

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Theeo Zamora	Tim Ferguson	Brian Buxton
Edwin Sinsuat	Erwin Wright	Josh Brown
	Demagio Stevens	Trae Pipkin
		Hezikah Blades
		Daren Coleman
		Kenneth Hadel
		Robert Peeples
		Dhaval Shah
		Demagio Stephens
		Robert Thompson
		Erwin Wright

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	SL18267A	2015	TOYOTA	YARIS	6	Trade on New	NO	\$ 15,488	\$ 14,899	98%	\$1,164	\$1,794
2	SR18247a	2018	Audi	Q3	92	trade on used	no	\$ 28,500	\$ 26,250	111%	(\$2,380)	\$10
3	tr18246a	2017	nissan	pathfinder	3	trade on used	no	\$ 20,488	\$ 24,999	105%	\$6,506	\$2,023
4	Lp685	2019	kia	sorento	0		no		\$ 23,031		\$0	\$563
5	sr18170b	2015	Chevrolet	camaro	6	trade on used	no	\$ 20,988	\$ 21,998	94%	\$4,082	\$2,290
6	sl18259a	2020	kia	soul	15	trade on new	yes	\$ 21,988	\$ 30,919	99%	\$3,422	\$1,467
7	st18220a	2020	mazda	3	3	trade on new	no	\$ 26,988	\$ 26,699	101%	\$4,074	\$1,517
8	sr182281	2021	honda	civic	9	trade on new	no	\$ 30,988	\$ 32,997	100%	\$5,734	\$3,014
9	nr17865a	2020	kia	soul	47	trade on new	yes	\$ 25,750	\$ 27,750	109%	\$1,023	\$555
10	sl18142	2021	kia	k5	51	trade on new	yes	\$ 29,998	\$ 32,993	92%	\$4,032	\$719
11	sr18245a	2018	nissan	kicks	5	trade on new	no	\$ 19,998	\$ 18,999	104%	(\$908)	\$1,075
12	se18280a	2021	kia	sportage	11	trade on new	yes	\$ 30,988	\$ 30,998	104%	\$4,091	\$2,142
13	tr18211a	2918	kia	sportage	35	trade on new	yes	\$ 23,998	\$ 26,999	102%	\$1,819	\$2,374
14	p687	2017	kia	soul	10		yes	\$ 17,998	\$ 17,998	96%	\$3,082	\$119
15	se18206a	2019	kia	optima	43	trade on new	no	\$ 19,998	\$ 20,394	100%	\$208	\$0
16	sr18244a	2018	ram	1500	23	trade on new	no	\$ 30,998	\$ 31,210	102%	\$7,339	\$635
17	sr18276a	2013	subaru	legacy	14	trade on new	no	\$ 11,998	\$ 11,996	91%	\$1,787	\$0
18	op18236a	2018	jeep	compass	30	trade on new	no	\$ 22,998	\$ 22,998	105%	\$439	\$923
19	op18282a	2014	volkswagen	passat	13	trade on new	no	\$ 10,998	\$ 9,512	96%	\$2,157	\$0
20	st18308a	2020	kia	sorento	5	trade on new	yes	\$ 27,988	\$ 26,499	106%	\$7,406	\$2,329
21	se18283a	2019	ford	fusion	11	trade on new	no	\$ 21,988	\$ 22,942	100%	\$2,845	\$100
22	sl17848a	2020	volkswagen	tiguan	56	trade on new	no	\$ 26,988	\$ 26,875	96%	\$2,076	\$3,513
23	ft18255a	2020	kia	forte	24	trade on new	no	\$ 20,488	\$ 20,569	106%	\$6,139	\$3,322
24	tr18275a	2018	ford	explorer	12	trade on new	no	\$ 31,988	\$ 31,993	101%	\$3,674	\$1,098
25	st18137b	2018	Chevrolet	silverado	61	trade on used	no	\$ 38,988	\$ 36,993	96%	\$2,350	\$808
26	tr18246b	2020	kia	sorento	32	trade on used	yes	\$ 29,998	\$ 32,256	107%	\$4,123	\$1,254
27	st18314a	2017	kia	soul	9	trade on new	yes	\$ 17,988	\$ 15,000	101%	\$243	\$888
28	op18339a	2017	kia	optima	10	trade on new	no	\$ 22,998	\$ 22,998	99%	\$1,485	\$4,687
29	sg17561a	2022	kia	stinger	22	trade on new	yes	\$ 44,588	\$ 44,498	101%	\$2,594	\$3,553
30	op18274a	2021	jeep	grandcherokee	42	trade on new	no	\$ 39,998	\$ 38,998	110%	\$4,042	\$1,273

