

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Tony Czarnecki	Nick Potoczek	Joe Rose
John Doro	Bill Sullivan	Aaron Lodl
Dave Mertens	Justin Schutt	Brandon Murray
	Katelynn Bercot	Ryan Brennan
		Kim Sprangers
		Noah Valley
		Andy Reitz
		Christina Kemp
		Isaac Vandurzen
		Mason Erdman
		Alec Vinger
		Ken Goltz
		Jeff Lashock
		Christi Ellis
		Brett Nelson
		Sal Robles
		Kelli Konecny
		Bryan Kierzek

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	A040190	2021	Volkswagen	Arteon	93	Loaner	No	\$ 35,000	\$ 32,500	88%	\$2,200	\$960
2	A040209A	2010	Chevrolet	Malibu	17	Trade on New	No	\$ 10,849	\$ 10,624	117%	\$3,305	\$0
3	A039775A	2014	Kia	Soul	68	Trade on New	No	\$ 11,790	\$ 11,790	92%	\$3,380	\$4,014
4	A040771	2012	Honda	Fit	23	Trade on New	No	\$ 15,000	\$ 14,900	110%	\$1,781	\$1,210
5	A040467A	2018	Jeep	Grand Cherokee	45	Trade on New	No	\$ 28,889	\$ 27,000	27%	\$757	\$1,630
6	A040584TT	2018	Jeep	Compass	48	Auction/Wholesale	No	\$ 25,000	\$ 24,900	97%	\$1,449	\$2,729
7	A040625B	2011	Chevrolet	Equinox	18	Trade on New	No	\$ 10,995	\$ 10,130	112%	\$2,000	\$0
8	A040580	2014	Dodge	Journey	49	Auction/Wholesale	No	\$ 15,700	\$ 15,200	108%	\$1,024	\$2,000
9	A040018V	2013	Ford	Edge	33	Trade on New	No	\$ 16,750	\$ 16,749	99%	\$1,699	\$0
10	A040216A	2016	Chevrolet	Silverado	72	Trade on New	No	\$ 33,998	\$ 33,998	104%	\$1,431	\$3,866
11	A040228TT	2020	Ford	Edge	93	Auction/Wholesale		\$ 24,494	\$ 24,494	94%	(\$1,861)	\$1,004
12	A040266B	2017	Volvo	XC90 T6	52	Trade on New	No	\$ 30,000	\$ 29,400	97%	\$36	\$85
13	A040607A	2019	Volkswagen	Atlas	22	Trade on New	No	\$ 29,400	\$ 29,400	110%	\$7,600	\$0
14	A039518B	2016	Ford	Fusion	65	Trade on New	No	\$ 11,561	\$ 11,561	102%	\$223	\$0
15	A040389A	2012	Chevrolet	Cruze	20	Trade on New	No	\$ 11,000	\$ 10,800	99%	\$3,392	\$71
16	A040840	2012	GMC	Sierra	22	Street/Curb Buy	No	\$ 21,200	\$ 21,200	107%	\$2,189	\$0
17	A039976B	2016	Chevrolet	Equinox	56	Trade on New	No	\$ 15,800	\$ 15,800	103%	\$207	\$0
18	A040659A	2017	Chevrolet	Malibu	21	Trade on New	No	\$ 16,700	\$ 16,700	106%	\$5,617	\$2,361
19	A040714	2017	Volkswagen	Jetta	38	Street/Curb Buy		\$ 17,304	\$ 17,304	104%	\$2,519	\$907
20	A040647	2021	Chevrolet	Traverse	43	Auction/Wholesale		\$ 39,900	\$ 39,900	110%	\$1,504	\$2,431
21	A040664A	2020	Chevrolet	Colorado	28	Trade on New		\$ 31,000	\$ 31,000	100%	\$3,477	\$0
22	A040162A	2016	Chevrolet	Silverado	18	Trade on New	No	\$ 25,000	\$ 24,900	100%	\$5,585	\$1,788
23	A039947A	2019	Chevrolet	Equinox	126	Trade on New		\$ 23,997	\$ 23,497	103%	\$3,001	\$3,256
24	A039881A	2020	Chevrolet	Equinox	135	Trade on New		\$ 22,200	\$ 21,600	96%	\$89	\$479
25	A040770	2014	Toyota	4Runner	32	Auction/Wholesale	No	\$ 32,995	\$ 32,995	103%	\$1,507	\$0
26	A040001	2022	Chevrolet	Silverado	130	Auction/Wholesale		\$ 55,000	\$ 54,000	98%	(\$2,040)	\$199
27	A040677A	2017	Ford	Escape	14	Trade on New	No	\$ 21,995	\$ 21,995	112%	\$5,091	\$2,588

