

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Brian Harrigan	Dan Palladino	Naser Totah
Neal Dossett	Neal Dossett	Hector Cortoreal
Mike Cronk		Isa King
		Mark Grable
		Alex Mcguire
		Aaron Hott

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	P1078	2020	AUDI	A3	18	Street/Curb Buy	Yes	\$ 30,491	\$ 29,711	97%	\$1,592	\$2,064
2	P1066	2021	Audi	q5	42	Street/Curb Buy	YES	\$ 43,994	\$ 42,131	98%	(\$626)	\$1,049
3	P1084	2018	Audi	sq5	14	LBO OEM/Leasing Co.	Yes	\$ 41,491	\$ 41,000	100%	\$2,296	\$0
4	N000347A	2020	AUDI	A4	7	Trade on New	YES	\$ 34,900	\$ 34,900	101%	\$2,001	\$500
5	P1079	2021	AUDI	S5	17	LBO OEM/Leasing Co.	Yes	\$ 67,991	\$ 65,800	100%	\$1,940	\$1,771
6	PN000517A	2021	AUDI	Q5	21	Trade on New	YES	\$ 45,492	\$ 43,342	101%	(\$653)	\$2,001
7	ND020989A	2021	AUDI	Q3	29	Trade on New	No	\$ 39,491	\$ 39,491	96%	\$2,959	\$3,918
8	P1098	2022	AUDI	A5	1	Loaner	no	\$ 42,991	\$ 42,537	98%	\$1,453	\$0
9	P1092	2021	AUDI	A5	14	Street/Curb Buy	No	\$ 49,492	\$ 47,000	104%	\$2,677	\$0
10	P1093	2022	AUDI	Q8	0	LBO Customer	NO	\$ 41,955	\$ 41,955	100%	\$0	\$250
11	P1096	2019	AUDI	A3	0	LBO Customer	NO	\$ 16,277	\$ 16,277	100%	\$0	\$0
12	LJ025807A	2020	TOYOTA	CAROLLA	41	Trade on New	NO	\$ 23,994	\$ 23,994	96%	(\$1,575)	\$2,740
13	N2109026B	2015	AUDI	A6	32	Trade on Used	No	\$ 24,994	\$ 24,915	100%	\$2,477	\$708
14	NN012237B	2022	HYUNDAI	PALISADE	38	Trade on Used	No	\$ 39,994	\$ 32,871	90%	\$710	\$891
15	ND015128A	2018	TOYOTA	HIGHLANDER	37	Trade on New	NO	\$ 31,993	\$ 30,776	95%	\$261	\$854
16	P1076A	2017	AUDI	Q7	25	Trade on Used	NO	\$ 37,492	\$ 37,492	98%	\$6,060	\$1,800
17	P1088	2022	AUDI	A5	12	Street/Curb Buy	NO	\$ 49,992	\$ 49,992	97%	\$1,292	\$0
18	N1136482A	2016	AUDI	A3	7	Trade on New	NO	\$ 21,900	\$ 21,900	106%	\$3,276	\$385
19	NB037347B	2019	TOYOTA	HIGHLANDER	48	Trade on Used	NO	\$ 30,998	\$ 30,500	97%	\$759	\$2,333
20	ND020101A	2016	AUDI	A6	9	Trade on New	NO	\$ 24,492	\$ 23,000	101%	\$4,262	\$1,099
21	P1094	2018	AUDI	Q5	21	Street/Curb Buy	NO	\$ 31,991	\$ 30,491	98%	\$5,348	\$475
22	P1089	2022	AUDI	ETRON GT	23	Street/Curb Buy	NO	\$ 113,991	\$ 111,535	94%	\$2,643	\$1,749
23	NA034124A	2019	Mercedes-Benz	C43	47	Trade on New	No	\$ 51,999	\$ 51,999	95%	\$1,093	\$1,958
24	P1087	2021	AUDI	Q5	28	Street/Curb Buy	NO	\$ 41,492	\$ 39,054	97%	\$1,768	\$1,765
25	N1146270A	2016	Mercedes-Benz	GLC	42	Trade on New	NO	\$ 23,494	\$ 22,494	98%	\$785	\$2,170
26	P1097	2021	AUDI	A5SB	8	Loaner	Yes	\$ 47,991	\$ 45,991	100%	\$1,526	\$1,650
27	P1082	2020	AUDI	Q5	55	Street/Curb Buy	YES	\$ 37,794	\$ 37,794	94%	\$739	\$0

