

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Rob Pruett	Matt Ryerson	Anthony Smith
Derrick Baker	Elizabeth Marshall	Damone Newton
House Sales Manager	House FI	Dominic La Barrie
	Phillip Stancil	Erin Clark
		Jennifer Townsend
		Quinton Burns
		Ryan Ryerson
		Wendell Collins

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	RX6089A	2019	Infiniti	QX80	29	Trade on New	Yes	\$ 56,998	\$ 56,998	93%	\$7,890	\$4,088
2	LR9289	2020	Infiniti	QX80	31	Loaner	Yes	\$ 55,588	\$ 55,998	NA	\$9,787	\$0
3	R1175	2022	Infiniti	QX80	62	Auction/Wholesale	No	\$ 78,998	\$ 78,998	105%	\$2,822	\$1,049
4	R1216A	2021	Genesis	GV80	14	Trade on Used	No	\$ 66,588	\$ 65,998	100%	\$5,419	\$1,205
5	RX8051A	2019	Infiniti	QX80	13	Trade on New	Yes	\$ 52,898	\$ 52,998	98%	\$10,905	\$2,911
6	R1041C	2020	Infiniti	Q50	57	Trade on Used	Yes	\$ 36,588	\$ 36,688	NA	\$5,185	\$2,415
7	R1186	2019	Infiniti	QX60	53	Auction/Wholesale	Yes	\$ 41,588	\$ 41,588	NA	\$3,329	\$1,593
8	RX6099B	2017	Honda	PILOT	31	Trade on New	No	\$ 29,500	\$ 29,500	96%	\$3,013	\$1,579
9	R1180A	2019	Infiniti	QX50	23	Trade on Used	Yes	\$ 33,998	\$ 32,146	NA	\$4,576	\$506
10	R1172	2020	Infiniti	Q60	70	Auction/Wholesale	No	\$ 42,998	\$ 42,600	NA	\$368	\$2,830
11												
12	R1214	2020	Infiniti	QX60	29	Auction/Wholesale	Yes	\$ 35,588	\$ 35,588	107%	\$3,784	\$100
13	RX6084A	2020	Infiniti	QX60	53	Trade on New	Yes	\$ 42,998	\$ 43,528	106%	\$1,741	\$0
14	R1041D	2012	Infiniti	G25	5	Trade on Used	No	\$ 9,988	\$ 9,988	NA	\$3,995	\$775
15	R5036A	2019	Infiniti	Q50	20	Trade on Used	Yes	\$ 37,500	\$ 37,500	NA	\$3,183	\$0
16	R1104A	2016	Infiniti	QX60	26	Trade on Used	Yes	\$ 21,998	\$ 21,998	100%	\$4,536	\$2,202
17	LR9280	2018	Infiniti	QX80	99	Loaner		\$ 37,998	\$ 37,998	95%	(\$1,708)	\$2,474
18	R1139A	2020	Infiniti	QX60	101	Auction/Wholesale	Yes	\$ 44,998	\$ 45,998	NA	(\$1,279)	\$4,388
19	R1220	2020	Infiniti	QX60	21	Auction/Wholesale	Yes	\$ 35,998	\$ 35,998	NA	\$2,933	\$4,258
20	RX6092A	2017	Jaguar	XJ	38	Trade on New	No	\$ 41,898	\$ 41,998	NA	\$7,500	\$0
21	R1156	2021	Infiniti	QX80	92	Auction/Wholesale	Yes	\$ 79,588	\$ 79,588	NA	(\$1,815)	\$4,853
22	R1197	2019	Infiniti	QX60	47	Auction/Wholesale	Yes	\$ 39,788	\$ 39,998	99%	\$4,387	\$2,515
23	R1120A	19	Jeep	CHEROKEE	65	Trade on Used	No	\$ 21,998	\$ 21,998	92%	\$1,739	\$0
24	RX6117A	2012	Mercedes-Benz	E320	23	Trade on New	No	\$ 13,588	\$ 13,235	97%	\$1,956	\$0
25	R1221	2020	Infiniti	Q50	28	Auction/Wholesale	Yes	\$ 38,788	\$ 38,788	102%	\$725	\$2,665
26	LR9298	2018	Infiniti	QX60	70	Loaner	Yes	\$ 31,998	\$ 91,998	92%	\$4,539	\$2,626
27	R1188	2021	Infiniti	QX50	57	Auction/Wholesale	Yes	\$ 41,788	\$ 41,788	NA	\$970	\$663

