

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Charles Everton	Gus Roman	Oggie
Michael Framo	Michael Framo	Alek
Shane Franco	Shane Franco	Bo
		Chris H
		Enndy
		Tyler
		Andy
		Kain
		Bam
		Doug
		Nick
		Wes
		Leo

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Market Price at 100%	Transaction to Market (%)	Transactional Discount (\$)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	\$ 15,789	87%	\$ 1,200	\$1,500	\$500
1	K5988	2020	Kia	Telluride	80	Auction/Wholesale	No	Yes	\$ 47,000	\$ 50,000	95%	\$ 49,474	101%	\$ (3,000)	\$348	\$5,651
2	K32427	2019	Kia	Forte	5	Trade on New	Yes	Yes	\$ 23,000	\$ 23,000	101%	\$ 22,772	101%	\$ -	\$5,650	\$1,557
3	K65164	2022	Kia	Sportage	5	Trade on Used	No	Yes	\$ 25,000	\$ 26,000	98%	\$ 25,510	102%	\$ (1,000)	\$1,255	\$2,027
4	K99629	2019	Kia	Sportage	8	Trade on New	No	Yes	\$ 26,500	\$ 28,500	95%	\$ 27,895	102%	\$ (2,000)	\$9,202	\$1,127
5	K53770A	2017	Kia	Soul	11	Trade on Used	No	Yes	\$ 19,000	\$ 18,500	98%	\$ 19,388	95%	\$ 500	\$6,100	\$600
6	K13311	2011	Honda	CR-V	33	Trade on New	No	No	\$ 14,000	\$ 13,000	105%	\$ 13,333	98%	\$ 1,000	\$1,190	\$150
7	K00026	2021	Kia	Sportage	87	Trade on New	Yes	Yes	\$ 33,500	\$ 32,850	98%	\$ 34,184	96%	\$ 650	\$3,400	\$1,023
8	K16240	2021	Kia	Seltos	8	Street/Curb Buy	No	Yes	\$ 36,900	\$ 35,900	100%	\$ 36,900	97%	\$ 1,000	\$7,513	\$2,822
9	K29236A	2016	Kia	Forte-5	26	Trade on Used	No	Yes	\$ 16,000	\$ 15,500	95%	\$ 16,842	92%	\$ 500	\$4,836	\$811
10	K44967	2022	Chevrolet	Trailblazer	26	Trade on New	No	No	\$ 32,000	\$ 32,000	97%	\$ 32,990	97%	\$ -	\$4,324	\$2,170
11	K02238	2015	Honda	Civic	39	Trade on Used	No	No	\$ 18,000	\$ 17,000	100%	\$ 18,000	94%	\$ 1,000	\$2,959	\$1,656
12	K81705	2017	Toyota	Yaris	54	Trade on Used	No	No	\$ 13,500	\$ 13,288	105%	\$ 12,857	103%	\$ 212	\$6,012	\$0
13	K6006	2020	Kia	Forte	34	Auction/Wholesale	No	Yes	\$ 24,000	\$ 23,000	102%	\$ 23,529	98%	\$ 1,000	\$1,660	\$695
14	K18847	2016	Honda	Civic	25	Trade on New	No	No	\$ 19,000	\$ 18,500	95%	\$ 20,000	93%	\$ 500	\$1,352	\$1,513
15	K70466	2020	Kia	Telluride	9	Trade on New	No	Yes	\$ 45,000	\$ 48,342	100%	\$ 45,000	107%	\$ (3,342)	\$11,342	\$4,690
16	K6008	2020	Kia	Optima	26	Auction/Wholesale	Yes	Yes	\$ 25,000	\$ 26,646	101%	\$ 24,752	108%	\$ (1,646)	\$976	\$319
17	K22808	2014	Nissan	Pathfinder	64	Trade on New	No	No	\$ 15,000	\$ 13,250	90%	\$ 16,667	80%	\$ 1,750	\$1,061	\$1,915
18	K03053	2018	Nissan	Rogue	119	Trade on Used	No	No	\$ 20,000	\$ 19,698	95%	\$ 21,053	94%	\$ 302	\$1,045	\$1,083
19	K63912A	2018	Kia	Forte	1	Trade on New	Yes	Yes	\$ 20,000	\$ 20,295	98%	\$ 20,408	99%	\$ (295)	\$3,345	\$1,224
20	K21603	2018	Kia	Sorento	32	Trade on New	Yes	Yes	\$ 28,000	\$ 27,000	101%	\$ 27,723	97%	\$ 1,000	\$3,195	\$2,163
21	K6010	2021	Kia	K5	19	Auction/Wholesale	No	Yes	\$ 37,500	\$ 36,020	105%	\$ 35,714	101%	\$ 1,480	\$2,775	\$3,406
22	K5968	2020	Buick	Enclave	159	Auction/Wholesale	No	No	\$ 37,500	\$ 36,900	105%	\$ 35,714	103%	\$ 600	\$192	\$2,247
23	K91767	2021	Kia	Forte	2	Street/Curb Buy	No	Yes	\$ 22,000	\$ 21,960	95%	\$ 23,158	95%	\$ 40	\$5,460	\$438
24	K16537	2018	Kia	Optima	18	Trade on New	No	Yes	\$ 23,000	\$ 22,500	100%	\$ 23,000	98%	\$ 500	\$2,489	\$698
25	K6012	2021	Kia	K5	21	Auction/Wholesale	Yes	Yes	\$ 40,000	\$ 39,548	110%	\$ 36,364	109%	\$ 452	\$317	\$4,116
26	K6001	2019	Hyundai	Kona	42	Auction/Wholesale	No	No	\$ 28,000	\$ 27,500	105%	\$ 26,667	103%	\$ 500	\$2,225	\$589
27	K83110	2020	Kia	Telluride	8	Street/Curb Buy	No	Yes	\$ 48,000	\$ 44,500	100%	\$ 48,000	93%	\$ 3,500	\$7,979	\$2,350
28	K82624	2020	Kia	Sportage	2	Trade on New	No	Yes	\$ 30,000	\$ 29,720	98%	\$ 30,612	97%	\$ 280	\$2,720	\$967
29	K60925	2020	Kia	Rio	2	Trade on New	No	Yes	\$ 20,000	\$ 20,000	95%	\$ 21,053	95%	\$ -	\$3,522	\$0
30	K95167	2020	Kia	Optima	33	Trade on New	No	Yes	\$ 25,500	\$ 25,500	100%	\$ 25,500	100%	\$ -	\$3,143	\$2,248
31	K37046	2019	Kia	Sorento	90	Trade on New	No	Yes	\$ 30,500	\$ 28,000	100%	\$ 30,500	92%	\$ 2,500	\$102	\$880
32	K79189	2020	Kia	Forte	5	Trade on New	No	Yes	\$ 22,500	\$ 21,466	95%	\$ 23,684	91%	\$ 1,034	\$5,466	\$1,498
33	K10172	2018	Kia	Optima	3	Trade on New	Yes	Yes	\$ 23,500	\$ 23,500	100%	\$ 23,500	100%	\$ -	\$6,575	\$1,308
34	K19437	2016	Kia	Optima	16	Trade on Used	No	Yes	\$ 19,000	\$ 19,000	102%	\$ 18,627	102%	\$ -	\$4,500	\$2,341
35	K21939	2017	Kia	Sorento	64	Trade on New	No	Yes	\$ 23,000	\$ 22,250	100%	\$ 23,000	97%	\$ 750	\$5,920	\$1,834
36	K62693A	2016	Kia	Forte	2	Street/Curb Buy	No	Yes	\$ 17,000	\$ 16,400	105%	\$ 16,190	101%	\$ 600	\$372	\$0
37	K39798A	2020	Kia	Telluride	22	Trade on New	Yes	Yes	\$ 45,000	\$ 50,650	100%	\$ 45,000	113%	\$ (5,650)	\$3,624	\$4,601
38	K94062A	2018	Kia	Forte	0	Trade on New	No	Yes	\$ 18,000	\$ 17,390	105%	\$ 17,143	101%	\$ 610	\$3,890	\$1,735

