

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	18200	2019	Ford	Ranger	60	Trade on Used	No	\$ 38,998	\$ 38,998	100%	\$3,366	\$2,379
2	h21735a	2016	Chevrolet	SILVERADO 1500	39	Trade on Used	No	\$ 36,880	\$ 36,770	107%	\$5,788	\$1,021
3	18314	2021	Chevrolet	TRAILBLAZER	8	Trade on Used	Yes	\$ 29,995	\$ 32,011	107%	\$5,124	\$0
4	18114	2021	Chevrolet	SILVERADO 1500	76	Trade on New	No	\$ 38,991	\$ 38,991	96%	\$3,030	\$520
5	18251	2016	Chevrolet	Equinox	7	Trade on New	No	\$ 16,995	\$ 15,900	111%	\$1,724	\$1,501
6	P18257	2020	Chevrolet	SILVERADO 2500	7	Street/Curb Buy	No	\$ 68,995	\$ 66,995	99%	\$7,221	\$1,473
7	18259	2015	DODGE	CHARGER	6	Trade on Used	No	\$ 26,995	\$ 26,995	98%	\$3,083	\$1,616
8	H21631B	2018	HONDA	CIVIC	30	Trade on Used	No	\$ 24,880	\$ 25,380	100%	\$3,354	\$3,373
9	18221	2019	Chevrolet	COLORADO	20	Trade on Used	No	\$ 33,540	\$ 33,100	105%	\$1,807	\$0
10	18216	2013	HYUNDAI	ELANTRA	24	Trade on Used	No	\$ 8,150	\$ 7,000	76%	\$1,037	\$150
11	18218	2014	Chevrolet	SPARK	9	Trade on Used	No	\$ 10,995	\$ 11,325	128%	\$4,789	\$1,969
12	18210	2017	NISSAN	ROGUE	30	Trade on Used	No	\$ 19,113	\$ 18,813	104%	\$1,944	\$2,569
13	P18274	2012	Chevrolet	Equinox	2	Street/Curb Buy	No	\$ 14,111	\$ 13,481	116%	\$2,031	\$657
14	H21668B	2019	HYUNDAI	SONATA	90	Trade on Used	No	\$ 23,880	\$ 23,880	115%	\$3,359	\$0
15	18246	2019	Chevrolet	Equinox	18	Trade on New	No	\$ 26,991	\$ 26,239	105%	\$2,660	\$100
16	P18253	2014	Chevrolet	IMPALA	12	Street/Curb Buy	No	\$ 11,995	\$ 11,995	89%	\$4,766	\$2,581
17	18256	2009	Ford	Focus	11	Trade on Used	No	\$ 5,995	\$ 5,800	107%	\$2,450	\$0
18	18265	2017	Buick	Encore	10	Trade on New	No	\$ 19,995	\$ 19,885	103%	\$3,710	\$130
19	P18273	2018	Ford	F-150	5	Auction/Wholesale	No	\$ 36,995	\$ 36,995	97%	\$5,258	\$1,945
20	18271	2015	Chevrolet	Colorado	9	Trade on New	No	\$ 26,995	\$ 25,995	104%	\$2,439	\$165
21	18224	2013	Chevrolet	Equinox	28	Trade on Used	No	\$ 10,495	\$ 10,250	95%	\$3,287	\$1,177
22	18213	2019	Chevrolet	Equinox	35	Trade on Used	No	\$ 26,995	\$ 25,850	107%	\$3,550	\$1,999
23	18123	2014	Acura	TSX	85	Trade on Used	No	\$ 11,691	\$ 12,391	77%	\$1,607	\$270
24	18269	2014	JEEP	Grand Cherokee	14	Trade on Used	No	\$ 22,391	\$ 22,362	108%	\$3,369	\$898
25	P18215	2019	Chevrolet	Equinox	36	Auction/Wholesale	No	\$ 26,250	\$ 26,250	106%	\$3,172	\$1,312
26	P18261	2020	GMC	SIERRA 2500	17	Auction/Wholesale	Yes	\$ 79,995	\$ 79,495	103%	\$4,336	\$3,183
27	18202	2017	LEXUS	GX 460	43	Trade on Used	No	\$ 42,991	\$ 42,750	96%	\$5,504	\$660
28	P18113	2018	GMC	TERRAIN	93	Auction/Wholesale	No	\$ 33,043	\$ 33,043	101%	\$1,774	\$2,466
29	18189	2018	JEEP	COMPASS	50	Trade on Used	No	\$ 21,605	\$ 21,605	101%	\$2,210	\$1,381