28	R1228	2019	Land Rover	Discovery	16	Auction/Wholesale	No	\$	39,898	\$	39,898	105%	\$2,949	\$0
29	LR9334	2019	Infiniti	Q50	46	Loaner	Yes	\$	32,898	\$	32,898	NA	\$1,699	\$0
30	RX6125A	2017	Infiniti	QX50	34	Trade on New	No	\$	25,588	\$	25,588	105%	\$3,883	\$280
31	R1173	2020	Infiniti	Q50	47	Auction/Wholesale	Yes	\$	37,998	\$	37,998	105%	\$328	\$3,543
32	R1145	2020	Infiniti	Q60	66	Auction/Wholesale	No	\$	38,998	\$	38,998	101%	\$346	\$4,086
33	R1143	2022	Chevrolet	SILZ1500	68	Auction/Wholesale	No	\$	57,998	\$	57,998	100%	\$2,285	\$2,948
34	RX6123A	2005	Infiniti	FX35	19	Trade on New	No	\$	7,101	\$	7,101	NA	\$3,051	\$0
35	R1186	2019	Infiniti	QX60	53	Auction/Wholesale	Yes	\$	41,588	\$	41,588	NA	\$2,430	\$1,593
36	R1041C	2020	Infiniti	Q50	57	Trade on Used	Yes	\$	36,588	\$	36,688	NA	\$5,195	\$2,415
37	RX6100A	2018	Infiniti	Q50	14	Trade on New	No	\$	25,500	\$	24,900	92%	\$6,374	\$517
38	R1103	2018	Infiniti	QX60	104	Auction/Wholesale	Yes	\$	38,998	\$	38,598	NA	(\$1,653)	\$2,205
39	RX8051A	2019	Infiniti	QX80	13	Trade on New	Yes	\$	52,898	\$	52,998	94%	\$10,905	\$2,911
40	R1149A	2018	BMW	X5	58	Trade on Used	No	\$	36,588	\$	36,588	83%	\$1,968	\$0
41	LR9275	2018	Infiniti	Q50	10	Loaner	Yes	\$	31,998	\$	31,988	119%	\$8,091	\$2,080
42	RX6125A	2017	Infiniti	QX50	34	Trade on Used	No	\$	25,588	\$	25,588	105%	\$3,883	\$280
43	LR9289	2020	Infiniti	QX80	31	Loaner	Yes	\$	55,588	\$	55,998	NA	\$9,787	\$0
44	R1175	2022	Infiniti	QX50	62	Auction/Wholesale	No	\$	78,998	\$	78,998	104%	\$2,882	\$1,049
45	RX55041B	2017	Honda	ACCORD	20	Trade on New	No	\$	22,898	\$	22,698	102%	\$4,714	\$525
46	R1126	2021	Infiniti	QX80	92	Auction/Wholesale	Yes	\$	74,998	\$	74,998	95%	\$2,475	\$4,658
47	R5036A	2019	Infiniti	Q50	20	Trade on Used	Yes	\$	37,500	\$	37,500	NA	\$3,183	\$0
48	RX8043A	2019	Infiniti	QX80	55	Trade on New	Yes	\$	57,998	\$	57,998	NA	\$3,256	\$0
49	RX6089A	2019	Infiniti	QX80	29	Trade on New	Yes	\$	56,998	\$	56,998	101%	\$7,890	\$4,088
50	R1216A	2021	Genesis	GV80	14	Trade on Used	No	\$	66,588	\$	65,998	100%	\$5,419	\$1,205
51	LR9295	2018	Infiniti	QX60	87	Loaner	Yes	\$	35,998	\$	36,998	NA	\$1,476	\$4,455
52	R1179	2020	Infiniti	QX60	54	Auction/Wholesale	Yes	\$	37,998	\$	38,500	NA	\$2,376	\$1,243
53	R1209	2019	Infiniti	QX60	22	Auction/Wholesale	Yes	\$	34,588	\$	37,761	NA	\$3,699	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	30%
Total # Retail Units	107
Avg. Days to Sale	47.5
Avg. Advertised Price (Time of Sale)	\$ 40,856
Avg. Transaction Price	\$ 41,714
Avg. Market Price at 100%	\$ 41,007
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ (858)
Avg. Front-End Gross	\$ 3,298
Avg. Finance Gross	\$ 1,691
PUVR	\$ 4,989
Total Gross (Units & PUVR)	\$ 533,788
GROI	91%
% with Trade	47%
Avg. Over/Under Allowance	(\$14)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Rob Pruett
% Retailed of Non-New Franchise	30%	#DIV/0!	#DIV/0!
Total # Retail Units	107	0	0
Avg. Days to Sale	47.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,856	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 41,714	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 41,007	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (858)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,298	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,691	#DIV/0!	#DIV/0!
PUVR	\$ 4,989	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 533,788	#DIV/0!	#DIV/0!
GROI	91%	#DIV/0!	#DIV/0!
% with Trade	47%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-14	#DIV/0!	#DIV/0!



