









## Pre-Work VO1 Week 4 Pre-Op

**Instructions:** (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only.)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
- 6) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)
- 7) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.



Unit #	Stock#	Year	Make	Model	Inventory	Acquisition Source	CP	Price (Time)	Transaction	Market %	End	Finance	Salesperson	Desk Manager	Finance Manager	Trade	Under Allowance
1	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95.00%	\$1,500	\$500	Desiree Dawson	Michael Hayes	Mike Lucki	Yes	\$2,000
1	LD5919965	2017	Jeep	CHEROKEE	35	Trade on Used	Yes	\$ 20,692	\$ 20,692	99.00%	\$1,360	\$217	Brandon J	Bryce S	Lener M	Yes	\$0
2	X81401B	2014	Chevrolet	TRAVERSE	1	Trade on Used	No	\$ 21,052	\$ 20,867	109.00%	\$1,076	\$0	Snowden	Josh S	Kris S	Yes	\$0
3	X8093A	2019	GMC	TERRAIN	5	Trade on New	Yes	\$ 26,726	\$ 26,726	99.00%	\$3,613	\$4,676	Brandon J	Josh S	Lener M	No	\$0
4	BB7135	2016	Jeep	WRANGLER	10	Street/Curb Buy	No	\$ 29,749	\$ 29,749	100.00%	\$2,619	\$266	HOUSE	Josh S	Lener M	No	\$0
5	BC7099	2018	Ford	F150	34	Trade on New	Yes	\$ 36,588	\$ 36,588	98.00%	\$852	\$582	Gerry W	Bryce S	Lener M	No	\$0
6	BF7082	2019	Ford	ESCAPE	34	Trade on New	Yes	\$ 23,813	\$ 23,813	99.00%	\$1,305	\$451	Anthony H	Josh S	Kris S	No	\$0
7	X1566A	2019	Chevrolet	TAHOE	17	Trade on New	Yes	\$ 45,101	\$ 45,101	100.00%	\$4,124	\$3,193	Mike D	Bryce S	Lener M	Yes	\$0
8	BB7079	2021	Ford	F150	34	Auction/Wholesale	Yes	\$ 57,663	\$ 57,663	96.00%	\$3,582	\$3,922	Brandon J	Josh S	Kris S	Yes	\$0
9	BB6797A	2013	Subaru	LEGACY	22	Trade on Used	No	\$ 9,382	\$ 9,382	104.00%	\$1,490	\$0	Austin B	Josh S	BRYCE S	Yes	\$0
10	MNS286815	2015	Chevrolet	SILVERADO 1500	10	Trade on Used	No	\$ 26,566	\$ 26,566	101.00%	\$1,195	\$529	ZACH W	Bryce S	Lener M	No	\$0
11	BF7092	2014	Ford	F150	15	Trade on New	No	\$ 40,646	\$ 40,646	99.00%	\$3,124	\$1,011	Presley P	Josh S	Lener M	Yes	\$0
12	LD591996T	2006	Jeep	LIBERTY	4	Trade on Used	No	\$ 5,175	\$ 3,000	107.00%	\$2,106	\$0	Austin B	Josh S	BRYCE S	No	\$0
13	BB7015	2018	Jeep	G CHEROKEE	74	Street/Curb Buy	Yes	\$ 36,950	\$ 36,945	101.00%	\$925	\$774	Matt B	Bryce S	Kris S	Yes	\$0
14	BF7151	2014	Ford	EXPLORER	22	Trade on New	No	\$ 17,481	\$ 17,481	103.00%	\$1,254	\$1,110	Cinder	Josh S	Lener M	No	\$0
15	X1412A	2019	Honda	CIVIC	34	Trade on New	Yes	\$ 23,530	\$ 23,530	101.00%	\$441	\$2,580	Brandon J	Josh S	Kris S	No	\$0
16	X1575A	2019	Chevrolet	TRAVERSE	5	Trade on New	Yes	\$ 33,099	\$ 33,099	100.00%	\$2,907	\$1,392	Shire A	Josh S	Lener M	Yes	\$0
17	BC6974	2015	Ford	F150	68	Trade on New	No	\$ 25,999	\$ 25,999	99.00%	(\$617)	\$2,289	Cinder	Bryce S	Kris S	Yes	\$0
18	BC7018A	2016	Chevrolet	IMPALA	13	Trade on Used	No	\$ 15,593	\$ 15,593	98.00%	\$1,062	\$2,979	Taylor H	Bryce S	Kris S	No	\$0
19	X8120A	2013	Chevrolet	Equinox	15	Trade on New	No	\$ 14,113	\$ 13,867	106.00%	\$2,832	\$0	Taylor H	Bryce S	Kris S	No	\$0
20	BF7069A	2014	Volkswagen	JETTA	27	Trade on Used	No	\$ 11,927	\$ 11,927	107.00%	(\$0)	\$0	Snowden	Bryce S	BRYCE S	No	\$0
21	X1563A	2020	Jeep	CHEROKEE	7	Trade on New	Yes	\$ 32,736	\$ 32,736	102.00%	\$3,069	\$5,468	Snowden	Bryce S	Kris S	Yes	\$0
22	BF7157	2018	GMC	SIERRA	6	Trade on New	Yes	\$ 69,280	\$ 69,280	101.00%	\$6,562	\$8,359	Brandon J	Josh S	Kris S	No	\$0
23	BB7137	2017	Chevrolet	SILVERADO 1500	14	Street/Curb Buy	Yes	\$ 35,000	\$ 35,000	99.00%	\$1,984	\$3,685	ZACH W	Josh S	Lener M	Yes	\$0
24	BF7088	2019	Ford	F150	23	Trade on New	Yes	\$ 37,831	\$ 37,831	101.00%	\$1,914	\$0	Taylor H	Josh S	Kris S	Yes	\$1,235
25	BB6876A	2016	Kia	SORENTO	18	Trade on Used	No	\$ 16,579	\$ 16,579	98.00%	\$830	\$0	Cinder	Bryce S	BRYCE S	No	\$0
26	BF7041	2020	Chevrolet	TRAX	26	Trade on New	Yes	\$ 21,300	\$ 21,300	97.00%	\$2,121	\$3,456	Cinder	Bryce S	Lener M	No	\$0
27	BB7074	2015	GMC	YUKON	5	Street/Curb Buy	No	\$ 34,982	\$ 34,982	97.00%	\$4,996	\$1,882	Brandon J	Bryce S	Kris S	Yes	\$1,500
28	BF7016	2019	Chevrolet	SILVERADO 1500	44	Trade on New	Yes	\$ 37,664	\$ 37,664	100.00%	\$774	\$3,142	Dan S	Bryce S	Jeff P	Yes	\$500
29	X1532A	2014	Chevrolet	SILVERADO 1500	5	Trade on New	No	\$ 29,273	\$ 29,273	106.00%	\$5,790	\$966	Gage C	Bryce S	Kris S	No	\$0
30	BC7054	2003	Ram	3500	30	Trade on New	No	\$ 12,153	\$ 12,153	73.00%	\$7,541	\$0	Brenden T	Josh S	Kris S	Yes	\$0
31	BB7059	2015	Ford	F150	8	Auction/Wholesale	No	\$ 30,417	\$ 30,417	101.00%	\$3,175	\$3,638	Cinder	Josh S	Kris S	No	\$0
32	BB7046	2016	Chevrolet	CORVETTE	20	Auction/Wholesale	No	\$ 76,131	\$ 76,131	100.00%	\$3,390	\$1,470	Travis W	Bryce S	Lener M	No	\$0
33	BC7018A	2019	GMC	TERRAIN	18	Trade on New	Yes	\$ 33,061	\$ 33,061	98.00%	\$1,343	\$0	Cinder	Josh S	Lener M	Yes	\$500
34	BC6975	2020	GMC	SIERRA 1500	66	Trade on New	Yes	\$ 39,298	\$ 39,298	92.00%	(\$2,114)	\$5,586	Brandon J	Bryce S	Lener M	No	\$0
35	BB6649C	2015	GMC	SIERRA 1500	22	Trade on Used	No	\$ 36,354	\$ 3,354	97.00%	\$2,922	\$1,851	Taylor H	Josh S	Lener M	No	\$0
36	BC7066	2007	Ram	1500	51	Trade on New	No	\$ 28,227	\$ 27,045	103.00%	\$722	\$1,641	Brenden T	Bryce S	Lener M	Yes	\$1,500
37	X1568A	2017	Chevrolet	CRUZE	17	Trade on New	Yes	\$ 15,649	\$ 15,649	100.00%	\$2,465	\$3,273	Brandon J	Bryce S	Lener M	Yes	\$500
38	X1565A	2015	Chevrolet	SILVERADO 1500	37	Trade on New	No	\$ 30,627	\$ 30,627	96.00%	\$1,894	\$298	Travis W	Josh S	Lener M	No	\$0
39	BB7111	2015	Chevrolet	TAHOE	37	Street/Curb Buy	No	\$ 27,012	\$ 27,012	91.00%	\$2,402	\$3,788	Alex K	Bryce S	Lener M	No	\$0
40	X8121A	2018	Buick	REGAL	9	Trade on New	Yes	\$ 29,552	\$ 29,552	103.00%	\$2,224	\$1,441	ZACH W	Josh S	Lener M	Yes	(\$150)
41	BC7113	2013	Chevrolet	SILVERADO 1500	12	Trade on New	No	\$ 22,357	\$ 21,415	103.00%	\$3,083	\$0	Gage C	Josh S	Lener M	No	\$0
42	X1557A	2019	Chevrolet	EQUINOX	1	Trade on New	Yes	\$ 23,910	\$ 23,910	101.00%	\$3,499	\$3,535	Cinder	Bryce S	Lener M	Yes	\$1,000