30	P18242	2019	KIA	FORTE	25	Auction/Wholesale	No	\$	17,900	\$	17,900	96%	\$2,198	\$3,176
31	18285	2016	Ford	MUSTANG	22	Trade on New	No	\$	21,995	\$	21,000	105%	\$4,890	\$2,959
32	18171	2018	Chevrolet	COLORADO	65	Trade on New	No	\$	22,390	\$	22,150	97%	\$3,423	\$0
33	P18153	2017	Ford	ESCAPE	76	Street/Curb Buy	No	\$	14,991	\$	15,491	97%	\$2,135	\$1,918
34	18176	2018	Chevrolet	SILVERADO	58	Trade on Used	No	\$	43,495	\$	43,495	110%	\$1,975	\$2,854
35	P18234	2018	Chevrolet	COLORADO	29	Street/Curb Buy	No	\$	32,150	\$	32,150	107%	\$3,999	\$946
36	P18241	2014	Chevrolet	SPARK	35	Auction/Wholesale	No	\$	10,995	\$	9,500	119%	\$805	\$0
37	18195	2018	Chevrolet	COLORADO	51	Trade on Used	No	\$	34,224	\$	34,224	103%	\$3,220	\$3,589
38	18282	2010	MAZDA	CX-5	10	Trade on Used	No	\$	8,995	\$	8,655	108%	\$2,582	\$158
39	18280	2016	BUICK	Encore	13	Trade on Used	No	\$	19,150	\$	18,991	110%	\$2,516	\$2,013
40	P18278	2019	RAM	1500	14	Auction/Wholesale	No	\$	35,995	\$	35,995	111%	\$4,030	\$3,069
41	P18301	2019	RAM	1500	4	Auction/Wholesale	No	\$	46,995	\$	44,995	107%	\$8,526	\$1,405
42	P18276	2014	RAM	1500	15	Auction/Wholesale	No	\$	33,995	\$	33,995	107%	\$2,874	\$1,344
43	18190	2015	KIA	OPTIMA	55	Trade on Used	No	\$	16,040	\$	16,040	101%	\$1,714	\$2,088
44	18244	2010	DODGE	CHALLENGER	32	Trade on Used	No	\$	12,500	\$	12,500	102%	\$1,878	\$983
45	PH17600	2020	HONDA	HR-V	14	Street/Curb Buy	No	\$	23,880	\$	23,880	99%	\$4,561	\$1,379
46	18299	2016	GMC	SIERRA 2500	7	Trade on Used	No	\$	40,991	\$	39,999	110%	\$3,447	\$1,533
47	18288	2015	Chevrolet	COLORADO	14	Trade on Used	No	\$	26,995	\$	26,995	106%	\$4,807	\$270
48	P18316	2019	Chevrolet	Equinox	2	Street/Curb Buy	No	\$	29,995	\$	29,995	117%	\$5,607	\$0
49	P18317	2017	Chevrolet	CAMARO	3	Street/Curb Buy	No	\$	42,995	\$	43,342	105%	\$7,992	\$270
50	P18292	2014	Ford	F-350	19	Street/Curb Buy	No	\$	40,991	\$	40,991	94%	\$8,706	\$0
51	18132	2017	Chevrolet	CRUZE	99	Trade on Used	No	\$	14,491	\$	14,491	98%	\$665	\$1,864
52	18313	2019	Ford	f-150	5	Trade on Used	No	\$	39,995	\$	39,195	102%	\$4,296	\$3,567
53	H21681A	2011	CHRYSLER	200	25	Trade on New	No	\$	8,880	\$	6,530	109%	\$834	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	60%
Total # Retail Units	109
Avg. Days to Sale	37.4
Avg. Advertised Price (Time of Sale)	\$ 26,440
Avg. Transaction Price	\$ 25,964
Avg. Market Price at 100%	\$ 25,875
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 476
Avg. Front-End Gross	\$ 2,962
Avg. Finance Gross	\$ 1,195
PUVR	\$ 4,157
Total Gross (Units & PUVR)	\$ 453,070
GROI	154%
% with Trade	51%
Avg. Over/Under Allowance	(\$98)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	BRENDEN PRUE	LARRY WILLIAMS
% Retailed of Non-New Franchise	60%	62%	20%
Total # Retail Units	109	91	5
Avg. Days to Sale	37.4	38.5	14.2
Avg. Advertised Price (Time of Sale)	\$ 26,440	\$ 26,182	\$ 36,171
Avg. Transaction Price	\$ 25,964	\$ 25,934	\$ 36,622
Avg. Market Price at 100%	\$ 25,875	\$ 25,718	\$ 34,538
Avg. Price to Market % (Time of Sale)	102%	102%	105%
Avg. Transaction to Market	100%	101%	106%
Avg. Transactional Discount	\$ 476	\$ 248	\$ (451)
Avg. Front-End Gross	\$ 2,962	\$ 2,841	\$ 6,643
Avg. Finance Gross	\$ 1,195	\$ 1,171	\$ 258
PUVR	\$ 4,157	\$ 4,011	\$ 6,902
Total Gross (Units & PUVR)	\$ 453,070	\$ 365,019	\$ 34,508
GROI	154%	144%	478%
% with Trade	51%	49%	60%
Avg. Over/Under Allowance	-98	-102	-589