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

Derrick Baker	House Sales Manager		
31%	29%	#DIV/0!	#DIV/0!
65	42	0	0
45.9	50.0	#DIV/0!	#DIV/0!
\$ 37,361	\$ 46,264	#DIV/0!	#DIV/0!
\$ 38,399	\$ 46,843	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#DIV/0!	#DIV/0!
\$ (1,038)	\$ (580)	#DIV/0!	#DIV/0!
\$ 3,145	\$ 3,534	#DIV/0!	#DIV/0!
\$ 1,636	\$ 1,777	#DIV/0!	#DIV/0!
\$ 4,781	\$ 5,311	#DIV/0!	#DIV/0!
\$ 310,744	\$ 223,044	#DIV/0!	#DIV/0!
98%	82%	#DIV/0!	#DIV/0!
34%	67%	#DIV/0!	#DIV/0!
-58	23	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Anthony Smith	Damone Newton
% Retailed of Non-New Franchise	30%	23%	47%
Total # Retail Units	107	13	15
Avg. Days to Sale	47.5	59.0	49.7
Avg. Advertised Price (Time of Sale)	\$ 40,856	\$ 44,765	\$ 38,136
Avg. Transaction Price	\$ 41,714	\$ 44,826	\$ 37,874
Avg. Market Price at 100%	\$ 41,007	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	100%	#VALUE!	#VALUE!
Avg. Transaction to Market	102%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ (858)	\$ (60)	\$ 262
Avg. Front-End Gross	\$ 3,298	\$ 1,323	\$ 2,582
Avg. Finance Gross	\$ 1,691	\$ 1,994	\$ 1,689
PUVR	\$ 4,989	\$ 3,317	\$ 4,271
Total Gross (Units & PUVR)	\$ 533,788	\$ 43,117	\$ 64,068
GROI	91%	45%	82%
% with Trade	47%	38%	47%
Avg. Over/Under Allowance	-14	-60	-345



