

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Sean Gallagher	Kevin Parker	Andrew Pedrelli
Chris Sanders	Ron Kaiser	Avery Bode
Mike Delaney	Alex Sanchez	Ben Azar
Jeremy Cooper	Don Webster	Daniele Moddoni
Scott Christiansen		Erik Lord
		Jim Maki
		Julie Masciandaro
		Keith Zehm
		Kyle Starbird
		Lance Newton
		Mathew Pulliam
		Mitch Tracy
		Nikyia Anderson
		Patrick Mace
		Robert Barr
		Sandi Morden
		Keifer McConnell

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	P220205A	2017	Ford	F250	55	Trade on Used	Yes	\$ 53,491	\$ 52,333	101%	\$2,535	\$1,262
2	2200661A	2018	Jeep	Wrangler	54	Trade on New	No	\$ 36,998	\$ 36,998	100%	\$5,460	\$4,186
3	2200829A	2021	Ford	F350	4	Trade on New	Yes	\$ 74,991	\$ 74,591	100%	\$2,768	\$2,000
4	P220280A	2016	Ford	Explorer	21	Trade on Used	No	\$ 30,498	\$ 29,140	101%	\$1,319	\$2,321
5	P220311	2022	Chevrolet	Tahoe	2	Auction/Wholesale	No	\$ 76,500	\$ 76,500	100%	\$5,250	\$5,303
6	P220304	2020	Ford	F350	8	Auction/Wholesale	Yes	\$ 69,991	\$ 69,491	95%	\$3,697	\$5,542
7	2200836A	2008	Ford	Escape	2	Trade on New	No	\$ 17,419	\$ 17,419		\$3,419	\$250
8	P220300	2020	Ford	F150	18	Auction/Wholesale	Yes	\$ 52,491	\$ 52,391	100%	\$3,706	\$2,851
9	P220305	2022	Ford	Transit	12	Street/Curb Buy	Yes	\$ 54,991	\$ 54,991		\$6,650	\$0
10	P210283	2021	Ford	F350	231	Auction/Wholesale	Yes	\$ 83,991	\$ 83,991		(\$4,038)	\$5,594
11	2200486B	2017	Dodge	Grand Caravan	60	Trade on Used	No	\$ 14,995	\$ 14,995	97%	\$2,923	\$0
12	2200427A	20070	Ford	Explorer Sport Tra	19	Trade on New	No	\$ 11,995	\$ 11,995		\$4,179	\$0
13	P220133	2018	Ford	Explorer	175	Auction/Wholesale	Yes	\$ 29,998	\$ 29,998	105%	(\$5,111)	\$4,121
14	P220269	2021	Ford	F150	54	Auction/Wholesale	Yes	\$ 62,491	\$ 62,158	105%	\$2,529	\$1,210
15	2200850A	2017	Ford	F350	5	Trade on New	Yes	\$ 60,991	\$ 60,491	96%	\$5,480	\$4,069
16	P220221B	2018	Chevrolet	1500	61	Trade on Used	No	\$ 43,998	\$ 43,100	94%	\$2,389	\$0
17	2201011A	2020	Nissan	Altima	14	Trade on New	Yes	\$ 28,491	\$ 28,491		\$2,929	\$2,737
18	P220302	2021	Ford	F150	16	Auction/Wholesale	Yes	\$ 49,991	\$ 49,991	99%	\$4,597	\$0
19	P220292	2022	Ford	F350	39	Auction/Wholesale	Yes	\$ 83,991	\$ 82,491	99%	\$5,571	\$5,291
20	2200684A	2012	Ford	F150	6	Trade on New	No	\$ 20,498	\$ 19,648	99%	\$4,631	\$3,315
21	2200927A	2021	Ford	Expedition	7	Trade on New	Yes	\$ 61,991	\$ 61,991	105%	\$4,538	\$1,500
22	P220291A	2018	Chevrolet	Silverado 1500	11	Trade on Used	No	\$ 38,998	\$ 38,998	99%	\$5,931	\$2,478
23	P220093	2020	Ford	Explorer	218	Auction/Wholesale	Yes	\$ 46,998	\$ 46,998	104%	(\$9,682)	\$3,719
24	P220258	2021	Ford	F150	68	Auction/Wholesale	Yes	\$ 51,998	\$ 54,354	101%	(\$71)	\$929
25	P220314	2021	Ford	F250	6	Auction/Wholesale	Yes	\$ 74,991	\$ 75,241	97%	\$4,915	\$2,582
26	P220310	2021	Ford	Bronco Sport	7	Auction/Wholesale	Yes	\$ 39,991	\$ 39,991	103%	\$4,182	\$3,007
27	2200956A	2011	Infiniti	G37X	8	Trade on New	No	\$ 16,998	\$ 16,998	99%	\$4,900	\$1,731