28	A040359TV	2014	Chevrolet	Traverse	26	Trade on New	No	\$	15,000	\$	14,900	116%	\$6,898	\$1,718
29	A040723	2019	GMC	Terrain	39	Auction/Wholesale		\$	30,000	\$	29,500	109%	\$2,500	\$1,590
30	A040318	2018	GMC	Terrain	87	Auction/Wholesale		\$	22,200	\$	21,900	99%	(\$602)	\$0
31	A040706A	2015	Nissan	Sentra	21	Trade on New	No	\$	12,994	\$	12,994	107%	\$4,247	\$959
32	A040927	2021	Volkswagen	Jetta	12	Auction/Wholesale		\$	23,899	\$	23,899	109%	\$1,722	\$807
33	A040303A	2019	Chevrolet	Traverse	82	Trade on New	No	\$	37,700	\$	37,700	104%	\$559	\$2,772
34	A040358T	2018	Ford	Mustang	84	Auction/Wholesale	No	\$	60,000	\$	60,000	94%	(\$1,000)	\$0
35	A040699	2014	Ram	1500	47	Auction/Wholesale	No	\$	26,994	\$	26,994	104%	(\$154)	\$0
36	A040960TT	2020	Ford	F-150	8	Auction/Wholesale	No	\$	38,994	\$	38,994	95%	\$1,019	\$0
37	A040724	2021	Chevrolet	Silverado	44	Auction/Wholesale		\$	35,995	\$	34,500	104%	\$3,482	\$0
38	A040688	2021	Chevrolet	Silverado	48	Auction/Wholesale		\$	35,000	\$	34,500	102%	\$5,340	\$0
39	A040600	2021	Chevrolet	Silverado	55	Auction/Wholesale		\$	36,000	\$	34,500	110%	\$2,927	\$0
40	A040602	2021	Chevrolet	Silverado	55	Auction/Wholesale		\$	36,000	\$	34,500	106%	\$2,628	\$0
41	A040650	2018	Kia	Sorento	50	Auction/Wholesale		\$	23,994	\$	23,994	97%	(\$233)	\$3,404
42	A040559A	2022	Chevrolet	Tahoe	26	Trade on New		\$	75,000	\$	73,754	106%	\$6,493	\$900
43	A040356U	2013	Ford	F-150	19	Trade on New		\$	22,700	\$	22,700	103%	\$6,799	\$1,500
44	A040782	2019	Chevrolet	Equinox	25	Auction/Wholesale		\$	25,000	\$	24,900	107%	\$3,786	\$371
45	A040217A	2022	Chevrolet	Tahoe	62	Trade on New		\$	66,998	\$	66,998	100%	\$3,320	\$0
46	A040786	2020	Honda	CR-V	35	Auction/Wholesale		\$	30,997	\$	30,997	100%	\$936	\$2,813
47	A040664A	2020	Chevrolet	Colorado	28	Trade on New		\$	31,997	\$	31,000	100%	\$3,477	\$0
48	A040162A	2016	Chevrolet	Silverado	18	Trade on New		\$	25,000	\$	24,900	100%	\$5,585	\$1,788
49	A039204A	2019	Chevrolet	Silverado	19	Trade on New		\$	41,200	\$	41,200	103%	\$7,461	\$1,141
50	A040637A	2015	Dodge	Dart	28	Trade on New		\$	10,000	\$	10,000	97%	\$3,558	\$62
	A40636A	2017	Chevrolet	Silverado	28	Trade on New		\$	28,994	\$	28,994	102%	\$3,224	\$2,847
1	A040777	2014	Volkswagen	Jetta Sportwagen	32	Street/Curb Buy		\$	17,700	\$	16,853	102%	\$2,428	\$0
2	A039913C	2016	Chevrolet	Colorado	75	Trade on New		\$	26,600	\$	26,600	96%	(\$68)	\$125