39	K29630	2015	Ford	Fusion	12	Trade on Used	No	No	\$ 19,000	\$ 18,620	100%	\$ 19,000	98%	\$ 380	\$5,776	\$2,449
40	K40962	2019	Kia	Forte	77	Trade on New	No	Yes	\$ 20,000	\$ 2,000	98%	\$ 20,408	10%	\$ 18,000	\$4,325	\$375
41	K87674	2018	Hyundai	Sonata	13	Trade on New	No	No	\$ 21,500	\$ 21,500	95%	\$ 22,632	95%	\$ -	\$3,834	\$3,118
42	K5821R	2019	Toyota	Camry	673	ntal Fleet (Enterprise, et	No	No	\$ 20,500	\$ 20,500	89%	\$ 23,034	89%	\$ -	\$635	\$0
43	K11969	2019	Kia	Sorento	3	Trade on New	No	Yes	\$ 25,000	\$ 25,000	95%	\$ 26,316	95%	\$ -	\$2,982	\$826
44	K5987	2018	Kia	Sportage	101	Auction/Wholesale	No	Yes	\$ 28,500	\$ 28,500	95%	\$ 30,000	95%	\$ -	(\$66)	\$1,123
45	K93653A	2020	Kia	Forte	35	Trade on New	No	Yes	\$ 21,000	\$ 20,000	100%	\$ 21,000	95%	\$ 1,000	\$2,538	\$805
46	K16657	2016	Kia	Optima	8	Trade on Used	No	Yes	\$ 19,000	\$ 18,350	105%	\$ 18,095	101%	\$ 650	\$5,150	\$0
47	K03330B	2019	Kia	Sportage	56	Trade on New	No	Yes	\$ 26,000	\$ 25,563	100%	\$ 26,000	98%	\$ 437	\$5,346	\$1,005
48	K08196	2019	Kia	Optima	28	Trade on New	No	Yes	\$ 24,500	\$ 23,700	100%	\$ 24,500	97%	\$ 800	\$3,557	\$1,175
49	K31500	2020	Kia	Sportage	10	Trade on New	No	Yes	\$ 28,500	\$ 28,500	95%	\$ 30,000	95%	\$ -	\$3,848	\$755
50	K65966	2020	Kia	Sportage	11	Trade on New	No	Yes	\$ 28,500	\$ 28,500	98%	\$ 29,082	98%	\$ -	\$3,731	\$1,475
51	K29495	2015	Chevrolet	Trax	92	Trade on Used	No	No	\$ 13,000	\$ 12,000	90%	\$ 14,444	83%	\$ 1,000	\$1,494	\$949
52	K26155	2019	Hyundai	Kona	10	Trade on New	No	No	\$ 27,000	\$ 25,000	100%	\$ 27,000	93%	\$ 2,000	\$3,958	\$0
53	K48916	2020	Kia	Telluride	14	Trade on New	Yes	Yes	\$ 44,000	\$ 42,500	100%	\$ 44,000	97%	\$ 1,500	\$4,319	\$2,282

