

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Nick Lovegrove	Zain Khalid	Trevor Sangster
Lyal Crawford	Tim Schneider	Matthew Neuheimer
		Jessie Iafrati
		Keenan Clarry
		Chady Bardawil
		Alex Gaidouk
		Bruce Singleton
		Nick Lovegrove
		Lyal Crawford

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	PA9051	2021	GMC	Savana	10	Auction/Wholesale	Yes	\$ 52,888	\$ 52,888		\$2,376	\$2,904
2	22-8924A	2021	GMC	Sierra	32	Trade on New	Yes	\$ 93,888	\$ 93,888		\$3,665	\$9,004
3	PA9186	2017	Chevrolet	Cruze	1	LBO OEM/Leasing Co.	No	\$ 9,900	\$ 9,900		\$1,500	\$0
4	22-9031A	2021	Chevrolet	Silverado	34	Trade on New	No	\$ 96,888	\$ 96,888		\$6,460	\$9,323
5	PA9184	2019	Chevrolet	Express	3	Auction/Wholesale	No	\$ 47,500	\$ 47,500		\$2,067	\$1,893
6	PA9090	2020	Chevrolet	Silverado	32	Street/Curb Buy	No	\$ 36,888	\$ 36,888		\$555	\$8,651
7	22-9147B	2013	Chevrolet	Spark	7	Trade on New	No	\$ 10,800	\$ 10,800		\$3,682	\$0
8	22-9106A	2017	Ram	1500	27	Trade on New	No	\$ 35,888	\$ 34,888		\$943	\$0
9	22-9002A	2014	Hyundai	Accent	10	Trade on New	No	\$ 6,500	\$ 6,500		\$2,000	\$0
10	22-8943A	2019	Chevrolet	Silverado	57	Trade on New	No	\$ 50,888	\$ 48,888		\$1,000	\$0
11	22-8836A	2021	Chevrolet	Trailblazer	95	Trade on New	No	\$ 40,888	\$ 39,888		\$1,948	\$5,644
12	PA9177	2019	Buick	Lacrosse	1	LBO OEM/Leasing Co.	No	\$ 24,650	\$ 24,650		\$1,500	\$2,340
13	22-8992A	2020	Chevrolet	Equinox	33	Trade on New	No	\$ 34,888	\$ 33,888		\$1,036	\$1,648
14	PA9127	2020	Honda	Civic	1	Other	No	\$ 25,995	\$ 25,995		\$816	\$0
15	PA9075	2020	GMC	Savana	24	Auction/Wholesale	No	\$ 54,888	\$ 54,888		\$3,334	\$1,154
16	PA8887	1995	Chevrolet	Camaro	68	Auction/Wholesale	No	\$ 10,888	\$ 9,500		\$1,272	\$0
17	PA9152	2018	Chevrolet	Cruze	2	LBO OEM/Leasing Co.	No	\$ 14,660	\$ 14,660		\$1,455	\$3,556
18	PA9135	2019	Chevrolet	Silverado	2	Street/Curb Buy	No	\$ 30,250	\$ 30,250		\$1,800	\$0
19	PA9161	2020	GMC	Sierra	1	Auction/Wholesale	No	\$ 45,500	\$ 45,500		\$2,204	\$2,826
20	PA9137	2018	Chevrolet	Equinox	1	LBO OEM/Leasing Co.	No	\$ 24,900	\$ 24,900		\$1,860	\$2,511
21	23-9128B	1999	Chevrolet	Corvette	44	Trade on New	No	\$ 21,888	\$ 19,900		\$1,881	\$0
22	PA9052	2018	Chevrolet	Equinox	24	Auction/Wholesale	No	\$ 25,888	\$ 25,500		\$2,534	\$0
23	PA9125	2017	Chevrolet	Cruze	7	Auction/Wholesale	No	\$ 16,500	\$ 16,500		\$1,500	\$0
24	PA9018	2018	Chevrolet	Cruze	1	LBO OEM/Leasing Co.	No	\$ 14,900	\$ 14,900		\$1,991	\$0
25	PA9124	2017	Chevrolet	Silverado	2	LBO OEM/Leasing Co.	No	\$ 27,200	\$ 27,200		\$2,350	\$525
26	22-9079A	2018	GMC	Sierra	12	Trade on New	No	\$ 35,888	\$ 35,388		\$3,032	\$3,778
27	PA9076A	2022	BMW	X3	6	Trade on Used	No	\$ 68,888	\$ 68,888		\$4,794	\$3,656

