

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Kyle Whary	Jen Miller	Paige Stacy
Eduardo Rodriguez	Scott Brunk	Chelsea Strickhouser
Noelle Kuharske	Kristen Barnhart	David Friend
		David Metry
		Drew Myers
		Dustin Grubbs
		Gary Graybill
		Jacob Medlock
		Jeremy Hargis
		Joshua Eyler
		Kelly Renairo
		Larry Weaver
		Eddie Rodriguez
		Brian Brunk
		Patrick Staub
		Peg Ellis

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	46605R	2019	Toyota	RAV4 LE	158	Loaner	No	\$21,700.00	\$21,700.00	99%	(\$691.00)	\$2,473
2	46679R	2020	Toyota	COROLLA SE	122	Loaner	Yes	\$17,300.00	\$17,300.00	95%	(\$199.00)	\$0
3	46685A	2020	Toyota	RAV4 XLE P	31	Trade on New	Yes	\$30,400.00	\$30,400.00	100%	\$2,343.00	\$1,175
4	47319B	2015	Toyota	COROLLA	1	Trade on Used	Yes	\$12,500.00	\$12,000.00	102%	\$43.00	\$0
5	47696A	2001	Toyota	TUNDRA	54	Trade on New	No	\$9,988.00	\$9,988.00	102%	\$2,600.00	\$1,816
6	47735R	2020	Toyota	COROLLA SE	22	Loaner	Yes	\$18,300.00	\$18,300.00	98%	\$3,275.00	\$4,243
7	47737R	2020	Toyota	COROLLA SE	24	Loaner	Yes	\$18,400.00	\$18,000.00	98%	\$2,571.00	\$125
8	47962R	2020	Toyota	COROLLA SE	5	Loaner	Yes	\$17,900.00	\$17,900.00	98%	\$674.00	\$225
9	47971R	2020	Toyota	COROLLA SE	39	Loaner	Yes	\$19,200.00	\$19,200.00	99%	\$2,661.00	\$2,985
10	47973R	2020	Toyota	COROLLA SE	72	Loaner	Yes	\$18,900.00	\$18,900.00	96%	\$3,885.00	\$2,017
11	47974R	2020	Toyota	COROLLA SE	7	Loaner	Yes	\$18,500.00	\$18,500.00	98%	\$3,575.00	\$2,024
12	48478A	2013	Toyota	COROLLA SEDAN 4	30	Trade on New	No	\$9,900.00	\$9,700.00	100%	\$92.00	\$1,156
13	48478R	2020	Toyota	COROLLA SE/NIGH	7	Loaner	Yes	\$18,800.00	\$18,800.00	98%	\$2,741.00	\$2,352
14	48489R	2020	Toyota	COROLLA SE/NIGH	19	Loaner	Yes	\$19,800.00	\$19,800.00	98%	\$3,886.00	\$0
15	48755R	2020	Toyota	TACOMA DBL CAB/	17	Loaner	Yes	\$36,900.00	\$37,004.25	100%	\$4,020.00	\$0
16	48768R	2020	Toyota	TACOMA DBL CAB/	9	Loaner	Yes	\$36,900.00	\$36,900.00	100%	\$2,087.00	\$1,797