43	X1561A	2018	Ram	1500	17	Trade on New	No	\$ 37,033	\$ 37,033	100.00%	\$6,066	\$3,847	Taylor H	Bryce S	Lener M	Yes	\$2,000
44	BB7150	2018	Ford	EXPEDITION	14	Street/Curb Buy	Yes	\$ 58,054	\$ 57,754	101.00%	\$4,126	\$0	Cinder	Josh S	Kris S	No	\$0
45	BF7186	2016	Ford	F350	15	Trade on New	No	\$ 34,500	\$ 33,500	101.00%	\$3,586	\$426	Snowden	Bryce S	Kris S	No	\$0
46	BB7143	2016	Ford	EDGE	13	Trade on New	Yes	\$ 22,702	\$ 22,702	99.00%	\$1,762	\$396	Brandon J	Josh S	Kris S	No	\$0
47	BB7125	2015	Chevrolet	2500	6	Auction/Wholesale	No	\$ 32,725	\$ 32,000	109.00%	\$2,026	\$640	Cinder	Josh S	Kris S	No	\$0
48	BF7158	2017	Dodge	CHARGER	8	Trade on New	No	\$ 24,744	\$ 24,744	101.00%	\$5,553	\$1,293	Dan S	Bryce S	Lener M	Yes	\$2,000
49	BB6991	2019	Chevrolet	1500	63	LBO OEM/Leasing Co.	Yes	\$ 44,009	\$ 44,009	96.00%	(\$451)	\$4,020	Snowden	Josh S	Lener M	No	\$0
50	BB7063B	2017	Chevrolet	PACIFICA	11	Trade on Used	Yes	\$ 27,590	\$ 27,590	102.00%	\$2,622	\$491	Anthony H	Bryce S	Kris S	No	\$0
51	X8074A	2013	Dodge	DURANGO	4	Trade on New	No	\$ 19,999	\$ 19,800	97.00%	\$2,838	\$4,282	Snowden	Josh S	Kris S	No	\$0
52	BF6923	2019	Honda	PASSPORT	7	Trade on New	Yes	\$ 33,620	\$ 33,620	97.00%	\$872	\$0	Dan S	Josh S	Lener M	No	\$0
53	X8065A	2014	Buick	ENCLAVE	24	Trade on New	No	\$ 19,021	\$ 19,021	102.00%	\$3,478	\$2,260	Brandon J	Josh S	Lener M	No	\$0
54	BF6852	2018	Ram	1500	74	Trade on New	Yes	\$ 38,797	\$ 38,797	98.00%	(\$1,742)	\$5,233	Cinder	Josh S	Lener M	No	\$0
55	BB6867A	2017	BMW	X5	14	Trade on Used	No	\$ 54,988	\$ 54,000	101.00%	\$3,926	\$4,878	Travis W	Josh S	Lener M	No	\$0
56	BB6806	2017	Infiniti	QX56	110	Auction/Wholesale	Yes	\$ 37,717	\$ 37,717	96.00%	(\$2,136)	\$2,056	Snowden	Josh S	Lener M	No	\$0
57	BF7021	2019	Buick	ENCORE	16	Trade on New	Yes	\$ 19,177	\$ 19,177	98.00%	\$3,588	\$2,801	Brandon J	Josh S	Billy S	No	\$0
58	BC6996A	2015	GMC	YUKON	25	Trade on Used	No	\$ 30,466	\$ 30,466	98.00%	\$806	\$76	Alex K	Josh S	Jeff P	No	\$0
59	BF7052	2018	Ford	F150	21	Trade on New	Yes	\$ 41,228	\$ 41,228	100.00%	\$369	\$3,539	Travis W	Josh S	Lener M	No	\$0
60	BB7116	2020	Buick	ENCLAVE	7	Street/Curb Buy	Yes	\$ 39,302	\$ 39,302	101.00%	\$4,041	\$2,692	Cinder	Bryce S	Lener M	Yes	\$500
61	X8119A	2013	Chevrolet	EQUINOX	9	Trade on New	No	\$ 10,900	\$ 10,061	101.00%	\$936	\$102	ZACH W	Josh S	Kris S	No	\$0
62	X8034A	2020	Buick	ENVISION	41	Trade on New	Yes	\$ 27,608	\$ 27,068	98.00%	\$2,588	\$3,450	Joe A	Josh S	Billy S	No	\$0
63	BF7070A	2014	Jeep	WRANGLER	7	Trade on Used	No	\$ 29,352	\$ 29,352	97.00%	\$5,421	\$3,777	Travis W	Josh S	Kris S	Yes	\$500
64	BB7096	2020	Chevrolet	2500	13	Street/Curb Buy	Yes	\$ 64,056	\$ 64,056	98.00%	\$6,536	\$6,714	Brandon J	Bryce S	Lener M	No	\$0
65	BB7010	2018	Chevrolet	EQUINOX	36	Street/Curb Buy	Yes	\$ 23,840	\$ 23,840	97.00%	\$2,513	\$4,643	Cinder	Bryce S	Lener M	No	\$0
66	BF7136	2008	GMC	SIERRA	1	Trade on New	No	\$ 14,997	\$ 14,997	103.00%	\$5,052	\$1,392	Anthony H	Bryce S	Lener M	No	\$0
67	BB7039	2020	Ford	FUSION	16	Auction/Wholesale	Yes	\$ 27,485	\$ 27,485	101.00%	\$2,333	\$4,450	Joe A	Bryce S	Billy S	No	\$0
68	BF6981	2019	Ford	F150	59	Trade on New	Yes	\$ 39,741	\$ 39,741	96.00%	\$3,509	\$2,787	Cinder	Bryce S	Kris S	Yes	\$5,500
69	X1532A	2019	Chevrolet	TRAX	16	Trade on New	Yes	\$ 19,572	\$ 19,572	99.00%	\$2,863	\$2,605	Cinder	Josh S	Kris S	Yes	\$0
70	X1495A	2018	Buick	ENCORE	26	Trade on New	Yes	\$ 19,981	\$ 19,250	99.00%	(\$334)	\$1,818	Rob M	Bryce S	Billy S	No	\$0
71	X8124A	2014	Buick	ENCORE	3	Trade on New	No	\$ 19,503	\$ 19,503	105.00%	\$3,897	\$2,060	Cinder	Josh S	Lener M	No	\$0
