

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
KURT MASHON	JULIAN EARL	MIKE WASHINGTON
JORDAN SCHILLACE	DARRIN BLADES	MARCUS SHELBY
TRAE SINAGRA	KURT MASHON	TIM CHANDLER
MIKE WASHINGTON		CHRIS BROWN
		DUSTIN SIMONEAUX
		BOBBY GAUDET
		CE'DERIC KENT
		CONNOR OLIVER
		BRENNAN HARKCOM
		ANESHIA TAYLOR
		GERALD TANNER
		DENNIS WATSON
		HOUSE
		JERRY BREWER
		RORY SOTO







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	31067A	2014	TOYOTA	RAV 4	2	Trade on New	NO	\$ 13,995	\$ 13,995	100%	\$2,590	\$648
2	32053A	2012	NISSAN	FRONTIER	2	Trade on New	No	\$ 14,900	\$ 14,900	100%	\$3,470	\$0
3	ND38708	2013	DODGE	GR CARAVAN	88	TRADE ON USED	No	\$ 3,000	\$ 3,000	100%	\$995	\$0
4	UD3873	2019	FORD	EXPLORER 4X4	388	Auction/Wholesale	No	\$ 31,349	\$ 30,995	98%	(\$2,021)	\$4,183
5	ND4390	2018	NISSAN	VERSA	53	Auction/Wholesale	No	\$ 14,985	\$ 13,500	104%	\$269	\$0
6	HD4461	2017	FORD	FOCUS	17	Auction/Wholesale	No	\$ 13,969	\$ 13,500	106%	\$1,174	\$289
7	22295A	2021	HYUNDAI	SANTA FE	81	TRADE ON NEW	No	\$ 36,985	\$ 36,500	95%	\$635	\$0
8	HD4489	2018	GENESIS	G80	6	Auction/Wholesale	No	\$ 36,750	\$ 36,750	100%	\$385	\$1,143
9	ND4497	2014	BUICK	VERANO	2	Auction/Wholesale	No	\$ 16,995	\$ 15,995	111%	\$2,117	\$3,029
10	32042A	2018	NISSAN	ALTIMA	5	Trade on New	No	\$ 16,998	\$ 15,995	92%	\$1,690	\$1,942
11	nd4494	2016	NISSAN	SENTRA	6	Auction/Wholesale	No	\$ 14,498	\$ 14,498	99%	\$1,395	\$1,150
12	HD4490	2013	Volkswagen	BEETLE	7	Auction/Wholesale	No	\$ 16,995	\$ 16,995	100%	\$1,150	\$0
13	HD4461A	2018	FORD	FOCUS	2	TRADE ON USED	No	\$ 12,980	\$ 12,980	100%	\$1,681	\$2,402
14	HD4401	2020	HYUNDAI	ELANTRA	51	Auction/Wholesale	No	\$ 20,682	\$ 19,900	107%	\$324	\$2,266
15	HD4155	2017	JEEP	PATRIOT	219	Auction/Wholesale	No	\$ 15,985	\$ 16,495	100%	(\$1,201)	\$2,128
16	D4498	2018	CHEVROLET	SILVERADO	1	Auction/Wholesale	No	\$ 29,995	\$ 29,995	100%	\$1,974	\$3,381
17	ND4429	2019	DODGE	CHARGER	44	Auction/Wholesale	NO	\$ 26,795	\$ 25,000	103%	\$1,289	\$1,620
18	HD4490A	2017	JEEP	WRANGLER	3	TRADE ON USED	No	\$ 37,318	\$ 37,318	99%	\$6,263	\$4,677
19	31087A	2011	HYUNDAI	SONATA	4	TRADE ON NEW	NO	\$ 3,000	\$ 3,000	100%	\$1,995	\$0
20	32021A	2018	NISSAN	ALTIMA	2	TRADE ON NEW	NO	\$ 18,495	\$ 17,682	97%	\$2,032	\$2,392
21	ND4472	2021	KIA	K5	25	Auction/Wholesale	No	\$ 25,544	\$ 25,444	103%	\$2,361	\$4,146
22	21560A	2017	INFINITI	QX30	19	TRADE ON NEW	NO	\$ 21,995	\$ 21,500	100%	\$2,367	\$1,389
23	D4480	2016	HYUNDAI	SONATA	25	Auction/Wholesale	NO	\$ 13,786	\$ 11,885	88%	\$3,033	\$2,743
24	HD4475	2014	ACURA	MDX	26	Auction/Wholesale	NO	\$ 23,985	\$ 23,585	100%	\$3,421	\$0
25	32006B	2017	HYUNDAI	SONATA	14	TRADE ON USED	NO	\$ 16,995	\$ 16,995	89%	\$2,295	\$2,197
26	31062A	2006	MAZDA	TRIBUTE	2	TRADE ON NEW	NO	\$ 3,000	\$ 3,000	100%	\$1,735	\$0
27	ND4487	2018	TOYOTA	TACOMA	13	Auction/Wholesale	NO	\$ 19,995	\$ 18,442	99%	\$133	\$3,472