17	48769R	2020 Toyota	TACOMA DBL CAB/	8	Loaner	Yes	\$36,900.00	\$37,617.08	100%	\$1,643.00	\$1,720
18	49049P	2018 Chevrolet	SILVERADO K1500	201	Auction/Wholesale	No	\$32,700.00	\$32,700.00	95%	(\$1,800.00)	\$10,085
19	49743P	2017 Toyota	COROLLA SE	189	Auction/Wholesale	Yes	\$14,900.00	\$14,900.00	96%	\$600.00	\$819
20	49759P	2019 Toyota	CAMRY LE	164	Auction/Wholesale	Yes	\$17,900.00	\$17,874.00	97%	(\$1,789.00)	\$0
21	49799P	2014 Toyota	TUNDRA DOUBLE C	10	Auction/Wholesale	No	\$29,000.00	\$29,000.00	100%	\$3,173.00	\$1,959
22	49801P	2013 Toyota	RAV4 XLE	113	Auction/Wholesale	No	\$11,900.00	\$11,700.00	94%	\$507.00	\$0
23	49829A	2012 Toyota	CAMRY/SE/LE/XLE	15	Trade on New	No	\$12,200.00	\$12,200.00	100%	\$2,009.00	\$1,815
24	49989B	2012 Scion	IQ	109	Trade on Used	No	\$5,900.00	\$5,958.38	96%	\$938.00	\$0
25	50022P	2018 Toyota	TUNDRA CREWMAX	140	Auction/Wholesale	Yes	\$37,500.00	\$37,500.00	94%	\$76.00	\$175
26	50037A	2020 Toyota	AVALON LIMITED	72	Trade on New	Yes	\$33,900.00	\$33,000.00	89%	\$1,471.00	\$1,275
27	50095P	2017 Ford	EXPLORER PLATIN	152	Auction/Wholesale	No	\$26,900.00	\$26,900.00	92%	\$181.00	\$7,504
28	50124A	2005 Toyota	TACOMA	5	Trade on New	No	\$19,500.00	\$19,500.00	104%	\$2,277.00	\$1,675
29	50128P	2014 Chevrolet	MALIBU 1LT	30	Auction/Wholesale	No	\$12,200.00	\$11,500.00	98%	\$817.00	\$75
30	50164A	2009 Toyota	COROLLA/S/LE/XL	5	Trade on New	No	\$6,200.00	\$6,200.00	100%	\$1,270.00	\$0
31	50245A	2020 Toyota	SIENNA LE	127	Trade on New	Yes	\$27,500.00	\$27,516.04	96%	(\$1,142.00)	\$520
32	50258A	2016 Toyota	TUNDRA CREWMAX	157	Trade on New	Yes	\$28,800.00	\$28,800.00	94%	(\$2,635.00)	\$2,128
33	50266A	2011 Toyota	PRIUS-4 CYL. LI	6	Trade on Used	Yes	\$9,300.00	\$9,300.00	100%	\$1,668.00	\$0
34	50296A	2019 Toyota	CAMRY L/LE	111	Trade on New	Yes	\$17,300.00	\$17,300.00	94%	\$269.00	\$2,068
35	50434A	2007 Toyota	COROLLA-4 CYL.	14	Trade on New	No	\$4,891.00	\$4,891.00	95%	\$747.00	\$0
36	50444A	2017 Toyota	TACOMA DBL CAB/	130	Trade on New	No	\$28,500.00	\$28,500.00	95%	(\$1,036.00)	\$3,379

37	50450A	2017 Toyota	HIGHLANDER	21	Trade on New	Yes	\$26,500.00	\$26,500.00	100%	\$127.00	\$0
38	50450B	2013 Toyota	HIGHLANDER UTIL	17	Trade on Used	No	\$17,500.00	\$17,500.00	101%	\$2,048.00	\$1,233
39	50474A	2018 Toyota	TACOMA DBL	115	Trade on New	Yes	\$29,500.00	\$29,500.00	96%	\$1,809.00	\$4,965
40	50488A	2016 Toyota	AVALON SEDAN 4D	46	Trade on New	Yes	\$18,700.00	\$18,700.00	97%	\$552.00	\$2,548
41	50517A	2017 Toyota	RAV4 XLE	23	Trade on New	Yes	\$19,900.00	\$19,900.00	100%	\$1,800.00	\$3,949
42	50528A	2015 Toyota	RAV4 XLE	59	Trade on New	Yes	\$16,700.00	\$16,700.00	99%	(\$420.00)	\$5,555
43	50594A	2016 Toyota	TACOMA DOU	87	Trade on New	No	\$28,300.00	\$28,300.00	98%	\$1,094.00	\$0
44	50601B	2015 Honda	ACCORD COUPE 2D	86	Trade on Used	No	\$17,000.00	\$16,400.00	92%	\$1,201.00	\$301
45	50601C	2008 Toyota	RAV4	10	Trade on Used	No	\$8,000.00	\$8,000.00	99%	\$397.00	\$184
46	50604A	2011 Toyota	AVALON/LIM	81	Trade on New	No	\$11,700.00	\$11,000.00	97%	(\$676.00)	\$140
47	50617A	2018 Toyota	HIGHLANDER	91	Trade on New	No	\$27,500.00	\$27,500.00	96%	(\$271.00)	\$0
48	50639A	2016 Toyota	AVALON XLE	69	Trade on New	Yes	\$20,000.00	\$20,000.00	96%	(\$1,358.00)	\$1,105
49	50649A	2013 Toyota	SIENNA XLE	14	Trade on New	No	\$16,800.00	\$16,800.00	100%	\$633.00	\$1,162
50	50656B	2020 Toyota	TACOMA DBL	23	Trade on Used	Yes	\$41,900.00	\$41,900.00	100%	\$1,781.00	\$2,355
51	50656C	2010 Toyota	TACOMA DOUBLE C	6	Trade on Used	No	\$20,000.00	\$19,800.00	100%	\$1,185.00	\$0
52	50668A	2018 Toyota	CAMRY SEDAN 4D	37	Trade on New	No	\$17,900.00	\$17,900.00	99%	\$504.00	\$175
53	50674A	2018 Toyota	COROLLA SE	10	Trade on New	Yes	\$15,500.00	\$14,950.00	98%	\$165.00	\$985

