

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
GREG ERZEN	BRIAN ESTERRICH	CHRIS KARINOPOULOS
TYLER NADELHOFFER	LEE RZENTKOWSKI	AUSTIN FRYE
TIM NUGENT	DANA RAKER	PHIL WOJTOWICZ
	NETANYA VANLANDINGHAM	SHPEND JONUZI
	KYLE COTTIER	PHYLLIS FEULING
		RIVER CHANDLER
		PETE AHLES
		JOE BEYER
		JESS KOSS
		SEAN ARMSON
		SETH CHRISTOPH
		RAY HARP
		DAVE JAWORSKI
		JOHN DILLON
		AUSTIN S
		ALLEN FRANKLIN
		SCOTT NELSON
		ALEX PARSONS
		JAVIER LEON
		SHAHEID WALKER
		RODNEY POTTER
		GARY FREDERICK

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	M502891	2018	TOYOTA	RAV4 HYBRID	20	Trade on New	Yes	\$ 29,992	\$ 29,242	99%	\$3,364	\$0
2	M509811	2019	TOYOTA	RAV4	27	Trade on New	Yes	\$ 26,252	\$ 26,252	98%	\$2,845	\$0
3	M506201	2018	TOYOTA	CHR	37	Trade on New	Yes	\$ 20,397	\$ 20,397	96%	\$3,689	\$243
4	M510341	2013	TOYOTA	RAV4	19	Trade on New	No	\$ 14,838	\$ 14,838	104%	\$3,313	\$0
5	M494631	2020	AUDI	Q3	22	Trade on New	No	\$ 38,503	\$ 38,503	98%	\$1,822	\$915
6	M507941	2010	TOYOTA	PRIUS	20	Trade on New	No	\$ 8,244	\$ 7,926	120%	\$2,593	\$689
7	M508321	2016	TOYOTA	COROLLA	21	Trade on New	No	\$ 12,692	\$ 12,692	110%	\$2,180	\$150
8	P971700	2018	TOYOTA	COROLLA	16	LBO Customer	Yes	\$ 16,192	\$ 15,892	94%	\$2,819	\$423
9	M506591	2017	TOYOTA	CAMRY	16	Trade on New	Yes	\$ 19,481	\$ 19,481	108%	\$2,902	\$0
10	M971790	2021	TOYOTA	RAV4	15	Loaner	Yes	\$ 28,280	\$ 28,280	99%	\$3,478	\$0
11	M971910	2021	TOYOTA	CAMRY HYBRID	10	Loaner	Yes	\$ 26,872	\$ 26,872	92%	\$3,097	\$1,180
12	M503501	2018	HONDA	CRV	10	Trade on New	No	\$ 25,290	\$ 25,290	99%	\$1,831	\$3,727
13	M508771	2018	TOYOTA	CHR	12	Trade on New	Yes	\$ 20,677	\$ 20,677	101%	\$3,830	\$5,483
14	P970751	2013	TOYOTA	COROLLA	44	Trade on Used	No	\$ 9,879	\$ 7,840	81%	(\$8)	\$1,794
15	M508859	2018	TOYOTA	TUNDRA	31	Trade on New	Yes	\$ 39,888	\$ 39,888	104%	\$4,914	\$1,741
16	P971730	2018	TOYOTA	RAV4	16	LBO Customer	Yes	\$ 25,423	\$ 23,583	102%	\$3,113	\$0
17	P970840	2020	TOYOTA	4RUNNER	56	Auction/Wholesale	Yes	\$ 40,657	\$ 40,657	95%	\$2,169	\$1,760
18	M509641	2015	JEEP	RENEGADE	37	Trade on New	No	\$ 15,557	\$ 15,557	101%	\$2,776	\$1,029
19	P970621	2014	MAZDA	3	22	Trade on Used	No	\$ 11,928	\$ 11,700	100%	\$1,643	\$0
20	M510561	2019	NISSAN	ALTIMA	12	Trade on New	No	\$ 24,996	\$ 24,796	98%	\$2,267	\$2,891
21	M971771	2014	TOYOTA	CAMRY	10	Trade on Used	No	\$ 28,499	\$ 28,088	97%	\$1,106	\$0
22	M509821	2016	TOYOTA	HIGHLANDER	12	Trade on New	Yes	\$ 30,892	\$ 30,892	98%	\$2,108	\$4,141
23	M510581	2018	TOYOTA	RAV4 HYBRID	14	Trade on New	Yes	\$ 26,977	\$ 26,727	102%	\$2,518	\$284
24	M504939	2019	TOYOTA	CHR	28	Trade on New	Yes	\$ 22,342	\$ 21,546	97%	\$1,427	\$0
25	M509231	2018	HONDA	CIVIC	19	Trade on New	No	\$ 16,997	\$ 16,997	98%	\$1,600	\$2,299
26	M506691	2013	TOYOTA	RAV4	36	Trade on New	No	\$ 14,359	\$ 13,450	97%	\$1,803	\$987
27	M506271	2018	TOYOTA	RAV4	8	Trade on New	Yes	\$ 24,338	\$ 24,338	99%	\$2,616	\$449

