

Desk Manager(s)	Finance Manager(s)
BILLY	ADEL
MARK	MATT
LUIS	GEORGE
BFLO	
GFLO	

EMY

#	Year	Make	Model	Days in Stock	Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front End-Gross	Finance Gross
ex.	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$1,000
1	2017	FORD	Edge	12	Trade on New	No	\$ 29,990	\$ 29,715	95%	\$1,800	\$1,457.00
2	2016	FORD	Explorer	22	Trade on New	no	\$ 28,990	\$ 28,384	91%	\$2,015	\$1,934.73
3	2010	FORD	Escape	4	Trade on New	No		\$ 4,500		(\$732)	
4	2017	LINCOLN	Navigator	79	LBO Customer	No	\$ 62,990	\$ 61,000	98%	\$285	\$649.00
5	2015	FORD	Focus	11	Auction/Wholesale	No	\$ 12,990	\$ 12,990	111%	\$975	
6	2017	CHEVROLET	Traverse	38	LBO Customer	No	\$ 21,990	\$ 21,990	91%	\$1,500	
7	2012	FORD	F250	99	Trade on Used	No	\$ -	\$ 22,154	0%	\$3,000	
8	2018	FORD	F150	31	LBO Customer	No	\$ 34,990	\$ 33,800	87%	\$1,976	
9	2016	FORD	F150	2	Trade on New	No	\$ -	\$ 36,000	0%	\$1,500	
10	2006	FORD	Mustang	2	Trade on New	No	\$ -	\$ 9,500	0%	\$2,000	
11	2017	FORD	Fusion	75	LBO Customer	No	\$ 17,490	\$ 17,490	86%	\$167	\$873.53
12	2015	FORD	Escape	66	Auction/Wholesale	No	\$ 16,490	\$ 15,969	108%	\$680	\$647.00
13	2014	FORD	Fusion	8	Trade on Used	No	\$ 13,490	\$ 13,490	107%	\$2,215	
14	2016	FORD	escape	85	LBO Customer	No	\$ 18,990	\$ 18,490	94%	\$750	\$513.00
15	2014	CHRYSLER	300	103	Trade on New	No	\$ 18,790	\$ 18,790	90%	(\$500)	\$518.00
16	2014	FORD	fusion	5	Trade on New	No	\$ 12,990	\$ 12,990	105%	\$1,839	\$839.11
17	2016	CHEVROLET	Malibu	10	Trade on New	No		\$ 16,000		\$2,000	
18	2014	Lincoln	MKZ	13	Trade on New	No		\$ 9,500		\$1,500	
19	2015	LINCOLN	mkc	111	Trade on New	No	\$ 25,990	\$ 25,677	90%	\$0	
20	2017	FORD	F150	33	Trade on New	No	\$ 40,990	\$ 40,000	93%	\$966	
21	2014	FORD	Escape	172	Auction/Wholesale	No	\$ 14,690	\$ 14,690	85%	\$78	
22	2015	FORD	Edge	4	Trade on Used	No	\$ 17,990	\$ 17,990	96%	\$1,305	\$500.00
23	2016	Ford	F150	2	Trade on New	No	\$ -	\$ 32,500	0%	\$2,500	
24	2017	FORD	Fusion	28	Auction/Wholesale	No	\$ 22,990	\$ 21,658	111%	\$637	
25	2017	LINCOLN	MKX	73	Trade on New	No	\$ 34,690	\$ 34,000	94%	\$1,254	
26	2016	FORD	Escape	66	Auction/Wholesale	No	\$ 16,990	\$ 16,490	105%	\$534	
27	2017	FORD	Escape	20	Trade on New	No	\$ 17,990	\$ 17,715	92%	\$1,100	\$1,173.00
28	2014	FORD	Explorer	9	Trade on New	No	\$ 24,990	\$ 24,990	110%	\$3,243	\$1,502.06
29	2015	FORD	Escape	87	Auction/Wholesale	No	\$ 15,490	\$ 15,490	89%	(\$532)	\$1,227.00
30	2017	LINCOLN	MKX	99	LBO Customer	No	\$ 33,990	\$ 33,321	88%	(\$433)	
31	2016	FORD	Escape	23	Trade on Used	No	\$ 19,990	\$ 19,567	102%	\$1,203	\$536.00
32	2014	FORD	Escape	41	Trade on New	No	\$ 13,990	\$ 13,990	100%	\$922	
33	2016	FORD	escape	21	Trade on New	No	\$ 16,490	\$ 15,203	102%	(\$100)	\$1,812.00
34	2015	LINCOLN	MKZ	5	Trade on Used	No	\$ 19,990	\$ 19,990	98%	\$922	
35	2016	FORD	focus	8	Auction/Wholesale	No	\$ 13,990	\$ 13,990	101%	\$456	
36	2017	FORD	explorer	34	LBO Customer	No	\$ 38,990	\$ 38,143	102%	\$723	\$1,363.29
37	2015	CHEVROLET	Cruze	3	Trade on New	No	\$ 14,990	\$ 14,990	113%	\$2,465	
38	2015	FORD	Transit								\$866.00
39	2016	FORD	F250	19	Street/Curb Buy	no	\$ 33,490	\$ 33,276	91%	\$3,645	
40	2016	FORD	F150	16	Trade on New	no	\$ 31,490	\$ 31,215	87%	\$1,358	
41	2017	FORD	F150	10	Trade on New	No	\$ 42,990	\$ 41,212	94%	\$1,698	
42	2015	LINCOLN	MKC	66	Trade on New	no	\$ 21,990	\$ 21,745	97%	(\$321)	\$1,281.00
43	2015	FORD	Escape	32	Auction/Wholesale	No	\$ 14,490	\$ 14,490	94%	\$348	\$1,296.00
44	2014	CADILLAC	SRX	4	Trade on New	No	\$ 28,990	\$ 28,715	117%	\$5,200	\$2,456