28	21543A	2019	HONDA	ACCORD	65	TRADE ON NEW	NO	\$	24,565	\$	24,565	93%	\$3,714	\$2,394
29	22019A	2019	HYUNDAI	SANTA FE	59	TRADE ON NEW	NO	\$	24,300	\$	24,300	100%	\$1,995	\$920
30	D4317	2021	NISSAN	MAXIMA	106	Auction/Wholesale	NO	\$	26,980	\$	26,980	98%	\$2,486	\$3,785
31	ND4464	2020	NISSAN	ALTIMA	30	Auction/Wholesale	NO	\$	23,955	\$	22,727	102%	\$1,243	\$0
32	32006B	2017	HYUNDAI	SONATA	20	TRADE ON NEW	NO	\$	17,985	\$	17,185	95%	\$1,405	\$925
33	ND4195A	2019	FORD	FIESTA	119	TRADE ON USED	NO	\$	12,900	\$	12,900	82%	(\$661)	\$1,008
34	ND4470	2017	DODGE	JOURNEY	34	Auction/Wholesale	NO	\$	16,823	\$	16,800	103%	(\$1,749)	\$2,354
35	HD4155A	2002	NISSAN	XTERRA	11	TRADE ON USED	NO	\$	2,000	\$	2,000	100%	\$1,495	\$0
36	HD4469	2019	HONDA	CIVIC	35	Auction/Wholesale	NO	\$	22,987	\$	22,300	99%	\$136	\$3,828
37	32004A	2017	NISSAN	SENTRA	48	TRADE ON NEW	NO	\$	10,595	\$	10,295	98%	\$1,237	\$931
38	22333A	2018	NISSAN	ROGUE	1	TRADE ON NEW	NO	\$	21,500	\$	21,500	97%	\$2,195	\$1,969
39	22329A	2021	NISSAN	SENTRA	23	TRADE ON NEW	NO	\$	23,995	\$	23,995	104%	\$2,016	\$0
40	R12107	2021	NISSAN	SENTRA	3	Loaner	YES	\$	18,695	\$	18,695	95%	\$5,334	\$824
41	HD4489A	2017	FORD	F 150	17	TRADE ON USED	NO	\$	28,695	\$	28,300	98%	\$1,800	\$4,632
42	32046A	2019	NISSAN	ROGUE	19	TRADE ON NEW	NO	\$	25,995	\$	25,000	97%	\$655	\$507
43	31065A	2014	HONDA	ODYSSEY	5	TRADE ON NEW	NO	\$	15,995	\$	15,995	102%	\$2,839	\$2,774
44	31048A	2016	FORD	F 150	7	TRADE ON NEW	NO	\$	21,995	\$	21,500	98%	\$3,495	\$1,351
45	UD4468	2018	NISSAN	ROGUE	39	Auction/Wholesale	NO	\$	22,995	\$	22,200	101%	\$1,738	\$2,747
46	HD4139	2020	HYUNDAI	ELANTRA	250	Auction/Wholesale	NO	\$	19,995	\$	19,995	99%	(\$212)	\$2,019
47	HD4144	2019	HYUNDAI	SANTA FE	100	Auction/Wholesale	NO	\$	23,985	\$	25,010	101%	\$1,943	\$956
48	32043A	2014	CHEVROLET	IMPALA	14	TRADE ON NEW	NO	\$	14,999	\$	14,999	105%	\$3,062	\$1,540
49	ND4458	2020	NISSAN	ROGUE	44	Auction/Wholesale	NO	\$	20,784	\$	19,839	98%	\$416	\$0
50	ND4192	2020	NISSAN	ALTIMA	209	Auction/Wholesale	NO	\$	22,239	\$	21,889	102%	(\$2,972)	\$2,460
51	31079A	2012	TOYOTA	VENZA	39	TRADE ON NEW	NO	\$	12,995	\$	12,995	104%	\$2,460	\$2,072
52	ND4429A	2014	DODGE	RAM	18	TRADE ON USED	NO	\$	16,988	\$	15,000	101%	\$1,661	\$0
53	ND4505	2015	NISSAN	MURANO	15	Auction/Wholesale	NO	\$	20,995	\$	20,995	99%	\$668	\$2,701

