

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Harold Gramson	Pedro Garibay	Adam Byrne
Jon Fick	Tracy Burchfield	Brad Cloe
Michele Hoagland	Alex Reed	Chris Corcoran
		Eric Hansen
		James Malby
		Jody Ulrey
		John Jones
		John Kozlowski
		Ralph Rasmussen
		Steven Counts
		Will Ring
		Beau Reynolds

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	5793a	2015	subaru	crosstrek	2	Trade on Used	No	\$ 16,125	\$ 16,125	83%	\$3,438	\$796
2	5783a	2012	Ford	F-150	13	Trade on Used	No	\$ 24,998	\$ 23,000	97%	\$109	\$0
3	r22047a	2019	kia	sorento	24	Trade on New	No	\$ 34,998	\$ 34,998	100%	\$261	\$3,208
4	5729c	2020	toyota	tacoma	46	Trade on Used	Yes	\$ 43,155	\$ 43,155	94%	\$585	\$3,335
5	j22005b	2011	kia	sportage	9	Trade on Used	No	\$ 13,458	\$ 11,998	122%	\$1,872	\$1,764
6	t22331b	2017	toyota	camry	11	Trade on Used	No	\$ 16,998	\$ 16,998	97%	\$4,384	\$1,550
7	r22056b	2014	toyota	tacoma	1	Trade on Used	No	\$ 24,998	\$ 24,000	94%	\$3,178	\$672
8	5797p	2017	ram	1500	14	Street/Curb Buy	No	\$ 35,498	\$ 35,498	92%	\$2,198	\$2,998
9	t22355a	2017	hyundai	sana fe	17	Trade on Used	No	\$ 23,998	\$ 23,998	96%	\$3,863	\$3,390
10	t22414a	2019	toyota	tacoma	13	Trade on New	No	\$ 42,498	\$ 42,498	97%	\$6,312	\$2,962
11	t22377a	2014	toyota	tacoma	5	Trade on New	No	\$ 23,998	\$ 23,998	104%	\$2,555	\$50
12	r22040a	2014	Chevrolet	silverado	38	Trade on New	no	\$ 34,998	\$ 34,998	95%	\$6,188	\$1,837
13	t22435a	2008	Chevrolet	tahoe	12	Trade on New	no	\$ 16,998	\$ 13,500	113%	\$2,728	\$2,322
14	t22231b	2017	kia	soul	3	Trade on Used	no	\$ 16,998	\$ 16,998	103%	\$3,951	\$2,856
15	t22417a	2016	kia	sportage	18	Trade on New	no	\$ 16,998	\$ 16,998	100%	\$5,730	\$3,035
16	5748p	2020	ford	ranger	102	Other	No	\$ 40,000	\$ 39,000	93%	(\$4,192)	\$3,762
17	t22366a	2019	toyota	tundra	25	Trade on New	no	\$ 49,998	\$ 49,998	101%	\$3,800	\$1,551
18	5729d	2012	subaru	impreza	1	Trade on Used	no	\$ 22,998	\$ 22,998	85%	\$1,489	\$2,629
19	t22459a	2021	toyota	prius prime	1	Trade on Used	no	\$ 37,998	\$ 36,498	109%	\$4,495	\$498
20	t22121a	2019	toyota	sienna	132	Trade on Used	no	\$ 37,826	\$ 37,826	87%	(\$3,432)	\$50
21	t22341a	2011	dodge	ram 1500	36	Trade on Used	no	\$ 23,998	\$ 23,998	111%	\$2,653	\$2,115
22	5798p	2017	cadillac	escalade	17	Street/Curb Buy	no	\$ 62,998	\$ 59,401	103%	\$3,616	\$4,787
23	5783b	2008	dodge	ram 1500	3	Trade on Used	no	\$ 12,998	\$ 12,963	88%	\$2,478	\$2,112
24	t22396a	2015	toyota	4runner	16	Trade on New	no	\$ 35,458	\$ 31,750	108%	\$2,056	\$1,753
25	t22311b	2018	ford	edge	5	Trade on Used	no	\$ 31,498	\$ 29,498	103%	\$4,063	\$2,070
26	t22355b	2019	toyota	corolla	4	Trade on Used	no	\$ 27,499	\$ 27,499	106%	\$7,173	\$364
27	t22104a1	2020	toyota	tacoma	71	Trade on New	no	\$ 26,958	\$ 26,958	90%	\$100	\$2,005