72	BF7107A	2019	Chevrolet	TRAVERSE	10	Trade on Used	Yes	\$ 35,818	\$ 35,818	101.00%	\$3,416	\$0	Anthony H	Bryce S	Lener M	No	\$0
73	BF7193	2019	Chevrolet	1500	7	Trade on New	Yes	\$ 37,109	\$ 37,109	101.00%	\$1,635	\$4,963	Gage C	Bryce S	Lener M	Yes	\$400
74	BB68980A	2016	Buick	ENCORE	35	Trade on Used	Yes	\$ 19,987	\$ 19,553	101.00%	\$2,850	\$514	David T	Josh S	Kris S	Yes	\$1,000
75	BB7127	2014	Jeep	GRAND CHEROKEE	43	Street/Curb Buy	No	\$ 23,845	\$ 23,500	103.00%	(\$198)	\$0	Snowden	Bryce S	Kris S	No	\$0
76	BB7053	2018	Buick	REGAL	49	Street/Curb Buy	Yes	\$ 22,726	\$ 22,726	98.00%	\$2,764	\$655	David T	Josh S	Lener M	Yes	\$1,500
77	BF7147	2020	GMC	TERRAIN	25	Trade on New	Yes	\$ 25,525	\$ 25,525	97.00%	\$2,018	\$3,405	Cinder	Bryce S	Lener M	No	\$0
78	BB7036	2016	Chevrolet	SILVERADO	38	Street/Curb Buy	Yes	\$ 35,340	\$ 35,340	101.00%	(\$656)	\$1,363	Joe A	Josh S	Lener M	No	\$0
79	BF7124	2012	Ford	ESCORT	10	Trade on New	No	\$ 8,380	\$ 7,924	107.00%	\$4,879	\$0	Presley P	Josh S	Kris S	No	\$0
80	BB7051	2016	Cadillac	ESCALADE	24	Auction/Wholesale	No	\$ 39,544	\$ 39,544	97.00%	\$144	\$851	Brenden T	Josh S	Lener M	No	\$0
81	BB6980	2016	Porsche	CAYENNE	66	Street/Curb Buy	No	\$ 34,555	\$ 34,555	94.00%	\$139	\$4,279	Travis W	Josh S	Kris S	Yes	\$1,000
82	X1520A	2019	Chevrolet	EQUINOX	32	Trade on New	Yes	\$ 25,093	\$ 25,093	98.00%	\$2,791	\$2,813	Mike D	Josh S	Kris S	No	\$0
83	X1474A	2019	Chevrolet	SILVERADO	63	Trade on New	Yes	\$ 34,007	\$ 34,000	99.00%	\$552	\$549	Brandon J	Josh S	Lener M	No	\$0
84	BB7025	2019	Chevrolet	EQUINOX	28	Street/Curb Buy	Yes	\$ 22,326	\$ 22,326	95.00%	\$524	\$1,251	Matt B	Bryce S	Lener M	Yes	\$0
85	BC7210	2012	Ram	1500	11	Trade on New	Yes	\$ 25,404	\$ 25,404	100.00%	\$3,866	\$3,442	Presley P	Josh S	Kris S	No	\$0
86	BB7061	2020	Ford	ECOSPORT	15	Auction/Wholesale	Yes	\$ 24,557	\$ 24,557	100.00%	\$1,457	\$0	Mike D	Bryce S	Lener M	Yes	\$0
87	BB7031A	2017	Chevrolet	CAMARO	19	Trade on Used	No	\$ 22,889	\$ 22,889	98.00%	\$576	\$3,461	Gage C	Bryce S	Lener M	No	\$0
88	BC7102	2013	GMC	YUKON	20	Trade on New	No	\$ 17,982	\$ 17,595	101.00%	\$2,275	\$3,292	Matt B	Josh S	Kris S	Yes	\$500
89	BB7001A	2014	Toyota	TUNDRA	44	Trade on Used	No	\$ 38,951	\$ 38,951	98.00%	(\$1,190)	\$804	Mike D	Bryce S	Lener M	Yes	\$0
90	BB6910	2020	Ford	MUSTANG	98	Auction/Wholesale	No	\$ 92,773	\$ 91,470	96.00%	\$1,122	\$0	Cinder	Bryce S	Jeff P	Yes	\$3,000
91	BB6888A	2018	Jeep	WRANGLER	29	Trade on Used	Yes	\$ 36,963	\$ 36,962	99.00%	\$123	\$0	Amd D	Josh S	Kris S	No	\$0
92	X8078S	2019	Chevrolet	TRAX	15	Trade on New	Yes	\$ 19,456	\$ 19,456	96.00%	\$1,609	\$1,384	Travis W	Josh S	Kris S	No	\$0
93	BC7009	2012	Chevrolet	SONIC	5	Trade on New	No	\$ 8,534	\$ 8,156	106.00%	\$1,337	\$0	Snowden	Bryce S	Kris S	No	\$0
94	BB7098	2021	Chevrolet	SILVERADO	14	Street/Curb Buy	Yes	\$ 51,220	\$ 51,220	99.00%	\$3,484	\$2,527	Cinder	Bryce S	Lener M	Yes	\$1,000
95	X1523B	2011	Ram	1500	13	Trade on Used	No	\$ 16,812	\$ 16,227	108.00%	\$253	\$0	Anthony H	Josh S	Lener M	No	\$0
96	BC7145A	2003	Buick	LACROSSE	5	Trade on Used	No	\$ 3,999	\$ 3,999	118.00%	\$1,854	\$0	Dan S	Bryce S	Kris S	No	\$0
97	BF7175	2014	GMC	ACADIA	6	Trade on New	No	\$ 19,503	\$ 19,398	106.00%	\$1,392	\$398	Brandon J	Bryce S	Kris S	No	\$0
98	BB7155A	2016	Toyota	4RUNNER	5	Trade on Used	Yes	\$ 38,675	\$ 38,373	104.00%	\$2,210	\$398	Dan S	Bryce S	Lener M	No	\$0
99	X8129B	2019	Buick	ENCORE	5	Trade on New	Yes	\$ 24,876	\$ 24,876	106.00%	\$4,263	\$0	Gerry W	Josh S	Lener M	Yes	\$1,000
100	x1493a	2011	GMC	SIERRA 1500	39	Trade on New	No	\$ 18,548	\$ 18,548	105.00%	\$2,191	\$1,171	Snowden	Bryce S	Lener M	Yes	\$0

