

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Tony Hill	Nate Derouen	Paul Taft
Jeff Gilreath		Charleen Durrah
Walker Wakefield		Caleb Harris
		Danny Davis
		Taylor Cash
		Marty Segar
		Greg Robinson

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	21694001	2020	Chevrolet	Equinox	134	Trade on New	Yes	\$ 24,900	\$ 24,900	103%	\$503	\$0
2	89224000	2018	Cadillac	XT5	302	Auction/Wholesale	No	\$ 27,900	\$ 27,900	97%	(\$3,025)	\$2,091
3	9292001	2019	Acura	RDX	110	Trade on New	No	\$ 34,500	\$ 34,400	102%	\$1,503	\$500
4	31752001	2022	GMC	Sierra 2500	17	Trade on New	No	\$ 75,900	\$ 71,200	99%	\$3,895	\$0
5	99302000	2019	Buick	Encore	123	Auction/Wholesale	Yes	\$ 22,900	\$ 22,900	99%	(\$1,354)	\$0
6	19325001	2017	GMC	Yukon	36	Trade on Used	No	\$ 39,900	\$ 39,900	101%	\$3,004	\$3,184
7	10335000	2021	GMC	Sierra 1500	12	Auction/Wholesale	Yes	\$ 58,900	\$ 58,900	103%	\$4,843	\$0
8	31761001	2015	GMC	Yukon	7	Trade on New	No	\$ 34,900	\$ 34,400	92%	\$3,460	\$0
9	89291000	2018	Chevrolet	Silverado	147	Auction/Wholesale	Yes	\$ 35,900	\$ 35,900	102%	(\$385)	\$0
10	79320000	2017	Chevrolet	Silverado	52	Auction/Wholesale	Yes	\$ 35,900	\$ 35,900	102%	\$1,678	\$5,382
11	334000	2020	GMC	Sierra 1500	21	Auction/Wholesale	Yes	\$ 51,900	\$ 51,900	103%	\$4,179	\$0
12	9319001	2017	Jeep	Grand Cherokee	35	Trade on Used	No	\$ 24,900	\$ 20,553	101%	\$685	\$1,250
13	933800	2019	GMC	Acadia	19	Auction/Wholesale	Yes	\$ 29,900	\$ 29,900	98%	\$4,896	\$1,914
14	340000	2020	GMC	Yukon	15	Auction/Wholesale	Yes	\$ 62,900	\$ 62,900	102%	\$4,684	\$1,937
15	99268001	2019	Chevrolet	Silverado	132	Trade on Used	No	\$ 35,900	\$ 35,900	103%	\$1,410	\$1,929
16	99273000	2019	Chevrolet	Silverado	203	Auction/Wholesale	Yes	\$ 35,900	\$ 35,900	100%	(\$2,684)	\$1,163
17	89294000	2018	Chevrolet	Traverse	159	Auction/Wholesale	Yes	\$ 30,900	\$ 30,900	108%	\$1,357	\$0
18	9311000	2020	Ford	Explorer	108	Street/Curb Buy	No	\$ 43,900	\$ 43,900	104%	\$1,642	\$0
19	9299000	2020	Chevrolet	Tahoe LT	151	Auction/Wholesale	Yes	\$ 41,900	\$ 41,900	103%	(\$1,533)	\$118
20	91100001	2019	Buick	Regal	12	Trade on New	Yes	\$ 21,900	\$ 21,900	92%	\$4,717	\$501
21	9300000	2020	Chevrolet	Tahoe LT	156	Auction/Wholesale	Yes	\$ 43,900	\$ 43,900	102%	(\$453)	\$1,771
22	9317000	2020	Chrysler	Pacifica	104	Auction/Wholesale	No	\$ 24,900	\$ 24,900	104%	\$1,370	\$1,000
23	9337000	2019	Buick	Enclave	36	Auction/Wholesale	Yes	\$ 36,900	\$ 36,900	102%	\$2,819	\$1,000
24	13390000	2021	GMC	Sierra 3500	39	Auction/Wholesale	Yes	\$ 74,900	\$ 72,950	100%	\$3,050	\$3,544
25	31751001	2021	GMC	Acadia	61	Trade on New	No	\$ 36,900	\$ 36,900	103%	\$1,917	\$0
26	9299001	2015	Toyota	4 Runner	12	Trade on Used	No	\$ 25,900	\$ 24,632	101%	\$5,448	\$0
27	2173001	2018	GMC	Sierra 1500	110	Trade on New	No	\$ 39,900	\$ 39,000	103%	\$1,446	\$500
28	99267002	2017	Chevrolet	Suburban	104	Trade on Used	No	\$ 29,900	\$ 28,900	101%	\$3,315	\$250
29	21784001	2016	Chevrolet	Silverado	1	Trade on Used	No	\$ 26,632	\$ 26,632	98%	\$4,358	\$0
30	7957301	2017	Buick	Enclave	21	Trade on New	Yes	\$ 25,900	\$ 25,128	98%	\$4,418	\$0
31	99276001	2019	GMC	Terrain	168	Trade on Used	No	\$ 23,900	\$ 22,800	102%	\$1,005	\$1,160
32	9345000	2020	GMC	Sierra 1500	7	Auction/Wholesale	Yes	\$ 49,900	\$ 49,900	103%	\$2,842	\$1,263
33	31778001	2015	GMC	Yukon XL	1	Trade on New	No	\$ 36,900	\$ 36,200	104%	\$3,800	\$350

