









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	13581A	2017	Chevrolet	Silverado	10	Trade on New	No	\$ 35,988	\$ 33,492	105%	\$2,302	\$3,303
2	HJ1238	2019	Dodge	Charger	57	Auction/Wholesale	No	\$ 23,995	\$ 20,871	89%	(\$3,032)	\$3,635
3	13555A	2008	GMC	Sierra	3	Trade on New	No	\$ 8,998	\$ 7,901	68%	\$3,102	\$0
4	HJ1245	2020	TOYOTA	TACOMA	42	Auction/Wholesale	No	\$ 39,779	\$ 39,779	100%	\$2,315	\$4,605
5	13471B	2006	JEEP	LIBERTY	5	Trade on Used	NO	\$ 5,599	\$ 3,871	100%	\$1,342	\$0
6	13542A	2021	Chevrolet	TRAVERSE	16	Trade on New	No	\$ 38,283	\$ 38,283	104%	\$4,856	\$6,296
7	13049	2022	Honda	HR-V	27	Loaner	Yes	\$ 29,561	\$ 29,561	105%	\$4,923	\$1,219
8	HJ1231	2021	TOYOTA	COROLLA	73	Auction/Wholesale	No	\$ 22,390	\$ 22,390	98%	(\$2,008)	\$1,602
9	HJ1217A	2022	KIA	K5	80	Trade on Used	No	\$ 25,497	\$ 25,497	96%	(\$880)	\$0
10	13481A	2021	Honda	CR-V	2	Trade on New	Yes	\$ 28,997	\$ 27,871	98%	\$1,938	\$0
11	HJ1245A	2009	Honda	ACCORD	2	Trade on Used	No	\$ 9,995	\$ 9,871	90%	\$2,871	\$0
12	HJ1262	2020	Honda	PILOT	5	LBO Customer	Yes	\$ 33,988	\$ 33,988	101%	\$6,440	\$3,909
13	HJ1225	2021	TOYOTA	CAMRY	75	Auction/Wholesale	No	\$ 26,950	\$ 26,950	100%	(\$2,158)	\$1,251
14	HJ1263	2019	Honda	CR-V	3	Street/Curb Buy	Yes	\$ 32,988	\$ 32,988	102%	\$3,405	\$8,495
15	13464C	2016	CADILLAC	CTS	33	Trade on Used	No	\$ 22,679	\$ 20,000	102%	\$321	\$1,583
16	13309B	2019	JEEP	G/CHEROKEE	107	Trade on Used	No	\$ 24,900	\$ 24,900	93%	(\$2,752)	\$875
17	HJ1258	2020	Honda	CR-V	18	Auction/Wholesale	Yes	\$ 29,988	\$ 27,988	97%	\$1,403	\$1,877
18	13492A	2017	TOYOTA	CAMRY	35	Trade on New	No	\$ 19,942	\$ 19,000	101%	\$1,497	\$766
19	HJ1264	2019	HONDA	CR-V	5	Street/Curb Buy	YES	\$ 25,988	\$ 24,488	102%	\$877	\$0
20	13543A	2013	TOYOTA	SIENNA	29	Trade on New	NO	\$ 18,988	\$ 18,988	100%	\$4,429	\$0
21	12946	2021	Honda	PASSPORT	41	Loaner	Yes	\$ 36,864	\$ 36,864	99%	\$4,762	\$1,291
22	13441C	2018	FORD	F-150	27	Trade on Used	No	\$ 29,988	\$ 29,988	103%	\$1,620	\$3,206
23	21208B	2020	TOYOTA	TUNDRA	23	Trade on Used	No	\$ 35,988	\$ 32,871	99%	\$5,128	\$0
24	13309C	2014	RAM	1500	6	Trade on Used	No	\$ 26,475	\$ 26,475	106%	\$3,167	\$1,556
25	13049A	2017	GMC	TERRAIN	14	Trade on New	No	\$ 17,988	\$ 17,322	96%	\$1,002	\$1,201
26	13435A	2022	Honda	CIVIC	70	Trade on New	No	\$ 31,822	\$ 31,822	96%	(\$1,757)	\$7,166
27	13309D	2011	Chevrolet	Silverado	3	Trade on Used	No	\$ 15,000	\$ 15,000	98%	\$4,517	\$0