Scoreboard Totals

% Retailed of Non-Franchise Make	5%
Total # Retail Units	200
Avg. Days to Sale	28.8
Avg. Advertised Price (Time of Sale)	\$ 23,841
Avg. Transaction Price	\$ 23,799
Avg. Market Price at 100%	\$ 24,127
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 42
Avg. Front-End Gross	\$ 1,029
Avg. Finance Gross	\$ 1,490
PUVR	\$ 2,519
Total Gross (Units & PUVR)	\$ 503,802
GROI	133%
% with Trade	53%
Avg. Over/Under Allowance	\$167



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Kyle Whary	Eduardo Rodriguez
% Retailed of Non-New Franchise	5%	4%	5%
Total # Retail Units	200	52	61
Avg. Days to Sale	28.8	25.3	32.4
Avg. Advertised Price (Time of Sale)	\$ 23,841	\$ 23,364	\$ 23,753
Avg. Transaction Price	\$ 23,799	\$ 23,479	\$ 23,683
Avg. Market Price at 100%	\$ 24,127	\$ 23,678	\$ 24,071
Avg. Price to Market % (Time of Sale)	99%	99%	99%
Avg. Transaction to Market	99%	99%	98%
Avg. Transactional Discount	\$ 42	\$ (115)	\$ 70
Avg. Front-End Gross	\$ 1,029	\$ 1,064	\$ 1,105
Avg. Finance Gross	\$ 1,490	\$ 1,546	\$ 1,557
PUVR	\$ 2,519	\$ 2,610	\$ 2,662
Total Gross (Units & PUVR)	\$ 503,802	\$ 135,721	\$ 162,362
GROI	133%	158%	125%
% with Trade	53%	60%	48%
Avg. Over/Under Allowance	167	234	125



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

Noelle Kuharske			
6%	#DIV/0!	#DIV/0!	#DIV/0!
87	0	0	0
28.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,188	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,071	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,431	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 117	#DIV/0!	#DIV/0!	#DIV/0!
\$ 954	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,411	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,365	#DIV/0!	#DIV/0!	#DIV/0!
\$ 205,719	#DIV/0!	#DIV/0!	#DIV/0!
125%	#DIV/0!	#DIV/0!	#DIV/0!
53%	#DIV/0!	#DIV/0!	#DIV/0!
157	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Paige Stacy	Chelsea Strickhouse
% Retailed of Non-New Franchise	5%	#DIV/0!	4%
Total # Retail Units	200	0	23
Avg. Days to Sale	28.8	#DIV/0!	25.6
Avg. Advertised Price (Time of Sale)	\$ 23,841	#DIV/0!	\$ 24,908
Avg. Transaction Price	\$ 23,799	#DIV/0!	\$ 24,807
Avg. Market Price at 100%	\$ 24,127	#DIV/0!	\$ 25,210
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	99%
Avg. Transaction to Market	99%	#DIV/0!	98%
Avg. Transactional Discount	\$ 42	#DIV/0!	\$ 101
Avg. Front-End Gross	\$ 1,029	#DIV/0!	\$ 1,134
Avg. Finance Gross	\$ 1,490	#DIV/0!	\$ 1,906
PUVR	\$ 2,519	#DIV/0!	\$ 3,041
Total Gross (Units & PUVR)	\$ 503,802	#DIV/0!	\$ 69,933
GROI	133%	#DIV/0!	173%
% with Trade	53%	#DIV/0!	61%
Avg. Over/Under Allowance	167	#DIV/0!	317