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

MARION CHARLEY	RYAN PRUE	TED NIPPER	
50%	100%	75%	#DIV/0!
8	1	4	0
38.6	25.0	40.0	#DIV/0!
\$ 26,239	\$ 17,900	\$ 22,686	#DIV/0!
\$ 26,030	\$ 17,900	\$ 15,210	#DIV/0!
\$ 25,407	\$ 18,646	\$ 22,464	#DIV/0!
103%	96%	101%	#DIV/0!
102%	96%	68%	#DIV/0!
\$ 209	\$ -	\$ 7,475	#DIV/0!
\$ 2,888	\$ 2,198	\$ 1,449	#DIV/0!
\$ 2,210	\$ 3,176	\$ 396	#DIV/0!
\$ 5,099	\$ 5,374	\$ 1,845	#DIV/0!
\$ 40,788	\$ 5,374	\$ 7,380	#DIV/0!
183%	432%	109%	#DIV/0!
75%	0%	50%	#DIV/0!
125	0	138	#DIV/0!

Scoreboard

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Sales Consultant	Totals	CARIB GLASCO	KATHY ALLISON
% Retailed of Non-New Franchise	60%	75%	55%
Total # Retail Units	109	4	11
Avg. Days to Sale	37.4	41.0	41.2
Avg. Advertised Price (Time of Sale)	\$ 26,440	\$ 44,978	\$ 26,945
Avg. Transaction Price	\$ 25,964	\$ 44,853	\$ 26,737
Avg. Market Price at 100%	\$ 25,875	\$ 43,921	\$ 26,531
Avg. Price to Market % (Time of Sale)	102%	102%	102%
Avg. Transaction to Market	100%	102%	101%
Avg. Transactional Discount	\$ 476	\$ 125	\$ 208
Avg. Front-End Gross	\$ 2,962	\$ 3,530	\$ 2,969
Avg. Finance Gross	\$ 1,195	\$ 2,525	\$ 995
PUVR	\$ 4,157	\$ 6,055	\$ 3,964
Total Gross (Units & PUVR)	\$ 453,070	\$ 24,219	\$ 43,604
GROI	154%	119%	130%
% with Trade	51%	75%	64%
Avg. Over/Under Allowance	-98	500	-13