28	13441D	2017	Honda	FIT	2	Trade on Used	Yes	\$	18,988	\$	18,988	105%	\$2,453	\$1,921
29	13529A	2020	Honda	PILOT	41	Trade on New	YES	\$	33,857	\$	33,857	98%	\$65	\$2,299
30	13547A	2020	Honda	CIVIC	23	Trade on New	Yes	\$	26,988	\$	25,971	106%	\$2,056	\$4,049
31	HJ1247	2021	GMC	SIERRA	58	Auction/Wholesale	No	\$	50,401	\$	49,553	100%	(\$1,830)	\$2,166
32	13530A	2018	Chevrolet	Silverado	24	Trade on New	No	\$	33,973	\$	33,973	101%	\$5,337	\$1,720
33	13495B	2022	Honda	PASSPORT	21	Trade on Used	YES	\$	41,348	\$	41,348	95%	\$5,672	\$2,367
34	13556A	2017	HYUNDAI	SANTA FE	19	Trade on New	No	\$	14,924	\$	13,044	99%	\$482	\$2,130
35	13576A	2021	BUICK	ENCORE GX	21	Trade on New	No	\$	28,986	\$	27,488	102%	\$538	\$3,012
36	13569A	2022	Honda	ODYSSEY	33	Trade on Used	Yes	\$	43,540	\$	43,540	98%	\$3,492	\$6,605
37	13357A	2018	SUBARU	OUTBACK	96	Trade on Used	No	\$	23,988	\$	23,988	109%	(\$2,037)	\$2,293
38	13530B1	2004	Chevrolet	Silverado	2	Trade on Used	No	\$	5,995	\$	4,100	76%	\$2,956	\$0
39	13631A	2011	Honda	PILOT	1	Trade on New	No	\$	15,000	\$	15,000	88%	\$3,758	\$0
40	13496A	2017	Honda	ACCORD	34	Trade on New	No	\$	20,079	\$	20,079	96%	\$955	\$100
41	13532A	2022	Chevrolet	Silverado	46	Trade on New	No	\$	47,988	\$	47,988	95%	\$2,769	\$2,570
42	13444A	2020	TOYOTA	COROLLA	65	Trade on New	No	\$	18,488	\$	18,488	91%	(\$848)	\$4,720
43	13606A	2016	Honda	ODYSSEY	18	Trade on New	No	\$	26,988	\$	25,883	108%	\$2,794	\$1,947
44	13427C	2018	RAM	1500	58	Trade on Used	No	\$	22,991	\$	22,991	92%	\$723	\$2,550
45	13495C	2013	Honda	PILOT	6	Trade on Used	No	\$	16,988	\$	16,000	89%	\$3,556	\$596
46	HJ1240B	2020	Chevrolet	CAMARO	34	Trade on Used	NO	\$	25,488	\$	25,488	95%	\$4,743	\$2,702
47	HJ1247	2008	FORD	F-250	6	Trade on Used	No	\$	13,000	\$	13,000	88%	\$3,536	\$0
48	13581B	2021	TOYOTA	TACOMA	25	Trade on Used	No	\$	31,414	\$	30,914	98%	\$1,475	\$736
49	13554A	2021	FORD	ECOSPORT	42	Trade on New	No	\$	21,832	\$	21,832	90%	\$346	\$4,434
50	13612A	2018	Chevrolet	Equinox	12	Trade on New	No	\$	20,358	\$	20,358	100%	\$3,685	\$0
51	13563B	2020	Honda	ACCORD	41	Trade on Used	No	\$	26,643	\$	26,643	94%	(\$747)	\$0
52	13537A	2015	INFINITI	Q50	19	Trade on New	No	\$	17,112	\$	17,112	99%	\$3,094	\$2,282
53	13452A	2020	Honda	RIDGELINE	92	Trade on New	Yes	\$	33,316	\$	33,316	93%	(\$2,599)	\$0

