

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
TYLER SIEFERT	KRISTIN FINUCANE	KIRK JONES
		CRAIG MILLER
		ROBBIE DREWS
		NOAH HURST
		DUSTY PROFFER
		LEVI
		BUTTE CHEVY
		JOSH GARRELS
		HOUSE

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	35	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$750	\$1,100
1	P0447	2014	FORD	FUSION	5	Trade on Used	No	\$ 9,995	\$ 9,995	115%	\$3,414	\$503
2	P0440	2017	Toyota	TACOMA	12	Auction/Wholesale	Yes	\$ 39,988	\$ 39,500	118%	\$4,985	
3	P0436	2016	Chevrolet	SILVERADO	1	Auction/Wholesale	No	\$ 30,000	\$ 30,000		\$331	\$1,834
4	P0441	2017	Chevrolet	SILVERADO	46	Auction/Wholesale	No	\$ 33,000	\$ 33,000		\$5,729	\$3,778
5	P0412	2015	Chevrolet	SILVERADO	46	Auction/Wholesale	Yes	\$ 45,000	\$ 45,000		\$11,123	\$741
6	E0153A	2015	Chrysler	200	17	Trade on New	No	\$ 15,000	\$ 15,000		\$985	\$999
7	P0444	2015	FORD	EDGE	1	Auction/Wholesale	No	\$ 19,800	\$ 19,800		\$2,364	\$725
8	E0140A	2017	FORD	FIESTA	49	Trade on New	No	\$ 16,500	\$ 16,500		\$2,634	\$1,781
9	P0427	2014	GMC	ACADIA	3	Auction/Wholesale	No	\$ 23,000	\$ 23,000		(\$694)	\$1,968
10	P0437	2018	GMC	SIRRA	19	Auction/Wholesale	No	\$ 44,800	\$ 44,800		\$3,909	\$3,735
11	E0158A	2018	Honda	CRV	22	Trade on New	No	\$ 19,500	\$ 19,500		\$2,011	\$4,101
12	P0387	2018	Jeep	CHEROKEE	95	Auction/Wholesale	No	\$ 28,500	\$ 28,500		\$2,550	\$1,788
13	P0411	2016	Jeep	WRANGLER	40	Auction/Wholesale	No	\$ 29,600	\$ 29,600		\$3,421	\$4,152
14	e0149a	2017	Kia	sportage	55	Trade on New	No	\$ 16,000	\$ 16,000		\$4,457	
15	P0442	2016	Ram	1500	1	Auction/Wholesale	No	\$ 30,800	\$ 30,800		\$3,291	\$2,274
16	E0097B	2018	Ram	1500	33	Trade on New	No	\$ 27,800	\$ 27,800		\$2,526	\$25,234
17	P0389B	2016	Toyota	4 RUNNER	38	Trade on Used	Yes	\$ 38,000	\$ 38,000		\$8,205	\$3,205
18	E0125A	2012	Toyota	CAMRY	35	Trade on New	No	\$ 10,000	\$ 10,000		\$3,277	\$1,145
19	E0006A	2018	Toyota	CAMRY	16	Trade on New	Yes	\$ 21,000	\$ 21,000		\$2,075	\$2,647
20	P0443	2010	Toyota	CAMRY	10	Auction/Wholesale	No	\$ 10,000	\$ 10,000		\$2,168	\$9,689
21	P0329	2019	Toyota	C	194	Auction/Wholesale	No	\$ 23,900	\$ 23,900		\$4,900	\$4,185
22	JC024	2018	Toyota	COROLLA	4	Auction/Wholesale	No	\$ 10,600	\$ 10,600		\$103	\$207
23	P0300	2020	Toyota	COROLLA	250	Auction/Wholesale	Yes	\$ 20,046	\$ 20,046		\$896	
24	E0102A	2018	Toyota	RAV 4	7	Trade on New	Yes	\$ 24,500	\$ 24,500		\$2,554	\$3,596
25	P0427A	2016	Toyota	RAV 4	12	Trade on Used	Yes	\$ 21,000	\$ 21,000		\$3,944	\$141
26	E0113A	2015	Toyota	RAV 4	11	Trade on New	Yes	\$ 16,000	\$ 16,000		\$1,573	\$3,242
27	P0421	12	Toyota	RAV 4	6	Auction/Wholesale	No	\$ 19,988	\$ 19,988		\$2,941	\$1,847

