

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
EUGUI RAMOS	GILLETTE	WILIAM LOPEZ AGUILAR
JASON S ARVIDSON	NERI LANDA	ARTHUR E MUNOZ
RODRIGO MAYORGA		ALEXANDER MORENO
		NOEL HERRERA
		GRIER STEELE JR
		JOHN ALLEN WOOD BITTERS
		CHRISTOPHER KENNETH SANCH
		URIEL RAMIREZ
		EDWARD FRANK LOERA
		CHRISTIAN JOSE PINA SUAREZ
		DIEGO ORTIZ
		OMAR GONZALEZ
		KENNETH JERON GALVEZ
		JOSE DE JESUS ORTIZ AMBROCIO
		EFRAIN SUAREZ







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	PB06100	2016	Ford	EXPLORER	24	Street/Curb Buy	no	\$ 25,995	\$ 25,995	96%	\$64	\$3,379
2	092382A	2021	Nissan	SENTRA	44	Trade on New	No	\$ 21,897	\$ 21,050	91%	\$3	\$210
3	P141786B	2019	Ford	FLEX	20	Trade on Used	No	\$ 29,995	\$ 29,495	95%	\$2,606	\$802
4	C157698	2022	Chevrolet	SILVERADO 1500	25	Loaner	No	\$ 54,895	\$ 54,895	100%	\$9,779	\$1,996
5	C144754	2022	Chevrolet	SILVERADO 1500	3	Loaner	No	\$ 54,895	\$ 47,425	100%	\$4,834	\$5,402
6	208967A	2018	Chevrolet	SILVERADO 1500	20	Trade on New	No	\$ 42,775	\$ 42,375	99%	\$2,520	\$3,915
7	P226233	2017	Chevrolet	SUBURBAN	2	Street/Curb Buy	Yes	\$ 30,054	\$ 30,054	100%	\$1,145	\$2,637
8	X131381	2018	Chevrolet	TRAVERSE	39	Other	No	\$ 32,775	\$ 34,500	100%	\$3,054	\$1,794
9	P231518	2016	NISSAN	SENTRA	40	Street/Curb Buy	No	\$ 13,995	\$ 13,615	100%	\$3,247	\$1,947
10	D203593A	2008	Chevrolet	SUBURBAN	50	Trade on New	No	\$ 14,450	\$ 14,450	100%	\$1,755	\$2,811
11	C138227	2022	Chevrolet	COLORADO	10	Loaner	No	\$ 36,550	\$ 36,550	100%	\$3,548	\$1,965
12	338767A	2017	GMC	Yukon	12	Trade on New	No	\$ 33,995	\$ 35,995	98%	\$5,186	\$2,844
13	X124161	2019	Chevrolet	VOLT	33	LBO OEM/Leasing Co.	Yes	\$ 26,500	\$ 26,500	103%	\$4,271	\$0
14	169487A	2021	Nissan	KICKS	25	Trade on New	No	\$ 23,450	\$ 23,208	94%	\$1,290	\$250
15	505921A	2016	Chevrolet	COLORADO	22	Trade on New	No	\$ 24,995	\$ 24,995	104%	\$2,088	\$1,958
16	338767a	2017	GMC	Yukon	13	Trade on New	No	\$ 33,995	\$ 21,454	100%	\$500	\$0
17	C414281	2021	Chevrolet	SILVERADO 1500	34	Loaner	No	\$ 43,995	\$ 43,995	100%	\$1,766	\$1,156
18	C104999	2022	Chevrolet	SILVERADO 1500	32	Loaner	No	\$ 39,650	\$ 39,650	100%	\$5,433	\$901
19	C524940	2022	Chevrolet	Trax	14	Loaner	No	\$ 23,090	\$ 23,090	100%	\$2,591	\$3,751
20	092911A	2019	Buick	ENCORE	60	Trade on New	Yes	\$ 19,888	\$ 19,888	100%	(\$1,805)	\$216
21	152645B	2014	Jeep	PATRIOT	23	Trade on Used	No	\$ 10,995	\$ 10,995	93%	\$1,258	\$200
22	274704A	2015	Chevrolet	TAHOE	24	Trade on Used	No	\$ 34,995	\$ 34,995	105%	\$2,230	\$1,802
23	101765A	2018	Chevrolet	SILVERADO 1500	33	Trade on New	No	\$ 32,995	\$ 32,995	100%	\$2,096	\$0
24	L241650	2021	Chevrolet	SILVERADO 1500	9	LBO Customer	No	\$ 49,899	\$ 49,899	102%	\$4,323	\$4,715
25	204601A	2021	Chevrolet	TAHOE	20	Trade on New	No	\$ 74,995	\$ 73,005	103%	\$2,230	\$1,578
26	C108228	2022	Chevrolet	SILVERADO 1500	78	Loaner	No	\$ 53,090	\$ 53,090	100%	\$1,797	\$4,141
27	561463A	2014	Chevrolet	IMPALA	18	LBO Customer	No	\$ 18,450	\$ 18,450	98%	\$111	\$329
28	232630A	2021	Chevrolet	SILVERADO 1500	62	Trade on New	No	\$ 42,675	\$ 43,995	97%	(\$823)	\$5,905
29	205718A	2020	Toyota	TUNDRA 2WD	27	Trade on New	No	\$ 42,995	\$ 42,495	99%	\$2,139	\$3,639
30	101715A	2016	Chevrolet	Traverse	12	LBO Customer	No	\$ 19,450	\$ 22,450	92%	\$3,593	\$18
31	204601Z	2021	Chevrolet	CORVETTE	28	Trade on New	Yes	\$ 91,999	\$ 91,999	86%	\$11,392	\$6,984
32	C123676	2022	Chevrolet	BLAZER	25	Loaner	No	\$ 34,290	\$ 34,290	100%	\$3,554	\$2,824
33	101736A	2018	Toyota	Yaris	19	Trade on New	No	\$ 16,580	\$ 14,527	94%	(\$283)	\$0
34	C250976	2021	Chevrolet	SILVERADO 1500	46	Loaner	No	\$ 58,000	\$ 58,000	100%	\$9,876	\$3,102