Scoreboard Totals

% Retailed of Non-Franchise Make	37%
Total # Retail Units	200
Avg. Days to Sale	43.0
Avg. Advertised Price (Time of Sale)	\$ 27,603
Avg. Transaction Price	\$ 26,977
Avg. Market Price at 100%	\$ 26,961
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 617
Avg. Front-End Gross	\$ 2,666
Avg. Finance Gross	\$ 1,074
PUVR	\$ 3,695
Total Gross (Units & PUVR)	\$ 738,908
GROI	115%
% with Trade	0%
Avg. Over/Under Allowance	\$232



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Dave Mertens
% Retailed of Non-New Franchise	37%	#DIV/0!	47%
Total # Retail Units	200	0	78
Avg. Days to Sale	43.0	#DIV/0!	47.2
Avg. Advertised Price (Time of Sale)	\$ 27,603	#DIV/0!	\$ 26,166
Avg. Transaction Price	\$ 26,977	#DIV/0!	\$ 25,596
Avg. Market Price at 100%	\$ 26,961	#DIV/0!	\$ 25,369
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	103%
Avg. Transaction to Market	100%	#DIV/0!	101%
Avg. Transactional Discount	\$ 617	#DIV/0!	\$ 570
Avg. Front-End Gross	\$ 2,666	#DIV/0!	\$ 2,401
Avg. Finance Gross	\$ 1,074	#DIV/0!	\$ 942
PUVR	\$ 3,695	#DIV/0!	\$ 3,331
Total Gross (Units & PUVR)	\$ 738,908	#DIV/0!	\$ 259,835
GROI	115%	#DIV/0!	99%
% with Trade	0%	#DIV/0!	0%
Avg. Over/Under Allowance	232	#DIV/0!	331



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John Doro	Tony Czarnecki		
31%	20%	#DIV/0!	#DIV/0!
106	15	0	0
40.0	39.1	#DIV/0!	#DIV/0!
\$ 28,060	\$ 32,055	#DIV/0!	#DIV/0!
\$ 27,566	\$ 30,156	#DIV/0!	#DIV/0!
\$ 28,347	\$ 30,749	#DIV/0!	#DIV/0!
99%	104%	#DIV/0!	#DIV/0!
97%	98%	#DIV/0!	#DIV/0!
\$ 474	\$ 1,899	#DIV/0!	#DIV/0!
\$ 2,903	\$ 2,675	#DIV/0!	#DIV/0!
\$ 1,038	\$ 1,991	#DIV/0!	#DIV/0!
\$ 3,869	\$ 4,666	#DIV/0!	#DIV/0!
\$ 410,113	\$ 69,991	#DIV/0!	#DIV/0!
126%	143%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
237	-231	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Andy Reitz	Andy Reitz
% Retailed of Non-New Franchise	37%	40%	40%
Total # Retail Units	200	20	20
Avg. Days to Sale	43.0	45.1	45.1
Avg. Advertised Price (Time of Sale)	\$ 27,603	\$ 25,347	\$ 25,347
Avg. Transaction Price	\$ 26,977	\$ 25,009	\$ 25,009
Avg. Market Price at 100%	\$ 26,961	\$ 24,513	\$ 24,513
Avg. Price to Market % (Time of Sale)	102%	103%	103%
Avg. Transaction to Market	100%	102%	102%
Avg. Transactional Discount	\$ 617	\$ 338	\$ 338
Avg. Front-End Gross	\$ 2,666	\$ 3,137	\$ 3,137
Avg. Finance Gross	\$ 1,074	\$ 1,190	\$ 1,190
PUVR	\$ 3,695	\$ 4,209	\$ 4,209
Total Gross (Units & PUVR)	\$ 738,908	\$ 84,177	\$ 84,177
GROI	115%	134%	134%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	232	916	916