101	X1533A	2018	Chevrolet	SILVERADO 1500	17	Trade on New	Yes	\$ 36,259	\$ 35,900	101.00%	\$513	\$767	Cinder	Josh S	Lener M	No	\$0
102	BB7116A	2008	Buick	LACERNE	8	Trade on Used	No	\$ 3,900	\$ 2,900	101.00%	\$1,505	\$0	Snowden	Bryce S	Jeff P	No	\$0
103	X1467A	2019	Chevrolet	SILVERADO 1500	32	Trade on New	Yes	\$ 32,955	\$ 32,455	98.00%	\$3,347	\$1,167	Cinder	Josh S	Lener M	Yes	\$2,000
104	BB6977	2019	Dodge	DURANGO	63	Street/Curb Buy	Yes	\$ 35,883	\$ 35,883	98.00%	\$2,411	\$4,958	Gage C	Josh S	Lener M	Yes	\$1,500
105	X1477A	2006	Mini	COOPER	3	Trade on New	No	\$ 7,675	\$ 6,778	101.00%	\$2,628	\$70	Brandon J	Josh S	Lener M	No	\$0
106	BB6878A	2020	Jeep	COMPASS	38	Trade on Used	Yes	\$ 26,586	\$ 25,329	100.00%	\$1,275	\$820	Mike D	Bryce S	Jeff P	Yes	\$1,000
107	X1503A	2018	Chevrolet	EQUINOX	41	Trade on New	Yes	\$ 23,999	\$ 23,503	98.00%	\$2,507	\$500	Presley P	Josh S	Kris S	Yes	\$0
108	X8003A	2018	Chevrolet	MALIBU	17	Trade on New	Yes	\$ 21,449	\$ 20,726	99.00%	\$1,369	\$573	ZACH W	Josh S	Lener M	No	\$0
109	BB7090	2018	Ford	F150	41	Street/Curb Buy	Yes	\$ 38,852	\$ 38,396	100.00%	(\$201)	\$820	Snowden	Bryce S	Lener M	No	\$0
110	BB7202	2018	Dodge	DURANGO	8	Street/Curb Buy	Yes	\$ 44,354	\$ 44,000	105.00%	\$2,685	\$944	Joe A	Bryce S	Lener M	No	\$0
111	X1542A	2015	Chevrolet	TRaverse	55	Trade on New	No	\$ 16,999	\$ 16,999	97.00%	(\$181)	\$870	Anthony H	Bryce S	Lener M	Yes	\$0
112	BF7195	2016	Ford	EXPLORER	7	Trade on New	No	\$ 21,681	\$ 21,681	105.00%	\$1,568	\$3,521	Cinder	Bryce S	Lener M	No	\$0
113	X1563B	2014	Chevrolet	SILVERADO 1500	3	Trade on Used	No	\$ 22,510	\$ 21,500	104.00%	\$3,211	\$171	Snowden	Josh S	Lener M	No	\$0
114	X1560A	2016	Ford	F150	25	Trade on New	No	\$ 25,599	\$ 25,599	97.00%	\$2,036	\$2,141	Taylor H	Josh S	Lener M	Yes	\$0
115	BB7171	2018	Chevrolet	2500	14	Auction/Wholesale	No	\$ 53,478	\$ 53,278	102.00%	\$6,304	\$100	Cinder	Josh S	Lener M	No	\$0
116	BB6925A	2013	GMC	SIERRA 1500	5	Trade on Used	No	\$ 22,980	\$ 22,980	105.00%	\$3,641	\$3,311	David T	Josh S	Lener M	No	\$0
117	X1540A	2021	Chevrolet	SILVERADO 1500	51	Trade on New	Yes	\$ 54,290	\$ 53,965	103.00%	\$4,068	\$1,322	Tom S	Bryce S	Jeff P	Yes	\$0
118	BC7027C	2019	Chevrolet	TRAX	4	Trade on Used	Yes	\$ 20,482	\$ 20,482	99.00%	\$3,036	\$1,399	Gage C	Bryce S	Kris S	Yes	(\$1,000)
119	BB7095	2018	Chevrolet	SILVERADO 1500	13	LBO OEM/Leasing Co.	Yes	\$ 36,668	\$ 36,668	101.00%	\$3,777	\$1,462	Brandon J	Josh S	Lener M	No	\$0
120	BB6835	2016	Mercedes-Benz	S550	58	Auction/Wholesale	No	\$ 56,975	\$ 56,975	102.00%	\$4,019	\$0	Matt B	Josh S	Kris S	Yes	\$1,000
121	BB7040	2020	Chevrolet	3500	40	Auction/Wholesale	Yes	\$ 63,323	\$ 63,047	99.00%	\$2,918	\$0	Rob M	Josh S	Lener M	No	\$0
122	BB7062A	2013	Ford	F150	4	Trade on Used	No	\$ 23,067	\$ 23,067	101.00%	\$3,067	\$3,591	Anthony H	Bryce S	Lener M	Yes	\$1,290
123	X1484A	2011	Chevrolet	IMPALA	6	Trade on New	No	\$ 4,999	\$ 4,505	88.00%	\$2,611	\$0	Snowden	Bryce S	Lener M	No	\$0
124	X1572B	2018	Chevrolet	TRaverse	2	Trade on Used	Yes	\$ 30,490	\$ 30,490	101.00%	\$2,916	\$673	Amd D	Bryce S	Lener M	Yes	\$0
125	X1363B	2019	Nissan	ROGUE	57	Trade on Used	Yes	\$ 24,349	\$ 24,141	92.00%	\$1,426	\$0	Brandon J	Josh S	Kris S	Yes	\$0
126	X8101B	2019	Chevrolet	TRaverse	22	Trade on New	Yes	\$ 38,877	\$ 38,250	96.00%	\$2,363	\$470	Amd D	Josh S	Kris S	Yes	\$500
127	X1516B	2014	GMC	ACADIA	8	Trade on Used	No	\$ 15,391	\$ 15,391	104.00%	\$2,522	\$816	Snowden	Bryce S	Lener M	No	\$0
128	C41798V	2015	Buick	ENCORE	14	Trade on Used	No	\$ 16,385	\$ 16,385	108.00%	\$3,302	\$2,207	David T	Bryce S	Kris S	Yes	\$0
129	BF7107A	2019	Chevrolet	TRaverse	19	Trade on New	Yes	\$ 31,310	\$ 31,310	101.00%	\$4,495	\$3,046	Gerry W	Bryce S	Kris S	Yes	\$1,000
