

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
James Hodges	Jason Bruzzichesi	Perry Barkley
Scott Ragland		Joe Adams
Daniel Branca		Chelsey Lamm
		Marty Shelton
		Randy Currence
		Kevin Leonard

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	BG220072A	2016	GMC	YUKON	1	TRADE ON USED	NO	\$ 33,999	\$ 33,999	100%	\$3,769	\$1,713
2	BG180033P	2015	BMW	428	25	TRADE ON NEW	NO	\$ 22,199	\$ 22,199	96%	\$1,610	\$0
3	NBD220001B	2013	BMW	328	25	Street/Curb Buy	NO	\$ 12,999	\$ 12,450	102%	\$2,692	\$931
4	CBG190027P	2014	LEXUS	IS250	24	TRADE ON USED	NO	\$ 26,460	\$ 25,700	100%	\$1,977	\$1,456
5	LWW33623	2020	BMW	Z4	55	LBO OEM/Leasing Co.	YES	\$ 63,999	\$ 63,999	100%	(\$100)	\$1,570
6	113356	2012	BMW	335	10	TRADE ON USED	NO	\$ 22,999	\$ 22,999	100%	\$4,117	\$0
7	CBG220103A	2018	BMW	X4	25	LBO OEM/Leasing Co.	YES	\$ 45,995	\$ 44,500	103%	\$2,743	\$150
8	CBG000013A	2019	BMW	530	48	LBO OEM/Leasing Co.	YES	\$ 46,995	\$ 45,000	98%	\$729	\$125
9	JB061226	2018	HONDA	PILOT	24	TRADE ON USED	NO	\$ 34,995	\$ 34,500	100%	\$1,822	\$1,092
10	M9G84671	2021	BMW	X3	5	LBO OEM/Leasing Co.	YES	\$ 49,995	\$ 49,995	100%	\$614	\$3,755
11	EDX58818	2014	BMW	640	29	Street/Curb Buy	NO	\$ 32,995	\$ 32,995	100%	\$3,400	\$0
12	DD234485	2013	BMW	328	21	Street/Curb Buy	NO	\$ 14,999	\$ 1,400	98%	\$1	\$0
13	KLN67312	2019	BMW	X5	21	LBO OEM/Leasing Co.	YES	\$ 55,995	\$ 55,995	99%	\$813	\$3,320
14	LCE00304	2020	BMW	M5	20	Street/Curb Buy	NO	\$ 112,995	\$ 112,995	99%	\$10,304	\$7,981
15	JR328818	2018	CHEVROLET	SUBURBAN	18	TRADE ON NEW	NO	\$ 54,995	\$ 53,500	97%	\$1,003	\$550
16	DOB20462	2013	BMW	X5	18	TRADE ON USED	NO	\$ 18,995	\$ 18,995	100%	\$5,435	\$1,628
17	BLS14999	2011	JAGUAR	XF	3	TRADE ON USED	NO	\$ 15,995	\$ 15,500	100%	\$1,579	\$418
18	EU799545	2014	TOYOTA	CAMRY	14	TRADE ON USED	NO	\$ 19,995	\$ 18,500	102%	\$734	\$150
19	LGN03048	2020	ASTON MARTIN	VANTAGE	3	TRADE ON USED	NO	\$ 164,000	\$ 164,000	96%	\$1,058	\$0
20	MCH38654	2021	BMW	430	10	TRADE ON USED	YES	\$ 52,995	\$ 52,995	100%	\$1,796	\$356
21	DDY32043	2013	BMW	328	1	Street/Curb Buy	NO	\$ 9,999	\$ 7,500	105%	\$100	\$0
22	LU324486	2020	Mercedes-Benz	C300	24	TRADE ON NEW	NO	\$ 48,995	\$ 48,500	100%	\$1,214	\$1,750
23	JG908385	2018	BMW	530	28	LBO OEM/Leasing Co.	YES	\$ 46,500	\$ 45,000	102%	\$146	\$980
24	L9B26628	2020	BMW	X4	10	Street/Curb Buy	YES	\$ 55,995	\$ 55,500	100%	\$2,291	\$1,340
25	GG343206	2016	BMW	M5	19	TRADE ON NEW	NO	\$ 36,995	\$ 36,995	100%	\$3,767	\$2,440
26	KLL07644	2019	BMW	X5	24	TRADE ON NEW	YES	\$ 54,995	\$ 54,995	100%	\$2,361	\$975
27	G0103900	2016	MAZDA	MIATA	1	Other	NO	\$ 24,995	\$ 24,995	100%	\$53	\$1,503
28	G220147A	2020	BMW	X5	44	LBO OEM/Leasing Co.	YES	\$ 53,995	\$ 53,995	97%	(\$1,153)	\$1,732
29	LBP64076	2020	BMW	840	32	Street/Curb Buy	YES	\$ 82,995	\$ 82,995	100%	\$4,297	\$2,831
30	52457001	2005	VOLVO	S60	15	TRADE ON USED	NO	\$ 8,999	\$ 8,999	100%	\$53	\$150

