

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
KYLE JONES	JUDGE STRINGER	TIM HARDNETT
MIKE GIDDENS	ANGELA DAVIDSON	LOGAN DECK
		SHARON THOMAS
		MICHAEL SINGLETON
		BARRY SHROPSHIRE
		BRADLEY WARD
		LISA GLOVER
		MELVIN HINES
		CARL WILSON
		TANYA COLEMAN

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	K5851	2020	FORD	F250	143	Street/Curb Buy	NO	\$ 58,191	\$ 55,650	98%	\$0	\$0
2	T22338A	2019	FORD	RANGER	26	Trade on New	YES	\$ 37,972	\$ 37,972	98%	\$2,552	\$0
3	T22141A	2017	FORD	MUSTANG	32	Trade on New	NO	\$ 19,999	\$ 19,999	91%	\$1,643	\$952
4	T22346A	2021	FORD	BRONCO SPORT	24	Trade on New	NO	\$ 35,995	\$ 35,995	101%	\$2,308	\$2,671
5	T21580A	2016	FORD	EXPEDITION	73	Trade on New	NO	\$ 20,855	\$ 20,855	92%	\$1,249	\$0
6	T22284A	2018	JEEP	GRAND CHEROKEE	11	Trade on New	NO	\$ 31,706	\$ 30,900	102%	\$1,861	\$0
7	K5893	2020	FORD	F150	45	Auction/Wholesale	YES	\$ 3,809	\$ 45,900	94%	\$5,158	\$3,863
8	K5879A	2018	KIA	SOUL	35	Trade on Used	NO	\$ 16,995	\$ 15,694	99%	\$2,050	\$395
9	T22339A	2018	FORD	F250	39	Trade on New	YES	\$ 73,879	\$ 73,879	106%	\$5,379	\$2,071
10	K5879B	2013	FORD	FIESTA	12	Trade on Used	NO	\$ 4,995	\$ 4,995	83%	\$17	\$97
11	K5874	2020	FORD	FUSION	104	Auction/Wholesale	YES	\$ 25,487	\$ 25,487	97%	(\$1,739)	\$2,090
12	T21691A	2015	FORD	F150	41	Trade on New	NO	\$ 26,990	\$ 26,995	96%	(\$105)	\$638
13	C22003A	2013	FORD	F150	5	Trade on New	NO	\$ 24,995	\$ 21,290	103%	\$150	\$0
14	T21690B	2019	TOYOTA	CAMRY	26	Trade on Used	NO	\$ 25,997	\$ 25,997	100%	\$1,448	\$465
15	K5909	2020	FORD	RANGER	1	Auction/Wholesale	NO	\$ 36,995	\$ 36,500	100%	\$3,560	\$3,530
16	K5896A	2021	TOYOTA	CAMRY	11	Trade on Used	NO	\$ 35,995	\$ 35,024	108%	\$2,078	\$1,180
17	K5891	2020	CHEVROLET	MALIBU	58	Hotel Fleet (Enterprise, e	YES	\$ 24,972	\$ 24,795	103%	(\$222)	\$2,036
18	T21580B	2019	TOYOTA	RAV4	8	Trade on Used	NO	\$ 32,932	\$ 32,932	101%	\$3,587	\$2,285
19	T21723B	2018	DODGE	GR CARAVAN	40	Trade on Used	NO	\$ 19,995	\$ 19,995	88%	\$1,123	\$3,542
20	T22318A	2021	FORD	F150	23	Trade on New	YES	\$ 56,994	\$ 56,994	101%	\$2,631	\$4,205
21	K5814A	2018	FORD	EXPEDITION	196	Trade on Used	YES	\$ 39,577	\$ 44,500	93%	(\$1,003)	\$4,009
22	T21710A	2013	KIA	SOUL	8	Trade on New	NO	\$ 12,995	\$ 10,309	96%	\$952	\$646
23	K5907	2017	Volkswagen	JETTA	5	Auction/Wholesale	NO	\$ 19,995	\$ 19,906	107%	\$2,866	\$453
24	T22329A	2011	FORD	F150	27	Trade on New	NO	\$ 19,997	\$ 19,997	99%	\$2,370	\$0
25	T22222B	2021	FORD	F150	19	Trade on Used	NO	\$ 49,990	\$ 49,990	101%	\$2,339	\$11
26	C21030A	2021	FORD	F150	51	Trade on New	YES	\$ 48,525	\$ 47,442	97%	\$322	\$600
27	K5873B	2021	FORD	RANGER	39	Trade on Used	YES	\$ 39,680	\$ 38,980	103%	\$1,059	\$0
28	K5899	2017	JEEP	CHEROKEE	57	Auction/Wholesale	YES	\$ 22,995	\$ 22,880	115%	\$768	\$2,577
29	T21711C	2016	FORD	EDGE	67	Trade on Used	NO	\$ 25,995	\$ 25,995	106%	\$596	\$3,410
30	K5896B	2017	TOYOTA	4RUNNER	10	Trade on Used	NO	\$ 34,995	\$ 34,297	101%	\$2,711	\$632