130	X1573A	2017	GMC	SIERRA	12	Trade on New	No	\$ 29,918	\$ 29,918	100.00%	\$4,928	\$0	Taylor H	Josh S	Kris S	Yes	\$1,451
131	BF7154A	2014	Chevrolet	TRaverse	2	Trade on New	No	\$ 15,895	\$ 15,895	105.00%	\$1,983	\$0	Brandon J	Josh S	Kris S	Yes	(\$500)
132	BC7053	2017	Dodge	DURANGO	90	Trade on New	No	\$ 24,929	\$ 24,929	90.00%	\$5,966	\$0	Travis W	Josh S	Kris S	No	\$0
133	BB7187	2016	Chevrolet	SILVERADO	8	Street/Curb Buy	Yes	\$ 50,539	\$ 50,539	102.00%	\$4,903	\$6,379	Anthony H	Josh S	Kris S	Yes	\$1,000
134	X1546A	2018	Chevrolet	TAHOE	25	Trade on New	Yes	\$ 56,581	\$ 56,581	98.00%	\$2,086	\$6,679	Logan K	Bryce S	Billy S	Yes	\$0
135	BB7112	2018	Jeep	CHEROKEE	2	Auction/Wholesale	Yes	\$ 30,725	\$ 30,725	102.00%	\$3,466	\$2,484	David T	Bryce S	Kris S	No	\$0
136	X1555B	2019	Chevrolet	COLORADO	21	Trade on New	Yes	\$ 36,055	\$ 30,054	99.00%	\$3,472	\$0	Taylor H	Josh S	Lener M	Yes	\$748
137	BB7023	2018	Ford	F350	25	Auction/Wholesale	Yes	\$ 74,365	\$ 74,365	105.00%	\$3,363	\$2,881	Anthony H	Josh S	Kris S	No	\$0
138	BF6998A	2014	Chevrolet	SPARK	43	Trade on New	No	\$ 6,967	\$ 6,776	102.00%	\$580	\$1,543	Travis W	Bryce S	Kris S	Yes	(\$400)
139	BB7076	2020	Chevrolet	3500	12	Auction/Wholesale	Yes	\$ 79,155	\$ 77,517	103.00%	\$2,988	\$8,278	ZACH W	Josh S	Lener M	No	\$0
140	BF7153	2013	Ford	FUSION	9	Trade on New	No	\$ 10,653	\$ 9,296	104.00%	\$886	\$963	Brandon J	Josh S	Lener M	No	\$0
141	BF7060	2018	Chevrolet	1500	35	Trade on New	Yes	\$ 35,842	\$ 34,999	102.00%	\$2,434	\$6,491	Cinder	Josh S	Kris S	Yes	\$0
142	X1531A	2017	Chevrolet	TRAX	34	Trade on New	No	\$ 14,999	\$ 14,999	95.00%	\$1,873	\$1,752	Anthony H	Bryce S	Lener M	No	\$0
143	BF7231	2018	Chevrolet	EQUINOX	4	Trade on New	Yes	\$ 25,970	\$ 25,700	106.00%	\$3,665	\$0	Rob M	Josh S	Lener M	No	\$0
144	BB7079A	2015	Chevrolet	TRaverse	3	Trade on Used	No	\$ 18,244	\$ 18,244	105.00%	\$2,652	\$1,698	Brandon J	Josh S	Kris S	No	\$0
145	BB6944A	2013	Chrysler	200	18	Trade on Used	No	\$ 9,999	\$ 9,492	101.00%	(\$1,817)	\$0	Brandon J	Josh S	Lener M	No	\$0
146	X1549A	2018	Chevrolet	EQUINOX	21	Trade on New	Yes	\$ 23,999	\$ 23,999	99.00%	\$3,393	\$3,575	Brandon J	Bryce S	Lener M	No	\$0
147	BB7086	2016	Chevrolet	MALIBU	35	Street/Curb Buy	No	\$ 18,434	\$ 18,434	97.00%	\$547	\$2,705	Brandon J	Josh S	Kris S	No	\$0
148	BC7100	2019	Jeep	GRAND CHEROKEE	17	Trade on New	Yes	\$ 35,310	\$ 35,310	100.00%	\$2,345	\$194	Presley P	Josh S	Kris S	Yes	\$0
149	BB7072A	2010	Ford	F150	15	Trade on Used	No	\$ 17,969	\$ 17,969	112.00%	\$3,783	\$2,007	David T	Bryce S	Kris S	Yes	\$0
150	BC7117	2016	Jaguar	GRAND CHEROKEE	13	Trade on New	Yes	\$ 27,910	\$ 27,000	104.00%	\$2,081	\$434	ZACH W	Bryce S	Kris S	No	\$0
151	X1567A	2019	Chevrolet	EQUINOX	13	Trade on New	Yes	\$ 22,046	\$ 22,046	99.00%	\$1,941	\$522	Cinder	Josh S	Kris S	Yes	\$500
152	X1536A	2018	Dodge	JOURNEY	29	Trade on New	Yes	\$ 25,200	\$ 25,200	98.00%	\$2,119	\$2,719	Shire A	Josh S	Kris S	No	\$0
153	BB6865A	2019	Chevrolet	SILVERADO	92	Trade on Used	Yes	\$ 37,056	\$ 37,056	96.00%	(\$3,161)	\$5,740	ZACH W	Josh S	Kris S	Yes	\$500
154	BF7044A	2018	Chevrolet	IMPALA	31	Trade on Used	No	\$ 18,907	\$ 18,907	92.00%	\$1,256	\$2,227	Brandon J	Josh S	Kris S	No	\$0
155	BB7077	2021	Audi	RS7	5	Auction/Wholesale	No	\$ 127,797	\$ 127,797	99.00%	\$9,774	\$0	HOUSE	Josh S	Kris S	No	\$0
156	BB7094	2016	Chevrolet	SUBURBAN	12	Auction/Wholesale	No	\$ 41,446	\$ 41,446	105.00%	\$2,010	\$3,567	ZACH W	Josh S	Kris S	Yes	\$0
157	BB7184	2018	Ford	F150	18	Auction/Wholesale	No	\$ 37,228	\$ 36,899	99.00%	\$4,408	\$1,000	Cinder	Josh S	Kris S	Yes	\$1,836
158	BB7048	2013	Ford	FUSION	62	Auction/Wholesale	Yes	\$ 31,246	\$ 31,246	97.00%	(\$2,036)	\$2,593	Travis W	Josh S	Kris S	Yes	\$0

