

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Nick Neessen	Thomas Rose	Lisa P
Ben Scribner	Jon Wilson	Darwin D
	House	Amir K
		Gerardo M
		Tracy H
		Noelle S
		Jeremy B
		Fred B
		Anthony M
		Jason P
		Julian H
		Gilles L
		Kevin H
		Jamyn H
		House

Scoreboard Totals

% Retailed of Non-Franchise Make	16%
Total # Retail Units	91
Avg. Days to Sale	31.6
Avg. Advertised Price (Time of Sale)	\$ 22,802
Avg. Transaction Price	\$ 23,278
Avg. Market Price at 100%	\$ 10,975
Avg. Price to Market % (Time of Sale)	208%
Avg. Transaction to Market	212%
Avg. Transactional Discount	\$ (476)
Avg. Front-End Gross	\$ 3,624
Avg. Finance Gross	\$ 1,795
PUVR	\$ 5,339
Total Gross (Units & PUVR)	\$ 485,815
GROI	261%
% with Trade	10%
Avg. Over/Under Allowance	\$375



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)	Transaction to Market (%)	Transactional Discount (\$)	Front-End Gross	Finance Gross
1	26525HK	2011	BMW	X5	42	Street/Curb Buy	No	\$20,067	\$21,062	92%	97%	\$ (995)	\$2,110	\$187
2	H747840A	2019	Honda	CIVICSI	35	Trade on New	Yes	\$20,363	\$20,510	99%	100%	\$ (147)	\$1,055	\$348
3	H024239A	2019	Honda	PILOT	18	Trade on New	Yes	\$30,921	\$32,576	100%	105%	\$ (1,655)	\$2,266	\$2,480
4	H089179A	2012	Honda	CIVICSI	13	Trade on New	Yes	\$13,299	\$14,112	99%	105%	\$ (813)	\$2,088	\$606
5	137939HK	2004	Chevrolet	SILVERADO	46	Street/Curb Buy	No	\$21,501	\$21,501	102%	102%	\$ -	\$8,287	\$0
6	601330HK	2016	Chevrolet	CORVETTE	32	Street/Curb Buy	No	\$84,000	\$84,000	100%	100%	\$ -	\$11,593	\$2,326
7	1266HL	2018	Honda	CRV	34	LBO OEM/Leasing Co.	Yes	\$24,480	\$25,879	100%	106%	\$ (1,399)	\$8,438	\$5,845
8	H013891A	2017	Honda	CRV	10	Trade on New	Yes	\$27,509	\$27,509	98%	98%	\$ -	\$5,323	\$1,846
9	H082541A	2019	Honda	ODYSSEY	13	Trade on New	Yes	\$31,208	\$31,208	97%	97%	\$ -	\$3,553	\$4,202
10	710737HL	2018	Honda	HRV	50	LBO OEM/Leasing Co.	Yes	\$20,456	\$20,456	95%	95%	\$ -	\$6,146	\$2,150
11	H744249B	2017	Honda	FIT	36	Trade on Used	Yes	\$17,956	\$17,956	95%	95%	\$ -	\$2,151	\$2,822
12	H747908A	2019	Honda	HRV	38	Trade on New	Yes	\$21,169	\$23,919	95%	107%	\$ (2,750)	\$4,232	\$100
13	H417473B	2015	Honda	CIVICSI	35	Trade on Used	No	\$15,367	\$16,332	98%	104%	\$ (965)	\$3,368	\$2,411
14	H5481459A	2018	Honda	CIVICSI	61	Trade on New	Yes	\$18,728	\$19,728	95%	100%	\$ (1,000)	\$2,418	\$2,150
15	H075520A	2019	Honda	ACCORD	56	Trade on New	Yes	\$24,107	\$26,947	92%	103%	\$ (2,840)	\$2,527	\$5,919
16	113141HK	2009	Chevrolet	CORVETTE	61	Street/Curb Buy	No	\$29,207	\$30,202	88%	91%	\$ (995)	\$4,452	\$0