31	T21476A	2018	TOYOTA	CAMRY	10	Trade on New	NO	\$ 24,995	\$ 24,995	107%	\$3,446	\$2,105
32	T22222C	2014	FORD	F150	2	Trade on Used	NO	\$ 27,999	\$ 27,999	102%	\$994	\$719
33	T22282A	2017	HYUNDAI	TUSON	15	Trade on New	YES	\$ 23,987	\$ 23,592	102%	\$2,237	\$1,303
34	K5868A	2014	Subaru	OUTBACK	32	Trade on Used	NO	\$ 15,995	\$ 15,995	96%	(\$1,328)	\$1,839
35	T22394A	2018	GMC	SIERRA 2500HD	11	Trade on New	NO	\$ 58,995	\$ 53,399	104%	\$1,341	\$0
36	T21682A	2005	NISSAN	ALTIMA	12	Trade on New	NO	\$ 4,995	\$ 750	109%	\$0	\$1,919
37	T22317A	2015	FORD	F150	2	Trade on New	NO	\$ 29,995	\$ 29,700	104%	\$4,105	\$3,344
38	T21716A	2019	FORD	FIESTA	13	Trade on New	YES	\$ 16,941	\$ 17,877	99%	\$3,247	\$2,910
39	K5888	2018	DODGE	RAM 1500	67	Auction/Wholesale	NO	\$ 37,995	\$ 36,884	107%	(\$764)	\$2,328
40	K5834	2018	NISSAN	MURANO	189	Auction/Wholesale	NO	\$ 24,141	\$ 24,141	106%	(\$3,068)	\$0
41	K5867	2019	JEEP	WRANGLER	147	Auction/Wholesale	NO	\$ 46,613	\$ 46,613	109%	(\$1,999)	\$3,510
42	T22141B	2016	DODGE	JOURNEY	26	Trade on Used	NO	\$ 19,926	\$ 16,920	105%	(\$901)	\$1,340
43	T21711D	2019	FORD	FIESTA	9	Trade on Used	YES	\$ 16,407	\$ 16,050	106%	\$346	\$1,372
44	T21724A	2020	FORD	MUSTANG	9	Trade on New	YES	\$ 34,995	\$ 34,995	104%	\$1,411	\$738
45	K5862	2020	FORD	F150	158	Auction/Wholesale	NO	\$ 49,142	\$ 49,142	98%	(\$249)	\$2,063
46	K5911	2019	KIA	OPTIMA	7	Auction/Wholesale	YES	\$ 24,995	\$ 23,670	114%	\$1,347	\$2,469
47	ZT21668A	1998	GMC	SIERRA 2500HD	11	Trade on New	NO	\$ 5,995	\$ 3,122	69%	\$522	\$0
48	T22281A	2021	FORD	BRONCO SPORT	95	Trade on New	NO	\$ 32,815	\$ 32,500	96%	\$1,924	\$88
49	T21566A	2018	DODGE	JOURNEY	40	Trade on New	NO	\$ 21,093	\$ 18,957	100%	(\$490)	\$1,605
50	K5888A	2007	TOYOTA	TACOMA	5	Trade on Used	NO	\$ 12,995	\$ 11,520	89%	\$3,680	\$0
51	K5922	2018	FORD	MUSTANG	6	Auction/Wholesale	NO	\$ 39,995	\$ 38,935	103%	(\$1,435)	\$797
52	T21723C	2013	HYUNDAI	TUCSON	20	Trade on Used	NO	\$ 12,995	\$ 10,297	108%	\$396	\$396
53	T22317B	2020	FORD	ECOSPORT	17	Trade on Used	NO	\$ 23,990	\$ 24,490	106%	\$3,672	\$3,672

