

Desk Manager(s)	Finance Manager(s)
SKELDON	ANKRIM
CLARK	BROZIE
DILLON II	





Sales Consultant(s)	New Car Franchise(s)
CULBERTSON	LINCOLN
BAHEN	
SONGAILO	
HAIRSTON-MARSH	
ZELLNER III	
BURNSIDE	
RODNEY	
BROWN	
culbertson	
BAKER	
HARTNETT	





Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	A20004A	18	LINC	MKT	8	tradein	yes	39985	39485	98.75%	4350.2	214.2
2	C19007A	15	JEEP	GRAND CHEROKEE	9	tradein	no	26985	24500	90.79%	3142.86	2545.98
3	C19023A	16	LINC	MKX	89	tradein	yes	27985	29398	105.05%	-248.13	2820
4	C19023B	08	FORD	FOCUS	7	tradein	no	4985	4360.7	87.48%	1258.6	
5	C19026A	15	CADI	ATS	83	tradein	no	16985	16985	100.00%	-239.26	1459.62
6	C19078A	16	LINC	MKC	126	tradein	yes	19985	19985	100.00%	-1215.69	1111.23
7	C19078B	15	NISS	VERSA	15	tradein	no	9985	9985	100.00%	2507.76	1018.9
8	C19195A	13	LINC	MKX	6	tradein	no	13985	13695.45	97.93%	2049.9	
9	C19208A	17	FORD	TAURUS	78	tradein	no	17985	12355.62	68.70%	-1551.75	687.5
10	C19208B	07	FORD	MUSTANG	13	tradein	no	7985	7168.65	89.78%	1066.55	
11	C19264A	14	MB	C300	35	tradein	no	17985	16300	90.63%	1595.25	
12	C19378A	16	FORD	EXPLORER	15	tradein	no	25485	24485	96.08%	1909.89	521.59
13	C19378B	11	HOND	ODYSSEY	13	tradein	no	11985	10985	91.66%	1934.74	
14	C19395A	18	LINC	MKZ	27	tradein	yes	29985	28081.63	93.65%	3612.4	210
15	C19395C	06	LINC	TOWN CAR	23	tradein	no	5985	5485	91.65%	2019.34	1335.01
16	C19413A	15	LINC	MKC	128	tradein	no	17985	17985	100.00%	79.33	2941.97
17	C19503A	17	HYUN	SANTA FE	53	tradein	no	24985	24439.75	97.82%	520	
18	C19573A	09	LINC	MKX	8	tradein	no	12985	12985	100.00%	3984.45	1863.36
19	C19607A	13	TOYO	PRIUS	10	tradein	no	12985	12985	100.00%	3071.7	197.76
20	C19673A	11	HOND	RIDGE LINE	44	tradein	no	14985	13985	93.33%	1822.17	2245.96
21	C19683A	08	FORD	EXPLORER	7	tradein	no	7985	7985	100.00%	3379.45	157.92
22	C19684A	14	CHEV	CRUZE	52	tradein	no	8985	8985	100.00%	2354.66	954
23	C19684B	10	NISS	VERSA	28	tradein	no	3985	2965.35	74.41%	1338.63	
24	C19703A	14	BMW	X3	60	tradein	no	16985	15988	94.13%	335.07	
25	C19738A	15	BUIC	REGAL	7	tradein	no	15985	14985	93.74%	1265	500
26	C19749A	11	LINC	MKZ	18	tradein	no	6985	6951	99.51%	2431	479.56
27	C19832A	14	LINC	MKZ	11	tradein	no	11985	10985	91.66%	1925.87	551.06
28	F11286	15	LINC	MKX	232	auction	no	22985	22500.23	97.89%	-465.16	
29	F11305A	15	CHEV	SUBURBAN 1500	29	tradein	no	27985	26388	94.29%	2438.25	357.84
30	F11320	17	LINC	MKZ	172	auction	yes	34985	35000	100.04%	-87.8	
31	F11325	15	LINC	MKC	149	auction	yes	22985	22485	97.82%	2350.69	865
32	F11327A	18	FORD	ESCAPE	53	tradein	no	25985	25985	100.00%	650.3	518.98
33	F11327B	12	FORD	FUSION	9	tradein	no	9985	9200	92.14%	2244.92	1177
34	F11333	16	LINC	MKC	162	auction	yes	23985	24235	101.04%	-1313.07	1439