28	PN001849A	2019	AUDI	A4	14	Trade on New	YES	\$	32,491	\$	31,462	100%	\$336	\$1,295
29	P2009648A	2019	AUDI	Q5	14	Trade on New	YES	\$	39,991	\$	38,500	100%	\$214	\$2,915
30	P1108	2021	AUDI	A5 CAB	12	Street/Curb Buy	YES	\$	52,991	\$	50,991	106%	\$6,021	\$3,199
31	P1089A	2021	AUDI	SQ8	28	Trade on Used	Yes	\$	99,991	\$	94,508	109%	\$4,546	\$2,351
32	P1081	2021	AUDI	A5SB	67	Street/Curb Buy	YES	\$	43,997	\$	42,604	93%	(\$1,460)	\$1,000
33	P1099	2022	AUDI	ETRON GT	30	Loaner	Yes	\$	68,995	\$	68,995	96%	\$11,343	\$5,502
34	P1105	2019	AUDI	Q7	1	LBO Customer	NO	\$	36,450	\$	36,450	100%	\$0	\$3,097
35	P1109	2019	AUDI	A6	1	LBO Customer	NO	\$	32,343	\$	32,343	100%	\$0	\$2,467
36	P1114	2019	AUDI	A5	1	LBO Customer	NO	\$	30,296	\$	30,296	100%	\$0	\$1,734
37	P1110	2020	AUDI	TT	1	LBO Customer	NO	\$	37,074	\$	37,074	100%	\$0	\$0
38	P1111	2020	AUDI	A4	1	LBO Customer	NO	\$	23,033	\$	23,033	100%	\$0	\$3,245
39	P1116	2019	AUDI	Q7	1	LBO Customer	NO	\$	32,622	\$	32,622	100%	\$0	\$0
40	P1128	2022	AUDI	A4	1	LBO Customer	NO	\$	28,921	\$	28,921	100%	\$695	\$2,549
41	P1118	2020	AUDI	Q5	1	LBO Customer	NO	\$	31,020	\$	31,020	100%	\$1,215	\$1,967
42	P1115	2019	AUDI	A3	1	LBO Customer	NO	\$	16,722	\$	16,722	100%	\$0	\$0
43	P1129	2021	AUDI	SQ5	1	LBO Customer	NO	\$	36,972	\$	36,972	100%	\$1,216	\$1,844
44	P1124	2019	AUDI	A3	1	LBO Customer	NO	\$	16,663	\$	16,663	100%	\$595	\$2,437
45	NB028582C	2017	AUDI	A4	49	Trade on Used	NO	\$	24,495	\$	23,701	91%	\$339	\$75
46	N7904617A	2022	AUDI	ETRON GT	29	Trade on New	NO	\$	89,993	\$	88,429	106%	\$1,229	\$3,013
47	PA004463A	2022	AUDI	Q3	9	Trade on New	NO	\$	45,991	\$	43,384	103%	\$614	\$4,343
48	P1106	2022	AUDI	ETRON GT	8	Street/Curb Buy	NO	\$	105,991	\$	107,750	106%	\$8,050	\$5,341
49	P1120	2022	AUDI	S5 CAB	13	Street/Curb Buy	NO	\$	69,991	\$	65,000	107%	\$4,597	\$1,954
50	NP052467A	2018	AUDI	A6	34	Trade on New	NO	\$	34,994	\$	32,000	97%	(\$1,746)	\$1,593
51	PN001259A	2022	AUDI	ETRON GT	44	Trade on New	NO	\$	65,795	\$	65,795	98%	\$2,009	\$1,749
52	NP054979A	2022	Audi	Q5	11	Trade on New	NO	\$	47,900	\$	44,314	96%	\$2,500	\$994
53	NB033761B	2022	HYUNDAI	SONATA	60	Trade on New	NO	\$	34,495	\$	34,195	95%	(\$1,262)	\$2,588