17	H077954A	2001	Volkswagen	JETTA	59	Trade on New	No	\$7,000	\$7,000	100%	100%	\$ -	\$2,642	\$0
18	HH015938A	2018	Ford	MUSTANG	63	Trade on New	No	\$26,227	\$26,277	92%	92%	\$ (50)	\$1,100	\$2,793
19	27738HK	2019	Honda	CRV	8	Street/Curb Buy	Yes	\$29,798	\$32,688	100%	110%	\$ (2,890)	\$3,249	\$4,277
20	H751386A	2018	Honda	CIVICSI	32	Trade on New	Yes	\$18,283	\$18,283	96%	96%	\$ -	\$3,545	\$4,341
21	H088301A	2018	Honda	ACCORD	17	Trade on New	Yes	\$22,540	\$24,435	101%	109%	\$ (1,895)	\$5,576	\$4,917
22	512775HK	2017	Honda	CIVIC	13	Street/Curb Buy	Yes	\$18,782	\$19,777	98%	103%	\$ (995)	\$4,617	\$1,733
23	H748868A	2015	Honda	ACCORD	51	Trade on New	No	\$14,000	\$15,395	93%	102%	\$ (1,395)	\$1,659	\$1,373
24	H024057A	2018	Mazda	MAZDA3	13	Trade on New	No	\$18,194	\$17,647	98%	95%	\$ 547	\$1,585	\$0
25	H0273241A	2014	Honda	ACCORD	36	Trade on New	No	\$14,329	\$14,329	100%	100%	\$ -	\$320	\$0
26	H665284A	2009	Honda	CRV	5	Trade on New	No	\$15,000	\$14,000	128%	119%	\$ 1,000	\$3,020	\$260
27	734285H	2019	Honda	FIT	50	Auction/Wholesale	No	\$17,555	\$17,555	97%	97%	\$ -	(\$84)	\$931
28	H024113A	2018	Honda	ACCORD	17	Trade on New	Yes	\$23,927	\$23,652	97%	96%	\$ 275	\$3,561	\$740
29	41241HK	2018	Audi	A5	11	Street/Curb Buy	No	\$37,315	\$37,000	101%	100%	\$ 315	\$2,940	\$0
30	83117HK	2018	Honda	CRV	17	Street/Curb Buy	Yes	\$28,586	\$28,586	103%	103%	\$ -	\$9,179	\$2,626
31	1413HK	2016	Subaru	WRX	33	Street/Curb Buy	No	\$30,000	\$28,385	95%	90%	\$ 1,615	\$1,105	\$1,481
32	H704617A	1999	Honda	CRV	1	Trade on New	No	\$771	\$771	100%	100%	\$ -	(\$39)	\$0
33	20420HK	2010	Acura	TL	69	Street/Curb Buy	No	\$11,500	\$11,500	94%	94%	\$ -	(\$37)	\$1,623
34	353668HL	2018	Honda	CIVIC	54	LBO OEM/Leasing Co.	Yes	\$21,012	\$19,671	98%	92%	\$ 1,341	\$3,879	\$0
35	H754219A	2018	Honda	FIT	23	Trade on New	Yes	\$17,205	\$19,640	98%	112%	\$ (2,435)	\$4,144	\$4,980
36	80106HK	2013	BMW	328XI	55	Street/Curb Buy	No	\$16,759	\$16,759	94%	17829%	\$ -	(\$237)	\$1,359
37	H000756A	2018	Honda	CIVIC	51	Trade on New	Yes	\$19,000	\$19,889	99%	104%	\$ (889)	\$1,832	\$0
38	57877HL	2017	Honda	CRV	2	LBO OEM/Leasing Co.	Yes	\$24,500	\$24,500	104%	104%	\$ -	\$10,938	\$1,015
39	210031HK	2017	Honda	CIVIC	49	Street/Curb Buy	Yes	\$17,573	\$18,608	97%	103%	\$ (1,035)	\$1,366	\$2,149
40	724302HL	2018	Honda	FIT	0	LBO OEM/Leasing Co.	No	\$12,976	\$13,476	100%	104%	\$ (500)	\$1,085	\$4,225
41	H085339A	2018	Honda	PILOT	53	Trade on New	Yes	\$33,246	\$34,241	99%	104%	\$ (995)	\$3,356	\$1,210
42	643156HL	2017	Honda	CIVICSI	1	LBO OEM/Leasing Co.	Yes	\$13,228	\$13,928	100%	105%	\$ (700)	\$1,644	\$713