Scoreboard Totals

% Retailed of Non-Franchise Make	30%
Total # Retail Units	131
Avg. Days to Sale	42.2
Avg. Advertised Price (Time of Sale)	\$ 23,785
Avg. Transaction Price	\$ 24,240
Avg. Market Price at 100%	\$ 25,415
Avg. Price to Market % (Time of Sale)	94%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ (455)
Avg. Front-End Gross	\$ 3,624
Avg. Finance Gross	\$ 1,333
PUVR	\$ 4,958
Total Gross (Units & PUVR)	\$ 649,439
GROI	175%
% with Trade	40%
Avg. Over/Under Allowance	(\$667)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	30%	#DIV/0!	#DIV/0!
Total # Retail Units	131	0	0
Avg. Days to Sale	42.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,785	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,240	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,415	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (455)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,624	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,333	#DIV/0!	#DIV/0!
PUVR	\$ 4,958	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 649,439	#DIV/0!	#DIV/0!
GROI	175%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-667	#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	30%	#DIV/0!	#DIV/0!
Total # Retail Units	131	0	0
Avg. Days to Sale	42.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,785	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,240	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,415	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (455)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,624	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,333	#DIV/0!	#DIV/0!
PUVR	\$ 4,958	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 649,439	#DIV/0!	#DIV/0!
GROI	175%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-667	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	30%	#DIV/0!	#DIV/0!
Total # Retail Units	131	0	0
Avg. Days to Sale	42.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,785	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,240	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,415	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (455)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,624	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,333	#DIV/0!	#DIV/0!
PUVR	\$ 4,958	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 649,439	#DIV/0!	#DIV/0!
GROI	175%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-667	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	131	17	114
Avg. Days to Sale	42.2	25.8	44.6
Avg. Advertised Price (Time of Sale)	\$ 23,785	\$ 29,235	\$ 23,430
Avg. Transaction Price	\$ 24,240	\$ 29,671	\$ 23,430
Avg. Market Price at 100%	\$ 25,415	\$ 29,240	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	100%	#DIV/0!
Avg. Transaction to Market	95%	101%	#DIV/0!
Avg. Transactional Discount	\$ (455)	\$ (436)	\$ (458)
Avg. Front-End Gross	\$ 3,624	\$ 3,985	\$ 3,570
Avg. Finance Gross	\$ 1,333	\$ 1,754	\$ 1,271
PUVR	\$ 4,958	\$ 5,738	\$ 4,841
Total Gross (Units & PUVR)	\$ 649,439	\$ 97,554	\$ 551,885
GROI	175%	270%	167%
% with Trade	40%	76%	35%
Avg. Over/Under Allowance	-667	-1,337	-472



