

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Joel Carlson	Travis Cooper	Nato Avalos
Hiram Cheek	Talia Lewis	Troy Aleman
Elliott Stevenson	Mike Rutledge	Rachel Behrens
John Yager		Carlos Castaneda
Rachel Behrens		Ed Castro
Petra Garcia		Caesar Chang
		Clark Davis
		Jacob Domio
		Petra Garcia
		Jarred Harris
		Jeff Hunsaker
		Brian Latorres
		Ashton Lovelace
		Charles Owens
		Katherine Silva
		Art Vaile
		Sebastian Valdivia
		Tommy Vang
		Fady Yakoub

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	18946	2018	Honda	CR-V	45	Street/Curb Buy	Yes	\$ 23,995	\$ 23,495	103%	\$3,411	\$1,541
2	66555A	2018	Honda	Clarity Plug-In	10	Trade on New	Yes	\$ 21,695	\$ 20,995	106%	\$2,664	\$2,513
3	66592AV	2016	Toyota	Corolla	34	Trade on New	No	\$ 10,995	\$ 10,995	100%	\$1,929	\$0
4	18984	2016	Jeep	Renegade	16	Auction/Wholesale	No	\$ 15,995	\$ 15,995	98%	\$1,546	\$942
5	66806A	2020	Honda	Civic SI	14	Trade on New	Yes	\$ 26,295	\$ 26,295	N/A	\$3,624	\$3,217
6	LBO35292	2018	Honda	Civic	0	LBO Customer	No	\$ 11,477	\$ 11,477	N/A	\$0	\$2,063
7	18896A	2015	Nissan	Altima	59	Trade on Used	No	\$ 10,777	\$ 10,777	97%	\$575	\$1,762
8	66885AV	2013	Buick	Enclave	24	Trade on New	No	\$ 14,443	\$ 12,743	N/A	\$2,722	(\$29)
9	66624B	2018	Hyundai	Kona	33	Trade on New	No	\$ 18,995	\$ 18,195	N/A	\$1,500	\$1,790
10	66825A	2018	Honda	CR-V	30	Trade on New	Yes	\$ 24,495	\$ 23,995	96%	\$168	\$119
11	66707B	2017	Honda	Civic	14	Trade on New	Yes	\$ 17,995	\$ 17,995	103%	\$1,120	\$2,515
12	18979VP	2019	Honda	Civic	27	Street/Curb Buy	Yes	\$ 19,995	\$ 19,272	109%	\$2,782	\$2,087
13	66698A	2017	Honda	Ridgeline	58	Trade on New	Yes	\$ 30,977	\$ 30,800	98%	\$804	\$567
14	18970	2018	Honda	Accord	35	Auction/Wholesale	Yes	\$ 20,777	\$ 20,777	98%	(\$1,006)	\$1,041
15	18936	2017	Honda	Pilot	49	Auction/Wholesale	No	\$ 23,977	\$ 23,477	98%	\$228	\$0
16	66701A	2018	Honda	Civic	51	Trade on New	Yes	\$ 16,777	\$ 16,777	100%	\$1,952	\$856
17	66838AV	2015	Honda	Accord	6	Trade on New	No	\$ 15,395	\$ 15,145	107%	\$2,685	\$163
18	66701A	2018	Honda	Civic	52	Trade on New	Yes	\$ 16,777	\$ 16,777	100%	\$1,952	\$856
19	66260AV	2014	Honda	Accord	44	Trade on New	No	\$ 14,277	\$ 13,777	97%	\$1,520	\$914
20	66702A	2018	Honda	Accord	23	Trade on New	Yes	\$ 21,495	\$ 21,245	106%	\$2,565	\$2,075
21	66274A	2019	Honda	Accord	47	Trade on New	Yes	\$ 21,377	\$ 21,377	101%	\$3,376	\$3,762
22	18973	2018	Dodge	Journey	35	Auction/Wholesale	No	\$ 18,995	\$ 18,995	107%	\$2,080	\$1,384
23	66845A	2018	Honda	Pilot	12	Trade on New	Yes	\$ 30,995	\$ 30,695	107%	\$4,226	\$2,545
24	66828A	2019	Honda	Accord	12	Trade on New	Yes	\$ 26,295	\$ 25,795	108%	\$3,884	\$2,152
25	18933	2018	Acura	TLX	51	Auction/Wholesale	No	\$ 23,977	\$ 23,977	88%	\$354	\$2,582
26	66453AV	2018	Honda	Civic	48	Trade on New	Yes	\$ 17,277	\$ 17,277	99%	\$1,922	\$1,668
27	66880A	2017	Ford	Escape	23	Trade on New	No	\$ 20,395	\$ 20,395	112%	\$3,779	\$2,691