Scoreboard Totals

% Retailed of Non-Franchise Make	35%
Total # Retail Units	46
Avg. Days to Sale	23.2
Avg. Advertised Price (Time of Sale)	\$ 42,034
Avg. Transaction Price	\$ 41,385
Avg. Market Price at 100%	\$ 42,393
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 649
Avg. Front-End Gross	\$ 1,944
Avg. Finance Gross	\$ 1,145
PUVR	\$ 3,089
Total Gross (Units & PUVR)	\$ 142,109
GROI	116%
% with Trade	37%
Avg. Over/Under Allowance	\$196



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	James Hodges	Scott Ragland
% Retailed of Non-New Franchise	35%	35%	#DIV/0!
Total # Retail Units	46	46	0
Avg. Days to Sale	23.2	23.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 42,034	\$ 42,034	#DIV/0!
Avg. Transaction Price	\$ 41,385	\$ 41,385	#DIV/0!
Avg. Market Price at 100%	\$ 42,393	\$ 42,551	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	99%	#DIV/0!
Avg. Transaction to Market	98%	97%	#DIV/0!
Avg. Transactional Discount	\$ 649	\$ 649	#DIV/0!
Avg. Front-End Gross	\$ 1,944	\$ 1,944	#DIV/0!
Avg. Finance Gross	\$ 1,145	\$ 1,145	#DIV/0!
PUVR	\$ 3,089	\$ 3,089	#DIV/0!
Total Gross (Units & PUVR)	\$ 142,109	\$ 142,109	#DIV/0!
GROI	116%	116%	#DIV/0!
% with Trade	37%	37%	#DIV/0!
Avg. Over/Under Allowance	196	196	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Perry Barkley	Joe Adams
% Retailed of Non-New Franchise	35%	29%	25%
Total # Retail Units	46	17	4
Avg. Days to Sale	23.2	20.5	29.0
Avg. Advertised Price (Time of Sale)	\$ 42,034	\$ 49,806	\$ 42,121
Avg. Transaction Price	\$ 41,385	\$ 49,422	\$ 41,623
Avg. Market Price at 100%	\$ 42,393	\$ 50,548	\$ 42,746
Avg. Price to Market % (Time of Sale)	99%	99%	99%
Avg. Transaction to Market	98%	98%	97%
Avg. Transactional Discount	\$ 649	\$ 384	\$ 499
Avg. Front-End Gross	\$ 1,944	\$ 2,394	\$ 698
Avg. Finance Gross	\$ 1,145	\$ 1,300	\$ 777
PUVR	\$ 3,089	\$ 3,693	\$ 1,475
Total Gross (Units & PUVR)	\$ 142,109	\$ 62,787	\$ 5,899
GROI	116%	131%	44%
% with Trade	37%	47%	0%
Avg. Over/Under Allowance	196	353	0