Scoreboard Totals

% Retailed of Non-Franchise Make	50%
Total # Retail Units	34
Avg. Days to Sale	79.2
Avg. Advertised Price (Time of Sale)	\$ 37,204
Avg. Transaction Price	\$ 36,694
Avg. Market Price at 100%	\$ 36,922
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 510
Avg. Front-End Gross	\$ 2,080
Avg. Finance Gross	\$ 956
PUVR	\$ 3,036
Total Gross (Units & PUVR)	\$ 103,222
GROI	38%
% with Trade	47%
Avg. Over/Under Allowance	(\$50)



Scoreboard

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Desk Manager	Totals	Jeff Gilreath	Tony Hill
% Retailed of Non-New Franchise	50%	53%	0%
Total # Retail Units	34	32	1
Avg. Days to Sale	79.2	83.3	17.0
Avg. Advertised Price (Time of Sale)	\$ 37,204	\$ 36,473	\$ 75,900
Avg. Transaction Price	\$ 36,694	\$ 36,078	\$ 71,200
Avg. Market Price at 100%	\$ 36,922	\$ 35,993	\$ 76,667
Avg. Price to Market % (Time of Sale)	101%	101%	99%
Avg. Transaction to Market	99%	100%	93%
Avg. Transactional Discount	\$ 510	\$ 395	\$ 4,700
Avg. Front-End Gross	\$ 2,080	\$ 1,940	\$ 3,895
Avg. Finance Gross	\$ 956	\$ 1,000	\$ -
PUVR	\$ 3,036	\$ 2,941	\$ 3,895
Total Gross (Units & PUVR)	\$ 103,222	\$ 94,109	\$ 3,895
GROI	38%	35%	116%
% with Trade	47%	50%	0%
Avg. Over/Under Allowance	-50	-54	0



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Walker Wakefield			
0%	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0
12.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,900	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,900	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,804	#DIV/0!	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,717	#DIV/0!	#DIV/0!	#DIV/0!
\$ 501	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,218	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,218	#DIV/0!	#DIV/0!	#DIV/0!
715%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Sales Consultant	Totals	Paul Taft	Charleen Durrah
% Retailed of Non-New Franchise	50%	67%	43%
Total # Retail Units	34	3	7
Avg. Days to Sale	79.2	43.3	105.9
Avg. Advertised Price (Time of Sale)	\$ 37,204	\$ 40,811	\$ 33,757
Avg. Transaction Price	\$ 36,694	\$ 40,811	\$ 33,629
Avg. Market Price at 100%	\$ 36,922	\$ 39,925	\$ 33,390
Avg. Price to Market % (Time of Sale)	101%	102%	101%
Avg. Transaction to Market	99%	102%	101%
Avg. Transactional Discount	\$ 510	\$ -	\$ 129
Avg. Front-End Gross	\$ 2,080	\$ 3,393	\$ 1,949
Avg. Finance Gross	\$ 956	\$ -	\$ 1,171
PUVR	\$ 3,036	\$ 3,393	\$ 3,120
Total Gross (Units & PUVR)	\$ 103,222	\$ 10,179	\$ 21,841
GROI	38%	69%	32%
% with Trade	47%	67%	29%
Avg. Over/Under Allowance	-50	218	0