28	PA9076	2021	Chevrolet	Corvette	12	Other	Yes	\$	127,888	\$	126,588		\$3,052	\$6,879
29	PA9057	2021	Chevrolet	Corvette	16	Auction/Wholesale	Yes	\$	132,888	\$	132,500		\$1,979	\$10,363
30	PA8918	2017	Chevrolet	Corvette	32	Street/Curb Buy	Yes	\$	74,888	\$	73,500		\$6,868	\$1,895
31	PA9091	2021	Chevrolet	Camaro	2	Other	No	\$	110,000	\$	110,000		\$3,046	\$4,649
32	22-8938A	2022	GMC	Sierra	27	Trade on New	No	\$	92,888	\$	92,500		\$6,367	\$3,363
33	PA9048	2019	Honda	Civic	17	Auction/Wholesale	No	\$	27,888	\$	27,888		\$2,968	\$6,009
34	22-9010A	2018	Honda	Civic	15	Trade on New	No	\$	26,888	\$	26,888		\$4,468	\$4,300
35	PA9080	2018	GMC	Terrain	1	LBO OEM/Leasing Co.	No	\$	26,200	\$	26,200		\$1,960	\$965
36	PA9081	2017	Chevrolet	Cruze	1	LBO OEM/Leasing Co.	No	\$	15,300	\$	15,300		\$1,486	\$2,612
37	PA8933	2020	Chevrolet	Blazer	43	Auction/Wholesale	No	\$	47,888	\$	47,600		\$1,550	\$0
38	PA9004	2018	Toyota	Rav4	18	Other	No	\$	34,888	\$	34,600		\$1,858	\$2,703
39	22-8907A	2018	Chevrolet	Silverado	37	Trade on New	No	\$	36,888	\$	36,586		\$1,233	\$2,000
40	PA9019	2019	Buick	Envision	15	Auction/Wholesale	No	\$	34,888	\$	34,500		\$2,211	\$4,690
41	PA8878	2019	Subaru	Crosstrek	43	Auction/Wholesale	No	\$	35,888	\$	35,470		\$1,005	\$3,378
42	22-8712B	2020	Mazda	CX-3	92	Trade on Used	No	\$	24,888	\$	24,638		\$1,206	\$3,524
43	PA9001	2018	Chevrolet	Cruze	2	LBO OEM/Leasing Co.	No	\$	15,900	\$	15,900		\$1,810	\$0
44	22-9218A	2016	Chevrolet	Silverado	6	Trade on New	No	\$	29,000	\$	29,000		\$4,506	\$0
45	22-9007A	2022	Jeep	Wagoneer	71	Trade on New	No	\$	84,888	\$	84,500		\$1,802	\$0
46	PA9091A	2020	Chevrolet	Camaro	92	Trade on Used	No	\$	79,888	\$	79,000		\$2,020	\$0
47	PA8933A	2018	Buick	Encore	57	Trade on Used	No	\$	27,888	\$	27,458		\$1,923	\$0
48	22-9176A	2021	Chevrolet	Silverado	26	Trade on New	No	\$	62,888	\$	62,888		\$3,554	\$5,922
49	23-9202A	2019	Chevrolet	Tahoe	3	Trade on New	No	\$	60,000	\$	60,000		\$2,221	\$7,433
50	PA9270	2022	Chevrolet	Tahoe	1	Other	Yes	\$	90,000	\$	90,000		\$2,645	\$5,095
51	PA9107	2017	Chevrolet	Cruze	49	Auction/Wholesale	No	\$	23,888	\$	23,589		\$931	\$2,553
52	22-8943B	2018	Chevrolet	Silverado	35	Trade on Used	No	\$	40,888	\$	40,888		\$4,646	\$5,544
53	PA9160	2021	Tesla	Model Y	30	Street/Curb Buy	No	\$	73,888	\$	73,888		\$2,368	\$3,227

Scoreboard Totals

% Retailed of Non-Franchise Make	22%
Total # Retail Units	59
Avg. Days to Sale	24.8
Avg. Advertised Price (Time of Sale)	\$ 42,721
Avg. Transaction Price	\$ 42,425
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ 296
Avg. Front-End Gross	\$ 2,378
Avg. Finance Gross	\$ 2,883
PUVR	\$ 5,261
Total Gross (Units & PUVR)	\$ 310,416
GROI	180%
% with Trade	37%
Avg. Over/Under Allowance	\$0