28	2200660A	2019	Ford	F150	56	Trade on New	Yes	\$	44,491	\$	44,491	105%	\$2,988	\$3,568
29	2200820A	2018	Ford	Edge	7	Trade on New	Yes	\$	28,991	\$	28,991		\$4,849	\$2,574
30	2200451A	2018	Jeep	Renegade	103	Trade on New	No	\$	21,998	\$	21,998	98%	(\$183)	\$3,292
31	2200918A	2018	Ford	F350	12	Trade on New	Yes	\$	56,998	\$	56,359	94%	\$7,248	\$0
32	P220312	2020	Ford	Edge	7	Auction/Wholesale	Yes	\$	26,991	\$	25,991	99%	\$2,706	\$0
33	P220211A	2015	Ford	F150	9	Trade on Used	No	\$	34,998	\$	33,998	102%	\$1,822	\$3,497
34	P220264	2021	Ford	Transit	64	Auction/Wholesale	Yes	\$	52,998	\$	52,998	105%	\$5,116	\$0
35	2200836B	2008	Ford	Escape	1	Trade on Used	No	\$	7,995	\$	7,995	87%	\$3,926	\$1,160
36	P220257	2020	Ford	Escape	67	Auction/Wholesale	Yes	\$	27,498	\$	27,498	103%	\$200	\$2,636
37	2200697A	2021	Ford	Ranger	17	Trade on New	Yes	\$	45,991	\$	45,991	99%	\$4,616	\$1,700
38	P220217A	2015	RAM	ProMaster 1500	22	Street/Curb Buy	No	\$	25,998	\$	25,998	113%	\$6,173	\$3,204
39	P220244	2019	Ford	F150	82	Auction/Wholesale	Yes	\$	39,498	\$	38,761	100%	\$1,340	\$2,835
40	2201000A	2018	Nissan	Frontier	5	Trade on New	No	\$	27,998	\$	26,098	107%	\$2,242	\$1,000
41	2200661B	2012	Ford	Raptor	6	Trade on Used	No	\$	32,498	\$	31,998	98%	\$3,675	\$2,560
42	P220290	2021	Ford	F150	40	Auction/Wholesale	Yes	\$	60,991	\$	60,991	105%	\$12,550	\$3,543
43	P220313	2021	Ford	F150	13	Auction/Wholesale	Yes	\$	54,991	\$	54,491	100%	\$4,800	\$2,693
44	2200830A	2018	Ford	F150	24	Trade on New	Yes	\$	45,491	\$	43,491	101%	\$3,602	\$2,019
45	2200678A	2021	Ford	Bronco Sport	4	Trade on New	Yes	\$	32,991	\$	32,991	98%	\$5,067	\$3,247
46	2200645A	2011	Toyota	Tacoma	5	Trade on New	No	\$	25,498	\$	25,498	100%	\$5,072	\$1,330
47	P220260	2019	Ford	Ranger	76	Auction/Wholesale	Yes	\$	39,998	\$	39,998	101%	\$1,188	\$662
48	2200583A	2020	Ford	F350	41	Trade on New	Yes	\$	65,991	\$	65,241	101%	\$4,840	\$3,492
49	2200873A	2017	Ford	Explorer	19	Trade on New	Yes	\$	29,998	\$	28,998	107%	\$2,661	\$4,325
50	P220247	2019	Dodge	RAM 1500	82	Street/Curb Buy	No	\$	41,498	\$	40,498	100%	\$1,890	\$1,708
51	2200663A	2022	Nissan	Frontier	7	Trade on New	Yes	\$	33,991	\$	32,349	102%	\$1,229	\$0
52	2200731A	2011	Nissan	Frontier	4	Trade on New	No	\$	21,995	\$	21,995		\$6,215	\$3,168
53	2200554C	2020	Ford	F150	96	Trade on Used	Yes	\$	51,498	\$	51,498	99%	(\$1,895)	\$3,689

Scoreboard Totals

% Retailed of Non-Franchise Make	20%
Total # Retail Units	60
Avg. Days to Sale	38.1
Avg. Advertised Price (Time of Sale)	\$ 41,563
Avg. Transaction Price	\$ 41,245
Avg. Market Price at 100%	\$ 41,377
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 319
Avg. Front-End Gross	\$ 3,246
Avg. Finance Gross	\$ 2,293
PUVR	\$ 5,539
Total Gross (Units & PUVR)	\$ 332,347
GROI	127%
% with Trade	45%
Avg. Over/Under Allowance	\$72