35	F11333A	14	LEXU	ES350	12	tradein	no	19985	18685	93.50%	2378.34	2276.34
36	F11335	17	LINC	MKZ	101	auction	yes	25985	25985	100.00%	13.39	1703.12
37	F11360	16	LINC	MKX	74	auction	yes	28985	28985	100.00%	-2041.12	3683
38	F11360A	11	LINC	MKX	43	tradein	no	10985	10185	92.72%	422.84	
39	F11361A	16	CHEV	CAMARO	33	tradein	no	24985	24000	96.06%	1718.81	200
40	F11362	16	LINC	MKC	66	auction	no	19985	19785	99.00%	51.74	210
41	F11362A	10	CADI	SRX	9	tradein	no	12985	13335	102.70%	2370.17	1073.92
42	F11363	16	LINC	MKX	59	auction	yes	24985	24200	96.86%	-572.47	
43	F11364A	06	ACUR	ACURA	19	tradein	no	6985	6485	92.84%	-18.91	145
44	F11364B	16	JEEP	GRAND CHEROKEE	115	tradein	no	19985	19500	97.57%	-874.16	
45	F11367A	10	LINC	MKX	16	tradein	no	9985	9485	94.99%	2403	1051.36
46	F11369	18	LINC	NAVIGATOR	102	auction	yes	82985	69900	84.23%	-1029.37	
47	F11369A	15	GMC	DENALI	26	tradein	no	39985	38500	96.29%	-658.36	1400.16
48	F11375	16	LINC	MKX	125	auction	yes	39985	40100	100.29%	-867.45	3031
49	F11381A	15	MAZD	MAZDA 3	63	tradein	no	11985	11985	100.00%	2037.81	1054.82
50	F11382	16	LINC	MKX	25	auction	yes	19985	19985	100.00%	3319.19	1058
51	F11384	16	LINC	MKX	24	auction	yes	21985	21485	97.73%	78.53	2276.7
52	F11385	16	LINC	MKC	23	auction	yes	23985	21671.96	90.36%	-167.25	470
53	F11386	17	LINC	MKZ	4	auction	yes	33985	33500	98.57%	3571.15	210

## Scoreboard Totals

% Retailed of Non-Franchise Make	99%
Total # Retail Units	200
Avg. Days to Sale	42.0
Avg. Advertised Price (Time of Sale)	\$ 25,285
Avg. Transaction Price	\$ 24,540
Avg. Market Price at 100%	\$ 26,177
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 738
Avg. Front-End Gross	\$ 1,222
Avg. Finance Gross	\$ 1,305
PUVR	\$ 2,125
Total Gross (Units & PUVR)	\$ 424,954
GROI	74%
% with Trade	40%
Avg. Over/Under Allowance	\$689



MY

**Scoreboard***(Click on the blue head*

<b>Desk Manager</b>	<b>Totals</b>	<b>SKELDON</b>
% Retailed of Non-New Franchise	99%	95%
Total # Retail Units	200	22
Avg. Days to Sale	42.0	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,285	\$ 20,730
Avg. Transaction Price	\$ 24,540	\$ 20,303
Avg. Market Price at 100%	\$ 26,177	\$ 20,279
Avg. Price to Market % (Time of Sale)	97%	102%
Avg. Transaction to Market	94%	100%
Avg. Transactional Discount	\$ 738	\$ 424
Avg. Front-End Gross	\$ 1,222	\$ 1,630
Avg. Finance Gross	\$ 1,305	\$ 1,353
PUVR	\$ 2,125	\$ 2,327
Total Gross (Units & PUVR)	\$ 424,954	\$ 51,199
GROI	74%	#DIV/0!
% with Trade	40%	27%
Avg. Over/Under Allowance	689	586



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DILLON II	CLARK	
#DIV/0!	99%	#DIV/0!
0	178	0
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ 25,848	#DIV/0!
#DIV/0!	\$ 25,063	#DIV/0!
#DIV/0!	\$ 26,743	#DIV/0!
#DIV/0!	97%	#DIV/0!
#DIV/0!	94%	#DIV/0!
#DIV/0!	\$ 775	#DIV/0!
#DIV/0!	\$ 1,171	#DIV/0!
#DIV/0!	\$ 1,300	#DIV/0!
#DIV/0!	\$ 2,101	#DIV/0!
#DIV/0!	\$ 373,933	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	42%	#DIV/0!
#DIV/0!	701	#DIV/0!







