ 6,995	93%	\$2,268	\$0
4	243808A	17	Chevrolet	SILVERADO	125	Trade on New	No	\$ 25,998	\$ 25,998	96%	(\$670)	\$0
5	243770B	22	GMC	SIERRA	18	Trade on New	Yes	\$ 42,698	\$ 42,698	97%	\$1,614	\$1,067
6	A10534	21	GMC	ACADIA	54	Auction/Wholesale	Yes	\$ 27,590	\$ 27,590	98%	(\$2,228)	\$0
7	A10554	23	Chevrolet	SUBURBAN	19	Auction/Wholesale	No	\$ 62,295	\$ 62,295	99%	\$3,042	\$1,580
8	D4268	17	Ford	EXPLORER	25	Street/Curb Buy	No	\$ 21,598	\$ 21,598	97%	\$2,883	\$334
9	I4284	19	Chevrolet	SILVERADO	1	Other	No	\$ 33,866	\$ 33,866	98%	\$250	\$3,160
10	23164B	18	Ford	TAURUS	26	Trade on Used	No	\$ 17,288	\$ 17,288	94%	\$1,820	\$0
11	24154A	15	Chevrolet	Equinox	35	Trade on New	No	\$ 10,199	\$ 10,199	97%	\$743	\$0
12	244126A	21	Toyota	TUNDRA	10	Trade on New	No	\$ 48,998	\$ 48,998	98%	\$2,952	\$0
13	244042A	21	Toyota	TUNDRA	44	Trade on New	No	\$ 39,395	\$ 39,395	97%	\$1,174	\$971
14	A10547	22	GMC	SIERRA	24	Trade on New	Yes	\$ 51,688	\$ 51,688	99%	\$1,799	\$319
15	24142A	22	GMC	YUKON	43	Trade on New	Yes	\$ 48,990	\$ 48,990	98%	\$2,843	\$1,530
16	244150A	17	GMC	SIERRA	4	Trade on New	No	\$ 35,499	\$ 35,499	99%	\$986	\$2,143
17	A10549	22	GMC	SIERRA	25	Auction/Wholesale	Yes	\$ 50,399	\$ 50,399	98%	\$2,253	\$3,152
18	243980A	18	Mercedes-Benz	GLE 350	23	Trade on Used	No	\$ 23,890	\$ 23,890	94%	\$4,130	\$0
19	I4252	21	Chevrolet	Equinox	69	Street/Curb Buy	No	\$ 21,788	\$ 21,788	93%	(\$675)	\$0
20	24136A	22	GMC	SIERRA	13	Trade on New	Yes	\$ 41,898	\$ 41,898	99%	\$1,965	\$4,160
21	24166A	20	GMC	SIERRA	8	Trade on New	No	\$ 48,989	\$ 48,989	99%	\$3,407	\$237
22	A10546	21	Ram	1500	29	Auction/Wholesale	No	\$ 42,688	\$ 42,688	97%	\$770	\$1,735
23	I4285	17	GMC	YUKON	1	Other	No	\$ 32,954	\$ 32,954	98%	\$252	\$349
24	234085A	22	Buick	ENVISION	60	Trade on New	Yes	\$ 31,799	\$ 31,799	97%	(\$217)	\$2,881
25	24156AA	21	Chevrolet	SILVERADO	25	Trade on Used	No	\$ 38,399	\$ 38,399	96%	\$1,119	\$0
26	D4280	20	Ford	MUSTANG	14	Street/Curb Buy	No	\$ 25,988	\$ 25,988	95%	\$3,904	\$232
27	A10539	22	GMC	SIERRA	53	Auction/Wholesale	No	\$ 46,988	\$ 46,988	98%	\$780	\$3,177
28	244171A	17	Jeep	CHEROKEE	14	Trade on New	No	\$ 20,290	\$ 20,290	97%	\$2,092	\$0

