

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
SHAWN B	RUBEN N	DEXTER
RAYMOND A	CARESSA B	CHRIS
STEVE COON	COREY S	CARTER
		BRYCE
		LUIS
		JOSE
		TJ
		TONI V
		AL G
		IDY
		ERICA
		TJ
		HAILEY
		DOUG
		NICOLE
		ALEXIS
		CASEY

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	22h1393B	14	CADILLAC	SRX	18	Trade on Used	NO	\$ 18,900	\$ 18,500	105%	\$5,818	\$723
2	23H214A	17	JEEP	CHEROKEE	23	Trade on New	NO	\$ 23,900	\$ 22,000	92%	\$4,522	\$1,956
3	22UH255A	11	Mercedes-Benz	GLK CLASS	35	Trade on Used	NO	\$ 14,900	\$ 13,679	97%	\$3,505	\$915
4	22H1552A	18	TOYOTA	CAMRY	3	Trade on New	YES	\$ 29,900	\$ 29,900	101%	\$4,377	\$2,976
5	22H1504B	19	HONDA	CIVIC	25	Trade on Used	NO	\$ 25,900	\$ 24,493	100%	\$4,011	\$3,124
6	22H482A	5	TOYOTA	SEQUOIA	42	Trade on New	NO	\$ 10,900	\$ 10,500	84%	\$3,965	\$0
7	23H082A	22	TOYOTA	HIGHLANDER	49	Trade on New	YES	\$ 49,900	\$ 46,889	95%	\$5,218	\$0
8	22UH271A	13	TOYOTA	4RUNNER	46	Trade on Used	NO	\$ 19,900	\$ 16,999	73%	\$1,345	\$920
9	22UH305	18	TOYOTA	TUNDRA	11	Trade on New	YES	\$ 39,900	\$ 39,900	92%	\$2,462	\$1,915
10	22H1420C	22	TOYOTA	TACOMA	48	Trade on New	YES	\$ 43,900	\$ 41,500	91%	\$2,486	\$2,028
11	23H100A	18	TOYOTA	CAMRY	62	Trade on New	YES	\$ 25,900	\$ 22,999	99%	\$3,444	\$4,433
12	23H225A	24	TOYOTA	CAMRY	24	Trade on Used	NO	\$ 16,900	\$ 15,900	119%	\$4,895	\$327
13	22UH252B	21	TOYOTA	TUNDRA	9	Trade on Used	YES	\$ 45,900	\$ 45,275	94%	\$4,769	\$4,925
14	23UH001	21	SUBARU	OUTBACK	6	Trade on New	NO	\$ 34,900	\$ 34,052	96%	\$2,410	\$850
15	22H1575	13	CHEVROLET	TRAVERSE	42	Auction/Wholesale	NO	\$ 13,900	\$ 12,993	98%	\$6,073	\$0
16	22H1465K	20	NISSAN	ALTIMA	66	Trade on New	NO	\$ 24,900	\$ 19,999	91%	\$246	\$1,820
17	23H224A	18	TOYOTA	CAMRY HYB	31	Trade on New	YES	\$ 26,900	\$ 26,900	110%	\$3,807	\$4,693
18	23H166A	16	JEEP	COMPASS	33	Trade on New	NO	\$ 15,900	\$ 14,993	101%	\$6,233	\$2,840
19	22UH308	18	TOYOTA	RAV4	13	Street/Curb Buy	YES	\$ 25,900	\$ 25,400	99%	\$3,170	\$935
20	22H1539A	13	TOYOTA	CAMRY	27	Trade on New	NO	\$ 17,900	\$ 17,900	93%	\$6,577	\$0
21	23H187A	21	MAZDA	CX-9	23	Trade on New	NO	\$ 35,900	\$ 35,900	96%	\$6,177	\$6,270
22	22UH280	18	TOYOTA	TUNDRA	49	Auction/Wholesale	YES	\$ 50,900	\$ 48,679	102%	\$3,129	\$1,200
23	22H1091E	15	CADILLAC	ESCALADE	40	Trade on Used	NO	\$ 36,900	\$ 34,993	93%	\$6,058	\$901
24	22H1561A	17	HONDA	CIVIC	45	Trade on New	NO	\$ 22,900	\$ 19,999	97%	\$2,552	\$2,642
25	23H081A	19	SUBARU	OUTBACK	66	Trade on Used	NO	\$ 28,900	\$ 23,999	99%	\$2,955	\$0
26	22UH237C	20	TOYOTA	TUNDRA	20	Trade on Used	YES	\$ 43,900	\$ 43,300	92%	\$4,152	\$2,702
27	23H333A	16	TOYOTA	4RUNNER	14	Trade on Used	NO	\$ 29,900	\$ 29,900	87%	\$5,991	\$0
28	23H248A	15	CHEVROLET	IMPALA	15	Trade on New	NO	\$ 9,990	\$ 8,350	87%	\$2,586	\$914
29	22H1096D	14	TOYOTA	TACOMA	51	Trade on New	NO	\$ 24,900	\$ 19,999	92%	\$2,875	\$5,114
30	23H073A	13	TOYOTA	4RUNNER	51	Trade on New	NO	\$ 25,900	\$ 22,789	94%	\$2,169	\$1,106
31	22H1388A	19	TOYOTA	4RUNNER	43	Trade on New	YES	\$ 37,900	\$ 36,000	102%	\$1,868	\$549
32	23UH002	21	TOYOTA	COROLLA	11	Auction/Wholesale	YES	\$ 23,900	\$ 23,900	98%	\$620	\$3,997
33	23H250A	19	FORD	EDGE	8	Trade on Used	NO	\$ 28,900	\$ 27,927	105%	\$7,460	\$1,000
34	23H352A	17	SUBARU	IMPREZA	9	Trade on New	NO	\$ 19,900	\$ 19,450	101%	\$5,741	\$2,111