28	18945	2019	Honda	Accord	49	Auction/Wholesale	Yes	\$	23,690	\$	21,677	100%	(\$508)	\$1,926
29	18939	2019	Honda	Accord	49	Auction/Wholesale	Yes	\$	26,313	\$	24,977	102%	\$281	\$3,228
30	18982	2020	Nissan	Altima	20	Auction/Wholesale	No	\$	20,695	\$	20,695	106%	\$1,365	\$4,106
31	66788AV	2018	Kia	Optima	31	Trade on New	No	\$	14,595	\$	14,595	105%	\$2,752	\$2,062
32	66884A	2018	Honda	Civic	29	Trade on New	Yes	\$	18,495	\$	18,495	108%	\$2,150	\$3,407
33	66391BV	2016	Honda	Accord	49	Trade on New	Yes	\$	15,477	\$	15,477	96%	(\$98)	\$2,050
34	18956	2019	Honda	Civic	43	Auction/Wholesale	Yes	\$	20,510	\$	18,377	100%	(\$975)	\$1,372
35	66812A	2017	Honda	Odyssey	18	Trade on New	No	\$	21,695	\$	20,915	N/A	\$1,519	\$2,373
36	66807A	2018	Honda	Civic	21	Trade on New	No	\$	18,395	\$	18,395	109%	\$3,155	\$2,479
37	18957	2019	Honda	Civic	46	Auction/Wholesale	Yes	\$	19,977	\$	19,977	99%	(\$1,916)	\$2,383
38	66624A	2019	Honda	Civic	40	Trade on New	Yes	\$	17,795	\$	17,795	106%	\$2,047	\$3,534
39	66101AV	2014	Mazda	CX-9	50	Trade on New	No	\$	11,377	\$	11,377	N/A	\$204	\$1,181
40	66843A	2016	Honda	CR-V	13	Trade on New	Yes	\$	20,395	\$	20,395	N/A	\$2,059	\$3,423
41	18941	2017	Honda	Civic	54	Auction/Wholesale	Yes	\$	20,977	\$	20,977	N/A	(\$1,106)	\$2,333
42	66689A	2019	Honda	Accord	16	Trade on New	Yes	\$	23,695	\$	23,695	109%	\$3,710	\$1,690
43	18968	2018	Honda	CR-V	44	Auction/Wholesale	Yes	\$	24,977	\$	24,977	98%	(\$1,351)	\$1,315
44	66795A	2019	Honda	Civic	6	Trade on New	Yes	\$	23,795	\$	23,795	108%	\$751	\$100
45	66078BV	2014	Honda	Accord	68	Trade on Used	No	\$	13,777	\$	13,777	94%	(\$243)	\$1,870
46	18907A	2016	Volkswagen	Beetle	25	Trade on Used	No	\$	14,995	\$	14,995	N/A	\$2,519	(\$29)
47	67053AV	2014	Toyota	Tundra	7	Trade on New	No	\$	24,750	\$	24,750	N/A	\$2,064	\$1,306
48	LBO13685	2018	Honda	CR-V	0	LBO Customer	No	\$	15,025	\$	15,025	N/A	\$0	\$2,876
49	18989	2018	Honda	CR-V	12	Auction/Wholesale	Yes	\$	27,695	\$	27,695	107%	\$4,538	\$3,098
50	66606A	2020	Toyota	Tacoma	21	Trade on New	No	\$	37,477	\$	37,000	N/A	\$5,145	(\$29)
51	18974	2020	Hyundai	Tucson	42	Auction/Wholesale	No	\$	20,377	\$	20,377	N/A	\$1,805	\$1,497
52	18877A	2018	Honda	Civic	44	Trade on Used	Yes	\$	16,977	\$	16,977	99%	\$1,415	\$2,197
53	66827A	2018	Honda	HR-V	16	Trade on New	Yes	\$	19,795	\$	19,795	104%	\$2,723	\$4,010

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	92
Avg. Days to Sale	28.8
Avg. Advertised Price (Time of Sale)	\$ 20,384
Avg. Transaction Price	\$ 20,111
Avg. Market Price at 100%	\$ 19,662
Avg. Price to Market % (Time of Sale)	104%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ 273
Avg. Front-End Gross	\$ 1,783
Avg. Finance Gross	\$ 2,059
PUVR	\$ 3,843
Total Gross (Units & PUVR)	\$ 353,515
GROI	239%
% with Trade	21%
Avg. Over/Under Allowance	\$0