29	A10552	20	Chevrolet	BLAZER	35	Auction/Wholesale	Yes	\$	30,988	\$	30,988	96%	\$413	\$761
30	24149A	21	GMC	ACADIA	20	Trade on New	Yes	\$	30,688	\$	30,688	98%	\$3,073	\$0
31	A10556A	18	Chevrolet	SILVERADO	10	Trade on Used	No	\$	48,788	\$	48,788	98%	\$5,157	\$3,158
32	L10563	22	GMC	ACADIA	11	LBO Customer	No	\$	31,999	\$	31,999	100%	\$3,442	\$3,124
33	A10538	23	GMC	SIERRA	57	Auction/Wholesale	No	\$	47,688	\$	47,688	98%	\$381	\$2,130
34	A10555	21	Ford	EDGE	30	Auction/Wholesale	No	\$	25,788	\$	25,788	94%	(\$912)	\$3,614
35	24163A	23	Chevrolet	TRAVERSE	18	Trade on New	Yes	\$	31,288	\$	31,288	99%	\$2,676	\$335
36	233646A	15	Buick	ENCORE	28	Trade on New	No	\$	14,995	\$	14,995	98%	\$3,518	\$761
37	23139A	19	Buick	ENVISION	62	Trade on New	No	\$	21,599	\$	21,599	97%	\$1,334	\$949
38	A10529	21	Buick	ENCLAVE	79	Auction/Wholesale	No	\$	29,098	\$	29,098	95%	(\$995)	\$0
39	24175A	11	Chevrolet	Equinox	14	Trade on New	No	\$	9,556	\$	9,556	98%	\$3,277	\$956
40	A10541	21	GMC	ACADIA	64	Auction/Wholesale	Yes	\$	28,377	\$	28,377	94%	(\$2,199)	\$2,614
41	A10558	21	Chevrolet	BLAZER	38	Auction/Wholesale	Yes	\$	30,793	\$	30,793	98%	\$1,997	\$1,807
42	24142B	18	Subaru	OUTBACK	19	Trade on Used	No	\$	21,298	\$	21,298	97%	\$4,488	\$0
43	I4293	22	Mercedes-Benz	GLE 350	19	Other	No	\$	46,964	\$	49,964	94%	(\$2,750)	\$1,999
44	243770C	22	Chevrolet	SILVERADO	18	Trade on New	Yes	\$	42,698	\$	42,698	99%	\$1,614	\$1,067
45	244206A	15	Cadillac	SRX	82	Trade on Used	No	\$	13,993	\$	13,993	97%	\$1,781	\$0
46	A10559	23	GMC	ACADIA	41	Auction/Wholesale	No	\$	34,299	\$	34,299	98%	\$1,277	\$760
47	A10542	18	GMC	TERRAIN	34	Trade on Used	No	\$	19,998	\$	19,998	96%	\$2,166	\$0
48	I4290	23	GMC	ACADIA	4	Other	No	\$	33,149	\$	33,149	98%	\$250	\$3,103
49	24149B	19	Volkswagen	ATLAS	84	Trade on Used	No	\$	22,993	\$	22,993	97%	\$3,958	\$0
50	I4288	21	Chevrolet	BLAZER	3	Other	No	\$	26,133	\$	26,133	99%	(\$55)	\$1,251
51	A10575	20	Buick	ENCLAVE	7	Auction/Wholesale	No	\$	18,592	\$	18,592	98%	\$2,417	\$0
52	I4292	19	Chevrolet	SILVERADO	1	Other	No	\$	26,900	\$	26,900	97%	\$705	\$1,000
53	I4294	16	Ram	1500	1	Other	No	\$	24,666	\$	24,666	98%	\$2,250	\$1,051

## Scoreboard Totals

% Retailed of Non-Franchise Make	57%
Total # Retail Units	127
Avg. Days to Sale	29.9
Avg. Advertised Price (Time of Sale)	\$ 30,772
Avg. Transaction Price	\$ 30,796
Avg. Market Price at 100%	\$ 31,532
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ (24)
Avg. Front-End Gross	\$ 1,620
Avg. Finance Gross	\$ 1,138
PUVR	\$ 2,758
Total Gross (Units & PUVR)	\$ 350,203
GROI	108%
% with Trade	41%
Avg. Over/Under Allowance	\$0



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	PIERCE VALK	DEVEN KNOWLTON
% Retailed of Non-New Franchise	57%	51%	66%
Total # Retail Units	127	67	59
Avg. Days to Sale	29.9	31.3	28.4
Avg. Advertised Price (Time of Sale)	\$ 30,772	\$ 32,978	\$ 27,695
Avg. Transaction Price	\$ 30,796	\$ 32,978	\$ 27,745
Avg. Market Price at 100%	\$ 31,532	\$ 33,845	\$ 28,399
Avg. Price to Market % (Time of Sale)	98%	97%	98%
Avg. Transaction to Market	98%	97%	98%
Avg. Transactional Discount	\$ (24)	\$ -	\$ (51)
Avg. Front-End Gross	\$ 1,620	\$ 1,483	\$ 1,738
Avg. Finance Gross	\$ 1,138	\$ 1,437	\$ 803
PUVR	\$ 2,758	\$ 2,920	\$ 2,541
Total Gross (Units & PUVR)	\$ 350,203	\$ 195,672	\$ 149,927
GROI	108%	102%	116%
% with Trade	41%	34%	47%
Avg. Over/Under Allowance	0	0	0