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

Dominic La Barrie	Erin Clark	Jennifer Townsend	Quinton Burns
11%	25%	35%	11%
9	12	23	9
43.3	43.3	56.3	50.8
\$ 40,616	\$ 49,453	\$ 39,865	\$ 43,006
\$ 41,046	\$ 49,621	\$ 41,047	\$ 43,071
#VALUE!	#VALUE!	#VALUE!	#VALUE!
#VALUE!	#VALUE!	#VALUE!	#VALUE!
#VALUE!	#VALUE!	#VALUE!	#VALUE!
\$ (430)	\$ (168)	\$ (1,182)	\$ (66)
\$ 2,461	\$ 4,302	\$ 2,562	\$ 4,309
\$ 1,101	\$ 866	\$ 1,969	\$ 2,898
\$ 3,562	\$ 5,168	\$ 4,531	\$ 7,206
\$ 32,060	\$ 62,014	\$ 104,207	\$ 64,856
72%	87%	71%	119%
44%	75%	52%	33%
250	0	-411	1,333

Ryan Ryerson	Wendell Collins		
53%	9%	#DIV/0!	#DIV/0!
15	11	0	0
32.7	38.4	#DIV/0!	#DIV/0!
\$ 41,280	\$ 30,494	#DIV/0!	#DIV/0!
\$ 41,256	\$ 36,100	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#DIV/0!	#DIV/0!
\$ 24	\$ (5,606)	#DIV/0!	#DIV/0!
\$ 4,664	\$ 5,045	#DIV/0!	#DIV/0!
\$ 1,459	\$ 1,466	#DIV/0!	#DIV/0!
\$ 6,123	\$ 6,511	#DIV/0!	#DIV/0!
\$ 91,849	\$ 71,617	#DIV/0!	#DIV/0!
164%	169%	#DIV/0!	#DIV/0!
40%	36%	#DIV/0!	#DIV/0!
-179	750	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Matt Ryerson	Elizabeth Marsh
% Retailed of Non-New Franchise	30%	31%	27%
Total # Retail Units	107	67	33
Avg. Days to Sale	47.5	49.3	43.4
Avg. Advertised Price (Time of Sale)	\$ 40,856	\$ 42,864	\$ 38,380
Avg. Transaction Price	\$ 41,714	\$ 42,828	\$ 41,208
Avg. Market Price at 100%	\$ 41,007	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	100%	#VALUE!	#VALUE!
Avg. Transaction to Market	102%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ (858)	\$ 35	\$ (2,828)
Avg. Front-End Gross	\$ 3,298	\$ 3,330	\$ 3,528
Avg. Finance Gross	\$ 1,691	\$ 1,951	\$ 1,350
PUVR	\$ 4,989	\$ 5,281	\$ 4,878
Total Gross (Units & PUVR)	\$ 533,788	\$ 353,855	\$ 160,966
GROI	91%	90%	98%
% with Trade	47%	0%	0%
Avg. Over/Under Allowance	-14	40	-191



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	107	59	47
Avg. Days to Sale	47.5	51.7	41.2
Avg. Advertised Price (Time of Sale)	\$ 40,856	\$ 44,118	\$ 36,706
Avg. Transaction Price	\$ 41,714	\$ 45,766	\$ 36,706
Avg. Market Price at 100%	\$ 41,007	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	100%	#VALUE!	#VALUE!
Avg. Transaction to Market	102%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ (858)	\$ (1,648)	\$ 115
Avg. Front-End Gross	\$ 3,298	\$ 3,546	\$ 3,092
Avg. Finance Gross	\$ 1,691	\$ 2,294	\$ 917
PUVR	\$ 4,989	\$ 5,840	\$ 4,009
Total Gross (Units & PUVR)	\$ 533,788	\$ 344,588	\$ 188,434
GROI	91%	89%	95%
% with Trade	47%	53%	38%
Avg. Over/Under Allowance	-14	31	-88