Scoreboard Totals

% Retailed of Non-Franchise Make	48%
Total # Retail Units	96
Avg. Days to Sale	37.0
Avg. Advertised Price (Time of Sale)	\$ 29,129
Avg. Transaction Price	\$ 28,595
Avg. Market Price at 100%	\$ 28,471
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 534
Avg. Front-End Gross	\$ 1,334
Avg. Finance Gross	\$ 1,615
PUVR	\$ 2,949
Total Gross (Units & PUVR)	\$ 283,133
GROI	100%
% with Trade	57%
Avg. Over/Under Allowance	\$587



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	KYLE JONES
% Retailed of Non-New Franchise	48%	#DIV/0!	55%
Total # Retail Units	96	0	55
Avg. Days to Sale	37.0	#DIV/0!	34.7
Avg. Advertised Price (Time of Sale)	\$ 29,129	#DIV/0!	\$ 28,540
Avg. Transaction Price	\$ 28,595	#DIV/0!	\$ 27,650
Avg. Market Price at 100%	\$ 28,471	#DIV/0!	\$ 27,529
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	104%
Avg. Transaction to Market	100%	#DIV/0!	100%
Avg. Transactional Discount	\$ 534	#DIV/0!	\$ 890
Avg. Front-End Gross	\$ 1,334	#DIV/0!	\$ 1,415
Avg. Finance Gross	\$ 1,615	#DIV/0!	\$ 2,066
PUVR	\$ 2,949	#DIV/0!	\$ 3,481
Total Gross (Units & PUVR)	\$ 283,133	#DIV/0!	\$ 191,456
GROI	100%	#DIV/0!	130%
% with Trade	57%	#DIV/0!	53%
Avg. Over/Under Allowance	587	#DIV/0!	538



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

MIKE GIDDENS			
39%	#DIV/0!	#DIV/0!	#DIV/0!
41	0	0	0
40.1	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,919	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,862	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,930	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 57	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,225	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,011	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,236	#DIV/0!	#DIV/0!	#DIV/0!
\$ 91,677	#DIV/0!	#DIV/0!	#DIV/0!
67%	#DIV/0!	#DIV/0!	#DIV/0!
63%	#DIV/0!	#DIV/0!	#DIV/0!
654	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	TIM HARDNETT	LOGAN DECK
% Retailed of Non-New Franchise	48%	40%	44%
Total # Retail Units	96	15	9
Avg. Days to Sale	37.0	29.9	33.1
Avg. Advertised Price (Time of Sale)	\$ 29,129	\$ 23,993	\$ 32,719
Avg. Transaction Price	\$ 28,595	\$ 22,851	\$ 32,242
Avg. Market Price at 100%	\$ 28,471	\$ 23,297	\$ 31,452
Avg. Price to Market % (Time of Sale)	102%	103%	104%
Avg. Transaction to Market	100%	98%	103%
Avg. Transactional Discount	\$ 534	\$ 1,141	\$ 476
Avg. Front-End Gross	\$ 1,334	\$ 1,449	\$ 1,390
Avg. Finance Gross	\$ 1,615	\$ 1,661	\$ 2,195
PUVR	\$ 2,949	\$ 3,110	\$ 3,585
Total Gross (Units & PUVR)	\$ 283,133	\$ 46,648	\$ 32,269
GROI	100%	164%	121%
% with Trade	57%	53%	67%
Avg. Over/Under Allowance	587	726	747



