

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
JOHN	JOHN	CHARLES
JOE	BRIAN	GENERO
JAMES		CAMERON
		KYLE
		FRANK
		RON






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	MW757345C	2016	Ram	2500	26	Trade on Used	No	\$ 35,991	\$ 35,991	100%	\$745	\$1,636
2	NT149278A	2020	Chevrolet	Trax	47	Trade on New	No	\$ 21,963	\$ 21,963	100%	\$1,672	\$3,500
3	12JA20375	2020	Ford	Expedition	185	Street/Curb Buy	No	\$ 46,998	\$ 46,983	99%	(\$977)	\$4,898
4	NN27944A	2012	Dodge	Ram 1500	13	Trade on New	No	\$ 20,931	\$ 19,491	93%	\$1,628	\$1,097
5	NG287060A	2020	Ram	2500	11	Trade on New	No	\$ 74,690	\$ 75,690	101%	\$4,979	\$6,937
6	5J292991A	2011	Jeep	Wrangler	10	Trade on Used	No	\$ 19,843	\$ 18,481	93%	\$2,771	\$1,204
7	NS153258A	2018	Lincoln	Navigator	48	Trade on New	No	\$ 58,650	\$ 55,403	94%	(\$195)	\$0
8	N8562813A	2019	Jeep	Cherokee	11	Trade on New	No	\$ 21,379	\$ 19,300	90%	\$537	\$3,801
9	N8562814A	2015	Jeep	Grand Cherokee	21	Trade on New	No	\$ 20,538	\$ 14,000	68%	\$123	\$1,423
10	NH114173A	2019	GMC	Terrain	55	Trade on New	No	\$ 26,936	\$ 26,936	100%	\$3,046	\$2,914
11	N8568030A	2014	Toyota	Rav4	44	Trade on New	No	\$ 15,293	\$ 15,293	100%	\$3,122	\$1,203
12	6J098506	2020	Hyundai	Accent	24	Auction/Wholesale	No	\$ 18,321	\$ 18,321	100%	(\$81)	\$1,050
13	NG282639A	2019	Ram	1500	17	Trade on New	No	\$ 48,927	\$ 48,927	100%	\$2,460	\$6,752
14	5J194341	2020	Dodge	Journey	33	Auction/Wholesale	No	\$ 26,998	\$ 26,998	100%	\$1,735	\$3,519
15	NR163797A	2016	Chrysler	T&C	32	Trade on New	No	\$ 20,298	\$ 20,298	100%	\$1,826	\$2,643
16	6J276413	2020	Chrysler	Pacifica	28	Auction/Wholesale	No	\$ 29,998	\$ 29,998	100%	(\$219)	\$3,153
17	NT143169B	2016	Infiniti	QX60	67	Trade on Used	No	\$ 23,774	\$ 23,774	100%	\$2,102	\$1,281
18	NC153293A	2019	Toyota	CHR	98	Trade on New	No	\$ 23,226	\$ 23,226	100%	\$2,103	\$2,399
19	NG219416A	2019	Ram	1500	105	Trade on New	No	\$ 70,320	\$ 69,500	95%	(\$3,290)	\$8,055
20	N8562813A	2020	Dodge	Charger	46	Trade on Used	No	\$ 30,525	\$ 30,525	100%	\$1,676	\$2,980
21	NL130584A	2022	Volkswagen	Taos	11	Trade on New	No	\$ 30,991	\$ 32,991	106%	\$2,907	\$4,026
22	NG287060B	2018	Ram	2500	28	Trade on Used	No	\$ 53,091	\$ 53,091	100%	\$3,702	\$2,644
23	N8608573A	2015	Jeep	Grand Cherokee	19	Trade on New	No	\$ 20,942	\$ 19,942	95%	\$2,594	\$792
24	NG314460A	2021	Ram	1500	38	Trade on New	No	\$ 79,520	\$ 78,500	99%	\$6,720	\$7,192
25	7J616827	2017	Jeep	Wrangler	10	Street/Curb Buy	No	\$ 35,991	\$ 36,500	101%	\$3,951	\$6,689
26	7J246433	2018	Ram	4500	8	Trade on New	No	\$ 49,991	\$ 47,280	95%	\$6,801	\$1,927
27	6J260481	2020	Dodge	Durango	31	Auction/Wholesale	No	\$ 36,951	\$ 36,951	100%	(\$989)	\$2,066
28	3J678322	2018	Hyundai	Sonota	106	Auction/Wholesale	No	\$ 19,418	\$ 19,352	98%	(\$653)	\$0
29	NS153258B	2022	Ram	1500	31	Trade on Used	No	\$ 59,991	\$ 59,991	100%	\$3,403	\$2,647
30	NG250227A	2022	GMC	Sierra	101	Trade on New	No	\$ 65,669	\$ 65,669	100%	(\$434)	\$3,721