43	H664743A	2018	Honda	CRV	25	Trade on New	Yes	\$27,400	\$28,395	100%	104%	\$ (995)	\$1,650	\$3,070
44	H022393A	2016	Honda	CIVICSI	73	Trade on New	Yes	\$18,817	\$18,817	100%	100%	\$ -	\$3,311	\$0
45	722179HL	2019	Honda	FIT	29	LBO OEM/Leasing Co.	Yes	\$17,005	\$18,005	100%	106%	\$ (1,000)	\$4,144	\$5,104
46	H301409A	2017	Honda	CIVICSI	46	Trade on New	Yes	\$18,647	\$18,647	95%	95%	\$ -	\$867	\$4,128
47	H027196A	2012	Honda	CIVICSI	64	Trade on New	No	\$13,661	\$13,490	100%	99%	\$ 171	\$3,126	\$287
48	217174HL	2017	Honda	CRV	1	LBO OEM/Leasing Co.	Yes	\$12,251	\$12,951	100%	106%	\$ (700)	(\$591)	\$202
49	10096HL	2018	Honda	CIVIC	48	LBO OEM/Leasing Co.	Yes	\$18,866	\$18,866	100%	100%	\$ -	\$4,094	\$5,951
50	H023950A	2011	Honda	ACCORD	31	Trade on New	No	\$12,689	\$12,689	103%	103%	\$ -	\$3,097	\$1,120
51	H018051A	2018	Honda	CRV	101	Trade on New	Yes	\$26,500	\$26,500	96%	96%	\$ -	\$2,930	\$0
52	720902HK	2009	Porsche	911	71	Street/Curb Buy	No	\$74,671	\$74,671	100%	100%	\$ -	\$14,940	\$0
53	142622HK	2013	Honda	ACCORD	43	Street/Curb Buy	No	\$15,500	\$15,500	97%	97%	\$ -	\$986	\$2,831

Scoreboard

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Sales Consultant	Totals	Lisa P	Darwin D
% Retailed of Non-New Franchise	16%	14%	0%
Total # Retail Units	91	14	3
Avg. Days to Sale	31.6	28.1	28.0
Avg. Advertised Price (Time of Sale)	\$ 22,802	\$ 20,068	\$ 16,837
Avg. Transaction Price	\$ 23,278	\$ 20,676	\$ 17,367
Avg. Market Price at 100%	\$ 10,975	\$ 20,228	\$ 17,155
Avg. Price to Market % (Time of Sale)	208%	99%	98%
Avg. Transaction to Market	212%	102%	101%
Avg. Transactional Discount	\$ (476)	\$ (608)	\$ (530)
Avg. Front-End Gross	\$ 3,624	\$ 4,590	\$ 2,340
Avg. Finance Gross	\$ 1,795	\$ 1,864	\$ 1,685
PUVR	\$ 5,339	\$ 6,049	\$ 4,025
Total Gross (Units & PUVR)	\$ 485,815	\$ 84,690	\$ 12,075
GROI	261%	374%	298%
% with Trade	10%	7%	0%
Avg. Over/Under Allowance	375	500	#DIV/0!



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

Amir K	Gerardo M	Tracy H	Noelle S
18%	6%	0%	17%
11	18	3	6
30.3	35.3	45.7	22.3
\$ 24,330	\$ 20,798	\$ 57,289	\$ 18,616
\$ 24,900	\$ 21,165	\$ 57,338	\$ 18,616
\$ 22,806	#REF!	\$ 57,725	\$ 18,432
107%	#REF!	99%	101%
109%	#REF!	99%	101%
\$ (570)	\$ (367)	\$ (49)	\$ -
\$ 4,549	\$ 3,817	\$ 1,379	\$ 3,690
\$ 1,511	\$ 2,114	\$ 464	\$ 2,117
\$ 6,060	\$ 5,932	\$ 1,844	\$ 5,806
\$ 66,660	\$ 106,767	\$ 5,531	\$ 34,836
289%	286%	25%	503%
27%	22%	0%	0%
500	0	#DIV/0!	#DIV/0!

Jeremy B	Fred B	Anthony M	Jason P
0%	25%	0%	0%
1	8	5	4
19.0	38.3	39.4	27.3
\$ 22,965	\$ 22,603	\$ 19,860	\$ 21,056
\$ 22,965	\$ 23,130	\$ 20,185	\$ 21,801
\$ 23,675	\$ 23,338	\$ 20,212	#REF!
97%	97%	98%	#REF!
97%	99%	100%	#REF!
\$ -	\$ (528)	\$ (325)	\$ (744)
\$ 3,680	\$ 3,048	\$ 2,761	\$ 3,151
\$ -	\$ 1,921	\$ 1,528	\$ 2,338
\$ 3,680	\$ 4,969	\$ 4,289	\$ 5,089
\$ 3,680	\$ 39,752	\$ 21,443	\$ 20,354
304%	202%	194%	308%
0%	0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Julian H	Gilles L	Kevin H	Jamyn H
43%	0%	0%	50%
7	1	2	6
16.3	50.0	24.5	40.3
\$ 24,498	\$ 20,456	\$ 13,814	\$ 20,699
\$ 24,842	\$ 20,456	\$ 14,221	\$ 21,939
\$ 25,206	\$ 21,533	\$ 13,881	\$ 21,596
97%	95%	100%	96%
99%	95%	102%	102%
\$ (343)	\$ -	\$ (407)	\$ (1,239)
\$ 2,694	\$ 6,146	\$ 1,204	\$ 2,868
\$ 1,509	\$ 2,150	\$ 303	\$ 2,923
\$ 4,203	\$ 8,296	\$ 1,507	\$ 5,791
\$ 29,418	\$ 8,296	\$ 3,014	\$ 34,748
374%	292%	156%	236%
14%	0%	0%	0%
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Scoreboard