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

Marty Shelton	Chelsey Lamm	Randy Currence	Kevin Leonard
20%	50%	50%	0%
5	6	12	2
32.2	19.5	23.8	20.0
\$ 43,298	\$ 28,406	\$ 39,954	\$ 25,997
\$ 43,000	\$ 28,279	\$ 39,498	\$ 19,198
\$ 44,335	\$ 28,426	\$ 40,211	\$ 26,150
98%	100%	99%	99%
97%	99%	98%	73%
\$ 298	\$ 127	\$ 457	\$ 6,800
\$ 424	\$ 2,379	\$ 2,148	\$ 1,884
\$ 1,087	\$ 765	\$ 1,252	\$ 1,220
\$ 1,510	\$ 3,143	\$ 3,400	\$ 3,104
\$ 7,552	\$ 18,860	\$ 40,803	\$ 6,208
39%	205%	130%	291%
40%	33%	33%	50%
300	0	42	500

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Jason Bruzzichesi	
% Retailed of Non-New Franchise	35%	35%	#DIV/0!
Total # Retail Units	46	46	0
Avg. Days to Sale	23.2	23.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 42,034	\$ 42,034	#DIV/0!
Avg. Transaction Price	\$ 41,385	\$ 41,385	#DIV/0!
Avg. Market Price at 100%	\$ 42,393	\$ 42,551	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	99%	#DIV/0!
Avg. Transaction to Market	98%	97%	#DIV/0!
Avg. Transactional Discount	\$ 649	\$ 649	#DIV/0!
Avg. Front-End Gross	\$ 1,944	\$ 1,944	#DIV/0!
Avg. Finance Gross	\$ 1,145	\$ 1,145	#DIV/0!
PUVR	\$ 3,089	\$ 3,089	#DIV/0!
Total Gross (Units & PUVR)	\$ 142,109	\$ 142,109	#DIV/0!
GROI	116%	116%	#DIV/0!
% with Trade	37%	0%	#DIV/0!
Avg. Over/Under Allowance	196	196	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	46	17	29
Avg. Days to Sale	23.2	29.4	19.6
Avg. Advertised Price (Time of Sale)	\$ 42,034	\$ 55,088	\$ 33,559
Avg. Transaction Price	\$ 41,385	\$ 54,736	\$ 33,559
Avg. Market Price at 100%	\$ 42,393	\$ 55,551	\$ 34,931
Avg. Price to Market % (Time of Sale)	99%	99%	96%
Avg. Transaction to Market	98%	99%	96%
Avg. Transactional Discount	\$ 649	\$ 352	\$ 823
Avg. Front-End Gross	\$ 1,944	\$ 1,776	\$ 2,042
Avg. Finance Gross	\$ 1,145	\$ 1,504	\$ 935
PUVR	\$ 3,089	\$ 3,280	\$ 2,978
Total Gross (Units & PUVR)	\$ 142,109	\$ 55,760	\$ 86,349
GROI	116%	73%	163%
% with Trade	37%	59%	24%
Avg. Over/Under Allowance	196	294	138