## Scoreboard Totals

% Retailed of Non-Franchise Make	52%
Total # Retail Units	140
Avg. Days to Sale	47.1
Avg. Advertised Price (Time of Sale)	\$ 19,532
Avg. Transaction Price	\$ 19,177
Avg. Market Price at 100%	\$ 19,473
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 354
Avg. Front-End Gross	\$ 1,391
Avg. Finance Gross	\$ 1,743
PUVR	\$ 3,134
Total Gross (Units & PUVR)	\$ 438,744
GROI	125%
% with Trade	24%
Avg. Over/Under Allowance	(\$29)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	KURT MASHON
% Retailed of Non-New Franchise	52%	#DIV/0!	51%
Total # Retail Units	140	0	43
Avg. Days to Sale	47.1	#DIV/0!	40.4
Avg. Advertised Price (Time of Sale)	\$ 19,532	#DIV/0!	\$ 18,114
Avg. Transaction Price	\$ 19,177	#DIV/0!	\$ 17,883
Avg. Market Price at 100%	\$ 19,473	#DIV/0!	\$ 18,046
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	100%
Avg. Transaction to Market	98%	#DIV/0!	99%
Avg. Transactional Discount	\$ 354	#DIV/0!	\$ 231
Avg. Front-End Gross	\$ 1,391	#DIV/0!	\$ 1,400
Avg. Finance Gross	\$ 1,743	#DIV/0!	\$ 1,951
PUVR	\$ 3,134	#DIV/0!	\$ 3,351
Total Gross (Units & PUVR)	\$ 438,744	#DIV/0!	\$ 144,096
GROI	125%	#DIV/0!	167%
% with Trade	24%	#DIV/0!	19%
Avg. Over/Under Allowance	-29	#DIV/0!	-140



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

ORDAN SCHILLACE	TRAE SINAGRA	MIKE WASHINGTON	
53%	56%	44%	#DIV/0!
43	36	18	0
44.2	51.6	60.9	#DIV/0!
\$ 18,842	\$ 21,863	\$ 19,903	#DIV/0!
\$ 18,566	\$ 21,439	\$ 19,206	#DIV/0!
\$ 18,677	\$ 22,053	\$ 20,208	#DIV/0!
101%	99%	98%	#DIV/0!
99%	97%	95%	#DIV/0!
\$ 276	\$ 424	\$ 697	#DIV/0!
\$ 1,370	\$ 1,770	\$ 660	#DIV/0!
\$ 1,581	\$ 1,663	\$ 1,792	#DIV/0!
\$ 2,952	\$ 3,433	\$ 2,452	#DIV/0!
\$ 126,917	\$ 123,590	\$ 44,141	#DIV/0!
130%	112%	75%	#DIV/0!
26%	36%	6%	#DIV/0!
-44	108	0	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	MARCUS SHELBY	MIKE WASHINGTON
% Retailed of Non-New Franchise	52%	73%	42%
Total # Retail Units	140	15	19
Avg. Days to Sale	47.1	45.3	62.9
Avg. Advertised Price (Time of Sale)	\$ 19,532	\$ 23,485	\$ 20,110
Avg. Transaction Price	\$ 19,177	\$ 22,933	\$ 19,428
Avg. Market Price at 100%	\$ 19,473	\$ 23,714	\$ 20,388
Avg. Price to Market % (Time of Sale)	100%	99%	99%
Avg. Transaction to Market	98%	97%	95%
Avg. Transactional Discount	\$ 354	\$ 552	\$ 683
Avg. Front-End Gross	\$ 1,391	\$ 1,968	\$ 581
Avg. Finance Gross	\$ 1,743	\$ 2,300	\$ 1,824
PUVR	\$ 3,134	\$ 4,268	\$ 2,405
Total Gross (Units & PUVR)	\$ 438,744	\$ 64,018	\$ 45,688
GROI	125%	148%	71%
% with Trade	24%	40%	5%
Avg. Over/Under Allowance	-29	233	0