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

David Friend	David Metry	Drew Myers	Dustin Grubbs
0%	3%	0%	15%
23	36	13	13
37.0	36.8	9.8	32.8
\$ 22,619	\$ 23,444	\$ 22,984	\$ 26,961
\$ 22,575	\$ 23,292	\$ 23,854	\$ 26,771
\$ 23,031	\$ 23,703	\$ 23,258	\$ 27,431
98%	99%	99%	98%
98%	98%	103%	98%
\$ 44	\$ 152	\$ (870)	\$ 191
\$ 985	\$ 1,019	\$ 1,313	\$ 726
\$ 1,277	\$ 954	\$ 1,150	\$ 2,411
\$ 2,262	\$ 1,973	\$ 2,464	\$ 3,137
\$ 52,027	\$ 71,042	\$ 32,031	\$ 40,784
98%	83%	381%	128%
35%	50%	69%	62%
115	224	173	135

Chelsea Strickhouse	David Metry	Dustin Grubbs	Peg Ellis
4%	3%	15%	0%
23	36	13	11
25.6	36.8	32.8	26.0
\$ 24,908	\$ 23,444	\$ 26,961	\$ 24,996
\$ 24,807	\$ 23,292	\$ 26,771	\$ 24,887
\$ 25,210	\$ 23,703	\$ 27,431	\$ 25,310
99%	99%	98%	99%
98%	98%	98%	98%
\$ 101	\$ 152	\$ 191	\$ 108
\$ 1,134	\$ 1,019	\$ 726	\$ 864
\$ 1,906	\$ 954	\$ 2,411	\$ 1,779
\$ 3,041	\$ 1,973	\$ 3,137	\$ 2,642
\$ 69,933	\$ 71,042	\$ 40,784	\$ 29,064
173%	83%	128%	147%
61%	50%	62%	55%
317	224	135	173

Patrick Staub	Brian Brunk	David Metry	Eddie Rodriguez
17%	4%	3%	#DIV/0!
12	23	36	0
51.6	18.3	36.8	#DIV/0!
\$ 22,191	\$ 23,443	\$ 23,444	#DIV/0!
\$ 22,167	\$ 23,409	\$ 23,292	#DIV/0!
\$ 22,481	\$ 23,559	\$ 23,703	#DIV/0!
99%	100%	99%	#DIV/0!
99%	99%	98%	#DIV/0!
\$ 24	\$ 34	\$ 152	#DIV/0!
\$ 164	\$ 1,574	\$ 1,019	#DIV/0!
\$ 2,205	\$ 1,381	\$ 954	#DIV/0!
\$ 2,369	\$ 2,955	\$ 1,973	#DIV/0!
\$ 28,431	\$ 67,969	\$ 71,042	#DIV/0!
75%	249%	83%	#DIV/0!
58%	57%	50%	#DIV/0!
142	139	224	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Jen Miller	Kristen Barnhar
% Retailed of Non-New Franchise	5%	3%	7%
Total # Retail Units	200	102	98
Avg. Days to Sale	28.8	29.3	28.2
Avg. Advertised Price (Time of Sale)	\$ 23,841	\$ 23,060	\$ 24,655
Avg. Transaction Price	\$ 23,799	\$ 23,048	\$ 24,581
Avg. Market Price at 100%	\$ 24,127	\$ 23,351	\$ 24,931
Avg. Price to Market % (Time of Sale)	99%	99%	99%
Avg. Transaction to Market	99%	99%	99%
Avg. Transactional Discount	\$ 42	\$ 12	\$ 74
Avg. Front-End Gross	\$ 1,029	\$ 1,164	\$ 888
Avg. Finance Gross	\$ 1,490	\$ 1,541	\$ 1,437
PUVR	\$ 2,519	\$ 2,705	\$ 2,325
Total Gross (Units & PUVR)	\$ 503,802	\$ 275,907	\$ 227,895
GROI	133%	144%	121%
% with Trade	53%	0%	0%
Avg. Over/Under Allowance	167	126	210



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	126	74
Avg. Days to Sale	28.8	29.3	27.8
Avg. Advertised Price (Time of Sale)	\$ 23,841	\$ 25,978	\$ 20,103
Avg. Transaction Price	\$ 23,799	\$ 25,970	\$ 20,103
Avg. Market Price at 100%	\$ 24,127	\$ 26,278	\$ 20,460
Avg. Price to Market % (Time of Sale)	99%	99%	98%
Avg. Transaction to Market	99%	99%	98%
Avg. Transactional Discount	\$ 42	\$ 8	\$ 101
Avg. Front-End Gross	\$ 1,029	\$ 1,099	\$ 909
Avg. Finance Gross	\$ 1,490	\$ 1,540	\$ 1,405
PUVR	\$ 2,519	\$ 2,640	\$ 2,314
Total Gross (Units & PUVR)	\$ 503,802	\$ 332,590	\$ 171,212
GROI	133%	125%	149%
% with Trade	53%	256%	112%
Avg. Over/Under Allowance	167	160	180