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

CECE KOON	CAMERON CLEARY	SCOTT PETRICONE	SONIA CLARK
65%	55%	61%	69%
17	22	18	16
41.8	31.2	40.7	34.7
\$ 23,566	\$ 27,934	\$ 24,819	\$ 22,328
\$ 23,135	\$ 27,833	\$ 23,305	\$ 21,935
\$ 23,555	\$ 27,486	\$ 23,937	\$ 21,888
100%	102%	104%	102%
98%	101%	97%	100%
\$ 431	\$ 101	\$ 1,514	\$ 393
\$ 2,244	\$ 3,702	\$ 2,558	\$ 2,910
\$ 584	\$ 1,222	\$ 1,388	\$ 1,140
\$ 2,827	\$ 4,924	\$ 3,946	\$ 4,051
\$ 48,066	\$ 108,331	\$ 71,034	\$ 64,813
105%	204%	150%	192%
35%	55%	44%	63%
-217	-132	-219	31

DON MILLER	JORDAN JOHNSON		
50%	33%	#DIV/0!	#DIV/0!
12	6	0	0
36.4	25.8	#DIV/0!	#DIV/0!
\$ 30,133	\$ 27,170	#DIV/0!	#DIV/0!
\$ 29,490	\$ 28,016	#DIV/0!	#DIV/0!
\$ 29,901	\$ 25,302	#DIV/0!	#DIV/0!
101%	107%	#DIV/0!	#DIV/0!
99%	111%	#DIV/0!	#DIV/0!
\$ 643	\$ (846)	#DIV/0!	#DIV/0!
\$ 3,147	\$ 4,153	#DIV/0!	#DIV/0!
\$ 1,473	\$ 1,566	#DIV/0!	#DIV/0!
\$ 4,619	\$ 5,719	#DIV/0!	#DIV/0!
\$ 55,433	\$ 34,313	#DIV/0!	#DIV/0!
155%	284%	#DIV/0!	#DIV/0!
58%	33%	#DIV/0!	#DIV/0!
0	-583	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	RYAN PRUE	BRETT PUCKETT
% Retailed of Non-New Franchise	60%	49%	75%
Total # Retail Units	109	61	44
Avg. Days to Sale	37.4	33.6	38.0
Avg. Advertised Price (Time of Sale)	\$ 26,440	\$ 29,669	\$ 22,380
Avg. Transaction Price	\$ 25,964	\$ 29,483	\$ 21,478
Avg. Market Price at 100%	\$ 25,875	\$ 29,064	\$ 21,910
Avg. Price to Market % (Time of Sale)	102%	102%	102%
Avg. Transaction to Market	100%	101%	98%
Avg. Transactional Discount	\$ 476	\$ 185	\$ 902
Avg. Front-End Gross	\$ 2,962	\$ 3,484	\$ 2,377
Avg. Finance Gross	\$ 1,195	\$ 1,366	\$ 1,066
PUVR	\$ 4,157	\$ 4,850	\$ 3,444
Total Gross (Units & PUVR)	\$ 453,070	\$ 295,863	\$ 151,523
GROI	154%	176%	152%
% with Trade	51%	0%	0%
Avg. Over/Under Allowance	-98	-91	-116



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	109	2	107
Avg. Days to Sale	37.4	12.5	37.8
Avg. Advertised Price (Time of Sale)	\$ 26,440	\$ 54,995	\$ 25,407
Avg. Transaction Price	\$ 25,964	\$ 55,753	\$ 25,407
Avg. Market Price at 100%	\$ 25,875	\$ 52,849	\$ 25,412
Avg. Price to Market % (Time of Sale)	102%	104%	100%
Avg. Transaction to Market	100%	105%	100%
Avg. Transactional Discount	\$ 476	\$ (758)	\$ 499
Avg. Front-End Gross	\$ 2,962	\$ 4,730	\$ 2,929
Avg. Finance Gross	\$ 1,195	\$ 1,592	\$ 1,188
PUVR	\$ 4,157	\$ 6,322	\$ 4,116
Total Gross (Units & PUVR)	\$ 453,070	\$ 12,643	\$ 440,427
GROI	154%	327%	154%
% with Trade	51%	16%	143%
Avg. Over/Under Allowance	-98	-1,222	-77