28	M504021	2016	FORD	ESCAPE	12	Trade on New	No	\$	16,926	\$	16,187	98%	\$2,155	\$1,117
29	M971890	2021	TOYOTA	RAV4	9	Loaner	Yes	\$	29,895	\$	29,595	97%	\$1,579	\$100
30	M971880	2021	TOYOTA	RAV4	8	Loaner	Yes	\$	30,980	\$	30,980	98%	\$2,779	\$2,382
31	M507271	2019	HONDA	HRV	48	Trade on Used	No	\$	20,354	\$	20,354	97%	\$2,221	\$1,675
32	P971800	1999	TOYOTA	CAMRY	17	Street/Curb Buy	No	\$	6,297	\$	6,297	100%	\$2,420	\$0
33	M508691	2018	TOYOTA	RAV4	12	Trade on New	Yes	\$	24,428	\$	24,000	99%	\$2,106	\$0
34	M971781	2017	TOYOTA	CAMRY	16	Trade on Used	Yes	\$	18,652	\$	18,516	103%	\$2,108	\$2,066
35	M504562	2015	FORD	EXPLORER	21	Trade on Used	No	\$	12,998	\$	12,998	105%	\$1,908	\$763
36	P971660	2019	TOYOTA	4RUNNER	21	Street/Curb Buy	Yes	\$	44,986	\$	43,346	97%	\$1,509	\$474
37	M510551	2019	TOYOTA	AVALON	4	Trade on New	Yes	\$	31,825	\$	31,825	94%	\$1,837	\$354
38	P970602	2014	TOYOTA	CAMRY	11	Trade on Used	No	\$	13,257	\$	13,257	108%	\$2,887	\$474
39	P971870	2012	TOYOTA	RAV4	12	Street/Curb Buy	No	\$	12,442	\$	11,942	100%	\$2,091	\$0
40	M510021	2016	TOYOTA	TUNDRA	15	Trade on New	No	\$	31,982	\$	31,982	94%	\$3,559	\$2,371
41	P970930	2020	TOYOTA	4RUNNER	54	Rental Fleet (Enterprise, et	Yes	\$	39,998	\$	39,998	94%	\$443	\$6,306
42	M508481	2018	TOYOTA	SIENNA	10	Trade on New	Yes	\$	32,484	\$	31,984	99%	\$2,087	\$0
43	M509841	2016	TOYOTA	RAV4	24	Trade on New	Yes	\$	19,979	\$	19,979	100%	\$2,123	\$2,350
44	M508141	2015	CHEVROLET	TAHOE	44	Trade on New	No	\$	36,974	\$	36,974	97%	\$1,591	\$2,813
45	M510391	2018	DODGE	GRAND CARAVAN	23	Trade on New	No	\$	19,522	\$	19,522	100%	\$1,971	\$1,944
46	M507201	2018	TOYOTA	HIGHLANDER	40	Trade on New	Yes	\$	31,588	\$	31,588	99%	\$1,383	\$2,022
47	P971340	2018	TOYOTA	CAMRY	35	LBO OEM/Leasing Co.	Yes	\$	22,450	\$	22,450	100%	(\$2,081)	\$1,305
48	P971671	2014	HONDA	CRV	11	Trade on Used	No	\$	18,694	\$	18,694	102%	\$1,475	\$2,344
49	M501541	2018	TOYOTA	CAMRY	23	Trade on New	No	\$	22,497	\$	22,497	104%	\$3,587	\$283
50	M510151	2021	TOYOTA	RAV4	28	Trade on New	Yes	\$	40,848	\$	40,848	100%	\$2,388	\$0
51	P972040	2018	TOYOTA	TACOMA	8	LBO Customer	Yes	\$	35,345	\$	35,345	94%	\$2,571	\$399
52	M510501	2012	TOYOTA	HIGHLANDER	18	Trade on New	No	\$	17,484	\$	17,484	106%	\$1,963	\$1,528
53	M510451	2010	TOYOTA	CAMRY HYBRID	15	Trade on New	No	\$	9,592	\$	8,992	112%	\$871	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	34%
Total # Retail Units	140
Avg. Days to Sale	27.8
Avg. Advertised Price (Time of Sale)	\$ 25,537
Avg. Transaction Price	\$ 25,203
Avg. Market Price at 100%	\$ 25,414
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 334
Avg. Front-End Gross	\$ 2,175
Avg. Finance Gross	\$ 1,132
PUVR	\$ 3,308
Total Gross (Units & PUVR)	\$ 463,083
GROI	170%
% with Trade	39%
Avg. Over/Under Allowance	\$189