35	23H359A	17	GMC	YUKON XL	12	Trade on Used	NO	\$ 34,900	\$ 34,400	90%	\$4,875	\$162
36	22UH298	22	TOYOTA	CAMRY	39	Auction/Wholesale	YES	\$ 29,900	\$ 28,172	88%	\$3,120	\$2,094
37	22UH284A	19	TOYOTA	TACOMA	8	Trade on New	YES	\$ 26,900	\$ 26,900	86%	\$3,036	\$5,764
38	22UH270	18	HONDA	ACCORD	72	Auction/Wholesale	NO	\$ 28,900	\$ 23,999	94%	\$1,571	\$0
39	23H109A	8	TOYOTA	TACOMA	39	Trade on New	NO	\$ 19,900	\$ 18,900	96%	\$6,673	\$1,375
40	22H482B	17	JEEP	RENEGADE	16	Trade on New	NO	\$ 19,900	\$ 19,575	93%	\$3,447	\$0
41	22uh280a	18	TOYOTA	4RUNNER	12	Trade on New	YES	\$ 38,900	\$ 38,900	99%	\$5,285	\$0
42	22UH287A	18	GMC	SIERRA	33	Trade on Used	NO	\$ 36,900	\$ 35,993	96%	\$5,144	\$5,442
43	22H1410B	22	JEEP	WAGONER	25	Trade on Used	NO	\$ 64,900	\$ 61,900	97%	\$5,778	\$0
44	23UH008	22	TOYOTA	GR 86	14	Auction/Wholesale	YES	\$ 31,500	\$ 31,500	91%	\$2,055	\$5,709
45	23H328A	16	SUBARU	OUTBACK	13	Trade on Used	NO	\$ 21,500	\$ 21,500	107%	\$6,030	\$0
46	22H1542A	22	TOYOTA	COROLLA	70	Trade on New	YES	\$ 32,900	\$ 25,500	95%	(\$963)	\$4,614
47	23H071A	21	TOYOTA	COROLLA	72	Trade on Used	YES	\$ 19,900	\$ 18,999	93%	\$1,304	\$336
48	22UH294	21	RAM	1500	50	Auction/Wholesale	NO	\$ 54,900	\$ 52,775	95%	\$2,013	\$4,176
49	23H282A	20	TOYOTA	RAV4	11	Trade on Used	YES	\$ 29,500	\$ 29,500	102%	\$2,949	\$2,432
50	22UH301	20	JEEP	GRAND CHEROKE	44	Auction/Wholesale	NO	\$ 42,900	\$ 41,423	99%	\$3,526	\$2,308
51	23UH015	22	TOYOTA	RAV4	4	Trade on New	YES	\$ 33,900	\$ 33,900	93%	\$5,616	\$3,250
52	23H373A	14	RAM	3500	14	Trade on Used	NO	\$ 46,900	\$ 46,900	105%	\$7,272	\$1,523
53	23H112A	22	TOYOTA	SUPRA	59	Trade on New	YES	\$ 59,900	\$ 54,999	95%	\$4,392	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	92
Avg. Days to Sale	30.7
Avg. Advertised Price (Time of Sale)	\$ 30,775
Avg. Transaction Price	\$ 29,294
Avg. Market Price at 100%	\$ 31,891
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	92%
Avg. Transactional Discount	\$ 1,481
Avg. Front-End Gross	\$ 4,052
Avg. Finance Gross	\$ 2,008
PUVR	\$ 6,060
Total Gross (Units & PUVR)	\$ 557,519
GROI	242%
% with Trade	37%
Avg. Over/Under Allowance	\$74