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

SHARON THOMAS	MICHAEL SINGLETON	BARRY SHROPSHIRE	BRADLEY WARD
50%	0%	78%	40%
22	1	9	10
33.2	10.0	38.0	54.6
\$ 28,906	\$ 17,995	\$ 26,788	\$ 36,384
\$ 29,888	\$ 16,400	\$ 26,173	\$ 35,600
\$ 28,696	\$ 16,818	\$ 25,706	\$ 35,596
101%	107%	104%	102%
104%	98%	102%	100%
\$ (981)	\$ 1,595	\$ 615	\$ 784
\$ 1,697	\$ 128	\$ 1,800	\$ 1,479
\$ 1,438	\$ 708	\$ 2,235	\$ 2,201
\$ 3,136	\$ 836	\$ 4,036	\$ 3,681
\$ 68,984	\$ 836	\$ 36,323	\$ 36,805
114%	184%	146%	68%
64%	0%	44%	50%
498	0	690	584

LISA GLOVER	MELVIN HINES	CARL WILSON	TANYA COLEMAN
46%	38%	100%	67%
13	13	1	3
29.3	58.5	11.0	9.0
\$ 29,942	\$ 29,402	\$ 31,706	\$ 26,662
\$ 29,567	\$ 28,055	\$ 30,900	\$ 22,229
\$ 29,427	\$ 29,333	\$ 31,084	\$ 26,108
102%	100%	102%	102%
100%	96%	99%	85%
\$ 375	\$ 1,347	\$ 806	\$ 4,432
\$ 1,339	\$ 412	\$ 1,861	\$ 251
\$ 1,511	\$ 1,102	\$ -	\$ 640
\$ 2,850	\$ 1,515	\$ 1,861	\$ 891
\$ 37,044	\$ 19,691	\$ 1,861	\$ 2,672
118%	33%	197%	160%
54%	77%	100%	0%
546	512	2,000	0

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	JUDGE STRINGER	ANGELA DAVIDSON
% Retailed of Non-New Franchise	48%	50%	45%
Total # Retail Units	96	56	40
Avg. Days to Sale	37.0	36.4	37.9
Avg. Advertised Price (Time of Sale)	\$ 29,129	\$ 29,215	\$ 29,009
Avg. Transaction Price	\$ 28,595	\$ 28,994	\$ 28,037
Avg. Market Price at 100%	\$ 28,471	\$ 28,929	\$ 28,031
Avg. Price to Market % (Time of Sale)	102%	101%	103%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ 534	\$ 222	\$ 972
Avg. Front-End Gross	\$ 1,334	\$ 1,772	\$ 722
Avg. Finance Gross	\$ 1,615	\$ 1,520	\$ 1,748
PUVR	\$ 2,949	\$ 3,292	\$ 2,470
Total Gross (Units & PUVR)	\$ 283,133	\$ 184,344	\$ 98,789
GROI	100%	112%	84%
% with Trade	57%	0%	0%
Avg. Over/Under Allowance	587	434	802



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	96	34	62
Avg. Days to Sale	37.0	30.4	40.7
Avg. Advertised Price (Time of Sale)	\$ 29,129	\$ 30,401	\$ 27,285
Avg. Transaction Price	\$ 28,595	\$ 30,984	\$ 27,285
Avg. Market Price at 100%	\$ 28,471	\$ 29,264	\$ 28,166
Avg. Price to Market % (Time of Sale)	102%	104%	97%
Avg. Transaction to Market	100%	106%	97%
Avg. Transactional Discount	\$ 534	\$ (583)	\$ 1,147
Avg. Front-End Gross	\$ 1,334	\$ 1,219	\$ 1,397
Avg. Finance Gross	\$ 1,615	\$ 1,917	\$ 1,449
PUVR	\$ 2,949	\$ 3,136	\$ 2,847
Total Gross (Units & PUVR)	\$ 283,133	\$ 106,633	\$ 176,500
GROI	100%	120%	92%
% with Trade	57%	53%	60%
Avg. Over/Under Allowance	587	575	594