## Scoreboard Totals

% Retailed of Non-Franchise Make	61%
Total # Retail Units	98
Avg. Days to Sale	32.9
Avg. Advertised Price (Time of Sale)	\$ 28,429
Avg. Transaction Price	\$ 28,164
Avg. Market Price at 100%	\$ 29,613
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 264
Avg. Front-End Gross	\$ 1,205
Avg. Finance Gross	\$ 2,114
PUVR	\$ 3,319
Total Gross (Units & PUVR)	\$ 325,236
GROI	129%
% with Trade	48%
Avg. Over/Under Allowance	\$70



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	MICHAEL KING	AUSTIN MUSE
% Retailed of Non-New Franchise	61%	63%	50%
Total # Retail Units	98	27	30
Avg. Days to Sale	32.9	28.2	36.7
Avg. Advertised Price (Time of Sale)	\$ 28,429	\$ 26,634	\$ 30,112
Avg. Transaction Price	\$ 28,164	\$ 27,714	\$ 28,949
Avg. Market Price at 100%	\$ 29,613	\$ 27,471	\$ 31,307
Avg. Price to Market % (Time of Sale)	96%	97%	96%
Avg. Transaction to Market	95%	101%	92%
Avg. Transactional Discount	\$ 264	\$ (1,080)	\$ 1,163
Avg. Front-End Gross	\$ 1,205	\$ 1,172	\$ 1,108
Avg. Finance Gross	\$ 2,114	\$ 2,138	\$ 2,264
PUVR	\$ 3,319	\$ 3,310	\$ 3,372
Total Gross (Units & PUVR)	\$ 325,236	\$ 89,363	\$ 101,172
GROI	129%	153%	114%
% with Trade	48%	44%	50%
Avg. Over/Under Allowance	70	-93	225



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

SCOTT POWELL	NDON MONTGOMERY		
68%	#DIV/0!	#DIV/0!	#DIV/0!
41	0	0	0
33.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,379	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,886	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,403	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 492	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,297	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,988	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,285	#DIV/0!	#DIV/0!	#DIV/0!
\$ 134,701	#DIV/0!	#DIV/0!	#DIV/0!
128%	#DIV/0!	#DIV/0!	#DIV/0!
49%	#DIV/0!	#DIV/0!	#DIV/0!
64	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	ADRIAN BYRD
% Retailed of Non-New Franchise	61%	#DIV/0!	57%
Total # Retail Units	98	0	14
Avg. Days to Sale	32.9	#DIV/0!	36.1
Avg. Advertised Price (Time of Sale)	\$ 28,429	#DIV/0!	\$ 28,418
Avg. Transaction Price	\$ 28,164	#DIV/0!	\$ 30,731
Avg. Market Price at 100%	\$ 29,613	#DIV/0!	\$ 28,880
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	98%
Avg. Transaction to Market	95%	#DIV/0!	106%
Avg. Transactional Discount	\$ 264	#DIV/0!	\$ (2,313)
Avg. Front-End Gross	\$ 1,205	#DIV/0!	\$ 328
Avg. Finance Gross	\$ 2,114	#DIV/0!	\$ 1,861
PUVR	\$ 3,319	#DIV/0!	\$ 2,189
Total Gross (Units & PUVR)	\$ 325,236	#DIV/0!	\$ 30,646
GROI	129%	#DIV/0!	71%
% with Trade	48%	#DIV/0!	36%
Avg. Over/Under Allowance	70	#DIV/0!	36



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

DAVID MELENDEZ	ZACH DAVIS	JORDAN KENNER	BRITTNEY BONOMIN
80%	50%	20%	75%
5	4	5	4
35.0	25.8	21.0	41.0
\$ 25,964	\$ 44,126	\$ 27,972	\$ 43,764
\$ 25,465	\$ 36,626	\$ 27,747	\$ 43,095
\$ 26,644	\$ 45,472	\$ 28,443	\$ 44,582
97%	97%	98%	98%
96%	81%	98%	97%
\$ 499	\$ 7,500	\$ 225	\$ 670
\$ 206	\$ 4,915	\$ 2,495	\$ (31)
\$ 2,634	\$ 4,013	\$ 2,874	\$ 4,318
\$ 2,840	\$ 8,928	\$ 5,369	\$ 4,286
\$ 14,201	\$ 35,712	\$ 26,844	\$ 17,145
115%	341%	332%	87%
60%	100%	40%	75%
-100	2,500	497	250