159	BF7152	2015	Chevrolet	TRAVERSE	24	Trade on New	No	\$ 16,561	\$ 16,561	103.00%	\$3,031	\$2,081	Rob M	Josh S	Kris S	Yes	\$0
160	BB7126	2015	Cadillac	ESCALADE	36	Auction/Wholesale	No	\$ 45,791	\$ 45,791	102.00%	\$2,134	\$4,596	Gage C	Bryce S	Lener M	Yes	\$0
161	BF7070B	2017	Chevrolet	MALIBU	35	Trade on Used	No	\$ 13,999	\$ 13,731	95.00%	\$976	\$162	Matt B	Josh S	Lener M	Yes	\$0
162	X1580A	2014	Chevrolet	SILVERADO	9	Trade on New	No	\$ 25,999	\$ 25,999	101.00%	\$1,923	\$3,810	Cinder	Josh S	Lener M	No	\$0
163	X1598A	2016	Chevrolet	CRUZE	1	Trade on New	Yes	\$ 14,998	\$ 14,849	105.00%	\$3,462	\$445	Brandon J	Bryce S	Lener M	No	\$0
164	BC7185	2019	Chevrolet	SILVERADO	14	Trade on New	Yes	\$ 36,095	\$ 36,095	101.00%	\$3,402	\$4,874	Anthony H	Bryce S	Lener M	Yes	\$0
165	bc6992	2019	Dodge	CHARGER	25	Trade on New	Yes	\$ 28,327	\$ 28,327	97.00%	\$2,682	\$1,168	Matt B	Josh S	Kris S	No	\$0
166	BB7031A	2018	GMC	SIERA	10	Auction/Wholesale	Yes	\$ 47,319	\$ 46,500	108.00%	\$5,589	\$2,837	Rob M	Josh S	Billy S	Yes	(\$700)
167	W50265	2016	Chevrolet	MALIBU	34	Trade on Used	No	\$ 14,827	\$ 14,500	102.00%	\$374	\$1,282	Alex K	Josh S	Kris S	No	\$0
168	BC6899	2019	Jeep	COMPASS	43	Trade on New	Yes	\$ 24,884	\$ 24,884	96.00%	\$367	\$3,615	Taylor H	Josh S	Lener M	Yes	\$500
169	BB6823	2020	Audi	A6	68	Auction/Wholesale	No	\$ 49,999	\$ 49,999	94.00%	(\$80)	\$0	ZACH W	Josh S	Lener M	No	\$0
170	bb6997	2017	Ford	edge	20	Auction/Wholesale	No	\$ 21,904	\$ 21,904	99.00%	\$1,983	\$4,256	ZACH W	Josh S	Kris S	No	\$0
171	C417989U	2019	Chevrolet	RRQUINOX	6	Trade on Used	Yes	\$ 22,075	\$ 22,075	97.00%	\$1,771	\$214	Brandon J	Josh S	Kris S	Yes	\$0
172	BB6986	2021	Ram	1500	4	Street/Curb Buy	Yes	\$ 44,444	\$ 43,911	105.00%	\$2,830	\$0	Matt B	Bryce S	Lener M	Yes	\$500
173	X1465A	2019	Chevrolet	1500	14	Trade on New	Yes	\$ 37,711	\$ 37,400	99.00%	\$1,150	\$3,140	ZACH W	Josh S	Lener M	No	\$0
174	BF7204	2020	Ford	F150	9	Trade on New	Yes	\$ 43,324	\$ 43,124	102.00%	\$2,144	\$600	John M	Josh S	Kris S	No	\$0
175	BB7022	2016	Ford	F150	90	Street/Curb Buy	No	\$ 24,999	\$ 24,999	92.00%	(\$217)	\$2,273	Cinder	Josh S	Lener M	No	\$0
176	BC7138	2020	Ram	3500	29	Trade on New	Yes	\$ 59,433	\$ 59,000	101.00%	\$1,222	\$258	Taylor H	Josh S	Lener M	Yes	\$0
177	BB7093	2016	Mercedes-Benz	GWAGON	39	Auction/Wholesale	No	\$ 98,999	\$ 96,500	99.00%	\$1,523	\$1,034	Brandon J	Josh S	Kris S	No	\$0
178	BF7262	2008	Chevrolet	SILVERADO	5	Trade on New	No	\$ 6,520	\$ 5,900	103.00%	\$2,005	\$0	Snowden	Josh S	Kris S	No	\$0
179	X1454D	2018	Chevrolet	TRAVIS	36	Trade on Used	Yes	\$ 31,447	\$ 30,338	101.00%	\$2,510	\$1,924	Presley P	Josh S	Billy S	Yes	\$1,000
180	BC7023	2018	Chrysler	PACIFICA	4	Trade on New	Yes	\$ 28,232	\$ 27,731	107.00%	\$3,911	\$0	Brandon J	Josh S	Kris S	No	\$0
181	BC7042	2018	Ford	ESCAPE	5	Trade on New	Yes	\$ 42,315	\$ 42,000	104.00%	\$3,439	\$74	Mike D	Josh S	Lener M	Yes	\$0
182	BF7005	2018	Ford	EDGE	19	Trade on New	Yes	\$ 28,240	\$ 28,240	97.00%	\$1,164	\$3,508	Brandon J	Bryce S	Lener M	No	\$0
183	X1514A	2017	Chevrolet	SILVERADO	2	Trade on New	Yes	\$ 37,435	\$ 37,435	102.00%	\$2,632	\$4,532	Travis W	Bryce S	Lener M	No	\$0
184	X1511C	2010	Chrysler	T&C	2	Trade on Used	No	\$ 35,905	\$ 35,905	101.00%	\$5,288	\$6,182	Cinder	Josh S	Kris S	Yes	\$200
185	BB6784A	2017	GMC	SIERRA	52	Trade on Used	Yes	\$ 61,282	\$ 61,282	98.00%	(\$18)	\$3,106	Dan S	Bryce S	Lener M	Yes	\$1,500
186	X1510A	2021	Chevrolet	TAHOE	12	Trade on New	Yes	\$ 72,358	\$ 72,358	99.00%	\$3,295	\$2,400	Mike D	Josh S	Jeff P	No	\$0
187	BC6793	2017	Ford	F150	14	Trade on New	Yes	\$ 38,091	\$ 38,091	105.00%	\$630	\$6,253	Taylor H	Josh S	Lener M	No	\$0
188	X1527A	2019	Chevrolet	RQUINOX	14	Trade on New	Yes	\$ 26,199	\$ 26,199	100.00%	\$3,169	\$3,519	David T	Josh S	Lener M	Yes	\$0
189	BB6944A	2017	Chevrolet	TAHOE	45	Street/Curb Buy	No	\$ 43,083	\$ 43,083	97.00%	\$1,962	\$2,792	Brandon J	Bryce S	Lener M	Yes	\$0
190	X1387A	2019	Chevrolet	SILVERAO	15	Trade on New	Yes	\$ 36,538	\$ 36,538	101.00%	\$2,936	\$4,580	Amd D	Bryce S	Lener M	No	\$0
191	BC6983A	2015	Chevrolet	IMPALA	10	Trade on Used	No	\$ 17,134	\$ 16,600	105.00%	\$2,150	\$1,738	Snowden	Josh S	Kris S	Yes	\$0
192	X1420C	2017	Chevrolet	MALIBU	8	Trade on Used	Yes	\$ 18,847	\$ 18,847	99.00%	\$2,508	\$1,257	Travis W	Josh S	Kris S	No	\$0
193	X1490A	2018	Chevrolet	SILVERADO	31	Trade on New	Yes	\$ 35,239	\$ 35,239	97.00%	\$1,500	\$4,338	Brandon J	Josh S	Kris S	Yes	\$0
194	X1522A	2013	Chevrolet	SILVERADO	6	Trade on New	No	\$ 26,500	\$ 26,000	106.00%	\$3,478	\$914	Gerry W	Josh S	Kris S	No	\$0
195	BF7045	2018	Chevrolet	SILVERADO	6	Trade on New	Yes	\$ 38,943	\$ 38,943	103.00%	\$5,300	\$0	Snowden	Bryce S	Kris S	No	\$0
196	BC6899A	2010	Ford	ESCAPE	6	Trade on Used	No	\$ 5,999	\$ 5,373	96.00%	\$1,728	\$0	Snowden	Josh S	Lener M	No	\$0
197	X1511C	2010	Chrysler	T&C	2	Trade on Used	No	\$ 2,985	\$ 2,985	90.00%	\$1,505	\$0	Snowden	Bryce S	Lener M	No	\$0
198	X1478S	2014	Buick	ENCORE	41	Trade on Used	Yes	\$ 15,454	\$ 15,454	100.00%	\$757	\$1,559	Anthony H	Bryce S	Lener M	No	\$0
199	BC7027A	2019	Chevrolet	COLORADO	3	Trade on Used	Yes	\$ 31,794	\$ 31,000	101.00%	\$3,083	\$0	Anthony H	Josh S	Kris S	Yes	\$500
200	X1338B	2011	GMC	SIERRA	35	Trade on Used	No	\$ 17,750	\$ 17,626	109.00%	\$4,224	\$0	Anthony H	Josh S	Kris S	Yes	\$1,750
Retail Units			200	Averages	23.3			\$ 30,932	\$ 30,536	100.25%	\$ 2,313	\$ 1,886				86	\$221