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	96	50	46
Avg. Days to Sale	37.0	42.0	31.6
Avg. Advertised Price (Time of Sale)	\$ 29,129	\$ 33,028	\$ 23,663
Avg. Transaction Price	\$ 28,595	\$ 33,132	\$ 23,663
Avg. Market Price at 100%	\$ 28,471	\$ 32,764	\$ 23,979
Avg. Price to Market % (Time of Sale)	102%	101%	99%
Avg. Transaction to Market	100%	101%	99%
Avg. Transactional Discount	\$ 534	\$ (104)	\$ 1,228
Avg. Front-End Gross	\$ 1,334	\$ 1,279	\$ 1,394
Avg. Finance Gross	\$ 1,615	\$ 1,701	\$ 1,522
PUVR	\$ 2,949	\$ 2,980	\$ 2,916
Total Gross (Units & PUVR)	\$ 283,133	\$ 148,980	\$ 134,153
GROI	100%	77%	140%
% with Trade	57%	66%	48%
Avg. Over/Under Allowance	587	638	532



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	96	31	34
% of Retail Units	100%	32%	35%
% Retailed of Non-New Franchise	48%	35%	50%
Avg. Days to Sale	37.0	34.4	32.2
Avg. Transaction Price	\$ 28,595	\$ 30,262	\$ 23,495
Avg. Transaction to Market %	100%	94%	93%
Avg. Transactional Discount	\$ 534	\$ 1,337	\$ 939
Avg. Front End Gross	\$ 1,334	\$ 1,579	\$ 1,322
Avg. Finance Gross	\$ 1,615	\$ 1,127	\$ 1,568
PUVR	\$ 2,949	\$ 2,705	\$ 2,891
Total Gross (Units & PUVR)	\$ 283,133	\$ 83,860	\$ 98,278
GROI	100%	93%	137%
% with Trade	57%	58%	62%
Avg. Over/Under Allowance	587	261	759



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	24	0	0
3%	25%	0%	0%
33%	58%	#DIV/0!	#DIV/0!
54.7	40.5	#DIV/0!	#DIV/0!
\$ 31,780	\$ 33,318	#DIV/0!	#DIV/0!
92%	148%	#DIV/0!	#DIV/0!
\$ 1,915	\$ (1,251)	#DIV/0!	#DIV/0!
\$ 1,199	\$ 1,274	#DIV/0!	#DIV/0!
\$ 1,007	\$ 2,235	#DIV/0!	#DIV/0!
\$ 2,206	\$ 3,509	#DIV/0!	#DIV/0!
\$ 6,618	\$ 84,213	#DIV/0!	#DIV/0!
46%	94%	#DIV/0!	#DIV/0!
0%	54%	#DIV/0!	#DIV/0!
0	936	#DIV/0!	#DIV/0!

BO OEM/Leasing central Fleet (Enterprise, etc	Other
0	4
0%	4%
#DIV/0!	75%
#DIV/0!	64.3
#DIV/0! \$	28,293
#DIV/0!	100%
#DIV/0! \$	543
#DIV/0! \$	4
#DIV/0! \$	2,537
#DIV/0! \$	2,541
#DIV/0! \$	10,164
#DIV/0!	50%
#DIV/0!	75%
#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	96	63	11
% of Retail Units	100%	66%	11%
% Retailed of Non-New Franchise	48%	54%	36%
Avg. Days to Sale	37.0	12.6	37.7
Avg. Transaction Price	\$ 28,595	\$ 25,370	\$ 30,717
Avg. Transaction to Market %	100%	96%	190%
Avg. Transactional Discount	\$ 534	\$ 1,264	\$ (3,324)
Avg. Front End Gross	\$ 1,334	\$ 1,646	\$ 1,557
Avg. Finance Gross	\$ 1,615	\$ 1,430	\$ 1,612
PUVR	\$ 2,949	\$ 3,076	\$ 3,169
Total Gross (Units & PUVR)	\$ 283,133	\$ 193,811	\$ 34,861
GROI	100%	347%	98%
% with Trade	57%	51%	73%
Avg. Over/Under Allowance	587	583	731



46-60 days	61-90 days	90+ days
5	5	11
5%	5%	11%
40%	60%	27%
54.2	72.0	156.1
\$ 31,336	\$ 26,853	\$ 40,995
103%	100%	99%
\$ 277	\$ 225	\$ 249
\$ 642	\$ 486	\$ (349)
\$ 2,130	\$ 1,968	\$ 1,933
\$ 2,773	\$ 2,454	\$ 1,584
\$ 13,863	\$ 12,269	\$ 17,423
59%	46%	9%
40%	80%	82%
500	35	810