Scoreboard Totals

% Retailed of Non-Franchise Make	44%
Total # Retail Units	43
Avg. Days to Sale	22.9
Avg. Advertised Price (Time of Sale)	\$ 27,268
Avg. Transaction Price	\$ 27,149
Avg. Market Price at 100%	\$ 26,746
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ (1,149)
Avg. Front-End Gross	\$ 2,819
Avg. Finance Gross	\$ 1,747
PUVR	\$ 4,566
Total Gross (Units & PUVR)	\$ 196,320
GROI	265%
% with Trade	42%
Avg. Over/Under Allowance	(\$795)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	44%	#DIV/0!	#DIV/0!
Total # Retail Units	43	0	0
Avg. Days to Sale	22.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,268	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,149	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,746	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,149)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,819	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,747	#DIV/0!	#DIV/0!
PUVR	\$ 4,566	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 196,320	#DIV/0!	#DIV/0!
GROI	265%	#DIV/0!	#DIV/0!
% with Trade	42%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-795	#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	44%	#DIV/0!	#DIV/0!
Total # Retail Units	43	0	0
Avg. Days to Sale	22.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,268	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,149	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,746	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,149)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,819	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,747	#DIV/0!	#DIV/0!
PUVR	\$ 4,566	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 196,320	#DIV/0!	#DIV/0!
GROI	265%	#DIV/0!	#DIV/0!
% with Trade	42%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-795	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	44%	#DIV/0!	#DIV/0!
Total # Retail Units	43	0	0
Avg. Days to Sale	22.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,268	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,149	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,746	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,149)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,819	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,747	#DIV/0!	#DIV/0!
PUVR	\$ 4,566	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 196,320	#DIV/0!	#DIV/0!
GROI	265%	#DIV/0!	#DIV/0!
% with Trade	42%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-795	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	43	19	24
Avg. Days to Sale	22.9	23.6	22.3
Avg. Advertised Price (Time of Sale)	\$ 27,268	\$ 29,452	\$ 25,278
Avg. Transaction Price	\$ 27,149	\$ 29,512	\$ 25,278
Avg. Market Price at 100%	\$ 26,746	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,149)	\$ (1,610)	\$ (784)
Avg. Front-End Gross	\$ 2,819	\$ 2,807	\$ 2,829
Avg. Finance Gross	\$ 1,747	\$ 1,862	\$ 1,655
PUVR	\$ 4,566	\$ 4,669	\$ 4,484
Total Gross (Units & PUVR)	\$ 196,320	\$ 88,712	\$ 107,608
GROI	265%	242%	286%
% with Trade	42%	58%	29%
Avg. Over/Under Allowance	-795	-1,396	5



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	43	24	19
Avg. Days to Sale	22.9	22.3	23.6
Avg. Advertised Price (Time of Sale)	\$ 27,268	\$ 28,028	\$ 26,141
Avg. Transaction Price	\$ 27,149	\$ 27,946	\$ 26,141
Avg. Market Price at 100%	\$ 26,746	#DIV/0!	\$ 25,816
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	101%
Avg. Transaction to Market	102%	#DIV/0!	101%
Avg. Transactional Discount	\$ (1,149)	\$ (2,254)	\$ 246
Avg. Front-End Gross	\$ 2,819	\$ 2,610	\$ 3,083
Avg. Finance Gross	\$ 1,747	\$ 2,027	\$ 1,393
PUVR	\$ 4,566	\$ 4,637	\$ 4,475
Total Gross (Units & PUVR)	\$ 196,320	\$ 111,288	\$ 85,032
GROI	265%	268%	261%
% with Trade	42%	50%	32%
Avg. Over/Under Allowance	-795	-1,396	5



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	43	32	8
% of Retail Units	100%	74%	19%
% Retailed of Non-New Franchise	44%	44%	63%
Avg. Days to Sale	22.9	23.4	28.0
Avg. Transaction Price	\$ 27,149	\$ 27,606	\$ 27,829
Avg. Transaction to Market %	102%	102%	105%
Avg. Transactional Discount	\$ (1,149)	\$ (133)	\$ (223)
Avg. Front End Gross	\$ 2,819	\$ 3,000	\$ 2,768
Avg. Finance Gross	\$ 1,747	\$ 1,943	\$ 1,533
PUVR	\$ 4,566	\$ 4,942	\$ 4,301
Total Gross (Units & PUVR)	\$ 196,320	\$ 158,148	\$ 34,408
GROI	265%	275%	199%
% with Trade	42%	41%	63%
Avg. Over/Under Allowance	-795	-1,084	-75



Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	43	28	6
% of Retail Units	100%	65%	14%
% Retailed of Non-New Franchise	44%	50%	33%
Avg. Days to Sale	22.9	11.4	38.7
Avg. Transaction Price	\$ 27,149	\$ 26,006	\$ 31,441
Avg. Transaction to Market %	102%	102%	107%
Avg. Transactional Discount	\$ (1,149)	\$ (192)	\$ (111)
Avg. Front End Gross	\$ 2,819	\$ 3,335	\$ 3,329
Avg. Finance Gross	\$ 1,747	\$ 1,986	\$ 1,950
PUVR	\$ 4,566	\$ 5,321	\$ 5,279
Total Gross (Units & PUVR)	\$ 196,320	\$ 148,997	\$ 31,672
GROI	265%	645%	156%
% with Trade	42%	39%	33%
Avg. Over/Under Allowance	-795	-1,128	-267



46-60 days	61-90 days	90+ days
4	2	1
9%	5%	2%
25%	50%	100%
53.5	63.0	92.0
\$ 30,802	\$ 28,869	\$ 26,250
105%	96%	102%
\$ (1,121)	\$ 1,124	\$ 2,250
\$ 1,824	\$ 1,464	\$ (2,380)
\$ 1,569	\$ 479	\$ 10
\$ 3,393	\$ 1,943	\$ (2,370)
\$ 13,573	\$ 3,885	\$ (2,370)
74%	38%	-35%
50%	100%	100%
1,619	-1,800	#DIV/0!