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	190	10
Avg. Days to Sale	28.8	26.9	63.2
Avg. Advertised Price (Time of Sale)	\$ 23,841	\$ 24,009	\$ 20,605
Avg. Transaction Price	\$ 23,799	\$ 23,967	\$ 20,605
Avg. Market Price at 100%	\$ 24,127	\$ 24,274	\$ 21,293
Avg. Price to Market % (Time of Sale)	99%	99%	97%
Avg. Transaction to Market	99%	99%	97%
Avg. Transactional Discount	\$ 42	\$ 42	\$ 51
Avg. Front-End Gross	\$ 1,029	\$ 1,051	\$ 599
Avg. Finance Gross	\$ 1,490	\$ 1,425	\$ 2,739
PUVR	\$ 2,519	\$ 2,476	\$ 3,338
Total Gross (Units & PUVR)	\$ 503,802	\$ 470,427	\$ 33,375
GROI	133%	138%	92%
% with Trade	53%	39%	310%
Avg. Over/Under Allowance	167	169	130



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	80	17
% of Retail Units	100%	40%	9%
% Retailed of Non-New Franchise	5%	1%	24%
Avg. Days to Sale	28.8	29.6	26.4
Avg. Transaction Price	\$ 23,799	\$ 22,401	\$ 18,887
Avg. Transaction to Market %	99%	98%	98%
Avg. Transactional Discount	\$ 42	\$ 130	\$ 136
Avg. Front End Gross	\$ 1,029	\$ 815	\$ 1,340
Avg. Finance Gross	\$ 1,490	\$ 1,518	\$ 1,164
PUVR	\$ 2,519	\$ 2,333	\$ 2,504
Total Gross (Units & PUVR)	\$ 503,802	\$ 186,607	\$ 42,561
GROI	133%	127%	181%
% with Trade	53%	51%	53%
Avg. Over/Under Allowance	167	143	132



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	82	13	8
0%	41%	7%	4%
#DIV/0!	6%	0%	0%
#DIV/0!	29.5	39.2	0.6
#DIV/0!	\$ 26,575	\$ 23,071	\$ 20,942
#DIV/0!	99%	98%	96%
#DIV/0!	\$ (47)	\$ (32)	\$ -
#DIV/0!	\$ 1,046	\$ 2,318	\$ 232
#DIV/0!	\$ 1,571	\$ 1,535	\$ 1,010
#DIV/0!	\$ 2,617	\$ 3,853	\$ 1,242
#DIV/0!	\$ 214,609	\$ 50,089	\$ 9,937
#DIV/0!	120%	154%	3416%
#DIV/0!	56%	54%	38%
#DIV/0!	184	204	250

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	200	140	18
% of Retail Units	100%	70%	9%
% Retailed of Non-New Franchise	5%	4%	0%
Avg. Days to Sale	28.8	13.7	35.8
Avg. Transaction Price	\$ 23,799	\$ 25,053	\$ 20,490
Avg. Transaction to Market %	99%	99%	99%
Avg. Transactional Discount	\$ 42	\$ 26	\$ 71
Avg. Front End Gross	\$ 1,029	\$ 1,219	\$ 1,172
Avg. Finance Gross	\$ 1,490	\$ 1,433	\$ 1,384
PUVR	\$ 2,519	\$ 2,652	\$ 2,556
Total Gross (Units & PUVR)	\$ 503,802	\$ 371,335	\$ 46,011
GROI	133%	278%	126%
% with Trade	53%	59%	61%
Avg. Over/Under Allowance	167	174	275



46-60 days	61-90 days	90+ days
8	9	15
4%	5%	8%
0%	11%	20%
53.6	75.7	138.6
\$ 16,659	\$ 22,167	\$ 23,043
98%	94%	95%
\$ 152	\$ 244	\$ 10
\$ 1,060	\$ 855	\$ (346)
\$ 2,581	\$ 670	\$ 2,274
\$ 3,641	\$ 1,524	\$ 1,929
\$ 29,126	\$ 13,719	\$ 28,933
147%	33%	22%
38%	44%	27%
125	0	103