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	TIM NUGENT	TYLER NADELHOFF
% Retailed of Non-New Franchise	34%	41%	37%
Total # Retail Units	140	37	63
Avg. Days to Sale	27.8	30.0	28.6
Avg. Advertised Price (Time of Sale)	\$ 25,537	\$ 24,460	\$ 26,093
Avg. Transaction Price	\$ 25,203	\$ 24,277	\$ 25,624
Avg. Market Price at 100%	\$ 25,414	\$ 24,629	\$ 26,212
Avg. Price to Market % (Time of Sale)	100%	99%	100%
Avg. Transaction to Market	99%	99%	98%
Avg. Transactional Discount	\$ 334	\$ 183	\$ 470
Avg. Front-End Gross	\$ 2,175	\$ 2,147	\$ 2,004
Avg. Finance Gross	\$ 1,132	\$ 1,116	\$ 1,317
PUVR	\$ 3,308	\$ 3,263	\$ 3,322
Total Gross (Units & PUVR)	\$ 463,083	\$ 120,731	\$ 209,281
GROI	170%	161%	163%
% with Trade	39%	49%	30%
Avg. Over/Under Allowance	189	58	254



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

GREG ERZEN			
23%	#DIV/0!	#DIV/0!	#DIV/0!
40	0	0	0
24.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,657	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,398	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,699	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 260	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,472	#DIV/0!	#DIV/0!	#DIV/0!
\$ 855	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,327	#DIV/0!	#DIV/0!	#DIV/0!
\$ 133,071	#DIV/0!	#DIV/0!	#DIV/0!
193%	#DIV/0!	#DIV/0!	#DIV/0!
43%	#DIV/0!	#DIV/0!	#DIV/0!
208	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	CHRIS KARINOPOUL	AUSTIN FRYE
% Retailed of Non-New Franchise	34%	25%	38%
Total # Retail Units	140	12	8
Avg. Days to Sale	27.8	36.3	19.1
Avg. Advertised Price (Time of Sale)	\$ 25,537	\$ 28,392	\$ 22,630
Avg. Transaction Price	\$ 25,203	\$ 27,995	\$ 22,140
Avg. Market Price at 100%	\$ 25,414	\$ 28,857	\$ 22,413
Avg. Price to Market % (Time of Sale)	100%	98%	101%
Avg. Transaction to Market	99%	97%	99%
Avg. Transactional Discount	\$ 334	\$ 396	\$ 491
Avg. Front-End Gross	\$ 2,175	\$ 1,378	\$ 2,497
Avg. Finance Gross	\$ 1,132	\$ 1,316	\$ 1,504
PUVR	\$ 3,308	\$ 2,694	\$ 4,002
Total Gross (Units & PUVR)	\$ 463,083	\$ 32,328	\$ 32,015
GROI	170%	96%	340%
% with Trade	39%	50%	63%
Avg. Over/Under Allowance	189	579	206