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Desk Manager	Totals	Nick Neessen	Ben Scribner
% Retailed of Non-New Franchise	16%	16%	21%
Total # Retail Units	91	77	14
Avg. Days to Sale	31.6	34.0	18.3
Avg. Advertised Price (Time of Sale)	\$ 22,802	\$ 23,048	\$ 21,452
Avg. Transaction Price	\$ 23,278	\$ 23,429	\$ 22,451
Avg. Market Price at 100%	\$ 10,975	#REF!	\$ 21,613
Avg. Price to Market % (Time of Sale)	208%	#REF!	99%
Avg. Transaction to Market	212%	#REF!	104%
Avg. Transactional Discount	\$ (476)	\$ (381)	\$ (999)
Avg. Front-End Gross	\$ 3,624	\$ 3,457	\$ 4,537
Avg. Finance Gross	\$ 1,795	\$ 1,754	\$ 2,020
PUVR	\$ 5,339	\$ 5,138	\$ 6,443
Total Gross (Units & PUVR)	\$ 485,815	\$ 395,618	\$ 90,197
GROI	261%	232%	565%
% with Trade	10%	12%	0%
Avg. Over/Under Allowance	375	375	#DIV/0!



Scoreboard

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Finance Manager	Totals	Jon Wilson	Thomas Rose
% Retailed of Non-New Franchise	16%	9%	18%
Total # Retail Units	91	46	33
Avg. Days to Sale	31.6	31.7	32.2
Avg. Advertised Price (Time of Sale)	\$ 22,802	\$ 25,213	\$ 21,417
Avg. Transaction Price	\$ 23,278	\$ 25,549	\$ 22,209
Avg. Market Price at 100%	\$ 10,975	#REF!	#REF!
Avg. Price to Market % (Time of Sale)	208%	#REF!	#REF!
Avg. Transaction to Market	212%	#REF!	#REF!
Avg. Transactional Discount	\$ (476)	\$ (336)	\$ (792)
Avg. Front-End Gross	\$ 3,624	\$ 3,638	\$ 3,693
Avg. Finance Gross	\$ 1,795	\$ 2,206	\$ 1,788
PUVR	\$ 5,339	\$ 5,721	\$ 5,433
Total Gross (Units & PUVR)	\$ 485,815	\$ 263,164	\$ 179,279
GROI	261%	254%	274%
% with Trade	10%	0%	0%
Avg. Over/Under Allowance	375	500	0



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	91	53	38
Avg. Days to Sale	31.6	32.2	30.8
Avg. Advertised Price (Time of Sale)	\$ 22,802	\$ 23,162	\$ 22,424
Avg. Transaction Price	\$ 23,278	\$ 23,891	\$ 22,424
Avg. Market Price at 100%	\$ 10,975	#REF!	\$ 22,086
Avg. Price to Market % (Time of Sale)	208%	#REF!	102%
Avg. Transaction to Market	212%	#REF!	102%
Avg. Transactional Discount	\$ (476)	\$ (729)	\$ (123)
Avg. Front-End Gross	\$ 3,624	\$ 3,959	\$ 3,155
Avg. Finance Gross	\$ 1,795	\$ 2,279	\$ 1,120
PUVR	\$ 5,339	\$ 6,101	\$ 4,275
Total Gross (Units & PUVR)	\$ 485,815	\$ 323,366	\$ 162,449
GROI	261%	286%	223%
% with Trade	10%	11%	8%
Avg. Over/Under Allowance	375	250	500