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

TIM CHANDLER	CHRIS BROWN	DUSTIN SIMONEAU	BOBBY GAUDET
45%	23%	58%	64%
11	13	12	14
58.8	43.5	52.7	23.8
\$ 18,847	\$ 14,829	\$ 18,276	\$ 17,267
\$ 18,375	\$ 14,397	\$ 17,914	\$ 17,097
\$ 18,864	\$ 14,505	\$ 18,078	\$ 17,503
100%	102%	101%	99%
97%	99%	99%	98%
\$ 472	\$ 432	\$ 362	\$ 170
\$ 888	\$ 1,176	\$ 1,492	\$ 1,824
\$ 1,162	\$ 1,356	\$ 2,061	\$ 1,781
\$ 2,050	\$ 2,533	\$ 3,553	\$ 3,605
\$ 22,555	\$ 32,926	\$ 42,631	\$ 50,469
68%	145%	136%	319%
27%	8%	42%	7%
-120	77	-151	0

CE'DERIC KENT	CONNOR OLIVER	BRENNAN HARKCOM	GERALD TANNER
50%	79%	71%	25%
12	14	7	4
40.5	31.4	14.1	60.8
\$ 15,564	\$ 19,926	\$ 21,305	\$ 21,836
\$ 15,580	\$ 19,598	\$ 20,920	\$ 21,946
\$ 15,781	\$ 19,776	\$ 21,060	\$ 21,123
99%	101%	101%	103%
99%	99%	99%	104%
\$ (16)	\$ 327	\$ 385	\$ (111)
\$ 1,318	\$ 1,056	\$ 2,931	\$ 2,525
\$ 1,158	\$ 2,080	\$ 1,683	\$ 858
\$ 2,476	\$ 3,136	\$ 4,614	\$ 3,383
\$ 29,716	\$ 43,905	\$ 32,298	\$ 13,530
141%	184%	561%	91%
25%	21%	29%	25%
-309	-214	71	-225

JERRY BREWER	DENNIS WATSON	JERRY BREWER	RORY SOTO
33%	50%	33%	50%
6	2	6	2
29.2	195.5	29.2	185.5
\$ 22,695	\$ 31,172	\$ 22,695	\$ 26,959
\$ 22,597	\$ 30,995	\$ 22,597	\$ 26,959
\$ 23,233	\$ 30,896	\$ 23,233	\$ 26,099
98%	101%	98%	103%
97%	100%	97%	103%
\$ 98	\$ 177	\$ 98	\$ -
\$ 2,995	\$ 1,432	\$ 2,995	\$ 251
\$ 906	\$ 3,877	\$ 906	\$ 2,615
\$ 3,901	\$ 5,308	\$ 3,901	\$ 2,866
\$ 23,404	\$ 10,616	\$ 23,404	\$ 5,731
213%	32%	213%	21%
33%	50%	33%	100%
117	0	117	500

























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	JULIAN EARL	DARRIN BLADES
% Retailed of Non-New Franchise	52%	48%	57%
Total # Retail Units	140	65	72
Avg. Days to Sale	47.1	42.1	49.9
Avg. Advertised Price (Time of Sale)	\$ 19,532	\$ 20,612	\$ 18,872
Avg. Transaction Price	\$ 19,177	\$ 20,250	\$ 18,542
Avg. Market Price at 100%	\$ 19,473	\$ 20,806	\$ 18,747
Avg. Price to Market % (Time of Sale)	100%	99%	101%
Avg. Transaction to Market	98%	97%	99%
Avg. Transactional Discount	\$ 354	\$ 361	\$ 331
Avg. Front-End Gross	\$ 1,391	\$ 1,457	\$ 1,381
Avg. Finance Gross	\$ 1,743	\$ 2,178	\$ 1,423
PUVR	\$ 3,134	\$ 3,635	\$ 2,803
Total Gross (Units & PUVR)	\$ 438,744	\$ 236,284	\$ 201,851
GROI	125%	153%	109%
% with Trade	24%	0%	0%
Avg. Over/Under Allowance	-29	-67	4







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	140	3	137
Avg. Days to Sale	47.1	30.3	47.5
Avg. Advertised Price (Time of Sale)	\$ 19,532	\$ 23,830	\$ 19,085
Avg. Transaction Price	\$ 19,177	\$ 23,397	\$ 19,085
Avg. Market Price at 100%	\$ 19,473	\$ 24,676	\$ 19,436
Avg. Price to Market % (Time of Sale)	100%	97%	98%
Avg. Transaction to Market	98%	95%	98%
Avg. Transactional Discount	\$ 354	\$ 433	\$ 353
Avg. Front-End Gross	\$ 1,391	\$ 3,344	\$ 1,348
Avg. Finance Gross	\$ 1,743	\$ 2,201	\$ 1,733
PUVR	\$ 3,134	\$ 5,546	\$ 3,081
Total Gross (Units & PUVR)	\$ 438,744	\$ 16,637	\$ 422,107
GROI	125%	281%	122%
% with Trade	24%	67%	23%
Avg. Over/Under Allowance	-29	0	-30