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	20%	#DIV/0!	#DIV/0!
Total # Retail Units	60	0	0
Avg. Days to Sale	38.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 41,563	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 41,245	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 41,377	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 319	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,246	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,293	#DIV/0!	#DIV/0!
PUVR	\$ 5,539	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 332,347	#DIV/0!	#DIV/0!
GROI	127%	#DIV/0!	#DIV/0!
% with Trade	45%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	72	#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	20%	#DIV/0!	#DIV/0!
Total # Retail Units	60	0	0
Avg. Days to Sale	38.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 41,563	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 41,245	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 41,377	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 319	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,246	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,293	#DIV/0!	#DIV/0!
PUVR	\$ 5,539	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 332,347	#DIV/0!	#DIV/0!
GROI	127%	#DIV/0!	#DIV/0!
% with Trade	45%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	72	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	20%	#DIV/0!	#DIV/0!
Total # Retail Units	60	0	0
Avg. Days to Sale	38.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 41,563	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 41,245	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 41,377	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 319	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,246	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,293	#DIV/0!	#DIV/0!
PUVR	\$ 5,539	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 332,347	#DIV/0!	#DIV/0!
GROI	127%	#DIV/0!	#DIV/0!
% with Trade	45%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	72	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	60	37	23
Avg. Days to Sale	38.1	45.1	26.7
Avg. Advertised Price (Time of Sale)	\$ 41,563	\$ 50,182	\$ 27,309
Avg. Transaction Price	\$ 41,245	\$ 49,908	\$ 27,309
Avg. Market Price at 100%	\$ 41,377	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 319	\$ 274	\$ 390
Avg. Front-End Gross	\$ 3,246	\$ 3,069	\$ 3,531
Avg. Finance Gross	\$ 2,293	\$ 2,482	\$ 1,989
PUVR	\$ 5,539	\$ 5,551	\$ 5,520
Total Gross (Units & PUVR)	\$ 332,347	\$ 205,394	\$ 126,953
GROI	127%	89%	272%
% with Trade	45%	41%	52%
Avg. Over/Under Allowance	72	76	65



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	60	48	12
Avg. Days to Sale	38.1	37.0	42.3
Avg. Advertised Price (Time of Sale)	\$ 41,563	\$ 43,924	\$ 31,843
Avg. Transaction Price	\$ 41,245	\$ 43,595	\$ 31,843
Avg. Market Price at 100%	\$ 41,377	#DIV/0!	\$ 32,314
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	99%
Avg. Transaction to Market	100%	#DIV/0!	99%
Avg. Transactional Discount	\$ 319	\$ 328	\$ 280
Avg. Front-End Gross	\$ 3,246	\$ 3,142	\$ 3,665
Avg. Finance Gross	\$ 2,293	\$ 2,353	\$ 2,054
PUVR	\$ 5,539	\$ 5,494	\$ 5,719
Total Gross (Units & PUVR)	\$ 332,347	\$ 263,722	\$ 68,624
GROI	127%	122%	153%
% with Trade	45%	42%	58%
Avg. Over/Under Allowance	72	69	83



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	60	27	11
% of Retail Units	100%	45%	18%
% Retailed of Non-New Franchise	20%	19%	36%
Avg. Days to Sale	38.1	20.7	38.0
Avg. Transaction Price	\$ 41,245	\$ 36,251	\$ 31,827
Avg. Transaction to Market %	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 319	\$ 388	\$ 507
Avg. Front End Gross	\$ 3,246	\$ 4,132	\$ 2,277
Avg. Finance Gross	\$ 2,293	\$ 2,287	\$ 1,671
PUVR	\$ 5,539	\$ 6,420	\$ 3,948
Total Gross (Units & PUVR)	\$ 332,347	\$ 173,333	\$ 43,426
GROI	127%	307%	118%
% with Trade	45%	48%	36%
Avg. Over/Under Allowance	72	93	136



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	19	0	0
5%	32%	0%	0%
67%	5%	#DIV/0!	#DIV/0!
38.7	62.7	#DIV/0!	#DIV/0!
\$ 40,496	\$ 53,912	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 333	\$ 109	#DIV/0!	#DIV/0!
\$ 4,904	\$ 2,287	#DIV/0!	#DIV/0!
\$ 1,637	\$ 2,764	#DIV/0!	#DIV/0!
\$ 6,542	\$ 5,051	#DIV/0!	#DIV/0!
\$ 19,625	\$ 95,963	#DIV/0!	#DIV/0!
150%	54%	#DIV/0!	#DIV/0!
33%	47%	#DIV/0!	#DIV/0!
-333	69	#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	60	37	4
% of Retail Units	100%	62%	7%
% Retailed of Non-New Franchise	20%	16%	0%
Avg. Days to Sale	38.1	10.4	40.5
Avg. Transaction Price	\$ 41,245	\$ 38,675	\$ 61,179
Avg. Transaction to Market %	100%	#DIV/0!	102%
Avg. Transactional Discount	\$ 319	\$ 390	\$ 563
Avg. Front End Gross	\$ 3,246	\$ 4,212	\$ 6,676
Avg. Finance Gross	\$ 2,293	\$ 2,134	\$ 3,582
PUVR	\$ 5,539	\$ 6,346	\$ 10,258
Total Gross (Units & PUVR)	\$ 332,347	\$ 234,817	\$ 41,030
GROI	127%	569%	149%
% with Trade	45%	49%	25%
Avg. Over/Under Allowance	72	95	417



46-60 days	61-90 days	90+ days
6	8	5
10%	13%	8%
33%	38%	20%
54.5	73.6	164.6
\$ 40,078	\$ 40,506	\$ 46,897
#DIV/0!	100%	#DIV/0!
\$ 248	\$ 117	\$ -
\$ 3,484	\$ 1,529	\$ (4,182)
\$ 2,279	\$ 1,273	\$ 4,083
\$ 5,763	\$ 2,802	\$ (99)
\$ 34,579	\$ 22,415	\$ (494)
95%	34%	0%
33%	63%	20%
83	-125	0