Scoreboard

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Desk Manager	Totals	Bob Atwood	Nick Lovegrove
% Retailed of Non-New Franchise	22%	#DIV/0!	16%
Total # Retail Units	59	0	43
Avg. Days to Sale	24.8	#DIV/0!	22.0
Avg. Advertised Price (Time of Sale)	\$ 42,721	#DIV/0!	\$ 43,930
Avg. Transaction Price	\$ 42,425	#DIV/0!	\$ 43,639
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 296	#DIV/0!	\$ 290
Avg. Front-End Gross	\$ 2,378	#DIV/0!	\$ 2,448
Avg. Finance Gross	\$ 2,883	#DIV/0!	\$ 2,706
PUVR	\$ 5,261	#DIV/0!	\$ 5,154
Total Gross (Units & PUVR)	\$ 310,416	#DIV/0!	\$ 221,642
GROI	180%	#DIV/0!	193%
% with Trade	37%	#DIV/0!	40%
Avg. Over/Under Allowance	0	#DIV/0!	0



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

Lyal Crawford			
38%	#DIV/0!	#DIV/0!	#DIV/0!
16	0	0	0
32.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 39,471	#DIV/0!	#DIV/0!	#DIV/0!
\$ 39,161	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 311	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,189	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,359	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,548	#DIV/0!	#DIV/0!	#DIV/0!
\$ 88,774	#DIV/0!	#DIV/0!	#DIV/0!
158%	#DIV/0!	#DIV/0!	#DIV/0!
31%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Trevor Sangster	Matthew Neuheime
% Retailed of Non-New Franchise	22%	0%	25%
Total # Retail Units	59	5	4
Avg. Days to Sale	24.8	18.4	20.3
Avg. Advertised Price (Time of Sale)	\$ 42,721	\$ 74,890	\$ 34,388
Avg. Transaction Price	\$ 42,425	\$ 74,735	\$ 33,766
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 296	\$ 155	\$ 622
Avg. Front-End Gross	\$ 2,378	\$ 3,656	\$ 2,939
Avg. Finance Gross	\$ 2,883	\$ 6,710	\$ 2,746
PUVR	\$ 5,261	\$ 10,367	\$ 5,685
Total Gross (Units & PUVR)	\$ 310,416	\$ 51,833	\$ 22,739
GROI	180%	271%	299%
% with Trade	37%	40%	50%
Avg. Over/Under Allowance	0	0	0



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

Lyal Crawford	Nick Lovegrove	Jessie lafrati	Keenan Clarry
0%	14%	33%	20%
1	22	9	5
6.0	16.6	29.2	17.6
\$ 29,000	\$ 29,317	\$ 44,468	\$ 66,910
\$ 29,000	\$ 29,131	\$ 44,127	\$ 66,373
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ 186	\$ 340	\$ 538
\$ 4,506	\$ 1,984	\$ 2,547	\$ 2,502
\$ -	\$ 1,483	\$ 4,504	\$ 2,626
\$ 4,506	\$ 3,466	\$ 7,051	\$ 5,127
\$ 4,506	\$ 76,257	\$ 63,456	\$ 25,636
932%	258%	197%	158%
0%	32%	67%	40%
#DIV/0!	0	0	0

Chady Bardawil	Alex Gaidouk	Bruce Singleton	
40%	60%	0%	#DIV/0!
5	5	3	0
28.2	64.4	35.0	#DIV/0!
\$ 27,510	\$ 60,088	\$ 53,925	#DIV/0!
\$ 27,287	\$ 59,722	\$ 53,463	#DIV/0!
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 223	\$ 366	\$ 463	#DIV/0!
\$ 1,819	\$ 1,726	\$ 2,988	#DIV/0!
\$ 4,072	\$ 1,750	\$ 3,398	#DIV/0!
\$ 5,890	\$ 3,476	\$ 6,386	#DIV/0!
\$ 29,452	\$ 17,380	\$ 19,157	#DIV/0!
276%	33%	123%	#DIV/0!
40%	0%	33%	#DIV/0!
0	#DIV/0!	0	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Zain Khalid	Tim Schneider
% Retailed of Non-New Franchise	22%	21%	24%
Total # Retail Units	59	28	25
Avg. Days to Sale	24.8	25.4	22.8
Avg. Advertised Price (Time of Sale)	\$ 42,721	\$ 49,893	\$ 40,342
Avg. Transaction Price	\$ 42,425	\$ 49,663	\$ 40,116
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 296	\$ 230	\$ 225
Avg. Front-End Gross	\$ 2,378	\$ 2,335	\$ 2,610
Avg. Finance Gross	\$ 2,883	\$ 3,611	\$ 2,761
PUVR	\$ 5,261	\$ 5,946	\$ 5,371
Total Gross (Units & PUVR)	\$ 310,416	\$ 166,494	\$ 134,278
GROI	180%	170%	211%
% with Trade	37%	0%	0%
Avg. Over/Under Allowance	0	0	0