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	JACOBO CASTANED	KIM MICHALSKI
% Retailed of Non-New Franchise	57%	57%	48%
Total # Retail Units	127	23	25
Avg. Days to Sale	29.9	21.9	31.1
Avg. Advertised Price (Time of Sale)	\$ 30,772	\$ 28,886	\$ 29,161
Avg. Transaction Price	\$ 30,796	\$ 28,886	\$ 29,161
Avg. Market Price at 100%	\$ 31,532	\$ 29,460	\$ 30,092
Avg. Price to Market % (Time of Sale)	98%	98%	97%
Avg. Transaction to Market	98%	98%	97%
Avg. Transactional Discount	\$ (24)	\$ -	\$ -
Avg. Front-End Gross	\$ 1,620	\$ 2,458	\$ 1,523
Avg. Finance Gross	\$ 1,138	\$ 792	\$ 1,179
PUVR	\$ 2,758	\$ 3,249	\$ 2,702
Total Gross (Units & PUVR)	\$ 350,203	\$ 74,737	\$ 67,546
GROI	108%	185%	107%
% with Trade	41%	35%	32%
Avg. Over/Under Allowance	0	0	0



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

ERIK WRIGHT	JACOB MARTIN	HEITH FAKHOURI	TONYA RAKUN
61%	82%	50%	55%
31	11	8	29
27.7	29.6	37.8	35.6
\$ 34,070	\$ 31,129	\$ 31,598	\$ 29,767
\$ 34,070	\$ 31,402	\$ 31,598	\$ 29,767
\$ 34,904	\$ 32,071	\$ 32,331	\$ 30,538
98%	97%	98%	97%
98%	98%	98%	97%
\$ -	\$ (273)	\$ -	\$ -
\$ 1,481	\$ 1,191	\$ 2,241	\$ 1,179
\$ 1,372	\$ 893	\$ 1,832	\$ 1,027
\$ 2,853	\$ 2,084	\$ 4,073	\$ 2,206
\$ 88,438	\$ 22,924	\$ 32,587	\$ 63,971
109%	81%	123%	75%
58%	36%	38%	38%
0	0	0	0





























**Scoreboard***(Click on the blue header to access the dropdown)*

<b>Finance Manager</b>	<b>Totals</b>	<b>PIERCE VALK</b>	<b>DEVEN KNOWLTON</b>
% Retailed of Non-New Franchise	57%	48%	64%
Total # Retail Units	127	61	44
Avg. Days to Sale	29.9	29.6	30.3
Avg. Advertised Price (Time of Sale)	\$ 30,772	\$ 33,676	\$ 28,008
Avg. Transaction Price	\$ 30,796	\$ 33,676	\$ 28,008
Avg. Market Price at 100%	\$ 31,532	\$ 34,490	\$ 28,706
Avg. Price to Market % (Time of Sale)	98%	98%	98%
Avg. Transaction to Market	98%	98%	98%
Avg. Transactional Discount	\$ (24)	\$ -	\$ -
Avg. Front-End Gross	\$ 1,620	\$ 1,685	\$ 1,865
Avg. Finance Gross	\$ 1,138	\$ 1,574	\$ 915
PUVR	\$ 2,758	\$ 3,259	\$ 2,780
Total Gross (Units & PUVR)	\$ 350,203	\$ 198,818	\$ 122,341
GROI	108%	118%	118%
% with Trade	41%	39%	45%
Avg. Over/Under Allowance	0	0	0



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

MEGAN SCHMIDT			
73%	#DIV/0!	#DIV/0!	#DIV/0!
22	0	0	0
29.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,246	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,383	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,184	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (136)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 949	#DIV/0!	#DIV/0!	#DIV/0!
\$ 371	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,320	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,044	#DIV/0!	#DIV/0!	#DIV/0!
56%	#DIV/0!	#DIV/0!	#DIV/0!
36%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	127	26	101
Avg. Days to Sale	29.9	29.5	30.0
Avg. Advertised Price (Time of Sale)	\$ 30,772	\$ 40,615	\$ 28,268
Avg. Transaction Price	\$ 30,796	\$ 40,615	\$ 28,268
Avg. Market Price at 100%	\$ 31,532	\$ 41,339	\$ 29,051
Avg. Price to Market % (Time of Sale)	98%	98%	97%
Avg. Transaction to Market	98%	98%	97%
Avg. Transactional Discount	\$ (24)	\$ -	\$ (30)
Avg. Front-End Gross	\$ 1,620	\$ 1,808	\$ 1,571
Avg. Finance Gross	\$ 1,138	\$ 1,582	\$ 1,023
PUVR	\$ 2,758	\$ 3,391	\$ 2,594
Total Gross (Units & PUVR)	\$ 350,203	\$ 88,161	\$ 262,042
GROI	108%	102%	110%
% with Trade	41%	58%	37%
Avg. Over/Under Allowance	0	0	0