35	159519A	2017	Chevrolet	TRAVERSE	51	Trade on New	No	\$	19,995	\$	19,995	98%	\$512	\$3,773
36	502884A	2020	Chevrolet	SILVERADO 1500	17	Trade on New	No	\$	37,995	\$	37,995	98%	\$494	\$1,050
37	C406362	2021	Chevrolet	SILVERADO 1500	84	Loaner	No	\$	54,860	\$	54,860	100%	\$1,580	\$1,910
38	234990A	2019	Chevrolet	TRAVERSE	13	Trade on New	No	\$	32,450	\$	32,450	100%	\$2,755	\$2,349
39	X242238	2020	Chevrolet	SILVERADO 2500H	41	Auction/Wholesale	Yes	\$	63,450	\$	62,521	91%	\$2,552	\$104
40	237535A	2020	Volkswagen	TIGUAN	68	Trade on New	No	\$	24,995	\$	24,500	89%	\$61	\$269
41	X646364	2019	Chevrolet	BLAZER	71	LBO Customer	Yes	\$	39,995	\$	39,995	98%	(\$3)	\$432
42	C404427	2021	Chevrolet	SILVERADO 1500	48	Loaner	No	\$	47,863	\$	47,863	100%	(\$2,343)	\$1,916
43	C408149	2021	Chevrolet	SILVERADO 1500	35	Loaner	No	\$	46,090	\$	46,090	100%	\$2,580	\$2,637
44	R486965	2017	Chevrolet	SILVERADO 1500	50	Auction/Wholesale	No	\$	35,995	\$	35,000	103%	\$1,308	\$1,587
45	181517B	2008	Honda	RIDGELINE	59	Trade on New	No	\$	10,888	\$	10,995	100%	\$1,618	\$0
46	T250544A	2018	Toyota	HIGHLANDER	51	Trade on Used	No	\$	27,675	\$	27,675	96%	\$640	\$5,044
47	223948A	2015	Chevrolet	SILVERADO 1500	25	Trade on New	No	\$	19,450	\$	17,999	100%	\$3,971	\$489
48	204601Y	2016	Chevrolet	CORVETTE	20	Trade on New	no	\$	51,999	\$	50,000	101%	\$2,817	\$508
49	L121114	2019	Chevrolet	BOLT EV	13	LBO Customer	Yes	\$	24,500	\$	24,500	100%	\$1,071	\$340