FORREST SCHMIDT	CHARLIE KIRKHAM	MATT TAYLOR	MICHAEL MODICA
71%	40%	82%	78%
14	10	11	9
24.2	26.1	26.1	39.9
\$ 23,111	\$ 31,665	\$ 25,114	\$ 24,701
\$ 22,667	\$ 31,477	\$ 24,779	\$ 23,844
\$ 24,987	\$ 32,737	\$ 26,436	\$ 25,840
92%	97%	95%	96%
91%	96%	94%	92%
\$ 443	\$ 188	\$ 335	\$ 858
\$ 2,148	\$ 722	\$ 1,308	\$ 983
\$ 1,412	\$ 2,869	\$ 1,423	\$ 1,060
\$ 3,560	\$ 3,591	\$ 2,732	\$ 2,044
\$ 49,837	\$ 35,911	\$ 30,047	\$ 18,395
233%	157%	152%	77%
50%	70%	27%	22%
-324	-23	45	-56

TERRY KIBBY	BRAD SUTTER	JOSE LOPEZ	
0%	57%	100%	#DIV/0!
4	14	4	0
32.8	41.5	52.8	#DIV/0!
\$ 28,625	\$ 27,777	\$ 31,199	#DIV/0!
\$ 28,298	\$ 27,614	\$ 31,474	#DIV/0!
\$ 30,014	\$ 28,329	\$ 32,312	#DIV/0!
95%	98%	97%	#DIV/0!
94%	97%	97%	#DIV/0!
\$ 327	\$ 163	\$ (275)	#DIV/0!
\$ 593	\$ 1,250	\$ 10	#DIV/0!
\$ 2,821	\$ 1,966	\$ 1,947	#DIV/0!
\$ 3,413	\$ 3,216	\$ 1,957	#DIV/0!
\$ 13,653	\$ 45,017	\$ 7,828	#DIV/0!
133%	101%	42%	#DIV/0!
50%	57%	25%	#DIV/0!
250	-240	125	#DIV/0!

























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	DAVID KELLY	JACOB HICKS
% Retailed of Non-New Franchise	61%	59%	63%
Total # Retail Units	98	49	49
Avg. Days to Sale	32.9	34.3	31.4
Avg. Advertised Price (Time of Sale)	\$ 28,429	\$ 28,296	\$ 28,561
Avg. Transaction Price	\$ 28,164	\$ 28,177	\$ 28,152
Avg. Market Price at 100%	\$ 29,613	\$ 29,167	\$ 29,740
Avg. Price to Market % (Time of Sale)	96%	97%	96%
Avg. Transaction to Market	95%	97%	95%
Avg. Transactional Discount	\$ 264	\$ 119	\$ 409
Avg. Front-End Gross	\$ 1,205	\$ 1,229	\$ 1,180
Avg. Finance Gross	\$ 2,114	\$ 1,896	\$ 2,332
PUVR	\$ 3,319	\$ 3,125	\$ 3,513
Total Gross (Units & PUVR)	\$ 325,236	\$ 153,122	\$ 172,114
GROI	129%	116%	143%
% with Trade	48%	0%	0%
Avg. Over/Under Allowance	70	110	30







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	98	28	70
Avg. Days to Sale	32.9	29.9	34.1
Avg. Advertised Price (Time of Sale)	\$ 28,429	\$ 30,548	\$ 26,720
Avg. Transaction Price	\$ 28,164	\$ 31,775	\$ 26,720
Avg. Market Price at 100%	\$ 29,613	\$ 31,284	\$ 28,721
Avg. Price to Market % (Time of Sale)	96%	98%	93%
Avg. Transaction to Market	95%	102%	93%
Avg. Transactional Discount	\$ 264	\$ (1,227)	\$ 861
Avg. Front-End Gross	\$ 1,205	\$ 1,466	\$ 1,101
Avg. Finance Gross	\$ 2,114	\$ 2,211	\$ 2,075
PUVR	\$ 3,319	\$ 3,677	\$ 3,176
Total Gross (Units & PUVR)	\$ 325,236	\$ 102,950	\$ 222,286
GROI	129%	140%	126%
% with Trade	48%	39%	51%
Avg. Over/Under Allowance	70	112	53