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	46	30	16
Avg. Days to Sale	23.2	23.5	22.6
Avg. Advertised Price (Time of Sale)	\$ 42,034	\$ 43,872	\$ 38,230
Avg. Transaction Price	\$ 41,385	\$ 43,068	\$ 38,230
Avg. Market Price at 100%	\$ 42,393	\$ 44,269	\$ 39,331
Avg. Price to Market % (Time of Sale)	99%	99%	97%
Avg. Transaction to Market	98%	97%	97%
Avg. Transactional Discount	\$ 649	\$ 804	\$ 358
Avg. Front-End Gross	\$ 1,944	\$ 2,205	\$ 1,455
Avg. Finance Gross	\$ 1,145	\$ 1,411	\$ 647
PUVR	\$ 3,089	\$ 3,616	\$ 2,102
Total Gross (Units & PUVR)	\$ 142,109	\$ 108,475	\$ 33,634
GROI	116%	129%	87%
% with Trade	37%	33%	44%
Avg. Over/Under Allowance	196	300	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	46	5	18
% of Retail Units	100%	11%	39%
% Retailed of Non-New Franchise	35%	40%	67%
Avg. Days to Sale	23.2	22.0	18.8
Avg. Transaction Price	\$ 41,385	\$ 43,238	\$ 31,843
Avg. Transaction to Market %	98%	98%	98%
Avg. Transactional Discount	\$ 649	\$ 398	\$ 291
Avg. Front End Gross	\$ 1,944	\$ 1,991	\$ 2,038
Avg. Finance Gross	\$ 1,145	\$ 1,143	\$ 635
PUVR	\$ 3,089	\$ 3,134	\$ 2,673
Total Gross (Units & PUVR)	\$ 142,109	\$ 15,670	\$ 48,105
GROI	116%	119%	161%
% with Trade	37%	0%	28%
Avg. Over/Under Allowance	196	0	28



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
11	1	0	0
24%	2%	0%	0%
0%	100%	#DIV/0!	#DIV/0!
21.3	55.0	#DIV/0!	#DIV/0!
\$ 49,943	\$ 54,999	#DIV/0!	#DIV/0!
89%	100%	#DIV/0!	#DIV/0!
\$ 1,604	\$ -	#DIV/0!	#DIV/0!
\$ 3,614	\$ 150	#DIV/0!	#DIV/0!
\$ 1,819	\$ 150	#DIV/0!	#DIV/0!
\$ 5,433	\$ 300	#DIV/0!	#DIV/0!
\$ 59,767	\$ 300	#DIV/0!	#DIV/0!
184%	4%	#DIV/0!	#DIV/0!
64%	0%	#DIV/0!	#DIV/0!
591	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
10	0	1
22%	0%	2%
0%	#DIV/0!	100%
32.9	#DIV/0!	1.0
\$ 48,498	#DIV/0!	\$ 24,995
97%	#DIV/0!	100%
\$ 499	#DIV/0!	\$ -
\$ 283	#DIV/0!	\$ 53
\$ 1,389	#DIV/0!	\$ 1,503
\$ 1,671	#DIV/0!	\$ 1,556
\$ 16,711	#DIV/0!	\$ 1,556
38%	#DIV/0!	2241%
50%	#DIV/0!	0%
200	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	46	35	6
% of Retail Units	100%	76%	13%
% Retailed of Non-New Franchise	35%	34%	33%
Avg. Days to Sale	23.2	15.5	37.7
Avg. Transaction Price	\$ 41,385	\$ 39,148	\$ 49,588
Avg. Transaction to Market %	98%	95%	98%
Avg. Transactional Discount	\$ 649	\$ 782	\$ 83
Avg. Front End Gross	\$ 1,944	\$ 2,236	\$ 2,131
Avg. Finance Gross	\$ 1,145	\$ 1,275	\$ 1,039
PUVR	\$ 3,089	\$ 3,510	\$ 3,170
Total Gross (Units & PUVR)	\$ 142,109	\$ 122,864	\$ 19,021
GROI	116%	209%	61%
% with Trade	37%	40%	17%
Avg. Over/Under Allowance	196	143	333



46-60 days	61-90 days	90+ days
3	2	0
7%	4%	0%
33%	50%	#DIV/0!
52.7	71.0	#DIV/0!
\$ 54,666	\$ 35,998	#DIV/0!
98%	94%	#DIV/0!
\$ 665	\$ -	#DIV/0!
\$ 260	\$ (1,200)	#DIV/0!
\$ 615	\$ -	#DIV/0!
\$ 875	\$ (1,200)	#DIV/0!
\$ 2,624	\$ (2,400)	#DIV/0!
11%	-17%	#DIV/0!
67%	0%	#DIV/0!
667	0	#DIV/0!