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	107	75	32
Avg. Days to Sale	47.5	49.8	42.3
Avg. Advertised Price (Time of Sale)	\$ 40,856	\$ 42,437	\$ 36,918
Avg. Transaction Price	\$ 41,714	\$ 43,760	\$ 36,918
Avg. Market Price at 100%	\$ 41,007	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	100%	#VALUE!	#VALUE!
Avg. Transaction to Market	102%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ (858)	\$ (1,323)	\$ 230
Avg. Front-End Gross	\$ 3,298	\$ 3,467	\$ 2,901
Avg. Finance Gross	\$ 1,691	\$ 1,991	\$ 987
PUVR	\$ 4,989	\$ 5,458	\$ 3,889
Total Gross (Units & PUVR)	\$ 533,788	\$ 409,354	\$ 124,434
GROI	91%	90%	90%
% with Trade	47%	48%	44%
Avg. Over/Under Allowance	-14	41	-156



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	107	28	25
% of Retail Units	100%	26%	23%
% Retailed of Non-New Franchise	30%	50%	48%
Avg. Days to Sale	47.5	39.4	39.7
Avg. Transaction Price	\$ 41,714	\$ 36,399	\$ 36,042
Avg. Transaction to Market %	102%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ (858)	\$ 179	\$ 20
Avg. Front End Gross	\$ 3,298	\$ 4,533	\$ 3,695
Avg. Finance Gross	\$ 1,691	\$ 1,607	\$ 1,012
PUVR	\$ 4,989	\$ 6,140	\$ 4,707
Total Gross (Units & PUVR)	\$ 533,788	\$ 171,925	\$ 117,669
GROI	91%	154%	118%
% with Trade	47%	36%	48%
Avg. Over/Under Allowance	-14	-206	-29



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	42	12	0
0%	39%	11%	0%
#DIV/0!	14%	0%	#DIV/0!
#DIV/0!	56.1	52.8	#DIV/0!
#DIV/0!	\$ 45,292	\$ 53,409	#DIV/0!
#DIV/0!	#VALUE!	#VALUE!	#DIV/0!
#DIV/0!	\$ (152)	\$ (7,580)	#DIV/0!
#DIV/0!	\$ 1,863	\$ 4,608	#DIV/0!
#DIV/0!	\$ 2,147	\$ 1,706	#DIV/0!
#DIV/0!	\$ 4,010	\$ 6,313	#DIV/0!
#DIV/0!	\$ 168,434	\$ 75,760	#DIV/0!
#DIV/0!	57%	81%	#DIV/0!
#DIV/0!	50%	58%	#DIV/0!
#DIV/0!	92	-27	#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	107	42	10
% of Retail Units	100%	39%	9%
% Retailed of Non-New Franchise	30%	36%	30%
Avg. Days to Sale	47.5	17.7	34.8
Avg. Transaction Price	\$ 41,714	\$ 36,458	\$ 40,025
Avg. Transaction to Market %	102%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ (858)	\$ (610)	\$ (33)
Avg. Front End Gross	\$ 3,298	\$ 4,881	\$ 4,956
Avg. Finance Gross	\$ 1,691	\$ 1,364	\$ 1,071
PUVR	\$ 4,989	\$ 6,244	\$ 6,028
Total Gross (Units & PUVR)	\$ 533,788	\$ 262,263	\$ 60,275
GROI	91%	348%	156%
% with Trade	47%	29%	60%
Avg. Over/Under Allowance	-14	-156	134



46-60 days	61-90 days	90+ days
19	23	13
18%	21%	12%
21%	35%	15%
52.0	71.1	105.4
\$ 42,219	\$ 46,677	\$ 50,473
#VALUE!	#VALUE!	#VALUE!
\$ (53)	\$ (2,685)	\$ (238)
\$ 2,963	\$ 1,997	\$ (301)
\$ 1,414	\$ 2,374	\$ 2,422
\$ 4,377	\$ 4,371	\$ 2,121
\$ 83,156	\$ 100,523	\$ 27,571
72%	47%	14%
53%	52%	77%
-150	95	69