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

Christina Kemp	Isaac Vandurzen	Mason Erdman	Alec Vinger
50%	29%	33%	52%
16	14	27	21
39.0	47.4	37.2	49.9
\$ 27,436	\$ 29,200	\$ 26,360	\$ 23,624
\$ 26,476	\$ 28,685	\$ 25,616	\$ 23,144
\$ 26,678	\$ 28,989	\$ 28,709	\$ 22,988
103%	101%	92%	103%
99%	99%	89%	101%
\$ 960	\$ 515	\$ 745	\$ 480
\$ 2,708	\$ 2,750	\$ 3,224	\$ 2,073
\$ 1,321	\$ 1,685	\$ 910	\$ 948
\$ 4,030	\$ 4,315	\$ 4,100	\$ 3,021
\$ 64,475	\$ 60,408	\$ 110,692	\$ 63,442
140%	114%	155%	94%
0%	0%	0%	0%
-831	400	400	114

Ken Goltz	Jeff Lashock	Christi Ellis	Joe Rose
39%	39%	43%	33%
28	18	14	3
38.5	39.7	34.1	51.3
\$ 25,554	\$ 30,786	\$ 25,825	\$ 48,595
\$ 24,206	\$ 30,537	\$ 25,033	\$ 48,125
\$ 24,808	\$ 30,703	\$ 25,088	\$ 47,637
103%	100%	103%	102%
98%	99%	100%	101%
\$ 1,305	\$ 249	\$ 791	\$ 470
\$ 2,324	\$ 2,716	\$ 2,376	\$ 3,447
\$ 902	\$ 1,194	\$ 491	\$ 961
\$ 3,095	\$ 3,844	\$ 2,868	\$ 4,409
\$ 86,658	\$ 69,194	\$ 40,146	\$ 13,226
120%	114%	121%	64%
0%	0%	0%	0%
-129	500	-500	#DIV/0!

Aaron Lodl	Brandon Murray	Ryan Brennan	Kim Sprangers
40%	0%	11%	100%
5	3	9	2
56.4	42.0	65.6	30.0
\$ 21,199	\$ 36,998	\$ 38,409	\$ 25,000
\$ 20,992	\$ 36,583	\$ 37,687	\$ 25,000
\$ 20,505	\$ 35,559	\$ 37,335	\$ 24,752
103%	104%	103%	101%
102%	103%	101%	101%
\$ 207	\$ 415	\$ 722	\$ -
\$ 2,920	\$ 4,660	\$ 2,608	\$ 1,811
\$ 678	\$ 885	\$ 929	\$ 3,329
\$ 3,598	\$ 5,545	\$ 3,537	\$ 5,139
\$ 17,990	\$ 16,635	\$ 31,833	\$ 10,278
109%	130%	52%	247%
0%	0%	0%	0%
#DIV/0!	#DIV/0!	-167	1,000