28	t22445b	2019	kia	nero	13	Trade on Used	no	\$	23,998	\$	23,998	85%	\$4,497	\$0
29	t22355c1	2014	scion	tc	1	Trade on Used	no	\$	18,998	\$	16,998	110%	\$4,862	\$2,528
30	j21184a	2015	dodge	journey	1	Trade on New	no	\$	17,498	\$	17,498	104%	\$2,109	\$907
31	5806p	2021	toyota	corolla	1	Street/Curb Buy	no	\$	30,998	\$	30,498	104%	\$7,973	\$2,579
32	5763c	2013	toyota	tundra	11	Trade on Used	no	\$	24,998	\$	23,500	108%	\$2,389	\$2,621
33	5729e	2015	ford	fusio	1	Trade on Used	no	\$	13,998	\$	13,998	105%	(\$300)	\$0
34	5804p	2022	jeep	wrangler	9	Other	no	\$	53,998	\$	51,987	96%	\$1,559	\$752
35	t22391a	2018	toyota	rav4	7	Trade on New	no	\$	36,978	\$	36,978	103%	\$1,176	\$1,005
36	t22439a	2012	nissan	maxima	8	Trade on New	no	\$	13,998	\$	13,998	78%	\$1,773	\$1,915
37	t22380a	2020	kia	telluride	9	Trade on New	yes	\$	45,998	\$	45,998	98%	\$5,619	\$3,556
38	5802p	2020	jeep	grand cherokee	18	Street/Curb Buy	no	\$	37,998	\$	37,000	100%	\$893	\$943
39	t22270a	2019	toyota	tundra	52	Trade on New	no	\$	48,498	\$	48,498	98%	\$6,891	\$751
40	5731b	2020	kia	optima	112	Trade on Used	no	\$	25,139	\$	25,139	99%	(\$1,259)	\$1,328
41	5729f	2012	subaru	impreza	24	Trade on Used	no	\$	22,998	\$	20,000	82%	\$901	\$952
42	t22361a	2018	toyota	rav4	24	Trade on New	no	\$	23,998	\$	23,998	97%	\$3,634	\$4,205
43	5810p	2022	gmc	sienna	1	Other	no	\$	83,805	\$	77,830	86%	\$700	\$1,287
44	t22270b	2015	ram	1500	1	Trade on Used	no	\$	20,998	\$	17,499	78%	\$2,144	\$2,028
45	r22046a	2021	RAM	1500	15	Trade on New	NO	\$	66,998	\$	66,998	93%	\$9,248	\$5,517
46	t22447a	2018	toyota	highlander	11	Trade on New	no	\$	34,498	\$	34,498	95%	\$997	\$2,618
47	j22020a	2018	hyundai	santa fe	66	Trade on New	no	\$	25,997	\$	25,997	101%	\$632	\$0
48	c21013a	2018	chrysler	pacifica	52	Trade on New	no	\$	36,498	\$	26,498	116%	\$8,078	\$4,021
49	c21013b	2016	ford	focus	1	Trade on Used	no	\$	12,998	\$	12,000	92%	\$2,160	\$258
50	t22283b	2021	toyota	tacoma	30	Trade on Used	no	\$	51,498	\$	48,773	105%	\$5,511	\$891
51	t22358a	2019	toyota	camry	39	Trade on New	no	\$	26,998	\$	26,000	98%	\$3,069	\$510
52	t22430a	2021	toyota	rav4	8	Trade on New	no	\$	42,498	\$	39,200	105%	\$1,338	\$1,264
53	r22051a	2017	Chevrolet	tahoe	43	Trade on New	no	\$	35,498	\$	34,498	96%	\$2,219	\$3,516

Scoreboard Totals

% Retailed of Non-Franchise Make	37%
Total # Retail Units	200
Avg. Days to Sale	19.8
Avg. Advertised Price (Time of Sale)	\$ 32,138
Avg. Transaction Price	\$ 31,241
Avg. Market Price at 100%	\$ 32,711
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 897
Avg. Front-End Gross	\$ 2,927
Avg. Finance Gross	\$ 2,006
PUVR	\$ 4,933
Total Gross (Units & PUVR)	\$ 986,572
GROI	287%
% with Trade	53%
Avg. Over/Under Allowance	(\$1,083)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	37%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	19.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,138	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,241	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,711	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 897	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,927	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,006	#DIV/0!	#DIV/0!
PUVR	\$ 4,933	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 986,572	#DIV/0!	#DIV/0!
GROI	287%	#DIV/0!	#DIV/0!
% with Trade	53%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-1,083	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	37%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	19.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,138	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,241	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,711	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 897	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,927	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,006	#DIV/0!	#DIV/0!
PUVR	\$ 4,933	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 986,572	#DIV/0!	#DIV/0!
GROI	287%	#DIV/0!	#DIV/0!
% with Trade	53%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-1,083	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	37%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	19.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,138	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,241	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,711	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 897	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,927	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,006	#DIV/0!	#DIV/0!
PUVR	\$ 4,933	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 986,572	#DIV/0!	#DIV/0!
GROI	287%	#DIV/0!	#DIV/0!
% with Trade	53%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-1,083	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	14	186
Avg. Days to Sale	19.8	15.6	20.1
Avg. Advertised Price (Time of Sale)	\$ 32,138	\$ 42,029	\$ 30,541
Avg. Transaction Price	\$ 31,241	\$ 40,546	\$ 30,541
Avg. Market Price at 100%	\$ 32,711	\$ 41,799	\$ 32,337
Avg. Price to Market % (Time of Sale)	98%	101%	94%
Avg. Transaction to Market	96%	97%	94%
Avg. Transactional Discount	\$ 897	\$ 1,483	\$ 853
Avg. Front-End Gross	\$ 2,927	\$ 2,875	\$ 2,930
Avg. Finance Gross	\$ 2,006	\$ 2,360	\$ 1,980
PUVR	\$ 4,933	\$ 5,235	\$ 4,910
Total Gross (Units & PUVR)	\$ 986,572	\$ 73,294	\$ 913,278
GROI	287%	299%	287%
% with Trade	53%	64%	52%
Avg. Over/Under Allowance	-1,083	-607	-1,145