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

Caleb Harris	Danny Davis	Taylor Cash	Marty Segar
38%	100%	100%	50%
8	1	1	10
99.0	104.0	78.0	57.9
\$ 40,900	\$ 29,900	\$ 16,900	\$ 42,460
\$ 40,422	\$ 28,900	\$ 16,900	\$ 41,783
\$ 40,376	\$ 29,604	\$ 18,571	\$ 41,791
101%	101%	91%	102%
100%	98%	91%	100%
\$ 478	\$ 1,000	\$ -	\$ 677
\$ 1,420	\$ 3,315	\$ 1,897	\$ 2,615
\$ 990	\$ 250	\$ 1,708	\$ 1,219
\$ 2,410	\$ 3,565	\$ 3,605	\$ 3,834
\$ 19,282	\$ 3,565	\$ 3,605	\$ 38,339
22%	43%	98%	57%
88%	100%	100%	20%
-171	0	0	-100

Greg Robinson			
50%	#DIV/0!	#DIV/0!	#DIV/0!
4	0	0	0
67.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,900	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,688	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,415	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,212	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,040	#DIV/0!	#DIV/0!	#DIV/0!
\$ 563	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,603	#DIV/0!	#DIV/0!	#DIV/0!
\$ 6,411	#DIV/0!	#DIV/0!	#DIV/0!
33%	#DIV/0!	#DIV/0!	#DIV/0!
25%	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Finance Manager	Totals	Nate Derouen	
% Retailed of Non-New Franchise	50%	50%	#DIV/0!
Total # Retail Units	34	34	0
Avg. Days to Sale	79.2	79.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,204	\$ 37,204	#DIV/0!
Avg. Transaction Price	\$ 36,694	\$ 36,694	#DIV/0!
Avg. Market Price at 100%	\$ 36,922	\$ 36,831	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	101%	#DIV/0!
Avg. Transaction to Market	99%	100%	#DIV/0!
Avg. Transactional Discount	\$ 510	\$ 510	#DIV/0!
Avg. Front-End Gross	\$ 2,080	\$ 2,080	#DIV/0!
Avg. Finance Gross	\$ 956	\$ 956	#DIV/0!
PUVR	\$ 3,036	\$ 3,036	#DIV/0!
Total Gross (Units & PUVR)	\$ 103,222	\$ 103,222	#DIV/0!
GROI	38%	38%	#DIV/0!
% with Trade	47%	0%	#DIV/0!
Avg. Over/Under Allowance	-50	-50	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	34	17	17
Avg. Days to Sale	79.2	76.9	81.5
Avg. Advertised Price (Time of Sale)	\$ 37,204	\$ 40,312	\$ 33,236
Avg. Transaction Price	\$ 36,694	\$ 40,152	\$ 33,236
Avg. Market Price at 100%	\$ 36,922	\$ 39,731	\$ 33,931
Avg. Price to Market % (Time of Sale)	101%	101%	98%
Avg. Transaction to Market	99%	101%	98%
Avg. Transactional Discount	\$ 510	\$ 160	\$ 860
Avg. Front-End Gross	\$ 2,080	\$ 1,975	\$ 2,184
Avg. Finance Gross	\$ 956	\$ 1,094	\$ 819
PUVR	\$ 3,036	\$ 3,069	\$ 3,003
Total Gross (Units & PUVR)	\$ 103,222	\$ 52,170	\$ 51,053
GROI	38%	36%	40%
% with Trade	47%	47%	47%
Avg. Over/Under Allowance	-50	30	-131