**Scoreboard***(Click on the blue head*

<b>Sales Consultant</b>	<b>Totals</b>	<b>CULBERTSON</b>
% Retailed of Non-New Franchise	99%	100%
Total # Retail Units	200	40
Avg. Days to Sale	42.0	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,285	\$ 25,935
Avg. Transaction Price	\$ 24,540	\$ 25,078
Avg. Market Price at 100%	\$ 26,177	\$ 26,865
Avg. Price to Market % (Time of Sale)	97%	97%
Avg. Transaction to Market	94%	93%
Avg. Transactional Discount	\$ 738	\$ 857
Avg. Front-End Gross	\$ 1,222	\$ 976
Avg. Finance Gross	\$ 1,305	\$ 1,169
PUVR	\$ 2,125	\$ 1,648
Total Gross (Units & PUVR)	\$ 424,954	\$ 65,933
GROI	74%	#DIV/0!
% with Trade	40%	40%
Avg. Over/Under Allowance	689	613



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BAHEN	SONGAILO	HAIRSTON-MARSH
100%	96%	100%
38	24	25
#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,906	\$ 26,610	\$ 21,865
\$ 26,505	\$ 26,320	\$ 20,479
\$ 27,408	\$ 26,341	\$ 23,548
98%	101%	93%
97%	100%	87%
\$ 401	\$ 281	\$ 1,386
\$ 1,035	\$ 1,795	\$ 732
\$ 1,360	\$ 1,578	\$ 1,071
\$ 2,072	\$ 2,978	\$ 1,589
\$ 78,752	\$ 71,478	\$ 39,720
#DIV/0!	#DIV/0!	#DIV/0!
42%	42%	44%
894	810	619

**number for each column.)**

ZELLNER III	BURNSIDE	RODNEY
100%	100%	100%
22	4	8
#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,076	\$ 19,485	\$ 19,235
\$ 22,025	\$ 19,329	\$ 18,945
\$ 24,281	\$ 19,663	\$ 19,550
95%	99%	98%
91%	98%	97%
\$ 1,051	\$ 156	\$ 290
\$ 1,770	\$ 342	\$ 749
\$ 1,240	\$ 210	\$ 2,107
\$ 2,785	\$ 394	\$ 2,593
\$ 61,276	\$ 1,578	\$ 20,742
#DIV/0!	#DIV/0!	#DIV/0!
41%	75%	38%
242	#DIV/0!	1,000

BROWN	culbertson	BAKER
100%	100%	100%
23	40	1
#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,268	\$ 25,935	\$ 11,985
\$ 26,735	\$ 25,078	\$ 10,985
\$ 27,849	\$ 26,865	\$ 13,076
98%	97%	92%
96%	93%	84%
\$ 532	\$ 857	\$ 1,000
\$ 1,413	\$ 976	\$ 1,926
\$ 1,289	\$ 1,169	\$ 551
\$ 2,366	\$ 1,648	\$ 2,477
\$ 54,418	\$ 65,933	\$ 2,477
#DIV/0!	#DIV/0!	#DIV/0!
30%	40%	0%
717	613	#DIV/0!

HARTNETT		
83%	#DIV/0!	#DIV/0!
6	0	0
#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,318	#DIV/0!	#DIV/0!
\$ 29,384	#DIV/0!	#DIV/0!
\$ 34,564	#DIV/0!	#DIV/0!
91%	#DIV/0!	#DIV/0!
85%	#DIV/0!	#DIV/0!
\$ 1,824	#DIV/0!	#DIV/0!
\$ 1,657	#DIV/0!	#DIV/0!
\$ 1,874	#DIV/0!	#DIV/0!
\$ 2,350	#DIV/0!	#DIV/0!
\$ 14,102	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!
550	#DIV/0!	#DIV/0!

































Scoreboard		<i>(Click on the blue head</i>	
Finance Manager	Totals	ANKRIM	
% Retailed of Non-New Franchise	99%	98%	
Total # Retail Units	200	118	
Avg. Days to Sale	42.0	#DIV/0!	
Avg. Advertised Price (Time of Sale)	\$ 25,285	\$ 24,105	
Avg. Transaction Price	\$ 24,540	\$ 23,451	
Avg. Market Price at 100%	\$ 26,177	\$ 24,670	
Avg. Price to Market % (Time of Sale)	97%	98%	
Avg. Transaction to Market	94%	95%	
Avg. Transactional Discount	\$ 738	\$ 640	
Avg. Front-End Gross	\$ 1,222	\$ 1,260	
Avg. Finance Gross	\$ 1,305	\$ 1,473	
PUVR	\$ 2,125	\$ 2,324	
Total Gross (Units & PUVR)	\$ 424,954	\$ 274,195	
GROI	74%	#DIV/0!	
% with Trade	40%	0%	
Avg. Over/Under Allowance	689	688	



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BROZIE		
100%	#DIV/0!	#DIV/0!
82	0	0
#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,983	#DIV/0!	#DIV/0!
\$ 26,106	#DIV/0!	#DIV/0!
\$ 28,019	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!
\$ 876	#DIV/0!	#DIV/0!
\$ 1,167	#DIV/0!	#DIV/0!
\$ 1,028	#DIV/0!	#DIV/0!
\$ 1,843	#DIV/0!	#DIV/0!
\$ 151,157	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
690	#DIV/0!	#DIV/0!





## Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	89
Avg. Days to Sale	42.0	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,285	\$ 29,333
Avg. Transaction Price	\$ 24,540	\$ 28,624
Avg. Market Price at 100%	\$ 26,177	\$ 30,081
Avg. Price to Market % (Time of Sale)	97%	98%
Avg. Transaction to Market	94%	95%
Avg. Transactional Discount	\$ 738	\$ 712
Avg. Front-End Gross	\$ 1,222	\$ 731
Avg. Finance Gross	\$ 1,305	\$ 1,142
PUVR	\$ 2,125	\$ 1,597
Total Gross (Units & PUVR)	\$ 424,954	\$ 142,090
GROI	74%	#DIV/0!
% with Trade	40%	#DIV/0!
Avg. Over/Under Allowance	689	699

No	
	111
	#DIV/0!
\$	21,265
\$	21,265
\$	22,838
	93%
	93%
\$	758
\$	1,615
\$	1,461
\$	2,547
\$	282,759
	#DIV/0!
	#DIV/0!
	676

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	0
Avg. Days to Sale	42.0	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,285	#DIV/0!
Avg. Transaction Price	\$ 24,540	#DIV/0!
Avg. Market Price at 100%	\$ 26,177	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 738	#DIV/0!
Avg. Front-End Gross	\$ 1,222	#DIV/0!
Avg. Finance Gross	\$ 1,305	#DIV/0!
PUVR	\$ 2,125	#DIV/0!
Total Gross (Units & PUVR)	\$ 424,954	#DIV/0!
GROI	74%	#DIV/0!
% with Trade	40%	#DIV/0!
Avg. Over/Under Allowance	689	#DIV/0!



No	
	198
	#DIV/0!
\$	24,464
\$	24,464
\$	26,057
	94%
	94%
\$	738
\$	1,196
\$	1,304
\$	2,125
\$	420,704
	#DIV/0!
	18%
	689

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	0
% of Retail Units	100%	0%
% Retailed of Non-New Franchise	99%	#DIV/0!
Avg. Days to Sale	42.0	#DIV/0!
Avg. Transaction Price	\$ 24,540	#DIV/0!
Avg. Transaction to Market %	94%	#DIV/0!
Avg. Transactional Discount	\$ 738	#DIV/0!
Avg. Front End Gross	\$ 1,222	#DIV/0!
Avg. Finance Gross	\$ 1,305	#DIV/0!
PUVR	\$ 2,125	#DIV/0!
Total Gross (Units & PUVR)	\$ 424,954	#DIV/0!
GROI	74%	#DIV/0!
% with Trade	40%	#DIV/0!
Avg. Over/Under Allowance	689	#DIV/0!









## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	0
% of Retail Units	100%	0%
% Retailed of Non-New Franchise	99%	#DIV/0!
Avg. Days to Sale	42.0	#DIV/0!
Avg. Transaction Price	\$ 24,540	#DIV/0!
Avg. Transaction to Market %	94%	#DIV/0!
Avg. Transactional Discount	\$ 738	#DIV/0!
Avg. Front End Gross	\$ 1,222	#DIV/0!
Avg. Finance Gross	\$ 1,305	#DIV/0!
PUVR	\$ 2,125	#DIV/0!
Total Gross (Units & PUVR)	\$ 424,954	#DIV/0!
GROI	74%	#DIV/0!
% with Trade	40%	#DIV/0!
Avg. Over/Under Allowance	689	#DIV/0!



31-45 days	46-60 days	61-90 days	90+ days
0	0	0	200
0%	0%	0%	100%
#DIV/0!	#DIV/0!	#DIV/0!	99%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	\$ 24,540
#DIV/0!	#DIV/0!	#DIV/0!	94%
#DIV/0!	#DIV/0!	#DIV/0!	\$ 738
#DIV/0!	#DIV/0!	#DIV/0!	\$ 1,222
#DIV/0!	#DIV/0!	#DIV/0!	\$ 1,305
#DIV/0!	#DIV/0!	#DIV/0!	\$ 2,527
#DIV/0!	#DIV/0!	#DIV/0!	\$ 505,333
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	40%
#DIV/0!	#DIV/0!	#DIV/0!	689