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	140	67	73
Avg. Days to Sale	47.1	49.3	45.0
Avg. Advertised Price (Time of Sale)	\$ 19,532	\$ 19,213	\$ 19,511
Avg. Transaction Price	\$ 19,177	\$ 18,814	\$ 19,511
Avg. Market Price at 100%	\$ 19,473	\$ 19,293	\$ 19,782
Avg. Price to Market % (Time of Sale)	100%	100%	99%
Avg. Transaction to Market	98%	98%	99%
Avg. Transactional Discount	\$ 354	\$ 400	\$ 313
Avg. Front-End Gross	\$ 1,391	\$ 1,275	\$ 1,498
Avg. Finance Gross	\$ 1,743	\$ 1,653	\$ 1,826
PUVR	\$ 3,134	\$ 2,928	\$ 3,323
Total Gross (Units & PUVR)	\$ 438,744	\$ 196,146	\$ 242,598
GROI	125%	114%	136%
% with Trade	24%	25%	22%
Avg. Over/Under Allowance	-29	42	-94



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	140	55	19
% of Retail Units	100%	39%	14%
% Retailed of Non-New Franchise	52%	53%	58%
Avg. Days to Sale	47.1	32.2	38.0
Avg. Transaction Price	\$ 19,177	\$ 18,832	\$ 16,384
Avg. Transaction to Market %	98%	98%	97%
Avg. Transactional Discount	\$ 354	\$ 354	\$ 367
Avg. Front End Gross	\$ 1,391	\$ 1,973	\$ 1,827
Avg. Finance Gross	\$ 1,743	\$ 1,545	\$ 1,698
PUVR	\$ 3,134	\$ 3,518	\$ 3,525
Total Gross (Units & PUVR)	\$ 438,744	\$ 193,500	\$ 66,967
GROI	125%	209%	204%
% with Trade	24%	15%	26%
Avg. Over/Under Allowance	-29	-11	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	62	2	2
0%	44%	1%	1%
#DIV/0!	53%	0%	0%
#DIV/0!	65.6	14.5	1.5
#DIV/0!	\$ 20,499	\$ 21,345	\$ 12,050
#DIV/0!	99%	95%	100%
#DIV/0!	\$ 374	\$ -	\$ -
#DIV/0!	\$ 710	\$ 3,647	\$ 113
#DIV/0!	\$ 1,955	\$ 673	\$ 2,115
#DIV/0!	\$ 2,664	\$ 4,320	\$ 2,228
#DIV/0!	\$ 165,183	\$ 8,639	\$ 4,455
#DIV/0!	71%	502%	4437%
#DIV/0!	31%	50%	0%
#DIV/0!	-55	0	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	140	77	19
% of Retail Units	100%	55%	14%
% Retailed of Non-New Franchise	52%	56%	47%
Avg. Days to Sale	47.1	14.2	38.5
Avg. Transaction Price	\$ 19,177	\$ 17,733	\$ 21,400
Avg. Transaction to Market %	98%	98%	96%
Avg. Transactional Discount	\$ 354	\$ 353	\$ 683
Avg. Front End Gross	\$ 1,391	\$ 2,101	\$ 1,178
Avg. Finance Gross	\$ 1,743	\$ 1,568	\$ 2,484
PUVR	\$ 3,134	\$ 3,669	\$ 3,662
Total Gross (Units & PUVR)	\$ 438,744	\$ 282,520	\$ 69,576
GROI	125%	525%	160%
% with Trade	24%	16%	42%
Avg. Over/Under Allowance	-29	9	-227



46-60 days	61-90 days	90+ days
10	11	23
7%	8%	16%
60%	36%	48%
52.5	72.7	149.7
\$ 17,686	\$ 21,248	\$ 21,835
97%	100%	100%
\$ 803	\$ 372	\$ (114)
\$ 538	\$ 1,466	\$ (475)
\$ 1,462	\$ 1,489	\$ 1,960
\$ 1,999	\$ 2,955	\$ 1,485
\$ 19,993	\$ 32,507	\$ 34,148
78%	69%	16%
10%	27%	39%
0	64	-48