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	98	38	60
Avg. Days to Sale	32.9	27.6	36.3
Avg. Advertised Price (Time of Sale)	\$ 28,429	\$ 28,083	\$ 27,709
Avg. Transaction Price	\$ 28,164	\$ 28,884	\$ 27,709
Avg. Market Price at 100%	\$ 29,613	\$ 28,853	\$ 29,834
Avg. Price to Market % (Time of Sale)	96%	97%	93%
Avg. Transaction to Market	95%	100%	93%
Avg. Transactional Discount	\$ 264	\$ (801)	\$ 939
Avg. Front-End Gross	\$ 1,205	\$ 1,342	\$ 1,118
Avg. Finance Gross	\$ 2,114	\$ 2,069	\$ 2,143
PUVR	\$ 3,319	\$ 3,411	\$ 3,260
Total Gross (Units & PUVR)	\$ 325,236	\$ 129,608	\$ 195,628
GROI	129%	154%	117%
% with Trade	48%	42%	52%
Avg. Over/Under Allowance	70	-57	150



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	98	40	31
% of Retail Units	100%	41%	32%
% Retailed of Non-New Franchise	61%	57%	74%
Avg. Days to Sale	32.9	28.9	29.8
Avg. Transaction Price	\$ 28,164	\$ 26,120	\$ 25,626
Avg. Transaction to Market %	95%	95%	89%
Avg. Transactional Discount	\$ 264	\$ 322	\$ 1,427
Avg. Front End Gross	\$ 1,205	\$ 1,235	\$ 1,924
Avg. Finance Gross	\$ 2,114	\$ 1,917	\$ 1,803
PUVR	\$ 3,319	\$ 3,151	\$ 3,727
Total Gross (Units & PUVR)	\$ 325,236	\$ 126,059	\$ 115,529
GROI	129%	150%	175%
% with Trade	48%	43%	52%
Avg. Over/Under Allowance	70	-101	202



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	18	4	1
4%	18%	4%	1%
0%	78%	0%	0%
8.8	53.7	33.5	5.0
\$ 29,642	\$ 36,084	\$ 29,703	\$ 33,988
99%	102%	100%	101%
\$ 375	\$ (1,818)	\$ -	\$ -
\$ 1,269	\$ (808)	\$ 3,019	\$ 6,440
\$ 3,102	\$ 2,923	\$ 1,420	\$ 3,909
\$ 4,371	\$ 2,114	\$ 4,439	\$ 10,349
\$ 17,484	\$ 38,059	\$ 17,756	\$ 10,349
607%	39%	161%	2192%
50%	44%	75%	100%
-250	306	34	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	98	56	14
% of Retail Units	100%	57%	14%
% Retailed of Non-New Franchise	61%	59%	50%
Avg. Days to Sale	32.9	12.4	37.0
Avg. Transaction Price	\$ 28,164	\$ 24,525	\$ 31,037
Avg. Transaction to Market %	95%	93%	96%
Avg. Transactional Discount	\$ 264	\$ 1,034	\$ 287
Avg. Front End Gross	\$ 1,205	\$ 2,529	\$ 978
Avg. Finance Gross	\$ 2,114	\$ 1,833	\$ 2,678
PUVR	\$ 3,319	\$ 4,362	\$ 3,656
Total Gross (Units & PUVR)	\$ 325,236	\$ 244,268	\$ 51,184
GROI	129%	517%	115%
% with Trade	48%	45%	57%
Avg. Over/Under Allowance	70	-9	206



46-60 days	61-90 days	90+ days
9	13	6
9%	13%	6%
67%	77%	67%
53.6	71.2	100.5
\$ 38,908	\$ 34,194	\$ 26,254
108%	94%	95%
\$ (4,003)	\$ -	\$ -
\$ (349)	\$ (1,246)	\$ (2,985)
\$ 1,820	\$ 3,116	\$ 1,693
\$ 1,470	\$ 1,870	\$ (1,293)
\$ 13,234	\$ 24,305	\$ (7,755)
25%	28%	-18%
67%	46%	33%
389	77	0