## Scoreboard Totals

% Retailed of Non-Franchise Make	19%
Total # Retail Units	200
Avg. Days to Sale	23.3
Avg. Advertised Price (Time of Sale)	\$ 30,932
Avg. Transaction Price	\$ 30,536
Avg. Market Price at 100%	\$ 30,857
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 396
Avg. Front-End Gross	\$ 2,313
Avg. Finance Gross	\$ 1,886
PUVR	\$ 4,199
Total Gross (Units & PUVR)	\$ 839,774
GROI	212%
% with Trade	43%
Avg. Over/Under Allowance	\$221



## Scoreboard

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Desk Manager	Totals	Josh S	Bryce S
% Retailed of Non-New Franchise	19%	19%	18%
Total # Retail Units	200	120	80
Avg. Days to Sale	23.3	23.8	22.7
Avg. Advertised Price (Time of Sale)	\$ 30,932	\$ 31,828	\$ 29,588
Avg. Transaction Price	\$ 30,536	\$ 31,262	\$ 29,447
Avg. Market Price at 100%	\$ 30,857	\$ 31,883	\$ 29,555
Avg. Price to Market % (Time of Sale)	100%	100%	100%
Avg. Transaction to Market	99%	98%	100%
Avg. Transactional Discount	\$ 396	\$ 567	\$ 141
Avg. Front-End Gross	\$ 2,313	\$ 2,347	\$ 2,262
Avg. Finance Gross	\$ 1,886	\$ 1,791	\$ 2,027
PUVR	\$ 4,199	\$ 4,138	\$ 4,290
Total Gross (Units & PUVR)	\$ 839,774	\$ 496,604	\$ 343,170
GROI	212%	201%	231%
% with Trade	43%	41%	46%
Avg. Over/Under Allowance	221	174	291









## Scoreboard

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Sales Consultant	Totals	Brandon J	Travis W	Cinder
% Retailed of Non-New Franchise	19%	29%	17%	11%
Total # Retail Units	200	31	12	28
Avg. Days to Sale	23.3	21.7	32.1	26.8
Avg. Advertised Price (Time of Sale)	\$ 30,932	\$ 29,741	\$ 33,813	\$ 33,435
Avg. Transaction Price	\$ 30,536	\$ 29,540	\$ 33,715	\$ 33,273
Avg. Market Price at 100%	\$ 30,857	\$ 30,118	\$ 34,456	\$ 33,597
Avg. Price to Market % (Time of Sale)	100%	99%	98%	100%
Avg. Transaction to Market	99%	98%	98%	99%
Avg. Transactional Discount	\$ 396	\$ 201	\$ 98	\$ 163
Avg. Front-End Gross	\$ 2,313	\$ 2,266	\$ 2,200	\$ 2,392
Avg. Finance Gross	\$ 1,886	\$ 2,214	\$ 2,462	\$ 2,373
PUVR	\$ 4,199	\$ 4,480	\$ 4,662	\$ 4,765
Total Gross (Units & PUVR)	\$ 839,774	\$ 138,880	\$ 55,946	\$ 133,425
GROI	212%	251%	155%	192%
% with Trade	43%	29%	33%	46%
Avg. Over/Under Allowance	221	48	92	573



o select your staff member for each column.)

Snowden	Taylor H	Mike D	Anthony H	Gage C	Dan S
20%	18%	14%	14%	14%	50%
20	11	7	14	7	6
20.5	21.3	23.3	20.6	20.9	20.2
\$ 20,505	\$ 32,264	\$ 39,280	\$ 28,578	\$ 30,541	\$ 33,331
\$ 20,163	\$ 28,657	\$ 39,056	\$ 28,471	\$ 30,406	\$ 33,280
\$ 20,309	\$ 32,269	\$ 39,339	\$ 28,012	\$ 30,231	\$ 33,322
101%	100%	100%	102%	101%	100%
99%	89%	99%	102%	101%	100%
\$ 342	\$ 3,607	\$ 225	\$ 107	\$ 135	\$ 50
\$ 1,682	\$ 2,496	\$ 2,170	\$ 2,653	\$ 2,666	\$ 1,874
\$ 1,048	\$ 1,904	\$ 1,443	\$ 1,731	\$ 2,906	\$ 1,323
\$ 2,731	\$ 4,400	\$ 3,614	\$ 4,384	\$ 5,573	\$ 3,198
\$ 54,616	\$ 48,395	\$ 25,295	\$ 61,377	\$ 39,008	\$ 19,185
238%	260%	143%	269%	316%	172%
20%	64%	71%	43%	57%	50%
0	539	143	324	129	667

HOUSE	ZACH W	Alex K	John M	Austin B	Logan K
50%	17%	33%	0%	50%	0%
2	12	3	1	2	1
7.5	24.2	32.0	9.0	13.0	25.0
\$ 78,773	\$ 34,887	\$ 24,102	\$ 43,324	\$ 7,279	\$ 56,581
\$ 78,773	\$ 34,519	\$ 23,993	\$ 43,124	\$ 6,191	\$ 56,581
\$ 79,418	\$ 34,831	\$ 25,103	\$ 42,475	\$ 6,929	\$ 57,736
99%	100%	96%	102%	105%	98%
99%	99%	96%	102%	89%	98%
\$ -	\$ 368	\$ 109	\$ 200	\$ 1,088	\$ -
\$ 6,197	\$ 1,223	\$ 1,194	\$ 2,144	\$ 1,798	\$ 2,086
\$ 133	\$ 2,645	\$ 1,715	\$ 600	\$ -	\$ 6,679
\$ 6,330	\$ 3,869	\$ 2,909	\$ 2,744	\$ 1,798	\$ 8,765
\$ 12,659	\$ 46,425	\$ 8,728	\$ 2,744	\$ 3,596	\$ 8,765
386%	167%	136%	255%	804%	223%
0%	33%	0%	0%	50%	100%
0	29	0	0	0	0

Brenden T	Gerry W	Scott S	Presley P	Matt B	Shire A	Rob M
33%	0%	#DIV/0!	0%	29%	0%	20%
3	4	0	6	7	2	5
35.0	16.0	#DIV/0!	21.7	34.9	17.0	20.8
\$ 26,641	\$ 29,819	#DIV/0!	\$ 27,531	\$ 31,572	\$ 29,150	\$ 34,631
\$ 26,247	\$ 29,694	#DIV/0!	\$ 27,188	\$ 31,401	\$ 29,150	\$ 34,212
\$ 28,273	\$ 29,201	#DIV/0!	\$ 27,538	\$ 31,431	\$ 29,407	\$ 33,708
94%	102%	#DIV/0!	100%	100%	99%	103%
93%	102%	#DIV/0!	99%	100%	99%	101%
\$ 394	\$ 125	#DIV/0!	\$ 344	\$ 170	\$ -	\$ 419
\$ 2,802	\$ 3,272	#DIV/0!	\$ 3,205	\$ 2,033	\$ 2,513	\$ 2,974
\$ 831	\$ 1,135	#DIV/0!	\$ 1,179	\$ 950	\$ 2,056	\$ 1,347
\$ 3,633	\$ 4,407	#DIV/0!	\$ 4,384	\$ 2,983	\$ 4,569	\$ 4,321
\$ 10,899	\$ 17,629	#DIV/0!	\$ 26,302	\$ 20,879	\$ 9,137	\$ 21,605
142%	334%	#DIV/0!	268%	98%	332%	219%
67%	50%	#DIV/0!	67%	86%	50%	40%
500	500	#DIV/0!	167	286	0	-140

Joe A	Caleb M	Tom S				
0%	#DIV/0!	0%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
4	0	1	0	0	0	0
25.8	#DIV/0!	51.0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,697	#DIV/0!	\$ 54,290	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,473	#DIV/0!	\$ 53,965	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,154	#DIV/0!	\$ 52,709	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	103%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	102%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 224	#DIV/0!	\$ 325	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,738	#DIV/0!	\$ 4,068	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,551	#DIV/0!	\$ 1,322	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,289	#DIV/0!	\$ 5,390	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 17,156	#DIV/0!	\$ 5,390	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
179%	#DIV/0!	71%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	100%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!











## Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to

Finance Manager	Totals	Kris S	Lener M	Jeff P
% Retailed of Non-New Franchise	19%	16%	19%	14%
Total # Retail Units	200	82	100	7
Avg. Days to Sale	23.3	22.3	23.2	39.4
Avg. Advertised Price (Time of Sale)	\$ 30,932	\$ 29,847	\$ 31,483	\$ 45,434
Avg. Transaction Price	\$ 30,536	\$ 29,660	\$ 30,936	\$ 44,879
Avg. Market Price at 100%	\$ 30,857	\$ 29,790	\$ 31,562	\$ 45,948
Avg. Price to Market % (Time of Sale)	100%	100%	100%	99%
Avg. Transaction to Market	99%	100%	98%	98%
Avg. Transactional Discount	\$ 396	\$ 187	\$ 547	\$ 555
Avg. Front-End Gross	\$ 2,313	\$ 2,679	\$ 2,073	\$ 1,835
Avg. Finance Gross	\$ 1,886	\$ 1,742	\$ 2,026	\$ 1,109
PUVR	\$ 4,199	\$ 4,421	\$ 4,099	\$ 2,944
Total Gross (Units & PUVR)	\$ 839,774	\$ 362,510	\$ 409,915	\$ 20,605
GROI	212%	240%	206%	60%
% with Trade	43%	0%	1%	0%
Avg. Over/Under Allowance	221	239	198	643



select your staff member for each column.)

BRYCE S	Billy S				
75%	14%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
4	7	0	0	0	0
17.8	24.3	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 10,766	\$ 32,800	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 10,222	\$ 32,343	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 10,480	\$ 32,546	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
103%	101%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
98%	99%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 544	\$ 457	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,106	\$ 2,623	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ 3,423	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,106	\$ 6,045	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,426	\$ 42,318	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
220%	277%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0	43	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	108	92
Avg. Days to Sale	23.3	24.8	21.6
Avg. Advertised Price (Time of Sale)	\$ 30,932	\$ 34,914	\$ 25,643
Avg. Transaction Price	\$ 30,536	\$ 34,704	\$ 25,643
Avg. Market Price at 100%	\$ 30,857	\$ 34,933	\$ 26,279
Avg. Price to Market % (Time of Sale)	100%	100%	98%
Avg. Transaction to Market	99%	99%	98%
Avg. Transactional Discount	\$ 396	\$ 210	\$ 614
Avg. Front-End Gross	\$ 2,313	\$ 2,208	\$ 2,437
Avg. Finance Gross	\$ 1,886	\$ 2,272	\$ 1,433
PUVR	\$ 4,199	\$ 4,479	\$ 3,869
Total Gross (Units & PUVR)	\$ 839,774	\$ 483,785	\$ 355,988
GROI	212%	187%	251%
% with Trade	43%	49%	36%
Avg. Over/Under Allowance	221	236	202



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	163	37
Avg. Days to Sale	23.3	22.4	27.1
Avg. Advertised Price (Time of Sale)	\$ 30,932	\$ 29,731	\$ 35,137
Avg. Transaction Price	\$ 30,536	\$ 29,492	\$ 35,137
Avg. Market Price at 100%	\$ 30,857	\$ 29,709	\$ 36,427
Avg. Price to Market % (Time of Sale)	100%	100%	96%
Avg. Transaction to Market	99%	99%	96%
Avg. Transactional Discount	\$ 396	\$ 239	\$ 1,088
Avg. Front-End Gross	\$ 2,313	\$ 2,334	\$ 2,221
Avg. Finance Gross	\$ 1,886	\$ 1,920	\$ 1,733
PUVR	\$ 4,199	\$ 4,254	\$ 3,954
Total Gross (Units & PUVR)	\$ 839,774	\$ 693,466	\$ 146,308
GROI	212%	231%	150%
% with Trade	43%	33%	89%
Avg. Over/Under Allowance	221	219	230



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	102	49
% of Retail Units	100%	51%	25%
% Retailed of Non-New Franchise	19%	14%	27%
Avg. Days to Sale	23.3	21.1	19.2
Avg. Transaction Price	\$ 30,536	\$ 27,900	\$ 21,881
Avg. Transaction to Market %	99%	99%	97%
Avg. Transactional Discount	\$ 396	\$ 236	\$ 927
Avg. Front End Gross	\$ 2,313	\$ 2,493	\$ 1,844
Avg. Finance Gross	\$ 1,886	\$ 1,996	\$ 1,267
PUVR	\$ 4,199	\$ 4,489	\$ 3,111
Total Gross (Units & PUVR)	\$ 839,774	\$ 457,911	\$ 152,437
GROI	212%	274%	267%
% with Trade	43%	42%	45%
Avg. Over/Under Allowance	221	218	168



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
23	24	0	0
12%	12%	0%	0%
9%	33%	#DIV/0!	#DIV/0!
32.3	31.3	#DIV/0!	#DIV/0!
\$ 36,415	\$ 52,957	#DIV/0!	#DIV/0!
99%	100%	#DIV/0!	#DIV/0!
\$ 87	\$ 325	#DIV/0!	#DIV/0!
\$ 2,223	\$ 2,644	#DIV/0!	#DIV/0!
\$ 2,408	\$ 2,111	#DIV/0!	#DIV/0!
\$ 4,631	\$ 4,755	#DIV/0!	#DIV/0!
\$ 106,508	\$ 114,109	#DIV/0!	#DIV/0!
142%	103%	#DIV/0!	#DIV/0!
52%	38%	#DIV/0!	#DIV/0!
370	214	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
2	0	0
1%	0%	0%
0%	#DIV/0!	#DIV/0!
38.0	#DIV/0!	#DIV/0!
\$ 40,339	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 1,663	#DIV/0!	#DIV/0!
\$ 2,741	#DIV/0!	#DIV/0!
\$ 4,404	#DIV/0!	#DIV/0!
\$ 8,808	#DIV/0!	#DIV/0!
103%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days	46-60 days
Total # Retail Units	200	141	36	8
% of Retail Units	100%	71%	18%	4%
% Retailed of Non-New Franchise	19%	17%	17%	38%
Avg. Days to Sale	23.3	12.4	37.3	54.0
Avg. Transaction Price	\$ 30,536	\$ 29,319	\$ 30,096	\$ 37,859
Avg. Transaction to Market %	99%	99%	98%	98%
Avg. Transactional Discount	\$ 396	\$ 472	\$ 268	\$ 214
Avg. Front End Gross	\$ 2,313	\$ 2,776	\$ 1,566	\$ 2,039
Avg. Finance Gross	\$ 1,886	\$ 1,825	\$ 1,918	\$ 1,298
PUVR	\$ 4,199	\$ 4,601	\$ 3,484	\$ 3,336
Total Gross (Units & PUVR)	\$ 839,774	\$ 648,745	\$ 125,424	\$ 26,690
GROI	212%	456%	112%	59%
% with Trade	43%	38%	50%	100%
Avg. Over/Under Allowance	221	140	204	1,375



61-90 days	90+ days
12	3
6%	2%
25%	33%
70.6	100.0
\$ 35,055	\$ 55,414
96%	96%
\$ 1	\$ 434
\$ 228	\$ (1,391)
\$ 2,713	\$ 2,599
\$ 2,941	\$ 1,207
\$ 35,293	\$ 3,622
43%	8%
42%	67%
208	1,167