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	109	44	65
Avg. Days to Sale	37.4	39.9	35.7
Avg. Advertised Price (Time of Sale)	\$ 26,440	\$ 29,892	\$ 23,911
Avg. Transaction Price	\$ 25,964	\$ 28,997	\$ 23,911
Avg. Market Price at 100%	\$ 25,875	\$ 29,111	\$ 23,751
Avg. Price to Market % (Time of Sale)	102%	103%	101%
Avg. Transaction to Market	100%	100%	101%
Avg. Transactional Discount	\$ 476	\$ 895	\$ 192
Avg. Front-End Gross	\$ 2,962	\$ 3,353	\$ 2,697
Avg. Finance Gross	\$ 1,195	\$ 1,174	\$ 1,209
PUVR	\$ 4,157	\$ 4,527	\$ 3,906
Total Gross (Units & PUVR)	\$ 453,070	\$ 199,181	\$ 253,888
GROI	154%	141%	165%
% with Trade	51%	5%	83%
Avg. Over/Under Allowance	-98	-118	-84



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	109	30	49
% of Retail Units	100%	28%	45%
% Retailed of Non-New Franchise	60%	53%	65%
Avg. Days to Sale	37.4	35.9	33.5
Avg. Transaction Price	\$ 25,964	\$ 28,133	\$ 21,231
Avg. Transaction to Market %	100%	100%	99%
Avg. Transactional Discount	\$ 476	\$ 304	\$ 720
Avg. Front End Gross	\$ 2,962	\$ 2,935	\$ 2,765
Avg. Finance Gross	\$ 1,195	\$ 1,184	\$ 1,102
PUVR	\$ 4,157	\$ 4,119	\$ 3,867
Total Gross (Units & PUVR)	\$ 453,070	\$ 123,568	\$ 189,474
GROI	154%	147%	196%
% with Trade	51%	60%	37%
Avg. Over/Under Allowance	-98	-93	-127



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
14	16	0	0
13%	15%	0%	0%
57%	56%	#DIV/0!	#DIV/0!
30.1	58.3	#DIV/0!	#DIV/0!
\$ 30,014	\$ 32,849	#DIV/0!	#DIV/0!
100%	103%	#DIV/0!	#DIV/0!
\$ 169	\$ 318	#DIV/0!	#DIV/0!
\$ 3,906	\$ 2,788	#DIV/0!	#DIV/0!
\$ 1,054	\$ 1,624	#DIV/0!	#DIV/0!
\$ 4,960	\$ 4,412	#DIV/0!	#DIV/0!
\$ 69,439	\$ 70,589	#DIV/0!	#DIV/0!
198%	83%	#DIV/0!	#DIV/0!
64%	69%	#DIV/0!	#DIV/0!
-404	250	#DIV/0!	#DIV/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	109	63	15
% of Retail Units	100%	58%	14%
% Retailed of Non-New Franchise	60%	63%	53%
Avg. Days to Sale	37.4	14.1	36.5
Avg. Transaction Price	\$ 25,964	\$ 26,044	\$ 24,321
Avg. Transaction to Market %	100%	100%	101%
Avg. Transactional Discount	\$ 476	\$ 729	\$ 206
Avg. Front End Gross	\$ 2,962	\$ 3,607	\$ 2,837
Avg. Finance Gross	\$ 1,195	\$ 1,170	\$ 1,137
PUVR	\$ 4,157	\$ 4,778	\$ 3,974
Total Gross (Units & PUVR)	\$ 453,070	\$ 300,998	\$ 59,609
GROI	154%	469%	161%
% with Trade	51%	51%	40%
Avg. Over/Under Allowance	-98	-160	-431



46-60 days	61-90 days	90+ days
9	10	12
8%	9%	11%
56%	60%	50%
52.6	75.1	117.8
\$ 26,414	\$ 25,426	\$ 27,707
101%	99%	100%
\$ 55	\$ (17)	\$ 212
\$ 2,204	\$ 2,499	\$ 680
\$ 1,995	\$ 877	\$ 1,062
\$ 4,200	\$ 3,376	\$ 1,742
\$ 37,798	\$ 33,761	\$ 20,903
109%	64%	19%
78%	50%	50%
0	185	333