28	P0369	2018	Toyota	SIENNA	130	Auction/Wholesale	Yes	\$	20,000	\$	20,000		\$800	\$1,434
29	D0288A	2021	Toyota	TACOMA	22	Trade on New	Yes	\$	43,995	\$	43,995		\$7,371	\$3,265
30	E0108A	2018	Toyota	TACOMA	67	Trade on New	Yes	\$	37,940	\$	37,940		\$3,715	\$347
31	P0379	2017	Toyota	TACOMA	105	Auction/Wholesale	Yes	\$	37,000	\$	37,000		\$4,944	\$1,374
32	D0252A	2018	Toyota	TACOMA	98	Trade on Used	Yes	\$	37,651	\$	37,651		\$3,076	
33	D0273A	2020	Toyota	YARIS	62	Trade on New	Yes	\$	15,500	\$	15,500		\$780	\$1,921
34	P0301	2020	Toyota	YARIS	253	Auction/Wholesale	Yes	\$	21,300	\$	21,300		\$4,804	\$3,781
35														
36														
37	e0176a	2015	BUICK	ENCORE	17	Trade on New	No	\$	19,000	\$	19,000		\$2,468	
38	E0086A	2019	Chevrolet	1500	46	Trade on New	No	\$	55,000	\$	55,000		\$13,617	\$11,967
39	P0455	2019	Chevrolet	1500	35	Auction/Wholesale	No	\$	63,500	\$	63,500		\$6,454	\$1,100
40	P0349	2018	Chevrolet	1500	199	Auction/Wholesale	No	\$	35,450	\$	35,450		\$6,525	\$3,649
41	AS127	2010	Dodge	1500	11	Auction/Wholesale	No	\$	15,685	\$	15,685		\$732	\$682
42	P0446	2017	FORD	EDGE	1	Auction/Wholesale	No	\$	23,000	\$	23,000		\$2,147	\$1,704
43	G13242	2016	GMC	CANYON	7	Auction/Wholesale	No	\$	26,571	\$	26,571		\$328	\$2,223
44	P0494	2019	GMC	3500	4	Auction/Wholesale	No	\$	32,000	\$	32,000		\$1,136	\$4,216
45	P0492	2012	GMC	2500	2	Auction/Wholesale	No	\$	33,500	\$	33,500		\$0	\$895
46	D0288A	2009	GMC	2500	44	Trade on New	NO	\$	44,000	\$	44,000		\$11,921	\$2,996
47	P0432	2014	GMC	YUKON	50	Auction/Wholesale	No	\$	35,000	\$	35,000		\$1,217	\$2,742
48	P0433	2018	Jeep	COMPASS	1	Auction/Wholesale	No	\$	26,500	\$	26,500		\$4,231	\$3,519
49	P0450A	2012	Jeep	cherokee	11	Trade on Used	No	\$	17,500	\$	17,500		\$4,640	\$1,615
50	E0062A	2019	KIA	FORTE	87	Trade on Used	No	\$	17,000	\$	17,000		\$4,517	\$4,295
51	E0143B	2012	Mazda	3	19	Trade on Used	No	\$	11,000	\$	11,000		\$3,474	\$1,321
52	P0479	2015	Ram	1500	1	Auction/Wholesale	No	\$	25,000	\$	25,000		\$2,142	\$1,937
53	P0466	2014	Ram	1500	27	Auction/Wholesale	No	\$	36,500	\$	36,500		\$2,149	\$4,755

Scoreboard Totals

% Retailed of Non-Franchise Make	50%
Total # Retail Units	64
Avg. Days to Sale	56.1
Avg. Advertised Price (Time of Sale)	\$ 28,666
Avg. Transaction Price	\$ 28,658
Avg. Market Price at 100%	\$ 24,606
Avg. Price to Market % (Time of Sale)	117%
Avg. Transaction to Market	116%
Avg. Transactional Discount	\$ 8
Avg. Front-End Gross	\$ 3,474
Avg. Finance Gross	\$ 4,080
PUVR	\$ 7,107
Total Gross (Units & PUVR)	\$ 454,877
GROI	159%
% with Trade	27%
Avg. Over/Under Allowance	\$583



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	50%	#DIV/0!
Total # Retail Units	64	0
Avg. Days to Sale	56.1	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,666	#DIV/0!
Avg. Transaction Price	\$ 28,658	#DIV/0!
Avg. Market Price at 100%	\$ 24,606	#DIV/0!
Avg. Price to Market % (Time of Sale)	117%	#DIV/0!
Avg. Transaction to Market	116%	#DIV/0!
Avg. Transactional Discount	\$ 8	#DIV/0!
Avg. Front-End Gross	\$ 3,474	#DIV/0!
Avg. Finance Gross	\$ 4,080	#DIV/0!
PUVR	\$ 7,107	#DIV/0!
Total Gross (Units & PUVR)	\$ 454,877	#DIV/0!
GROI	159%	#DIV/0!
% with Trade	27%	#DIV/0!
Avg. Over/Under Allowance	583	#DIV/0!



