

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Mike Leder	Tony Cappano	Mike Ford
		Troy Taylor
		Joe Kramer
		Phillip Torres
		Cory Stiltner
		Steve Yucha
		Amanda Jankowski

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	D2C0313A	2019	Jeep	RENEGADE	28	Trade on New	Yes	\$ 24,995	\$ 24,995	101%	\$4,222	\$0
2	2C0223A	2018	Chrysler	Pacifica	28	Trade on New	Yes	\$ 30,495	\$ 30,495	99%	\$4,447	\$2,366
3	2C0317A	2019	Jeep	Compass	21	Trade on New	Yes	\$ 25,995	\$ 24,812	104%	\$3,000	\$2,893
4	2W0219A	2019	Chrysler	Pacifica	34	Trade on New	Yes	\$ 38,995	\$ 38,995	105%	\$5,271	\$2,781
5	CT0007A	2019	Ram	Ram	81	Trade on New	Yes	\$ 35,995	\$ 35,995	97%	\$3,257	\$3,578
6	2W0228A	2020	Ram	Ram	19	Trade on New	Yes	\$ 37,995	\$ 37,995	101%	\$6,190	\$730
7	2C0251A	2019	Jeep	Compass	26	Trade on New	Yes	\$ 25,995	\$ 25,995	100%	\$5,391	\$3,894
8	2I0027A	2019	Jeep	Grand Cheorkee	17	Trade on New	Yes	\$ 34,895	\$ 34,995	99%	\$6,840	\$3,913
9	2W0226B	2018	Chrysler	Chrysler 300	11	Trade on Used	Yes	\$ 24,495	\$ 23,945	102%	\$3,730	\$3,827
10	2C0236A	2020	Jeep	Cherokee	55	Trade on New	Yes	\$ 30,995	\$ 90,495	98%	\$3,533	\$2,368
11	2C0259B	2018	Jeep	Compass	42	Trade on New	Yes	\$ 23,995	\$ 23,995	105%	\$1,971	\$3,063
12	2C0291A	2019	Jeep	Compass	64	Trade on New	Yes	\$ 26,995	\$ 26,495	105%	\$5,103	\$2,682
13	2I0025A	2021	Jeep	Wrangler	55	Trade on New	Yes	\$ 45,995	\$ 45,995	100%	\$695	\$0
14	2C0329A	2019	Jeep	Cherokee	17	Trade on New	Yes	\$ 28,995	\$ 24,934	106%	\$1,200	\$1,618
15	2R0078A	2021	Jeep	Grand Cheorkee	38	Trade on New	Yes	\$ 40,995	\$ 40,495	102%	\$2,378	\$0
16	2C0318A	2020	Jeep	Compass	25	Trade on New	Yes	\$ 26,781	\$ 26,781	101%	\$2,897	\$4,197
17	P13037	2022	Jeep	Compass	58	Street/Curb Buy	Yes	\$ 35,995	\$ 35,995	106%	\$1,861	\$2,382
18	2N0089A	2021	Jeep	Grand Cheorkee	27	Trade on New	Yes	\$ 36,795	\$ 36,770	99%	\$2,373	\$300
19	2W0188B	2019	SUBARU	FORESTER	29	Trade on Used	No	\$ 29,795	\$ 29,795	98%	\$1,277	\$2,010
20	P13024	2019	Dodge	Challenger	77	Street/Curb Buy	Yes	\$ 42,995	\$ 42,495	94%	\$4,400	\$810
21	2W0219B	2015	Ram	Ram	8	Trade on Used	Yes	\$ 28,595	\$ 27,995	103%	\$3,230	\$1,227
22	CT0011A	2022	Jeep	Grand Cheorkee	68	Trade on New	Yes	\$ 42,995	\$ 43,795	98%	\$1,616	\$1,910
23	2Z0022A	2016	Dodge	Journey	34	Trade on New	Yes	\$ 15,995	\$ 15,995	107%	\$4,023	\$1,801
24	P13077	2019	Jeep	Wrangler	23	Street/Curb Buy	Yes	\$ 41,495	\$ 41,495	101%	\$3,553	\$3,682
25	2Q0019A	2019	Cadillac	XT5	30	Trade on New	No	\$ 30,995	\$ 32,995	98%	\$4,284	\$0
26	2M0012B	2018	Chevrolet	Equinox	23	Trade on Used	No	\$ 18,495	\$ 18,995	100%	\$1,524	\$0
27	2W0189A	2020	Ram	1500	59	Trade on New	Yes	\$ 38,495	\$ 38,495	100%	\$4,007	\$730