Scoreboard Totals

% Retailed of Non-Franchise Make	22%
Total # Retail Units	59
Avg. Days to Sale	21.8
Avg. Advertised Price (Time of Sale)	\$ 43,538
Avg. Transaction Price	\$ 42,501
Avg. Market Price at 100%	\$ 43,993
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 1,037
Avg. Front-End Gross	\$ 1,741
Avg. Finance Gross	\$ 1,691
PUVR	\$ 3,433
Total Gross (Units & PUVR)	\$ 202,535
GROI	133%
% with Trade	39%
Avg. Over/Under Allowance	\$120



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Brian Harrigan
% Retailed of Non-New Franchise	22%	#DIV/0!	25%
Total # Retail Units	59	0	32
Avg. Days to Sale	21.8	#DIV/0!	24.0
Avg. Advertised Price (Time of Sale)	\$ 43,538	#DIV/0!	\$ 42,548
Avg. Transaction Price	\$ 42,501	#DIV/0!	\$ 41,741
Avg. Market Price at 100%	\$ 43,993	#DIV/0!	\$ 42,611
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	100%
Avg. Transaction to Market	97%	#DIV/0!	98%
Avg. Transactional Discount	\$ 1,037	#DIV/0!	\$ 807
Avg. Front-End Gross	\$ 1,741	#DIV/0!	\$ 2,681
Avg. Finance Gross	\$ 1,691	#DIV/0!	\$ 1,976
PUVR	\$ 3,433	#DIV/0!	\$ 4,657
Total Gross (Units & PUVR)	\$ 202,535	#DIV/0!	\$ 149,028
GROI	133%	#DIV/0!	167%
% with Trade	39%	#DIV/0!	47%
Avg. Over/Under Allowance	120	#DIV/0!	590



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

Neal Dossett	Mike Cronk		
10%	24%	#DIV/0!	#DIV/0!
10	17	0	0
11.0	24.1	#DIV/0!	#DIV/0!
\$ 37,287	\$ 49,080	#DIV/0!	#DIV/0!
\$ 35,795	\$ 47,877	#DIV/0!	#DIV/0!
\$ 37,671	\$ 49,800	#DIV/0!	#DIV/0!
99%	99%	#DIV/0!	#DIV/0!
95%	96%	#DIV/0!	#DIV/0!
\$ 1,492	\$ 1,202	#DIV/0!	#DIV/0!
\$ 411	\$ 755	#DIV/0!	#DIV/0!
\$ 1,574	\$ 1,224	#DIV/0!	#DIV/0!
\$ 1,985	\$ 1,980	#DIV/0!	#DIV/0!
\$ 19,850	\$ 33,657	#DIV/0!	#DIV/0!
181%	62%	#DIV/0!	#DIV/0!
30%	29%	#DIV/0!	#DIV/0!
-333	-1,020	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Naser Totah	Hector Cortoreal
% Retailed of Non-New Franchise	22%	15%	38%
Total # Retail Units	59	13	8
Avg. Days to Sale	21.8	23.9	26.5
Avg. Advertised Price (Time of Sale)	\$ 43,538	\$ 51,055	\$ 38,096
Avg. Transaction Price	\$ 42,501	\$ 49,580	\$ 37,217
Avg. Market Price at 100%	\$ 43,993	\$ 50,733	\$ 38,983
Avg. Price to Market % (Time of Sale)	99%	101%	98%
Avg. Transaction to Market	97%	98%	95%
Avg. Transactional Discount	\$ 1,037	\$ 1,476	\$ 879
Avg. Front-End Gross	\$ 1,741	\$ 1,285	\$ 2,875
Avg. Finance Gross	\$ 1,691	\$ 1,699	\$ 2,163
PUVR	\$ 3,433	\$ 2,984	\$ 5,038
Total Gross (Units & PUVR)	\$ 202,535	\$ 38,789	\$ 40,306
GROI	133%	91%	184%
% with Trade	39%	54%	50%
Avg. Over/Under Allowance	120	-521	625