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Joel Carlson	Hiram Cheek
% Retailed of Non-New Franchise	100%	100%	100%
Total # Retail Units	92	11	12
Avg. Days to Sale	28.8	25.3	27.8
Avg. Advertised Price (Time of Sale)	\$ 20,384	\$ 20,437	\$ 21,217
Avg. Transaction Price	\$ 20,111	\$ 20,083	\$ 20,898
Avg. Market Price at 100%	\$ 19,662	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	104%	#VALUE!	#VALUE!
Avg. Transaction to Market	102%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 273	\$ 354	\$ 320
Avg. Front-End Gross	\$ 1,783	\$ 1,904	\$ 1,521
Avg. Finance Gross	\$ 2,059	\$ 2,483	\$ 1,998
PUVR	\$ 3,843	\$ 4,388	\$ 3,519
Total Gross (Units & PUVR)	\$ 353,515	\$ 48,264	\$ 42,223
GROI	239%	311%	218%
% with Trade	21%	9%	25%
Avg. Over/Under Allowance	0	0	0



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

Elliott Stevenson	John Yager	Rachel Behrens	Petra Garcia
100%	100%	100%	100%
18	18	19	14
25.2	33.6	26.3	33.9
\$ 22,360	\$ 23,049	\$ 17,404	\$ 17,705
\$ 22,149	\$ 22,560	\$ 17,237	\$ 17,590
#VALUE!	#VALUE!	#VALUE!	#VALUE!
#VALUE!	#VALUE!	#VALUE!	#VALUE!
#VALUE!	#VALUE!	#VALUE!	#VALUE!
\$ 211	\$ 489	\$ 167	\$ 114
\$ 1,804	\$ 1,657	\$ 2,078	\$ 1,649
\$ 2,154	\$ 2,007	\$ 1,798	\$ 2,079
\$ 3,958	\$ 3,664	\$ 3,876	\$ 3,729
\$ 71,238	\$ 65,950	\$ 73,641	\$ 52,199
256%	174%	308%	225%
17%	17%	21%	36%
0	0	0	0

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Nato Avalos	
% Retailed of Non-New Franchise	100%	100%	#DIV/0!
Total # Retail Units	92	9	0
Avg. Days to Sale	28.8	34.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,384	\$ 22,557	#DIV/0!
Avg. Transaction Price	\$ 20,111	\$ 22,014	#DIV/0!
Avg. Market Price at 100%	\$ 19,662	#VALUE!	#DIV/0!
Avg. Price to Market % (Time of Sale)	104%	#VALUE!	#DIV/0!
Avg. Transaction to Market	102%	#VALUE!	#DIV/0!
Avg. Transactional Discount	\$ 273	\$ 543	#DIV/0!
Avg. Front-End Gross	\$ 1,783	\$ 1,596	#DIV/0!
Avg. Finance Gross	\$ 2,059	\$ 2,137	#DIV/0!
PUVR	\$ 3,843	\$ 3,733	#DIV/0!
Total Gross (Units & PUVR)	\$ 353,515	\$ 33,599	#DIV/0!
GROI	239%	176%	#DIV/0!
% with Trade	21%	33%	#DIV/0!
Avg. Over/Under Allowance	0	0	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Talia Lewis	Travis Cooper
% Retailed of Non-New Franchise	100%	100%	100%
Total # Retail Units	92	38	30
Avg. Days to Sale	28.8	31.7	29.4
Avg. Advertised Price (Time of Sale)	\$ 20,384	\$ 21,832	\$ 19,545
Avg. Transaction Price	\$ 20,111	\$ 21,393	\$ 19,440
Avg. Market Price at 100%	\$ 19,662	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	104%	#VALUE!	#VALUE!
Avg. Transaction to Market	102%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 273	\$ 438	\$ 105
Avg. Front-End Gross	\$ 1,783	\$ 1,724	\$ 1,865
Avg. Finance Gross	\$ 2,059	\$ 1,984	\$ 2,056
PUVR	\$ 3,843	\$ 3,708	\$ 3,921
Total Gross (Units & PUVR)	\$ 353,515	\$ 140,886	\$ 117,629
GROI	239%	197%	247%
% with Trade	21%	0%	0%
Avg. Over/Under Allowance	0	0	0