Scoreboard

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Sales Consultant	Totals	KIRK JONES
% Retailed of Non-New Franchise	50%	43%
Total # Retail Units	64	7
Avg. Days to Sale	56.1	95.7
Avg. Advertised Price (Time of Sale)	\$ 28,666	\$ 23,500
Avg. Transaction Price	\$ 28,658	\$ 23,500
Avg. Market Price at 100%	\$ 24,606	#DIV/0!
Avg. Price to Market % (Time of Sale)	117%	#DIV/0!
Avg. Transaction to Market	116%	#DIV/0!
Avg. Transactional Discount	\$ 8	\$ -
Avg. Front-End Gross	\$ 3,474	\$ 2,916
Avg. Finance Gross	\$ 4,080	\$ 6,300
PUVR	\$ 7,107	\$ 9,217
Total Gross (Units & PUVR)	\$ 454,877	\$ 64,517
GROI	159%	148%
% with Trade	27%	14%
Avg. Over/Under Allowance	583	1,000



r to access the dropdown list, then scroll up to select your staff member for each column.)

CRAIG MILLER	ROBBIE DREWS	NOAH HURST	DUSTY PROFFER
0%	71%	43%	50%
5	14	14	8
68.6	28.9	42.9	82.6
\$ 45,587	\$ 22,342	\$ 27,404	\$ 28,622
\$ 45,587	\$ 22,342	\$ 27,404	\$ 28,622
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ -	\$ -	\$ -
\$ 6,160	\$ 2,395	\$ 3,026	\$ 3,895
\$ 2,604	\$ 2,398	\$ 7,328	\$ 2,614
\$ 8,764	\$ 4,622	\$ 9,308	\$ 5,856
\$ 43,820	\$ 64,706	\$ 130,307	\$ 46,844
101%	258%	285%	89%
0%	14%	21%	50%
#DIV/0!	333	500	875

LEVI	JOSH GARRELS	BUTTE CHEVY	
100%	50%	50%	#DIV/0!
1	12	2	0
50.0	66.2	33.5	#DIV/0!
\$ 35,000	\$ 36,103	\$ 12,748	#DIV/0!
\$ 35,000	\$ 36,063	\$ 12,748	#DIV/0!
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ 41	\$ -	#DIV/0!
\$ 1,217	\$ 4,946	\$ 2,097	#DIV/0!
\$ 2,742	\$ 3,348	\$ 1,212	#DIV/0!
\$ 3,959	\$ 7,736	\$ 3,309	#DIV/0!
\$ 3,959	\$ 92,832	\$ 6,618	#DIV/0!
81%	117%	279%	#DIV/0!
0%	42%	50%	#DIV/0!
#DIV/0!	800	0	#DIV/0!

Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	50%	#DIV/0!
Total # Retail Units	64	0
Avg. Days to Sale	56.1	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,666	#DIV/0!
Avg. Transaction Price	\$ 28,658	#DIV/0!
Avg. Market Price at 100%	\$ 24,606	#DIV/0!
Avg. Price to Market % (Time of Sale)	117%	#DIV/0!
Avg. Transaction to Market	116%	#DIV/0!
Avg. Transactional Discount	\$ 8	#DIV/0!
Avg. Front-End Gross	\$ 3,474	#DIV/0!
Avg. Finance Gross	\$ 4,080	#DIV/0!
PUVR	\$ 7,107	#DIV/0!
Total Gross (Units & PUVR)	\$ 454,877	#DIV/0!
GROI	159%	#DIV/0!
% with Trade	27%	#DIV/0!
Avg. Over/Under Allowance	583	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	64	27
Avg. Days to Sale	56.1	84.3
Avg. Advertised Price (Time of Sale)	\$ 28,666	\$ 31,726
Avg. Transaction Price	\$ 28,658	\$ 31,708
Avg. Market Price at 100%	\$ 24,606	#DIV/0!
Avg. Price to Market % (Time of Sale)	117%	#DIV/0!
Avg. Transaction to Market	116%	#DIV/0!
Avg. Transactional Discount	\$ 8	\$ 18
Avg. Front-End Gross	\$ 3,474	\$ 3,791
Avg. Finance Gross	\$ 4,080	\$ 4,912
PUVR	\$ 7,107	\$ 7,976
Total Gross (Units & PUVR)	\$ 454,877	\$ 215,345
GROI	159%	107%
% with Trade	27%	9%
Avg. Over/Under Allowance	583	813