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

Isa King	Mark Grable	Alex Mcguire	Aaron Hott
15%	38%	0%	10%
13	13	2	10
16.5	21.9	26.0	21.3
\$ 42,237	\$ 41,108	\$ 85,893	\$ 34,499
\$ 41,093	\$ 39,792	\$ 86,773	\$ 34,026
\$ 42,667	\$ 41,826	\$ 83,565	\$ 34,992
99%	98%	103%	99%
96%	95%	104%	97%
\$ 1,145	\$ 1,316	\$ (880)	\$ 474
\$ 1,395	\$ 1,328	\$ 5,030	\$ 1,758
\$ 1,274	\$ 1,173	\$ 3,545	\$ 2,150
\$ 2,669	\$ 2,501	\$ 8,575	\$ 3,908
\$ 34,700	\$ 32,515	\$ 17,149	\$ 39,076
142%	103%	137%	194%
31%	31%	50%	30%
100	0	0	1,167

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Dan Palladino	Neal Dossett
% Retailed of Non-New Franchise	22%	21%	24%
Total # Retail Units	59	38	21
Avg. Days to Sale	21.8	22.2	21.0
Avg. Advertised Price (Time of Sale)	\$ 43,538	\$ 44,037	\$ 42,637
Avg. Transaction Price	\$ 42,501	\$ 42,742	\$ 42,065
Avg. Market Price at 100%	\$ 43,993	\$ 43,890	\$ 43,763
Avg. Price to Market % (Time of Sale)	99%	100%	97%
Avg. Transaction to Market	97%	97%	96%
Avg. Transactional Discount	\$ 1,037	\$ 1,294	\$ 571
Avg. Front-End Gross	\$ 1,741	\$ 2,159	\$ 986
Avg. Finance Gross	\$ 1,691	\$ 1,957	\$ 1,212
PUVR	\$ 3,433	\$ 4,116	\$ 2,197
Total Gross (Units & PUVR)	\$ 202,535	\$ 156,392	\$ 46,143
GROI	133%	156%	89%
% with Trade	39%	0%	0%
Avg. Over/Under Allowance	120	90	175



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	59	14	45
Avg. Days to Sale	21.8	24.8	20.9
Avg. Advertised Price (Time of Sale)	\$ 43,538	\$ 49,186	\$ 40,885
Avg. Transaction Price	\$ 42,501	\$ 47,695	\$ 40,885
Avg. Market Price at 100%	\$ 43,993	\$ 49,071	\$ 42,219
Avg. Price to Market % (Time of Sale)	99%	100%	97%
Avg. Transaction to Market	97%	97%	97%
Avg. Transactional Discount	\$ 1,037	\$ 1,491	\$ 896
Avg. Front-End Gross	\$ 1,741	\$ 2,130	\$ 1,621
Avg. Finance Gross	\$ 1,691	\$ 1,807	\$ 1,656
PUVR	\$ 3,433	\$ 3,937	\$ 3,276
Total Gross (Units & PUVR)	\$ 202,535	\$ 55,111	\$ 147,424
GROI	133%	120%	138%
% with Trade	39%	57%	33%
Avg. Over/Under Allowance	120	419	-40



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	59	46	13
Avg. Days to Sale	21.8	16.4	40.8
Avg. Advertised Price (Time of Sale)	\$ 43,538	\$ 44,183	\$ 40,132
Avg. Transaction Price	\$ 42,501	\$ 43,171	\$ 40,132
Avg. Market Price at 100%	\$ 43,993	\$ 44,159	\$ 42,735
Avg. Price to Market % (Time of Sale)	99%	100%	94%
Avg. Transaction to Market	97%	98%	94%
Avg. Transactional Discount	\$ 1,037	\$ 1,012	\$ 1,125
Avg. Front-End Gross	\$ 1,741	\$ 1,855	\$ 1,338
Avg. Finance Gross	\$ 1,691	\$ 1,649	\$ 1,842
PUVR	\$ 3,433	\$ 3,504	\$ 3,180
Total Gross (Units & PUVR)	\$ 202,535	\$ 161,190	\$ 41,345
GROI	133%	178%	70%
% with Trade	39%	37%	46%
Avg. Over/Under Allowance	120	197	-100