## Scoreboard Totals

% Retailed of Non-Franchise Make	32%
Total # Retail Units	94
Avg. Days to Sale	32.6
Avg. Advertised Price (Time of Sale)	\$ 35,486
Avg. Transaction Price	\$ 35,201
Avg. Market Price at 100%	\$ 36,210
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 285
Avg. Front-End Gross	\$ 2,569
Avg. Finance Gross	\$ 2,105
PUVR	\$ 4,674
Total Gross (Units & PUVR)	\$ 439,317
GROI	146%
% with Trade	19%
Avg. Over/Under Allowance	\$2,658



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	EUGUI RAMOS
% Retailed of Non-New Franchise	32%	#DIV/0!	36%
Total # Retail Units	94	0	33
Avg. Days to Sale	32.6	#DIV/0!	36.1
Avg. Advertised Price (Time of Sale)	\$ 35,486	#DIV/0!	\$ 30,668
Avg. Transaction Price	\$ 35,201	#DIV/0!	\$ 30,213
Avg. Market Price at 100%	\$ 36,210	#DIV/0!	\$ 31,133
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	99%
Avg. Transaction to Market	97%	#DIV/0!	97%
Avg. Transactional Discount	\$ 285	#DIV/0!	\$ 454
Avg. Front-End Gross	\$ 2,569	#DIV/0!	\$ 2,166
Avg. Finance Gross	\$ 2,105	#DIV/0!	\$ 1,980
PUVR	\$ 4,674	#DIV/0!	\$ 4,145
Total Gross (Units & PUVR)	\$ 439,317	#DIV/0!	\$ 136,799
GROI	146%	#DIV/0!	137%
% with Trade	19%	#DIV/0!	24%
Avg. Over/Under Allowance	2,658	#DIV/0!	583



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

ASON S ARVIDSON			
28%	#DIV/0!	#DIV/0!	#DIV/0!
39	0	0	0
33.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ 41,677	#DIV/0!	#DIV/0!	#DIV/0!
\$ 41,436	#DIV/0!	#DIV/0!	#DIV/0!
\$ 42,801	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 240	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,012	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,196	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,208	#DIV/0!	#DIV/0!	#DIV/0!
\$ 203,096	#DIV/0!	#DIV/0!	#DIV/0!
136%	#DIV/0!	#DIV/0!	#DIV/0!
18%	#DIV/0!	#DIV/0!	#DIV/0!
6,000	#DIV/0!	#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	32%	#DIV/0!	#DIV/0!
Total # Retail Units	94	0	0
Avg. Days to Sale	32.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,486	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,201	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 36,210	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 285	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,569	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,105	#DIV/0!	#DIV/0!
PUVR	\$ 4,674	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 439,317	#DIV/0!	#DIV/0!
GROI	146%	#DIV/0!	#DIV/0!
% with Trade	19%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,658	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	32%	#DIV/0!	#DIV/0!
Total # Retail Units	94	0	0
Avg. Days to Sale	32.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,486	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,201	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 36,210	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 285	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,569	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,105	#DIV/0!	#DIV/0!
PUVR	\$ 4,674	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 439,317	#DIV/0!	#DIV/0!
GROI	146%	#DIV/0!	#DIV/0!
% with Trade	19%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,658	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	94	15	79
Avg. Days to Sale	32.6	31.3	32.9
Avg. Advertised Price (Time of Sale)	\$ 35,486	\$ 41,879	\$ 33,963
Avg. Transaction Price	\$ 35,201	\$ 41,718	\$ 33,963
Avg. Market Price at 100%	\$ 36,210	\$ 43,801	\$ 34,770
Avg. Price to Market % (Time of Sale)	98%	96%	98%
Avg. Transaction to Market	97%	95%	98%
Avg. Transactional Discount	\$ 285	\$ 161	\$ 309
Avg. Front-End Gross	\$ 2,569	\$ 2,872	\$ 2,511
Avg. Finance Gross	\$ 2,105	\$ 2,514	\$ 2,027
PUVR	\$ 4,674	\$ 5,386	\$ 4,538
Total Gross (Units & PUVR)	\$ 439,317	\$ 80,794	\$ 358,523
GROI	146%	148%	146%
% with Trade	19%	33%	16%
Avg. Over/Under Allowance	2,658	2,100	2,938