No	
	37
	35.5
\$	26,432
\$	26,432
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	-
\$	3,242
\$	3,517
\$	6,474
\$	239,532
	248%
	25%
	400

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	64	32
Avg. Days to Sale	56.1	81.2
Avg. Advertised Price (Time of Sale)	\$ 28,666	\$ 29,034
Avg. Transaction Price	\$ 28,658	\$ 29,019
Avg. Market Price at 100%	\$ 24,606	#DIV/0!
Avg. Price to Market % (Time of Sale)	117%	#DIV/0!
Avg. Transaction to Market	116%	#DIV/0!
Avg. Transactional Discount	\$ 8	\$ 15
Avg. Front-End Gross	\$ 3,474	\$ 3,331
Avg. Finance Gross	\$ 4,080	\$ 4,789
PUVR	\$ 7,107	\$ 7,372
Total Gross (Units & PUVR)	\$ 454,877	\$ 235,899
GROI	159%	113%
% with Trade	27%	25%
Avg. Over/Under Allowance	583	813



No	
	32
	31.1
\$	28,297
\$	28,297
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	-
\$	3,617
\$	3,441
\$	6,843
\$	218,978
	280%
	28%
	400

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	64	22	7
% of Retail Units	100%	34%	11%
% Retailed of Non-New Franchise	50%	36%	57%
Avg. Days to Sale	56.1	48.3	38.6
Avg. Transaction Price	\$ 28,658	\$ 29,222	\$ 21,735
Avg. Transaction to Market %	116%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 8	\$ -	\$ -
Avg. Front End Gross	\$ 3,474	\$ 3,819	\$ 4,467
Avg. Finance Gross	\$ 4,080	\$ 7,173	\$ 1,847
PUVR	\$ 7,107	\$ 9,688	\$ 6,050
Total Gross (Units & PUVR)	\$ 454,877	\$ 213,134	\$ 42,350
GROI	159%	247%	260%
% with Trade	27%	32%	14%
Avg. Over/Under Allowance	583	1,071	250



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
0	35	0	0
0%	55%	0%	0%
#DIV/0!	57%	#DIV/0!	#DIV/0!
#DIV/0!	64.5	#DIV/0!	#DIV/0!
#DIV/0!	\$ 29,688	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ 14	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,058	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,798	#DIV/0!	#DIV/0!
#DIV/0!	\$ 5,697	#DIV/0!	#DIV/0!
#DIV/0!	\$ 199,393	#DIV/0!	#DIV/0!
#DIV/0!	107%	#DIV/0!	#DIV/0!
#DIV/0!	26%	#DIV/0!	#DIV/0!
#DIV/0!	278	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	64	33	7
% of Retail Units	100%	52%	11%
% Retailed of Non-New Franchise	50%	58%	57%
Avg. Days to Sale	56.1	10.4	37.9
Avg. Transaction Price	\$ 28,658	\$ 27,970	\$ 32,271
Avg. Transaction to Market %	116%	#VALUE!	#DIV/0!
Avg. Transactional Discount	\$ 8	\$ 15	\$ -
Avg. Front End Gross	\$ 3,474	\$ 2,700	\$ 5,668
Avg. Finance Gross	\$ 4,080	\$ 4,270	\$ 5,745
PUVR	\$ 7,107	\$ 6,970	\$ 11,413
Total Gross (Units & PUVR)	\$ 454,877	\$ 230,004	\$ 79,891
GROI	159%	863%	336%
% with Trade	27%	21%	29%
Avg. Over/Under Allowance	583	444	1,250



46-60 days	61-90 days	90+ days
6	4	14
9%	6%	22%
100%	25%	14%
48.7	73.3	171.4
\$ 33,417	\$ 26,860	\$ 26,946
#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ -	\$ -
\$ 6,463	\$ 2,755	\$ 3,127
\$ 4,202	\$ 2,188	\$ 2,943
\$ 10,665	\$ 4,942	\$ 6,070
\$ 63,988	\$ 19,770	\$ 84,984
236%	90%	47%
33%	25%	36%
1,500	0	500