Brett Nelson	Sal Robles	Kelli Konecny	Bryan Kierzek
25%	0%	0%	25%
4	5	2	4
59.8	46.4	15.0	38.0
\$ 38,659	\$ 32,577	\$ 25,995	\$ 18,325
\$ 38,659	\$ 32,577	\$ 25,945	\$ 17,804
\$ 39,161	\$ 30,954	\$ 24,635	\$ 17,673
99%	105%	106%	104%
99%	105%	105%	101%
\$ -	\$ -	\$ 50	\$ 521
\$ 1,509	\$ 2,580	\$ 2,603	\$ 2,447
\$ 582	\$ 2,272	\$ 1,396	\$ 835
\$ 2,091	\$ 4,853	\$ 3,999	\$ 3,282
\$ 8,362	\$ 24,263	\$ 7,997	\$ 13,128
33%	116%	370%	175%
0%	0%	0%	0%
750	2,000	#DIV/0!	250

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Nick Potoczek	Bill Sullivan
% Retailed of Non-New Franchise	37%	33%	54%
Total # Retail Units	200	49	52
Avg. Days to Sale	43.0	42.4	47.8
Avg. Advertised Price (Time of Sale)	\$ 27,603	\$ 29,431	\$ 28,326
Avg. Transaction Price	\$ 26,977	\$ 28,759	\$ 27,499
Avg. Market Price at 100%	\$ 26,961	\$ 28,315	\$ 27,977
Avg. Price to Market % (Time of Sale)	102%	104%	101%
Avg. Transaction to Market	100%	102%	98%
Avg. Transactional Discount	\$ 617	\$ 633	\$ 826
Avg. Front-End Gross	\$ 2,666	\$ 2,781	\$ 2,144
Avg. Finance Gross	\$ 1,074	\$ 1,091	\$ 1,006
PUVR	\$ 3,695	\$ 3,887	\$ 3,092
Total Gross (Units & PUVR)	\$ 738,908	\$ 190,472	\$ 160,785
GROI	115%	115%	85%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	232	608	-341



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

Justin Schutt	Katelynn Bercot		
27%	32%	#DIV/0!	#DIV/0!
48	50	0	0
47.5	33.2	#DIV/0!	#DIV/0!
\$ 26,708	\$ 25,981	#DIV/0!	#DIV/0!
\$ 26,179	\$ 25,501	#DIV/0!	#DIV/0!
\$ 26,201	\$ 26,896	#DIV/0!	#DIV/0!
102%	97%	#DIV/0!	#DIV/0!
100%	95%	#DIV/0!	#DIV/0!
\$ 529	\$ 481	#DIV/0!	#DIV/0!
\$ 2,875	\$ 2,985	#DIV/0!	#DIV/0!
\$ 1,193	\$ 1,019	#DIV/0!	#DIV/0!
\$ 3,969	\$ 3,964	#DIV/0!	#DIV/0!
\$ 190,503	\$ 198,197	#DIV/0!	#DIV/0!
115%	169%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
464	386	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	37
Avg. Days to Sale	43.0	#DIV/0!	41.1
Avg. Advertised Price (Time of Sale)	\$ 27,603	#DIV/0!	\$ 21,968
Avg. Transaction Price	\$ 26,977	#DIV/0!	\$ 21,968
Avg. Market Price at 100%	\$ 26,961	#DIV/0!	\$ 23,757
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	92%
Avg. Transaction to Market	100%	#DIV/0!	92%
Avg. Transactional Discount	\$ 617	#DIV/0!	\$ 342
Avg. Front-End Gross	\$ 2,666	#DIV/0!	\$ 2,521
Avg. Finance Gross	\$ 1,074	#DIV/0!	\$ 1,025
PUVR	\$ 3,695	#DIV/0!	\$ 3,557
Total Gross (Units & PUVR)	\$ 738,908	#DIV/0!	\$ 131,598
GROI	115%	#DIV/0!	142%
% with Trade	0%	#DIV/0!	0%
Avg. Over/Under Allowance	232	#DIV/0!	69