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	91	76	15
Avg. Days to Sale	31.6	29.8	40.7
Avg. Advertised Price (Time of Sale)	\$ 22,802	\$ 21,825	\$ 27,823
Avg. Transaction Price	\$ 23,278	\$ 22,381	\$ 27,823
Avg. Market Price at 100%	\$ 10,975	#REF!	\$ 27,322
Avg. Price to Market % (Time of Sale)	208%	#REF!	102%
Avg. Transaction to Market	212%	#REF!	102%
Avg. Transactional Discount	\$ (476)	\$ (557)	\$ (67)
Avg. Front-End Gross	\$ 3,624	\$ 3,536	\$ 4,068
Avg. Finance Gross	\$ 1,795	\$ 1,999	\$ 761
PUVR	\$ 5,339	\$ 5,439	\$ 4,828
Total Gross (Units & PUVR)	\$ 485,815	\$ 413,388	\$ 72,427
GROI	261%	294%	153%
% with Trade	10%	8%	20%
Avg. Over/Under Allowance	375	250	500



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	91	35	7
% of Retail Units	100%	38%	8%
% Retailed of Non-New Franchise	16%	9%	14%
Avg. Days to Sale	31.6	34.5	25.9
Avg. Transaction Price	\$ 23,278	\$ 20,749	\$ 31,950
Avg. Transaction to Market %	212%	105%	173%
Avg. Transactional Discount	\$ (476)	\$ (605)	\$ (551)
Avg. Front End Gross	\$ 3,624	\$ 3,028	\$ 3,874
Avg. Finance Gross	\$ 1,795	\$ 1,641	\$ 1,834
PUVR	\$ 5,339	\$ 4,507	\$ 5,709
Total Gross (Units & PUVR)	\$ 485,815	\$ 157,759	\$ 39,960
GROI	261%	226%	249%
% with Trade	10%	9%	14%
Avg. Over/Under Allowance	375	500	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
27	4	0	0
30%	4%	0%	0%
37%	0%	#DIV/0!	#DIV/0!
33.3	54.5	#DIV/0!	#DIV/0!
\$ 27,690	\$ 22,296	#DIV/0!	#DIV/0!
754%	92%	#DIV/0!	#DIV/0!
\$ (531)	\$ 861	#DIV/0!	#DIV/0!
\$ 4,377	\$ 706	#DIV/0!	#DIV/0!
\$ 1,997	\$ 594	#DIV/0!	#DIV/0!
\$ 6,315	\$ 1,300	#DIV/0!	#DIV/0!
\$ 170,497	\$ 5,201	#DIV/0!	#DIV/0!
247%	39%	#DIV/0!	#DIV/0!
11%	0%	#DIV/0!	#DIV/0!
500	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
18	0	0
20%	0%	0%
6%	#DIV/0!	#DIV/0!
20.6	#DIV/0!	#DIV/0!
\$ 18,424	#DIV/0!	#DIV/0!
106%	#DIV/0!	#DIV/0!
\$ (410)	#DIV/0!	#DIV/0!
\$ 4,203	#DIV/0!	#DIV/0!
\$ 2,041	#DIV/0!	#DIV/0!
\$ 6,244	#DIV/0!	#DIV/0!
\$ 112,398	#DIV/0!	#DIV/0!
594%	#DIV/0!	#DIV/0!
11%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	91	45	15
% of Retail Units	100%	49%	16%
% Retailed of Non-New Franchise	16%	11%	20%
Avg. Days to Sale	31.6	13.5	35.4
Avg. Transaction Price	\$ 23,278	\$ 23,851	\$ 23,275
Avg. Transaction to Market %	212%	114%	107%
Avg. Transactional Discount	\$ (476)	\$ (714)	\$ (309)
Avg. Front End Gross	\$ 3,624	\$ 4,024	\$ 3,523
Avg. Finance Gross	\$ 1,795	\$ 1,856	\$ 1,760
PUVR	\$ 5,339	\$ 5,880	\$ 5,283
Total Gross (Units & PUVR)	\$ 485,815	\$ 264,607	\$ 79,251
GROI	261%	658%	231%
% with Trade	10%	7%	27%
Avg. Over/Under Allowance	375	500	500



46-60 days	61-90 days	90+ days
20	9	1
22%	10%	1%
15%	44%	0%
52.0	66.4	101.0
\$ 20,882	\$ 26,479	\$ 26,500
985%	96%	96%
\$ (158)	\$ (319)	\$ -
\$ 3,111	\$ 3,285	\$ 2,930
\$ 1,922	\$ 1,197	\$ -
\$ 5,032	\$ 4,482	\$ 2,930
\$ 100,645	\$ 40,334	\$ 2,930
167%	92%	39%
10%	0%	0%
0	#DIV/0!	#DIV/0!