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	126	74
Avg. Days to Sale	19.8	17.9	23.0
Avg. Advertised Price (Time of Sale)	\$ 32,138	\$ 34,288	\$ 27,536
Avg. Transaction Price	\$ 31,241	\$ 33,418	\$ 27,536
Avg. Market Price at 100%	\$ 32,711	\$ 35,170	\$ 29,304
Avg. Price to Market % (Time of Sale)	98%	97%	94%
Avg. Transaction to Market	96%	95%	94%
Avg. Transactional Discount	\$ 897	\$ 870	\$ 942
Avg. Front-End Gross	\$ 2,927	\$ 3,194	\$ 2,471
Avg. Finance Gross	\$ 2,006	\$ 2,173	\$ 1,722
PUVR	\$ 4,933	\$ 5,367	\$ 4,193
Total Gross (Units & PUVR)	\$ 986,572	\$ 676,287	\$ 310,285
GROI	287%	322%	238%
% with Trade	53%	52%	54%
Avg. Over/Under Allowance	-1,083	-917	-1,413



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	83	75
% of Retail Units	100%	42%	38%
% Retailed of Non-New Franchise	37%	34%	43%
Avg. Days to Sale	19.8	19.0	20.2
Avg. Transaction Price	\$ 31,241	\$ 31,404	\$ 27,496
Avg. Transaction to Market %	96%	96%	96%
Avg. Transactional Discount	\$ 897	\$ 945	\$ 779
Avg. Front End Gross	\$ 2,927	\$ 3,293	\$ 2,928
Avg. Finance Gross	\$ 2,006	\$ 1,984	\$ 1,662
PUVR	\$ 4,933	\$ 5,277	\$ 4,591
Total Gross (Units & PUVR)	\$ 986,572	\$ 437,971	\$ 344,289
GROI	287%	318%	297%
% with Trade	53%	54%	55%
Avg. Over/Under Allowance	-1,083	-1,101	-913



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
35	0	0	0
18%	0%	0%	0%
34%	#DIV/0!	#DIV/0!	#DIV/0!
19.9	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36,362	#DIV/0!	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 730	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,329	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,678	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,007	#DIV/0!	#DIV/0!	#DIV/0!
\$ 175,239	#DIV/0!	#DIV/0!	#DIV/0!
249%	#DIV/0!	#DIV/0!	#DIV/0!
49%	#DIV/0!	#DIV/0!	#DIV/0!
-1,700	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	4	3
0%	2%	2%
#DIV/0!	0%	67%
#DIV/0!	14.8	37.3
#DIV/0!	\$ 34,509	\$ 56,272
#DIV/0!	97%	88%
#DIV/0!	\$ 1,985	\$ 2,995
#DIV/0!	\$ 3,214	\$ (644)
#DIV/0!	\$ 3,087	\$ 1,934
#DIV/0!	\$ 6,301	\$ 1,289
#DIV/0!	\$ 25,205	\$ 3,868
#DIV/0!	446%	22%
#DIV/0!	25%	33%
#DIV/0!	4,000	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	158	17
% of Retail Units	100%	79%	9%
% Retailed of Non-New Franchise	37%	35%	47%
Avg. Days to Sale	19.8	9.3	37.8
Avg. Transaction Price	\$ 31,241	\$ 29,704	\$ 37,255
Avg. Transaction to Market %	96%	95%	99%
Avg. Transactional Discount	\$ 897	\$ 906	\$ 1,116
Avg. Front End Gross	\$ 2,927	\$ 3,088	\$ 2,936
Avg. Finance Gross	\$ 2,006	\$ 1,959	\$ 2,055
PUVR	\$ 4,933	\$ 5,048	\$ 4,992
Total Gross (Units & PUVR)	\$ 986,572	\$ 797,566	\$ 84,857
GROI	287%	655%	128%
% with Trade	53%	50%	65%
Avg. Over/Under Allowance	-1,083	-1,165	-1,145



46-60 days	61-90 days	90+ days
11	8	6
6%	4%	3%
45%	25%	67%
52.5	69.8	118.2
\$ 39,631	\$ 35,501	\$ 33,627
98%	95%	93%
\$ 1,349	\$ -	\$ 406
\$ 2,843	\$ 2,648	\$ (837)
\$ 2,344	\$ 2,352	\$ 2,019
\$ 5,187	\$ 5,000	\$ 1,182
\$ 57,059	\$ 40,000	\$ 7,090
90%	73%	11%
73%	50%	50%
-1,188	1,707	#DIV/0!