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

PHIL WOJTOWICZ	SHPEND JONUZI	PHYLLIS FEULING	RIVER CHANDLER
30%	20%	36%	40%
10	5	11	5
32.3	19.4	28.2	38.2
\$ 31,546	\$ 21,931	\$ 24,301	\$ 23,391
\$ 30,809	\$ 21,844	\$ 24,107	\$ 23,191
\$ 31,890	\$ 21,988	\$ 23,985	\$ 23,776
99%	100%	101%	98%
97%	99%	101%	98%
\$ 737	\$ 87	\$ 194	\$ 200
\$ 1,653	\$ 2,278	\$ 2,338	\$ 2,111
\$ 1,083	\$ 505	\$ 706	\$ 933
\$ 2,735	\$ 2,783	\$ 3,044	\$ 3,044
\$ 27,352	\$ 13,915	\$ 33,481	\$ 15,218
99%	236%	161%	124%
40%	20%	9%	60%
8	120	0	490

PETE AHLES	JOE BEYER	JESS KOSS	SEAN ARMSON
29%	40%	71%	43%
7	10	7	14
28.7	20.7	34.0	32.0
\$ 23,545	\$ 20,359	\$ 32,051	\$ 29,459
\$ 23,502	\$ 20,087	\$ 31,693	\$ 29,082
\$ 23,267	\$ 19,881	\$ 32,323	\$ 29,745
101%	102%	99%	99%
101%	101%	98%	98%
\$ 43	\$ 272	\$ 358	\$ 377
\$ 2,139	\$ 2,451	\$ 2,048	\$ 2,864
\$ 870	\$ 145	\$ 1,053	\$ 1,613
\$ 3,009	\$ 2,597	\$ 3,101	\$ 4,477
\$ 21,065	\$ 25,969	\$ 21,707	\$ 62,677
161%	225%	104%	173%
29%	20%	71%	36%
0	50	0	111

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	BRIAN ESTERRI	LEE RZENTKOW
% Retailed of Non-New Franchise	34%	36%	34%
Total # Retail Units	140	59	64
Avg. Days to Sale	27.8	28.5	26.8
Avg. Advertised Price (Time of Sale)	\$ 25,537	\$ 26,388	\$ 24,425
Avg. Transaction Price	\$ 25,203	\$ 26,038	\$ 24,142
Avg. Market Price at 100%	\$ 25,414	\$ 26,573	\$ 24,505
Avg. Price to Market % (Time of Sale)	100%	99%	100%
Avg. Transaction to Market	99%	98%	99%
Avg. Transactional Discount	\$ 334	\$ 350	\$ 283
Avg. Front-End Gross	\$ 2,175	\$ 2,373	\$ 2,104
Avg. Finance Gross	\$ 1,132	\$ 1,069	\$ 1,253
PUVR	\$ 3,308	\$ 3,442	\$ 3,357
Total Gross (Units & PUVR)	\$ 463,083	\$ 203,105	\$ 214,837
GROI	170%	167%	187%
% with Trade	39%	0%	0%
Avg. Over/Under Allowance	189	172	226



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

KYLE COTTIER			
22%	#DIV/0!	#DIV/0!	#DIV/0!
9	0	0	0
31.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,614	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,157	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,044	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 457	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,381	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,260	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,641	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,768	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
111	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	140	65	75
Avg. Days to Sale	27.8	25.9	29.4
Avg. Advertised Price (Time of Sale)	\$ 25,537	\$ 30,623	\$ 20,765
Avg. Transaction Price	\$ 25,203	\$ 30,324	\$ 20,765
Avg. Market Price at 100%	\$ 25,414	\$ 30,789	\$ 21,190
Avg. Price to Market % (Time of Sale)	100%	99%	98%
Avg. Transaction to Market	99%	98%	98%
Avg. Transactional Discount	\$ 334	\$ 299	\$ 364
Avg. Front-End Gross	\$ 2,175	\$ 2,344	\$ 2,029
Avg. Finance Gross	\$ 1,132	\$ 1,335	\$ 956
PUVR	\$ 3,308	\$ 3,680	\$ 2,985
Total Gross (Units & PUVR)	\$ 463,083	\$ 239,175	\$ 223,908
GROI	170%	169%	176%
% with Trade	39%	112%	85%
Avg. Over/Under Allowance	189	254	133