Scoreboard Totals

% Retailed of Non-Franchise Make	82%
Total # Retail Units	34
Avg. Days to Sale	39.3
Avg. Advertised Price (Time of Sale)	\$ 31,080
Avg. Transaction Price	\$ 32,697
Avg. Market Price at 100%	\$ 30,772
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	106%
Avg. Transactional Discount	\$ (1,617)
Avg. Front-End Gross	\$ 3,237
Avg. Finance Gross	\$ 2,020
PUVR	\$ 5,197
Total Gross (Units & PUVR)	\$ 176,696
GROI	146%
% with Trade	12%
Avg. Over/Under Allowance	\$235



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Mike Leder	
% Retailed of Non-New Franchise	82%	82%	#DIV/0!
Total # Retail Units	34	34	0
Avg. Days to Sale	39.3	39.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,080	\$ 31,080	#DIV/0!
Avg. Transaction Price	\$ 32,697	\$ 32,697	#DIV/0!
Avg. Market Price at 100%	\$ 30,772	\$ 30,878	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	101%	#DIV/0!
Avg. Transaction to Market	106%	106%	#DIV/0!
Avg. Transactional Discount	\$ (1,617)	\$ (1,617)	#DIV/0!
Avg. Front-End Gross	\$ 3,237	\$ 3,237	#DIV/0!
Avg. Finance Gross	\$ 2,020	\$ 2,020	#DIV/0!
PUVR	\$ 5,197	\$ 5,197	#DIV/0!
Total Gross (Units & PUVR)	\$ 176,696	\$ 176,696	#DIV/0!
GROI	146%	146%	#DIV/0!
% with Trade	12%	12%	#DIV/0!
Avg. Over/Under Allowance	235	235	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Ford	Troy Taylor
% Retailed of Non-New Franchise	82%	88%	67%
Total # Retail Units	34	8	6
Avg. Days to Sale	39.3	31.6	49.5
Avg. Advertised Price (Time of Sale)	\$ 31,080	\$ 29,745	\$ 36,212
Avg. Transaction Price	\$ 32,697	\$ 29,901	\$ 36,124
Avg. Market Price at 100%	\$ 30,772	\$ 29,622	\$ 35,892
Avg. Price to Market % (Time of Sale)	101%	100%	101%
Avg. Transaction to Market	106%	101%	101%
Avg. Transactional Discount	\$ (1,617)	\$ (156)	\$ 88
Avg. Front-End Gross	\$ 3,237	\$ 3,996	\$ 3,314
Avg. Finance Gross	\$ 2,020	\$ 2,116	\$ 1,678
PUVR	\$ 5,197	\$ 6,112	\$ 4,992
Total Gross (Units & PUVR)	\$ 176,696	\$ 48,893	\$ 29,949
GROI	146%	233%	100%
% with Trade	12%	13%	0%
Avg. Over/Under Allowance	235	625	0



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

Joe Kramer	Phillip Torres	Cory Stiltner	Steve Yucha
33%	100%	100%	86%
3	3	4	7
30.3	45.7	49.8	36.7
\$ 25,428	\$ 33,495	\$ 25,745	\$ 33,995
\$ 25,428	\$ 32,141	\$ 25,870	\$ 33,924
\$ 25,385	\$ 33,337	\$ 25,524	\$ 33,734
100%	100%	101%	101%
100%	96%	101%	101%
\$ -	\$ 1,354	\$ (125)	\$ 71
\$ 3,249	\$ 2,107	\$ 1,709	\$ 3,695
\$ 2,059	\$ 3,252	\$ 1,204	\$ 1,575
\$ 5,308	\$ 5,359	\$ 2,913	\$ 5,045
\$ 15,924	\$ 16,078	\$ 11,652	\$ 35,312
248%	131%	81%	146%
0%	33%	25%	14%
0	0	0	429

Amanda Jankowski			
100%	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0
21.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,995	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,812	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,995	#DIV/0!	#DIV/0!	#DIV/0!
104%	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,183	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,000	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,893	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,893	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,893	#DIV/0!	#DIV/0!	#DIV/0!
407%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Tony Cappano	
% Retailed of Non-New Franchise	82%	82%	#DIV/0!
Total # Retail Units	34	34	0
Avg. Days to Sale	39.3	39.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,080	\$ 31,080	#DIV/0!
Avg. Transaction Price	\$ 32,697	\$ 32,697	#DIV/0!
Avg. Market Price at 100%	\$ 30,772	\$ 30,878	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	101%	#DIV/0!
Avg. Transaction to Market	106%	106%	#DIV/0!
Avg. Transactional Discount	\$ (1,617)	\$ (1,617)	#DIV/0!
Avg. Front-End Gross	\$ 3,237	\$ 3,237	#DIV/0!
Avg. Finance Gross	\$ 2,020	\$ 2,020	#DIV/0!
PUVR	\$ 5,197	\$ 5,197	#DIV/0!
Total Gross (Units & PUVR)	\$ 176,696	\$ 176,696	#DIV/0!
GROI	146%	146%	#DIV/0!
% with Trade	12%	0%	#DIV/0!
Avg. Over/Under Allowance	235	235	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	34	30	4
Avg. Days to Sale	39.3	39.4	38.3
Avg. Advertised Price (Time of Sale)	\$ 31,080	\$ 32,171	\$ 23,520
Avg. Transaction Price	\$ 32,697	\$ 33,921	\$ 23,520
Avg. Market Price at 100%	\$ 30,772	\$ 31,905	\$ 23,175
Avg. Price to Market % (Time of Sale)	101%	101%	101%
Avg. Transaction to Market	106%	106%	101%
Avg. Transactional Discount	\$ (1,617)	\$ (1,749)	\$ (625)
Avg. Front-End Gross	\$ 3,237	\$ 3,381	\$ 2,155
Avg. Finance Gross	\$ 2,020	\$ 2,202	\$ 700
PUVR	\$ 5,197	\$ 5,509	\$ 2,855
Total Gross (Units & PUVR)	\$ 176,696	\$ 165,276	\$ 11,420
GROI	146%	148%	114%
% with Trade	12%	7%	50%
Avg. Over/Under Allowance	235	100	1,250