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	127	54	73
Avg. Days to Sale	29.9	30.5	29.5
Avg. Advertised Price (Time of Sale)	\$ 30,772	\$ 35,689	\$ 27,176
Avg. Transaction Price	\$ 30,796	\$ 35,689	\$ 27,176
Avg. Market Price at 100%	\$ 31,532	\$ 36,532	\$ 27,894
Avg. Price to Market % (Time of Sale)	98%	98%	97%
Avg. Transaction to Market	98%	98%	97%
Avg. Transactional Discount	\$ (24)	\$ -	\$ (41)
Avg. Front-End Gross	\$ 1,620	\$ 1,457	\$ 1,741
Avg. Finance Gross	\$ 1,138	\$ 1,388	\$ 952
PUVR	\$ 2,758	\$ 2,844	\$ 2,693
Total Gross (Units & PUVR)	\$ 350,203	\$ 153,603	\$ 196,601
GROI	108%	94%	121%
% with Trade	41%	50%	34%
Avg. Over/Under Allowance	0	0	0



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	127	46	27
% of Retail Units	100%	36%	21%
% Retailed of Non-New Franchise	57%	57%	67%
Avg. Days to Sale	29.9	28.8	36.9
Avg. Transaction Price	\$ 30,796	\$ 29,274	\$ 23,794
Avg. Transaction to Market %	98%	98%	97%
Avg. Transactional Discount	\$ (24)	\$ -	\$ -
Avg. Front End Gross	\$ 1,620	\$ 2,562	\$ 2,408
Avg. Finance Gross	\$ 1,138	\$ 1,119	\$ 657
PUVR	\$ 2,758	\$ 3,680	\$ 3,066
Total Gross (Units & PUVR)	\$ 350,203	\$ 169,294	\$ 82,770
GROI	108%	157%	126%
% with Trade	41%	57%	30%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
7	26	0	2
6%	20%	0%	2%
86%	38%	#DIV/0!	0%
43.6	42.7	#DIV/0!	6.0
\$ 44,052	\$ 38,020	#DIV/0!	\$ 25,301
95%	97%	#DIV/0!	100%
\$ -	\$ -	#DIV/0!	\$ -
\$ 272	\$ 512	#DIV/0!	\$ 1,721
\$ 479	\$ 1,780	#DIV/0!	\$ 1,664
\$ 751	\$ 2,292	#DIV/0!	\$ 3,385
\$ 5,259	\$ 59,595	#DIV/0!	\$ 6,769
14%	51%	#DIV/0!	803%
14%	42%	#DIV/0!	50%
0	0	#DIV/0!	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	19
0%	0%	15%
#DIV/0!	#DIV/0!	68%
#DIV/0!	#DIV/0!	2.5
#DIV/0!	#DIV/0!	\$ 30,238
#DIV/0!	#DIV/0!	98%
#DIV/0!	#DIV/0!	\$ (158)
#DIV/0!	#DIV/0!	\$ 221
#DIV/0!	#DIV/0!	\$ 1,174
#DIV/0!	#DIV/0!	\$ 1,396
#DIV/0!	#DIV/0!	\$ 26,516
#DIV/0!	#DIV/0!	658%
#DIV/0!	#DIV/0!	26%
#DIV/0!	#DIV/0!	0

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	127	78	20
% of Retail Units	100%	61%	16%
% Retailed of Non-New Franchise	57%	58%	60%
Avg. Days to Sale	29.9	13.5	38.4
Avg. Transaction Price	\$ 30,796	\$ 30,931	\$ 27,170
Avg. Transaction to Market %	98%	98%	98%
Avg. Transactional Discount	\$ (24)	\$ (38)	\$ -
Avg. Front End Gross	\$ 1,620	\$ 2,253	\$ 1,663
Avg. Finance Gross	\$ 1,138	\$ 1,070	\$ 1,316
PUVR	\$ 2,758	\$ 3,323	\$ 2,979
Total Gross (Units & PUVR)	\$ 350,203	\$ 259,213	\$ 59,578
GROI	108%	286%	103%
% with Trade	41%	47%	35%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
12	14	3
9%	11%	2%
58%	57%	33%
53.2	71.3	112.7
\$ 30,758	\$ 32,578	\$ 43,274
97%	95%	95%
\$ -	\$ -	\$ -
\$ 472	\$ (386)	\$ (1,184)
\$ 1,675	\$ 665	\$ 1,765
\$ 2,147	\$ 279	\$ 581
\$ 25,765	\$ 3,903	\$ 1,744
47%	4%	4%
33%	29%	0%
0	0	0