45	2017	FORD	F250	29	Trade on New	No	\$ 72,990	\$ 71,837	96%	\$3,371	\$4,245
46	2010	FORD	escape	11	Trade on New	No		\$ 10,000		\$3,753	\$500
47	2015	FORD	escape	66	Auction/Wholesale	No	\$ 16,990	\$ 16,380	110%	\$0	\$500
48	2016	DODGE	Ram	6	Trade on New	No	\$ 32,690	\$ 32,690	93%	\$721	\$1,674
49	2015	FORD	Transit	66	Street/Curb Buy	no	\$ 23,990	\$ 23,990	94%	\$1,900	\$2,345
50	2017	FORD	f150	3	LBO Customer	No	\$ 36,990	\$ 36,000	105%	\$987	\$124
51	2018	LINCOLN	MKC	11	Trade on New	No	\$ 31,990	\$ 31,990	95%	\$3,300	\$1,253
52	2017	FORD	Escape	24	Trade on New	no	\$ 23,490	\$ 22,932	95%	\$653	\$1,600
53	2015	FORD	Focus	62	Auction/Wholesale	No	\$ 15,490	\$ 15,000	93%	(\$312)	\$4,329

Scoreboard Totals

% Retailed of Non-New Franchise	16%
Total # Retail Units	88
Avg. Days to Sale	33.9
Avg. Advertised Price (Time of Sale)	\$ 23,733
Avg. Transaction Price	\$ 23,638
Avg. Market Price at 100%	\$ 25,587
Avg. Price to Market % (Time of Sale)	93%
Avg. Transaction to Market	92%
Avg. Transactional Discount	\$ (2,112)
Avg. Front-End Gross	\$ 1,258
Avg. Finance Gross	\$ 1,126
PUVR	\$ 2,045
Total Gross (Units & PUVR)	\$ 179,960
GROI	92%



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	
% Retailed of Non-New Franchise	16%	#DIV/0!
Total # Retail Units	88	0
Avg. Days to Sale	33.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,733	#DIV/0!
Avg. Transaction Price	\$ 23,638	#DIV/0!
Avg. Market Price at 100%	\$ 25,587	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!
Avg. Transactional Discount	\$ (2,112)	#DIV/0!
Avg. Front-End Gross	\$ 1,258	#DIV/0!
Avg. Finance Gross	\$ 1,126	#DIV/0!
PUVR	\$ 2,045	#DIV/0!
Total Gross (Units & PUVR)	\$ 179,960	#DIV/0!
GROI	92%	#DIV/0!



umber for each column.)

	BILLY	MARK
#DIV/0!	18%	18%
0	40	28
#DIV/0!	33.2	33.8
#DIV/0!	\$ 23,658	\$ 21,369
#DIV/0!	\$ 24,039	\$ 20,526
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ (2,155)	\$ (2,974)
#DIV/0!	\$ 1,234	\$ 1,126
#DIV/0!	\$ 1,095	\$ 1,297
#DIV/0!	\$ 2,082	\$ 2,012
#DIV/0!	\$ 83,282	\$ 56,339
#DIV/0!	94%	104%