31	7j176331	2020	Jeep	Gladiator	9	Street/Curb Buy	No	\$	44,572	\$	44,572	100%	\$9,388	\$2,302
32	N8562814B	2021	Jeep	Cherokee	25	Trade on Used	No	\$	30,713	\$	30,713	100%	\$3,390	\$0
33	4J653283	2019	Ram	2500	80	Street/Curb Buy	No	\$	70,832	\$	70,832	100%	(\$1,610)	\$410
34	N8608573B	2018	Ram	1500	11	Trade on Used	No	\$	33,254	\$	30,653	92%	\$2,122	\$3,549
35	6J202805	2020	Ford	Fusion	43	Auction/Wholesale	No	\$	24,375	\$	24,375	100%	\$795	\$2,828
36	NH170872A	2019	Dodge	Challenger	8	Trade on New	No	\$	43,186	\$	41,617	96%	\$3,722	\$6,861
37	6J260481A	2020	Dodge	Journey	15	Trade on New	No	\$	25,890	\$	25,890	100%	\$2,170	\$2,854
38	7J618451	2010	Nissan	Armada	26	Street/Curb Buy	No	\$	9,927	\$	9,927	100%	\$2,487	\$878
39	NG245427A	2021	Ram	3500	15	Trade on New	No	\$	86,894	\$	86,880	99%	\$9,080	\$2,952
40	7R301296	2012	Ford	Focus	1	Other	No	\$	10,552	\$	10,552	100%	\$208	
41	7JP88653	2020	Ram	Promaster	31	Street/Curb Buy	No	\$	32,355	\$	32,000	99%	\$2,491	
42	NPN65352A	2017	Chevrolet	Equinox	12	Trade on New	No	\$	12,900	\$	12,900	100%	\$3,624	\$295
43	NL133605A	2014	Jeep	Wrangler	22	Trade on New	No	\$	26,129	\$	24,524	94%	\$2,404	
44	NGB45065A	2017	Dodge	Durango	31	Trade on New	No	\$	24,950	\$	24,950	100%	\$961	\$2,578
45	8J224881	2012	Dodge	Ram 1500	8	Street/Curb Buy	No	\$	29,991	\$	29,991	100%	\$9,182	
46	6J669026	2019	Ram	1500	60	Street/Curb Buy	No	\$	34,511	\$	34,511	100%	\$2,217	\$1,344
47	7J206253	2020	Dodge	Journey	28	Street/Curb Buy	No	\$	24,617	\$	24,000	97%	(\$2,455)	\$541
48	6J202805A	2016	Honda	CR-V	19	Trade on Used	No	\$	22,693	\$	22,292	98%	\$1,809	
49	NN306278S	2019	GMC	Sierra	6	Trade on Used	No	\$	45,941	\$	45,941	100%	\$7,186	\$5,573
50	NS207140A	2020	Ram	1500	9	Trade on New	No	\$	42,964	\$	43,951	102%	\$3,406	\$2,053
51	NG314460C	2019	Ram	1500	21	Trade on Used	No	\$	33,562	\$	33,562	100%	\$1,234	\$2,837
52	8J319589	2018	Jeep	Wrangler	17	Street/Curb Buy	No	\$	43,235	\$	43,000	99%	\$1,476	\$2,929
53	NN391599A	2020	Ram	1500	5	Trade on New	No	\$	51,242	\$	51,242	100%	\$5,758	\$3,809

## Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	55
Avg. Days to Sale	33.5
Avg. Advertised Price (Time of Sale)	\$ 36,470
Avg. Transaction Price	\$ 35,970
Avg. Market Price at 100%	\$ 37,228
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 500
Avg. Front-End Gross	\$ 2,369
Avg. Finance Gross	\$ 2,827
PUVR	\$ 4,938
Total Gross (Units & PUVR)	\$ 271,616
GROI	148%
% with Trade	47%
Avg. Over/Under Allowance	\$796



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	55	0	0
Avg. Days to Sale	33.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,470	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,970	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 37,228	#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	\$ 500	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,369	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,827	#DIV/0!	#DIV/0!
PUVR	\$ 4,938	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 271,616	#DIV/0!	#DIV/0!
GROI	148%	#DIV/0!	#DIV/0!
% with Trade	47%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	796	#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	100%	#DIV/0!	#DIV/0!
Total # Retail Units	55	0	0
Avg. Days to Sale	33.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,470	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,970	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 37,228	#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	\$ 500	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,369	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,827	#DIV/0!	#DIV/0!
PUVR	\$ 4,938	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 271,616	#DIV/0!	#DIV/0!
GROI	148%	#DIV/0!	#DIV/0!
% with Trade	47%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	796	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	55	0	0
Avg. Days to Sale	33.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,470	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,970	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 37,228	#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	\$ 500	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,369	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,827	#DIV/0!	#DIV/0!
PUVR	\$ 4,938	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 271,616	#DIV/0!	#DIV/0!
GROI	148%	#DIV/0!	#DIV/0!
% with Trade	47%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	796	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	55	0	55
Avg. Days to Sale	33.5	#DIV/0!	33.5
Avg. Advertised Price (Time of Sale)	\$ 36,470	#DIV/0!	\$ 35,970
Avg. Transaction Price	\$ 35,970	#DIV/0!	\$ 35,970
Avg. Market Price at 100%	\$ 37,228	#DIV/0!	\$ 37,162
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	97%
Avg. Transaction to Market	97%	#DIV/0!	97%
Avg. Transactional Discount	\$ 500	#DIV/0!	\$ 500
Avg. Front-End Gross	\$ 2,369	#DIV/0!	\$ 2,369
Avg. Finance Gross	\$ 2,827	#DIV/0!	\$ 2,827
PUVR	\$ 4,938	#DIV/0!	\$ 4,938
Total Gross (Units & PUVR)	\$ 271,616	#DIV/0!	\$ 271,616
GROI	148%	#DIV/0!	148%
% with Trade	47%	#DIV/0!	47%
Avg. Over/Under Allowance	796	#DIV/0!	796