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	140	93	47
Avg. Days to Sale	27.8	24.6	34.1
Avg. Advertised Price (Time of Sale)	\$ 25,537	\$ 26,245	\$ 23,779
Avg. Transaction Price	\$ 25,203	\$ 25,923	\$ 23,779
Avg. Market Price at 100%	\$ 25,414	\$ 26,246	\$ 24,461
Avg. Price to Market % (Time of Sale)	100%	100%	97%
Avg. Transaction to Market	99%	99%	97%
Avg. Transactional Discount	\$ 334	\$ 322	\$ 358
Avg. Front-End Gross	\$ 2,175	\$ 2,323	\$ 1,884
Avg. Finance Gross	\$ 1,132	\$ 1,118	\$ 1,160
PUVR	\$ 3,308	\$ 3,441	\$ 3,044
Total Gross (Units & PUVR)	\$ 463,083	\$ 320,012	\$ 143,071
GROI	170%	194%	135%
% with Trade	39%	31%	53%
Avg. Over/Under Allowance	189	201	165



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	140	71	36
% of Retail Units	100%	51%	26%
% Retailed of Non-New Franchise	34%	27%	61%
Avg. Days to Sale	27.8	26.8	22.3
Avg. Transaction Price	\$ 25,203	\$ 25,978	\$ 19,237
Avg. Transaction to Market %	99%	99%	100%
Avg. Transactional Discount	\$ 334	\$ 315	\$ 362
Avg. Front End Gross	\$ 2,175	\$ 2,461	\$ 2,110
Avg. Finance Gross	\$ 1,132	\$ 1,114	\$ 1,060
PUVR	\$ 3,308	\$ 3,575	\$ 3,170
Total Gross (Units & PUVR)	\$ 463,083	\$ 253,844	\$ 114,111
GROI	170%	185%	266%
% with Trade	39%	39%	36%
Avg. Over/Under Allowance	189	181	182



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
9	6	6	5
6%	4%	4%	4%
22%	33%	0%	0%
32.3	56.2	12.2	28.8
\$ 26,653	\$ 41,367	\$ 29,282	\$ 26,046
100%	98%	97%	95%
\$ 478	\$ 316	\$ 220	\$ 468
\$ 1,578	\$ 376	\$ 3,465	\$ 2,856
\$ 462	\$ 1,843	\$ 1,268	\$ 467
\$ 2,041	\$ 2,219	\$ 4,733	\$ 3,322
\$ 18,366	\$ 13,313	\$ 28,400	\$ 16,611
85%	34%	478%	159%
33%	33%	50%	20%
-89	508	167	191

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
4	3	0
3%	2%	0%
0%	67%	#DIV/0!
30.3	73.0	#DIV/0!
\$ 26,519	\$ 30,455	#DIV/0!
101%	93%	#DIV/0!
\$ 323	\$ 67	#DIV/0!
\$ (135)	\$ 965	#DIV/0!
\$ 1,948	\$ 2,763	#DIV/0!
\$ 1,813	\$ 3,728	#DIV/0!
\$ 7,253	\$ 11,185	#DIV/0!
81%	60%	#DIV/0!
25%	100%	#DIV/0!
300	567	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	140	93	24
% of Retail Units	100%	66%	17%
% Retailed of Non-New Franchise	34%	28%	33%
Avg. Days to Sale	27.8	16.5	37.6
Avg. Transaction Price	\$ 25,203	\$ 23,003	\$ 28,267
Avg. Transaction to Market %	99%	101%	97%
Avg. Transactional Discount	\$ 334	\$ 291	\$ 428
Avg. Front End Gross	\$ 2,175	\$ 2,505	\$ 1,335
Avg. Finance Gross	\$ 1,132	\$ 981	\$ 1,543
PUVR	\$ 3,308	\$ 3,486	\$ 2,878
Total Gross (Units & PUVR)	\$ 463,083	\$ 324,211	\$ 69,076
GROI	170%	331%	98%
% with Trade	39%	32%	50%
Avg. Over/Under Allowance	189	149	205



46-60 days	61-90 days	90+ days
12	10	1
9%	7%	1%
42%	70%	100%
51.8	73.0	100.0
\$ 28,051	\$ 34,436	\$ 29,778
95%	93%	91%
\$ 374	\$ 470	\$ 200
\$ 1,725	\$ 1,672	\$ 2,151
\$ 1,520	\$ 1,054	\$ 1,449
\$ 3,245	\$ 2,726	\$ 3,600
\$ 38,936	\$ 27,261	\$ 3,600
80%	39%	44%
50%	50%	100%
421	140	1,200