LUIS	BFLO	GFLO
13%	11%	0%
8	9	1
27.1	46.2	10.0
\$ 24,929	\$ 26,879	\$ 42,990
\$ 27,268	\$ 26,353	\$ 41,212
#DIV/0!	\$ 28,874	\$ 45,734
#DIV/0!	93%	94%
#DIV/0!	91%	90%
\$ (2,339)	\$ 526	\$ 1,778
\$ 1,961	\$ 1,090	\$ 1,698
\$ 1,474	\$ 336	#DIV/0!
\$ 2,883	\$ 1,277	\$ 1,698
\$ 23,061	\$ 11,490	\$ 1,698
140%	38%	148%

Scoreboard		<i>(Click on the blue head</i>	
Sales Consultant	Totals	MOE	
% Retailed of Non-New Franchise	16%	7%	
Total # Retail Units	88	15	
Avg. Days to Sale	33.9	28.5	
Avg. Advertised Price (Time of Sale)	\$ 23,733	\$ 23,190	
Avg. Transaction Price	\$ 23,638	\$ 22,690	
Avg. Market Price at 100%	\$ 25,587	\$ 22,852	
Avg. Price to Market % (Time of Sale)	93%	101%	
Avg. Transaction to Market	92%	99%	
Avg. Transactional Discount	\$ (2,112)	\$ 500	
Avg. Front-End Gross	\$ 1,258	\$ 1,119	
Avg. Finance Gross	\$ 1,126	\$ 707	
PUVR	\$ 2,045	\$ 1,732	
Total Gross (Units & PUVR)	\$ 179,960	\$ 25,984	
GROI	92%	96%	



Click on the dropdown arrow to access the dropdown list, then scroll up to select the staff member

ZACH	HOUSE	LUIS
0%	25%	33%
15	24	3
46.8	29.0	4.0
\$ 24,540	\$ 27,328	\$ 26,490
\$ 24,772	\$ 28,530	\$ 25,858
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,868)	\$ (8,332)	\$ 633
\$ 308	\$ 1,831	\$ 3,481
\$ 1,564	\$ 948	\$ 2,178
\$ 1,247	\$ 2,325	\$ 6,316
\$ 18,702	\$ 55,806	\$ 18,947
39%	101%	2198%

umber for each column.)

MARK	GIBBY	KOURTNEY
#DIV/0!	20%	#DIV/0!
0	5	0
#DIV/0!	19.3	#DIV/0!
#DIV/0!	\$ 19,240	#DIV/0!
#DIV/0!	\$ 19,116	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ 124	#DIV/0!
#DIV/0!	\$ 1,908	#DIV/0!
#DIV/0!	\$ 1,843	#DIV/0!
#DIV/0!	\$ 2,829	#DIV/0!
#DIV/0!	\$ 14,144	#DIV/0!
#DIV/0!	277%	#DIV/0!

PETER	BRYAN	DEE
0%	33%	20%
2	3	10
22.0	20.0	40.0
\$ 23,240	\$ 23,240	\$ 20,870
\$ 22,995	\$ 18,466	\$ 20,567
\$ 24,306	#DIV/0!	\$ 21,285
96%	#DIV/0!	98%
95%	#DIV/0!	97%
\$ 245	\$ (2,973)	\$ 303
\$ 1,751	\$ 1,331	\$ 949
\$ 877	\$ 867	\$ 1,287
\$ 2,628	\$ 2,198	\$ 1,979
\$ 5,255	\$ 6,594	\$ 19,789
187%	214%	87%

DES	JUAN	
0%	#DIV/0!	#DIV/0!
1	0	0
21.0	#DIV/0!	#DIV/0!
\$ 13,490	#DIV/0!	#DIV/0!
\$ 13,490	#DIV/0!	#DIV/0!
\$ 13,225	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 234	#DIV/0!	#DIV/0!
\$ 1,154	#DIV/0!	#DIV/0!
\$ 1,388	#DIV/0!	#DIV/0!
\$ 1,388	#DIV/0!	#DIV/0!
176%	#DIV/0!	#DIV/0!

Scoreboard*(Click on the blue head*

Finance Manager	Totals	
% Retailed of Non-New Franchise	16%	#DIV/0!
Total # Retail Units	88	0
Avg. Days to Sale	33.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,733	#DIV/0!
Avg. Transaction Price	\$ 23,638	#DIV/0!
Avg. Market Price at 100%	\$ 25,587	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!
Avg. Transactional Discount	\$ (2,112)	#DIV/0!
Avg. Front-End Gross	\$ 1,258	#DIV/0!
Avg. Finance Gross	\$ 1,126	#DIV/0!
PUVR	\$ 2,045	#DIV/0!
Total Gross (Units & PUVR)	\$ 179,960	#DIV/0!
GROI	92%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	88	0
Avg. Days to Sale	33.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,733	#DIV/0!
Avg. Transaction Price	\$ 23,638	#DIV/0!
Avg. Market Price at 100%	\$ 25,587	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!
Avg. Transactional Discount	\$ (2,112)	#DIV/0!
Avg. Front-End Gross	\$ 1,258	#DIV/0!
Avg. Finance Gross	\$ 1,126	#DIV/0!
PUVR	\$ 2,045	#DIV/0!
Total Gross (Units & PUVR)	\$ 179,960	#DIV/0!
GROI	92%	#DIV/0!