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	34	17	17
Avg. Days to Sale	79.2	41.5	116.9
Avg. Advertised Price (Time of Sale)	\$ 37,204	\$ 42,606	\$ 31,407
Avg. Transaction Price	\$ 36,694	\$ 41,981	\$ 31,407
Avg. Market Price at 100%	\$ 36,922	\$ 42,366	\$ 31,296
Avg. Price to Market % (Time of Sale)	101%	101%	100%
Avg. Transaction to Market	99%	99%	100%
Avg. Transactional Discount	\$ 510	\$ 625	\$ 395
Avg. Front-End Gross	\$ 2,080	\$ 3,154	\$ 1,005
Avg. Finance Gross	\$ 956	\$ 903	\$ 1,010
PUVR	\$ 3,036	\$ 4,057	\$ 2,015
Total Gross (Units & PUVR)	\$ 103,222	\$ 68,974	\$ 34,248
GROI	38%	84%	20%
% with Trade	47%	41%	53%
Avg. Over/Under Allowance	-50	-140	39



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	34	9	8
% of Retail Units	100%	26%	24%
% Retailed of Non-New Franchise	50%	22%	75%
Avg. Days to Sale	79.2	52.6	70.8
Avg. Transaction Price	\$ 36,694	\$ 36,003	\$ 27,027
Avg. Transaction to Market %	99%	98%	96%
Avg. Transactional Discount	\$ 510	\$ 852	\$ 964
Avg. Front End Gross	\$ 2,080	\$ 2,851	\$ 2,640
Avg. Finance Gross	\$ 956	\$ 206	\$ 1,185
PUVR	\$ 3,036	\$ 3,057	\$ 3,825
Total Gross (Units & PUVR)	\$ 103,222	\$ 27,510	\$ 30,604
GROI	38%	58%	72%
% with Trade	47%	44%	38%
Avg. Over/Under Allowance	-50	-180	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	16	0	0
3%	47%	0%	0%
100%	50%	#DIV/0!	#DIV/0!
108.0	96.6	#DIV/0!	#DIV/0!
\$ 43,900	\$ 41,466	#DIV/0!	#DIV/0!
104%	102%	#DIV/0!	#DIV/0!
\$ -	\$ 122	#DIV/0!	#DIV/0!
\$ 1,642	\$ 1,393	#DIV/0!	#DIV/0!
\$ -	\$ 1,324	#DIV/0!	#DIV/0!
\$ 1,642	\$ 2,717	#DIV/0!	#DIV/0!
\$ 1,642	\$ 43,467	#DIV/0!	#DIV/0!
12%	24%	#DIV/0!	#DIV/0!
100%	50%	#DIV/0!	#DIV/0!
-347	16	#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	34	12	4
% of Retail Units	100%	35%	12%
% Retailed of Non-New Franchise	50%	17%	25%
Avg. Days to Sale	79.2	12.1	36.5
Avg. Transaction Price	\$ 36,694	\$ 41,133	\$ 42,576
Avg. Transaction to Market %	99%	98%	96%
Avg. Transactional Discount	\$ 510	\$ 662	\$ 1,574
Avg. Front End Gross	\$ 2,080	\$ 4,295	\$ 2,390
Avg. Finance Gross	\$ 956	\$ 497	\$ 2,245
PUVR	\$ 3,036	\$ 4,792	\$ 4,634
Total Gross (Units & PUVR)	\$ 103,222	\$ 57,505	\$ 18,536
GROI	38%	347%	107%
% with Trade	47%	33%	50%
Avg. Over/Under Allowance	-50	-83	-125



46-60 days	61-90 days	90+ days
1	2	15
3%	6%	44%
100%	50%	80%
52.0	69.5	147.4
\$ 35,900	\$ 26,900	\$ 32,933
102%	97%	101%
\$ -	\$ -	\$ 207
\$ 1,678	\$ 1,907	\$ 274
\$ 5,382	\$ 854	\$ 699
\$ 7,060	\$ 2,761	\$ 973
\$ 7,060	\$ 5,522	\$ 14,599
136%	53%	7%
0%	100%	53%
0	-437	44