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	131	92	39
Avg. Days to Sale	42.2	30.8	69.1
Avg. Advertised Price (Time of Sale)	\$ 23,785	\$ 24,439	\$ 22,008
Avg. Transaction Price	\$ 24,240	\$ 25,187	\$ 22,008
Avg. Market Price at 100%	\$ 25,415	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (455)	\$ (748)	\$ 236
Avg. Front-End Gross	\$ 3,624	\$ 4,079	\$ 2,551
Avg. Finance Gross	\$ 1,333	\$ 1,363	\$ 1,264
PUVR	\$ 4,958	\$ 5,442	\$ 3,815
Total Gross (Units & PUVR)	\$ 649,439	\$ 500,641	\$ 148,798
GROI	175%	253%	90%
% with Trade	40%	43%	33%
Avg. Over/Under Allowance	-667	-226	-1,936



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	131	88	12
% of Retail Units	100%	67%	9%
% Retailed of Non-New Franchise	30%	31%	58%
Avg. Days to Sale	42.2	29.4	34.7
Avg. Transaction Price	\$ 24,240	\$ 24,345	\$ 17,138
Avg. Transaction to Market %	95%	#DIV/0!	96%
Avg. Transactional Discount	\$ (455)	\$ 116	\$ 404
Avg. Front End Gross	\$ 3,624	\$ 3,970	\$ 3,788
Avg. Finance Gross	\$ 1,333	\$ 1,378	\$ 1,036
PUVR	\$ 4,958	\$ 5,348	\$ 4,824
Total Gross (Units & PUVR)	\$ 649,439	\$ 470,596	\$ 57,889
GROI	175%	269%	292%
% with Trade	40%	42%	25%
Avg. Over/Under Allowance	-667	-772	-1,000



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
11	14	0	5
8%	11%	0%	4%
0%	29%	#DIV/0!	0%
7.5	125.4	#DIV/0!	2.6
\$ 25,983	\$ 30,946	#DIV/0!	\$ 17,580
94%	101%	#DIV/0!	#DIV/0!
\$ 1,144	\$ 47	#DIV/0!	\$ (17,580)
\$ 6,465	\$ (853)	#DIV/0!	\$ 4,036
\$ 1,108	\$ 1,727	#DIV/0!	\$ 920
\$ 7,573	\$ 874	#DIV/0!	\$ 4,957
\$ 83,304	\$ 12,233	#DIV/0!	\$ 24,783
1391%	8%	#DIV/0!	3904%
55%	50%	#DIV/0!	0%
-313	-500	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	1	0
0%	1%	0%
#DIV/0!	100%	#DIV/0!
#DIV/0!	673.0	#DIV/0!
#DIV/0!	\$ 20,500	#DIV/0!
#DIV/0!	89%	#DIV/0!
#DIV/0!	\$ -	#DIV/0!
#DIV/0!	\$ 635	#DIV/0!
#DIV/0!	\$ -	#DIV/0!
#DIV/0!	\$ 635	#DIV/0!
#DIV/0!	\$ 635	#DIV/0!
#DIV/0!	2%	#DIV/0!
#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	131	82	12
% of Retail Units	100%	63%	9%
% Retailed of Non-New Franchise	30%	27%	33%
Avg. Days to Sale	42.2	11.0	37.1
Avg. Transaction Price	\$ 24,240	\$ 24,340	\$ 23,692
Avg. Transaction to Market %	95%	#DIV/0!	101%
Avg. Transactional Discount	\$ (455)	\$ (1,039)	\$ 292
Avg. Front End Gross	\$ 3,624	\$ 4,420	\$ 3,025
Avg. Finance Gross	\$ 1,333	\$ 1,336	\$ 1,135
PUVR	\$ 4,958	\$ 5,756	\$ 4,160
Total Gross (Units & PUVR)	\$ 649,439	\$ 471,997	\$ 49,919
GROI	175%	772%	170%
% with Trade	40%	45%	33%
Avg. Over/Under Allowance	-667	-977	500



46-60 days	61-90 days	90+ days
11	12	13
8%	9%	10%
45%	17%	46%
53.5	74.3	207.5
\$ 22,140	\$ 26,335	\$ 24,489
97%	91%	94%
\$ 87	\$ 1,332	\$ 350
\$ 3,943	\$ 3,252	\$ (789)
\$ 1,361	\$ 1,651	\$ 1,152
\$ 5,304	\$ 4,903	\$ 363
\$ 58,341	\$ 58,839	\$ 4,718
161%	90%	3%
18%	42%	38%
#DIV/0!	-636	80