No	
	87
	33.9
\$	23,638
\$	23,638
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	(2,112)
\$	1,258
\$	1,130
\$	2,045
\$	177,915
	92%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	88	74
Avg. Days to Sale	33.9	35.1
Avg. Advertised Price (Time of Sale)	\$ 23,733	\$ 23,797
Avg. Transaction Price	\$ 23,638	\$ 24,225
Avg. Market Price at 100%	\$ 25,587	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!
Avg. Transactional Discount	\$ (2,112)	\$ (2,439)
Avg. Front-End Gross	\$ 1,258	\$ 1,133
Avg. Finance Gross	\$ 1,126	\$ 1,050
PUVR	\$ 2,045	\$ 1,845
Total Gross (Units & PUVR)	\$ 179,960	\$ 136,495
GROI	92%	78%



No	
	14
	28.0
\$	20,706
\$	20,706
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	(679)
\$	1,847
\$	1,279
\$	2,852
\$	39,933
	177%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	88	49
% of Retail Units	100%	56%
% Retailed of Off-Brand	16%	24%
Avg. Days to Sale	33.9	28.1
Avg. Transaction Price	\$ 23,638	\$ 23,043
Avg. Transaction to Market %	92%	#DIV/0!
Avg. Transactional Discount	\$ (2,112)	\$ (2,203)
Avg. Front End Gross	\$ 1,258	\$ 1,393
Avg. Finance Gross	\$ 1,126	\$ 1,309
PUVR	\$ 2,045	\$ 2,318
Total Gross (Units & PUVR)	\$ 179,960	\$ 113,585
GROI	92%	129%



Trade on Used	Street/Curb buy	Auction/wholesale
8	3	13
9%	3%	15%
0%	0%	8%
27.1	38.7	51.2
\$ 16,523	\$ 27,463	\$ 17,663
#DIV/0!	92%	#DIV/0!
\$ (2,531)	\$ 360	\$ (2,426)
\$ 1,479	\$ 2,661	\$ 711
\$ 637	\$ 1,173	\$ 1,282
\$ 1,877	\$ 3,443	\$ 1,499
\$ 15,014	\$ 10,329	\$ 19,490
151%	117%	60%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
0	14	0
0%	16%	0%
#DIV/0!	7%	#DIV/0!
#DIV/0!	40.1	#DIV/0!
#DIV/0!	\$ 34,470	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ (1,802)	#DIV/0!
#DIV/0!	\$ 889	#DIV/0!
#DIV/0!	\$ 666	#DIV/0!
#DIV/0!	\$ 1,412	#DIV/0!
#DIV/0!	\$ 19,770	#DIV/0!
#DIV/0!	37%	#DIV/0!

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	88	45
% of Retail Units	100%	51%
% Retailed of Off-Brand	16%	16%
Avg. Days to Sale	33.9	12.4
Avg. Transaction Price	\$ 23,638	\$ 24,489
Avg. Transaction to Market %	92%	#DIV/0!
Avg. Transactional Discount	\$ (2,112)	\$ (4,714)
Avg. Front End Gross	\$ 1,258	\$ 1,611
Avg. Finance Gross	\$ 1,126	\$ 1,078
PUVR	\$ 2,045	\$ 2,689
Total Gross (Units & PUVR)	\$ 179,960	\$ 121,017
GROI	92%	320%



31-45 days	46-60 days	61-90 days	90+ days
19	1	14	5
22%	1%	16%	6%
21%	0%	7%	20%
35.7	60.0	71.8	116.8
\$ 23,430	\$ 16,493	\$ 22,039	\$ 22,926
89%	92%	#DIV/0!	#DIV/0!
\$ 4,323	\$ 497	\$ (2,283)	\$ (4,234)
\$ 1,242	\$ 1,000	\$ 280	\$ 429
\$ 854	\$ 2,183	\$ 1,265	\$ 518
\$ 2,096	\$ 3,183	\$ 1,544	\$ 947
\$ 39,819	\$ 3,183	\$ 21,619	\$ 4,735
90%	116%	35%	13%