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	55	0	55
Avg. Days to Sale	33.5	#DIV/0!	33.5
Avg. Advertised Price (Time of Sale)	\$ 36,470	#DIV/0!	\$ 35,970
Avg. Transaction Price	\$ 35,970	#DIV/0!	\$ 35,970
Avg. Market Price at 100%	\$ 37,228	#DIV/0!	\$ 37,162
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	97%
Avg. Transaction to Market	97%	#DIV/0!	97%
Avg. Transactional Discount	\$ 500	#DIV/0!	\$ 500
Avg. Front-End Gross	\$ 2,369	#DIV/0!	\$ 2,369
Avg. Finance Gross	\$ 2,827	#DIV/0!	\$ 2,827
PUVR	\$ 4,938	#DIV/0!	\$ 4,938
Total Gross (Units & PUVR)	\$ 271,616	#DIV/0!	\$ 271,616
GROI	148%	#DIV/0!	148%
% with Trade	47%	#DIV/0!	47%
Avg. Over/Under Allowance	796	#DIV/0!	796



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	55	25	12
% of Retail Units	100%	45%	22%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	33.5	31.8	26.3
Avg. Transaction Price	\$ 35,970	\$ 38,655	\$ 37,918
Avg. Transaction to Market %	97%	95%	97%
Avg. Transactional Discount	\$ 500	\$ 722	\$ 501
Avg. Front End Gross	\$ 2,369	\$ 2,709	\$ 2,752
Avg. Finance Gross	\$ 2,827	\$ 3,324	\$ 2,486
PUVR	\$ 4,938	\$ 5,900	\$ 5,031
Total Gross (Units & PUVR)	\$ 271,616	\$ 147,508	\$ 60,369
GROI	148%	173%	182%
% with Trade	47%	64%	33%
Avg. Over/Under Allowance	796	763	125



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
11	6	0	0
20%	11%	0%	0%
100%	100%	#DIV/0!	#DIV/0!
42.4	44.2	#DIV/0!	#DIV/0!
\$ 35,492	\$ 25,999	#DIV/0!	#DIV/0!
97%	100%	#DIV/0!	#DIV/0!
\$ 308	\$ 11	#DIV/0!	#DIV/0!
\$ 2,613	\$ 98	#DIV/0!	#DIV/0!
\$ 2,398	\$ 2,103	#DIV/0!	#DIV/0!
\$ 4,575	\$ 2,201	#DIV/0!	#DIV/0!
\$ 50,327	\$ 13,204	#DIV/0!	#DIV/0!
110%	69%	#DIV/0!	#DIV/0!
27%	50%	#DIV/0!	#DIV/0!
2,667	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	1
0%	0%	2%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	1.0
#DIV/0!	#DIV/0!	\$ 10,552
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 208
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	\$ 208
#DIV/0!	#DIV/0!	\$ 208
#DIV/0!	#DIV/0!	710%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	55	34	9
% of Retail Units	100%	62%	16%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	33.5	15.6	34.9
Avg. Transaction Price	\$ 35,970	\$ 34,421	\$ 35,484
Avg. Transaction to Market %	97%	95%	100%
Avg. Transactional Discount	\$ 500	\$ 647	\$ 153
Avg. Front End Gross	\$ 2,369	\$ 3,075	\$ 2,229
Avg. Finance Gross	\$ 2,827	\$ 2,839	\$ 3,085
PUVR	\$ 4,938	\$ 5,914	\$ 5,314
Total Gross (Units & PUVR)	\$ 271,616	\$ 201,071	\$ 47,825
GROI	148%	396%	155%
% with Trade	47%	41%	56%
Avg. Over/Under Allowance	796	929	440



46-60 days	61-90 days	90+ days
5	2	5
9%	4%	9%
100%	100%	100%
51.2	73.5	119.0
\$ 33,868	\$ 47,303	\$ 44,946
98%	100%	98%
\$ 649	\$ -	\$ 180
\$ 1,683	\$ 246	\$ (650)
\$ 2,148	\$ 846	\$ 3,815
\$ 3,831	\$ 1,092	\$ 3,164
\$ 19,154	\$ 2,183	\$ 15,822
80%	11%	21%
60%	50%	60%
500	1,000	1,000