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	94	64	30
Avg. Days to Sale	32.6	29.3	39.9
Avg. Advertised Price (Time of Sale)	\$ 35,486	\$ 39,454	\$ 26,419
Avg. Transaction Price	\$ 35,201	\$ 39,317	\$ 26,419
Avg. Market Price at 100%	\$ 36,210	\$ 39,947	\$ 28,241
Avg. Price to Market % (Time of Sale)	98%	99%	94%
Avg. Transaction to Market	97%	98%	94%
Avg. Transactional Discount	\$ 285	\$ 136	\$ 602
Avg. Front-End Gross	\$ 2,569	\$ 3,360	\$ 881
Avg. Finance Gross	\$ 2,105	\$ 2,464	\$ 1,338
PUVR	\$ 4,674	\$ 5,824	\$ 2,220
Total Gross (Units & PUVR)	\$ 439,317	\$ 372,726	\$ 66,591
GROI	146%	182%	76%
% with Trade	19%	17%	23%
Avg. Over/Under Allowance	2,658	1,483	3,833



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	94	42	13
% of Retail Units	100%	45%	14%
% Retailed of Non-New Franchise	32%	50%	46%
Avg. Days to Sale	32.6	34.0	35.8
Avg. Transaction Price	\$ 35,201	\$ 31,742	\$ 24,261
Avg. Transaction to Market %	97%	96%	92%
Avg. Transactional Discount	\$ 285	\$ 380	\$ 2,027
Avg. Front End Gross	\$ 2,569	\$ 1,828	\$ 1,358
Avg. Finance Gross	\$ 2,105	\$ 1,747	\$ 2,100
PUVR	\$ 4,674	\$ 3,574	\$ 3,458
Total Gross (Units & PUVR)	\$ 439,317	\$ 150,122	\$ 44,958
GROI	146%	119%	143%
% with Trade	19%	26%	15%
Avg. Over/Under Allowance	2,658	3,188	1,000



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
6	2	20	7
6%	2%	21%	7%
50%	0%	0%	0%
27.3	45.5	32.6	22.6
\$ 42,435	\$ 48,761	\$ 45,857	\$ 34,866
96%	95%	102%	101%
\$ 79	\$ 962	\$ (659)	\$ (429)
\$ 3,463	\$ 1,930	\$ 4,716	\$ 2,572
\$ 3,106	\$ 846	\$ 2,956	\$ 1,556
\$ 6,569	\$ 2,775	\$ 7,672	\$ 4,128
\$ 39,411	\$ 5,551	\$ 153,447	\$ 28,895
204%	45%	185%	189%
0%	50%	15%	14%
#DIV/0!	2,200	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	3
1%	0%	3%
0%	#DIV/0!	0%
33.0	#DIV/0!	26.3
\$ 26,500	#DIV/0!	\$ 40,166
103%	#DIV/0!	101%
\$ -	#DIV/0!	\$ (578)
\$ 4,271	#DIV/0!	\$ 1,938
\$ -	#DIV/0!	\$ 2,283
\$ 4,271	#DIV/0!	\$ 4,220
\$ 4,271	#DIV/0!	\$ 12,661
176%	#DIV/0!	144%
0%	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	94	50	21
% of Retail Units	100%	53%	22%
% Retailed of Non-New Franchise	32%	24%	33%
Avg. Days to Sale	32.6	17.8	36.9
Avg. Transaction Price	\$ 35,201	\$ 37,978	\$ 28,289
Avg. Transaction to Market %	97%	98%	97%
Avg. Transactional Discount	\$ 285	\$ 533	\$ (6)
Avg. Front End Gross	\$ 2,569	\$ 3,265	\$ 2,635
Avg. Finance Gross	\$ 2,105	\$ 2,452	\$ 1,219
PUVR	\$ 4,674	\$ 5,717	\$ 3,855
Total Gross (Units & PUVR)	\$ 439,317	\$ 285,850	\$ 80,945
GROI	146%	304%	133%
% with Trade	19%	16%	14%
Avg. Over/Under Allowance	2,658	3,313	2,200



46-60 days	61-90 days	90+ days
13	10	0
14%	11%	0%
46%	50%	#DIV/0!
51.4	73.6	#DIV/0!
\$ 35,624	\$ 35,280	#DIV/0!
98%	93%	#DIV/0!
\$ 68	\$ (63)	#DIV/0!
\$ 2,163	\$ (521)	#DIV/0!
\$ 2,667	\$ 1,495	#DIV/0!
\$ 4,830	\$ 974	#DIV/0!
\$ 62,786	\$ 9,737	#DIV/0!
95%	13%	#DIV/0!
23%	40%	#DIV/0!
#DIV/0!	500	#DIV/0!