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	59	6	53
Avg. Days to Sale	24.8	17.2	25.7
Avg. Advertised Price (Time of Sale)	\$ 42,721	\$ 95,407	\$ 36,485
Avg. Transaction Price	\$ 42,425	\$ 94,894	\$ 36,485
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 296	\$ 513	\$ 271
Avg. Front-End Gross	\$ 2,378	\$ 3,431	\$ 2,259
Avg. Finance Gross	\$ 2,883	\$ 6,023	\$ 2,528
PUVR	\$ 5,261	\$ 9,454	\$ 4,787
Total Gross (Units & PUVR)	\$ 310,416	\$ 56,725	\$ 253,691
GROI	180%	209%	184%
% with Trade	37%	83%	32%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	59	46	13
Avg. Days to Sale	24.8	24.0	27.6
Avg. Advertised Price (Time of Sale)	\$ 42,721	\$ 44,286	\$ 36,972
Avg. Transaction Price	\$ 42,425	\$ 43,966	\$ 36,972
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 296	\$ 320	\$ 210
Avg. Front-End Gross	\$ 2,378	\$ 2,461	\$ 2,084
Avg. Finance Gross	\$ 2,883	\$ 2,907	\$ 2,799
PUVR	\$ 5,261	\$ 5,368	\$ 4,884
Total Gross (Units & PUVR)	\$ 310,416	\$ 246,930	\$ 63,486
GROI	180%	183%	172%
% with Trade	37%	39%	31%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	59	18	5
% of Retail Units	100%	31%	8%
% Retailed of Non-New Franchise	22%	22%	40%
Avg. Days to Sale	24.8	37.0	56.4
Avg. Transaction Price	\$ 42,425	\$ 46,765	\$ 48,174
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 296	\$ 497	\$ 314
Avg. Front End Gross	\$ 2,378	\$ 2,888	\$ 2,918
Avg. Finance Gross	\$ 2,883	\$ 3,011	\$ 2,545
PUVR	\$ 5,261	\$ 5,899	\$ 5,463
Total Gross (Units & PUVR)	\$ 310,416	\$ 106,181	\$ 27,313
GROI	180%	123%	72%
% with Trade	37%	33%	20%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
6	13	0	0
10%	22%	0%	0%
33%	15%	#DIV/0!	#DIV/0!
21.8	24.6	#DIV/0!	#DIV/0!
\$ 39,986	\$ 42,602	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 296	\$ 274	#DIV/0!	#DIV/0!
\$ 2,658	\$ 1,995	#DIV/0!	#DIV/0!
\$ 2,710	\$ 2,752	#DIV/0!	#DIV/0!
\$ 5,367	\$ 4,746	#DIV/0!	#DIV/0!
\$ 32,204	\$ 61,701	#DIV/0!	#DIV/0!
221%	163%	#DIV/0!	#DIV/0!
50%	54%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
11	0	6
19%	0%	10%
0%	#DIV/0!	50%
2.5	#DIV/0!	6.2
\$ 19,682	#DIV/0!	\$ 68,364
#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	\$ 265
\$ 1,761	#DIV/0!	\$ 2,080
\$ 2,248	#DIV/0!	\$ 4,406
\$ 4,010	#DIV/0!	\$ 6,485
\$ 44,107	#DIV/0!	\$ 38,910
2988%	#DIV/0!	554%
9%	#DIV/0!	67%
0	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	59	40	10
% of Retail Units	100%	68%	17%
% Retailed of Non-New Franchise	22%	25%	10%
Avg. Days to Sale	24.8	9.7	36.5
Avg. Transaction Price	\$ 42,425	\$ 40,540	\$ 51,550
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 296	\$ 126	\$ 538
Avg. Front End Gross	\$ 2,378	\$ 2,428	\$ 2,890
Avg. Finance Gross	\$ 2,883	\$ 2,879	\$ 4,144
PUVR	\$ 5,261	\$ 5,307	\$ 7,034
Total Gross (Units & PUVR)	\$ 310,416	\$ 212,283	\$ 70,342
GROI	180%	487%	135%
% with Trade	37%	38%	40%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
3	2	4
5%	3%	7%
0%	50%	25%
54.3	69.5	102.3
\$ 33,312	\$ 47,000	\$ 43,007
#DIV/0!	#DIV/0!	#DIV/0!
\$ 910	\$ 888	\$ 632
\$ 1,285	\$ 1,537	\$ 1,839
\$ 851	\$ -	\$ 2,739
\$ 2,136	\$ 1,537	\$ 4,578
\$ 6,407	\$ 3,074	\$ 18,310
42%	17%	37%
67%	0%	25%
0	#DIV/0!	0