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

Mike Rutledge			
100%	#DIV/0!	#DIV/0!	#DIV/0!
24	0	0	0
23.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 19,141	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,919	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 221	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,776	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,182	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,958	#DIV/0!	#DIV/0!	#DIV/0!
\$ 95,000	#DIV/0!	#DIV/0!	#DIV/0!
322%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	92	43	49
Avg. Days to Sale	28.8	29.8	27.8
Avg. Advertised Price (Time of Sale)	\$ 20,384	\$ 21,942	\$ 18,723
Avg. Transaction Price	\$ 20,111	\$ 21,693	\$ 18,723
Avg. Market Price at 100%	\$ 19,662	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	104%	#VALUE!	#VALUE!
Avg. Transaction to Market	102%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 273	\$ 250	\$ 294
Avg. Front-End Gross	\$ 1,783	\$ 1,811	\$ 1,759
Avg. Finance Gross	\$ 2,059	\$ 2,099	\$ 2,025
PUVR	\$ 3,843	\$ 3,909	\$ 3,784
Total Gross (Units & PUVR)	\$ 353,515	\$ 168,096	\$ 185,419
GROI	239%	218%	262%
% with Trade	21%	23%	43%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	92	0	92
Avg. Days to Sale	28.8	#DIV/0!	28.8
Avg. Advertised Price (Time of Sale)	\$ 20,384	#DIV/0!	\$ 20,111
Avg. Transaction Price	\$ 20,111	#DIV/0!	\$ 20,111
Avg. Market Price at 100%	\$ 19,662	#DIV/0!	#VALUE!
Avg. Price to Market % (Time of Sale)	104%	#DIV/0!	#VALUE!
Avg. Transaction to Market	102%	#DIV/0!	#VALUE!
Avg. Transactional Discount	\$ 273	#DIV/0!	\$ 273
Avg. Front-End Gross	\$ 1,783	#DIV/0!	\$ 1,783
Avg. Finance Gross	\$ 2,059	#DIV/0!	\$ 2,059
PUVR	\$ 3,843	#DIV/0!	\$ 3,843
Total Gross (Units & PUVR)	\$ 353,515	#DIV/0!	\$ 353,515
GROI	239%	#DIV/0!	239%
% with Trade	21%	#DIV/0!	13%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	92	56	9
% of Retail Units	100%	61%	10%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	28.8	26.4	32.6
Avg. Transaction Price	\$ 20,111	\$ 20,865	\$ 14,667
Avg. Transaction to Market %	102%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 273	\$ 279	\$ 256
Avg. Front End Gross	\$ 1,783	\$ 2,385	\$ 1,626
Avg. Finance Gross	\$ 2,059	\$ 1,958	\$ 1,810
PUVR	\$ 3,843	\$ 4,343	\$ 3,436
Total Gross (Units & PUVR)	\$ 353,515	\$ 243,204	\$ 30,921
GROI	239%	284%	259%
% with Trade	21%	16%	33%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	20	0	5
2%	22%	0%	5%
100%	100%	#DIV/0!	100%
36.0	40.0	#DIV/0!	0.0
\$ 21,384	\$ 21,664	#DIV/0!	\$ 14,742
103%	#VALUE!	#DIV/0!	#VALUE!
\$ 612	\$ 299	#DIV/0!	\$ 0
\$ 3,097	\$ 518	#DIV/0!	\$ (137)
\$ 1,814	\$ 2,305	#DIV/0!	\$ 2,762
\$ 4,911	\$ 2,822	#DIV/0!	\$ 2,625
\$ 9,821	\$ 56,445	#DIV/0!	\$ 13,124
230%	117%	#DIV/0!	#DIV/0!
0%	35%	#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	92	48	19
% of Retail Units	100%	52%	21%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	28.8	17.8	38.6
Avg. Transaction Price	\$ 20,111	\$ 21,210	\$ 19,026
Avg. Transaction to Market %	102%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 273	\$ 322	\$ 296
Avg. Front End Gross	\$ 1,783	\$ 2,413	\$ 1,747
Avg. Finance Gross	\$ 2,059	\$ 2,106	\$ 1,759
PUVR	\$ 3,843	\$ 4,518	\$ 3,506
Total Gross (Units & PUVR)	\$ 353,515	\$ 216,873	\$ 66,616
GROI	239%	432%	172%
% with Trade	21%	17%	21%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
18	2	0
20%	2%	0%
100%	100%	#DIV/0!
50.8	72.0	#DIV/0!
\$ 20,026	\$ 18,227	#DIV/0!
#VALUE!	92%	#DIV/0!
\$ 224	\$ -	#DIV/0!
\$ 954	\$ (710)	#DIV/0!
\$ 2,130	\$ 1,409	#DIV/0!
\$ 3,084	\$ 699	#DIV/0!
\$ 55,505	\$ 1,397	#DIV/0!
109%	19%	#DIV/0!
33%	50%	#DIV/0!
0	0	#DIV/0!