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	59	23	6
% of Retail Units	100%	39%	10%
% Retailed of Non-New Franchise	22%	48%	33%
Avg. Days to Sale	21.8	29.3	36.7
Avg. Transaction Price	\$ 42,501	\$ 41,950	\$ 40,665
Avg. Transaction to Market %	97%	96%	93%
Avg. Transactional Discount	\$ 1,037	\$ 1,040	\$ 2,330
Avg. Front End Gross	\$ 1,741	\$ 1,432	\$ 2,482
Avg. Finance Gross	\$ 1,691	\$ 1,936	\$ 1,360
PUVR	\$ 3,433	\$ 3,368	\$ 3,842
Total Gross (Units & PUVR)	\$ 202,535	\$ 77,458	\$ 23,049
GROI	133%	99%	93%
% with Trade	39%	52%	33%
Avg. Over/Under Allowance	120	-175	1,500



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
12	0	3	13
20%	0%	5%	22%
0%	#DIV/0!	0%	0%
26.1	#DIV/0!	13.0	0.8
\$ 54,504	#DIV/0!	\$ 52,508	\$ 29,258
96%	#DIV/0!	96%	100%
\$ 1,513	#DIV/0!	\$ 818	\$ -
\$ 2,720	#DIV/0!	\$ 4,774	\$ 286
\$ 1,550	#DIV/0!	\$ 2,384	\$ 1,507
\$ 4,270	#DIV/0!	\$ 7,158	\$ 1,793
\$ 51,236	#DIV/0!	\$ 21,474	\$ 23,311
108%	#DIV/0!	378%	2608%
50%	#DIV/0!	33%	0%
58	#DIV/0!	1,500	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
2	0	0
3%	0%	0%
0%	#DIV/0!	#DIV/0!
15.5	#DIV/0!	#DIV/0!
\$ 53,400	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!
\$ 1,341	#DIV/0!	#DIV/0!
\$ 2,118	#DIV/0!	#DIV/0!
\$ 886	#DIV/0!	#DIV/0!
\$ 3,003	#DIV/0!	#DIV/0!
\$ 6,007	#DIV/0!	#DIV/0!
131%	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/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%	8%	60%
Avg. Days to Sale	21.8	12.5	39.2
Avg. Transaction Price	\$ 42,501	\$ 43,567	\$ 45,148
Avg. Transaction to Market %	97%	98%	93%
Avg. Transactional Discount	\$ 1,037	\$ 1,036	\$ 1,676
Avg. Front End Gross	\$ 1,741	\$ 2,366	\$ 769
Avg. Finance Gross	\$ 1,691	\$ 1,814	\$ 1,743
PUVR	\$ 3,433	\$ 4,180	\$ 2,512
Total Gross (Units & PUVR)	\$ 202,535	\$ 167,181	\$ 25,121
GROI	133%	276%	51%
% with Trade	39%	40%	40%
Avg. Over/Under Allowance	120	209	-25



46-60 days	61-90 days	90+ days
5	2	0
8%	3%	0%
60%	50%	#DIV/0!
51.8	68.0	#DIV/0!
\$ 35,638	\$ 38,507	#DIV/0!
93%	91%	#DIV/0!
\$ 318	\$ 697	#DIV/0!
\$ 334	\$ (625)	#DIV/0!
\$ 1,391	\$ 1,306	#DIV/0!
\$ 1,724	\$ 681	#DIV/0!
\$ 8,622	\$ 1,361	#DIV/0!
34%	9%	#DIV/0!
40%	50%	#DIV/0!
-250	0	#DIV/0!