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	121	74
Avg. Days to Sale	43.0	44.3	39.8
Avg. Advertised Price (Time of Sale)	\$ 27,603	\$ 28,308	\$ 25,354
Avg. Transaction Price	\$ 26,977	\$ 27,571	\$ 25,354
Avg. Market Price at 100%	\$ 26,961	\$ 27,582	\$ 26,399
Avg. Price to Market % (Time of Sale)	102%	103%	96%
Avg. Transaction to Market	100%	100%	96%
Avg. Transactional Discount	\$ 617	\$ 737	\$ 454
Avg. Front-End Gross	\$ 2,666	\$ 2,998	\$ 2,173
Avg. Finance Gross	\$ 1,074	\$ 980	\$ 1,163
PUVR	\$ 3,695	\$ 3,913	\$ 3,321
Total Gross (Units & PUVR)	\$ 738,908	\$ 473,459	\$ 245,717
GROI	115%	115%	118%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	232	283	239



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	123	0
% of Retail Units	100%	62%	0%
% Retailed of Non-New Franchise	37%	32%	#DIV/0!
Avg. Days to Sale	43.0	39.0	#DIV/0!
Avg. Transaction Price	\$ 26,977	\$ 25,495	#DIV/0!
Avg. Transaction to Market %	100%	99%	#DIV/0!
Avg. Transactional Discount	\$ 617	\$ 771	#DIV/0!
Avg. Front End Gross	\$ 2,666	\$ 3,409	#DIV/0!
Avg. Finance Gross	\$ 1,074	\$ 901	#DIV/0!
PUVR	\$ 3,695	\$ 4,266	#DIV/0!
Total Gross (Units & PUVR)	\$ 738,908	\$ 524,737	#DIV/0!
GROI	115%	154%	#DIV/0!
% with Trade	0%	0%	#DIV/0!
Avg. Over/Under Allowance	232	134	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
13	63	1	0
7%	32%	1%	0%
54%	44%	0%	#DIV/0!
35.9	51.4	93.0	#DIV/0!
\$ 20,770	\$ 31,062	\$ 32,500	#DIV/0!
100%	101%	#DIV/0!	#DIV/0!
\$ 544	\$ 331	#DIV/0!	#DIV/0!
\$ 2,552	\$ 1,246	\$ 2,200	#DIV/0!
\$ 600	\$ 1,517	\$ 960	#DIV/0!
\$ 3,152	\$ 2,691	#DIV/0!	#DIV/0!
\$ 40,970	\$ 169,506	#DIV/0!	#DIV/0!
152%	61%	#DIV/0!	#DIV/0!
0%	0%	0%	#DIV/0!
-33	424	#DIV/0!	#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	200	84	41
% of Retail Units	100%	42%	21%
% Retailed of Non-New Franchise	37%	37%	37%
Avg. Days to Sale	43.0	20.1	37.5
Avg. Transaction Price	\$ 26,977	\$ 25,747	\$ 27,124
Avg. Transaction to Market %	100%	101%	101%
Avg. Transactional Discount	\$ 617	\$ 954	\$ 520
Avg. Front End Gross	\$ 2,666	\$ 3,613	\$ 3,130
Avg. Finance Gross	\$ 1,074	\$ 944	\$ 1,087
PUVR	\$ 3,695	\$ 4,556	\$ 4,217
Total Gross (Units & PUVR)	\$ 738,908	\$ 382,745	\$ 172,895
GROI	115%	316%	149%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	232	164	79



46-60 days	61-90 days	90+ days
32	32	10
16%	16%	5%
41%	41%	20%
51.6	73.1	128.6
\$ 26,350	\$ 29,158	\$ 31,175
100%	96%	98%
\$ 380	\$ 211	\$ 243
\$ 2,154	\$ 673	\$ 871
\$ 957	\$ 1,409	\$ 1,454
\$ 3,111	\$ 2,082	\$ 2,324
\$ 99,566	\$ 66,631	\$ 23,243
82%	35%	21%
0%	0%	0%
180	333	1,000