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	34	6	28
Avg. Days to Sale	39.3	34.2	40.4
Avg. Advertised Price (Time of Sale)	\$ 31,080	\$ 29,995	\$ 33,313
Avg. Transaction Price	\$ 32,697	\$ 29,820	\$ 33,313
Avg. Market Price at 100%	\$ 30,772	\$ 29,809	\$ 31,108
Avg. Price to Market % (Time of Sale)	101%	101%	107%
Avg. Transaction to Market	106%	100%	107%
Avg. Transactional Discount	\$ (1,617)	\$ 175	\$ (2,001)
Avg. Front-End Gross	\$ 3,237	\$ 4,326	\$ 3,003
Avg. Finance Gross	\$ 2,020	\$ 2,097	\$ 2,002
PUVR	\$ 5,197	\$ 6,423	\$ 4,934
Total Gross (Units & PUVR)	\$ 176,696	\$ 38,535	\$ 138,160
GROI	146%	227%	132%
% with Trade	12%	33%	7%
Avg. Over/Under Allowance	235	0	286



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	34	25	5
% of Retail Units	100%	74%	15%
% Retailed of Non-New Franchise	82%	84%	80%
Avg. Days to Sale	39.3	40.9	28.4
Avg. Transaction Price	\$ 32,697	\$ 33,508	\$ 22,605
Avg. Transaction to Market %	106%	108%	100%
Avg. Transactional Discount	\$ (1,617)	\$ (2,245)	\$ 130
Avg. Front End Gross	\$ 3,237	\$ 3,409	\$ 2,259
Avg. Finance Gross	\$ 2,020	\$ 2,077	\$ 1,571
PUVR	\$ 5,197	\$ 5,486	\$ 3,830
Total Gross (Units & PUVR)	\$ 176,696	\$ 137,152	\$ 19,150
GROI	146%	144%	215%
% with Trade	12%	12%	20%
Avg. Over/Under Allowance	235	320	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	0	0	0
12%	0%	0%	0%
75%	#DIV/0!	#DIV/0!	#DIV/0!
42.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 40,245	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 125	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,380	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,291	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,099	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,394	#DIV/0!	#DIV/0!	#DIV/0!
107%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	34	18	4
% of Retail Units	100%	53%	12%
% Retailed of Non-New Franchise	82%	83%	50%
Avg. Days to Sale	39.3	21.8	37.0
Avg. Transaction Price	\$ 32,697	\$ 29,721	\$ 29,870
Avg. Transaction to Market %	106%	100%	104%
Avg. Transactional Discount	\$ (1,617)	\$ 212	\$ 125
Avg. Front End Gross	\$ 3,237	\$ 3,605	\$ 3,411
Avg. Finance Gross	\$ 2,020	\$ 2,060	\$ 1,911
PUVR	\$ 5,197	\$ 5,665	\$ 5,322
Total Gross (Units & PUVR)	\$ 176,696	\$ 101,970	\$ 21,288
GROI	146%	314%	173%
% with Trade	12%	6%	0%
Avg. Over/Under Allowance	235	278	0



46-60 days	61-90 days	90+ days
6	5	1
18%	15%	3%
100%	80%	100%
56.0	72.2	97.0
\$ 44,362	\$ 32,215	\$ 29,995
133%	99%	95%
\$ (9,917)	\$ 40	\$ -
\$ 2,339	\$ 3,182	\$ 1,569
\$ 1,626	\$ 1,954	\$ 4,456
\$ 3,965	\$ 5,136	\$ 6,025
\$ 23,792	\$ 25,680	\$ 6,025
57%	79%	75%
17%	20%	100%
500	0	0