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	92	0	0
Avg. Days to Sale	30.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,775	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,294	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 31,891	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,481	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,052	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,008	#DIV/0!	#DIV/0!
PUVR	\$ 6,060	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 557,519	#DIV/0!	#DIV/0!
GROI	242%	#DIV/0!	#DIV/0!
% with Trade	37%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	74	#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	100%	#DIV/0!	#DIV/0!
Total # Retail Units	92	0	0
Avg. Days to Sale	30.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,775	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,294	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 31,891	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,481	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,052	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,008	#DIV/0!	#DIV/0!
PUVR	\$ 6,060	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 557,519	#DIV/0!	#DIV/0!
GROI	242%	#DIV/0!	#DIV/0!
% with Trade	37%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	74	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	92	0	0
Avg. Days to Sale	30.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,775	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,294	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 31,891	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,481	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,052	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,008	#DIV/0!	#DIV/0!
PUVR	\$ 6,060	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 557,519	#DIV/0!	#DIV/0!
GROI	242%	#DIV/0!	#DIV/0!
% with Trade	37%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	74	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	92	36	56
Avg. Days to Sale	30.7	26.2	33.7
Avg. Advertised Price (Time of Sale)	\$ 30,775	\$ 36,378	\$ 25,402
Avg. Transaction Price	\$ 29,294	\$ 35,347	\$ 25,402
Avg. Market Price at 100%	\$ 31,891	\$ 37,558	\$ 28,548
Avg. Price to Market % (Time of Sale)	96%	97%	89%
Avg. Transaction to Market	92%	94%	89%
Avg. Transactional Discount	\$ 1,481	\$ 1,031	\$ 1,771
Avg. Front-End Gross	\$ 4,052	\$ 3,935	\$ 4,128
Avg. Finance Gross	\$ 2,008	\$ 2,582	\$ 1,639
PUVR	\$ 6,060	\$ 6,516	\$ 5,767
Total Gross (Units & PUVR)	\$ 557,519	\$ 234,587	\$ 322,932
GROI	242%	253%	243%
% with Trade	37%	36%	38%
Avg. Over/Under Allowance	74	57	86



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	92	0	92
Avg. Days to Sale	30.7	#DIV/0!	30.7
Avg. Advertised Price (Time of Sale)	\$ 30,775	#DIV/0!	\$ 29,294
Avg. Transaction Price	\$ 29,294	#DIV/0!	\$ 29,294
Avg. Market Price at 100%	\$ 31,891	#DIV/0!	\$ 32,073
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	91%
Avg. Transaction to Market	92%	#DIV/0!	91%
Avg. Transactional Discount	\$ 1,481	#DIV/0!	\$ 1,481
Avg. Front-End Gross	\$ 4,052	#DIV/0!	\$ 4,052
Avg. Finance Gross	\$ 2,008	#DIV/0!	\$ 2,008
PUVR	\$ 6,060	#DIV/0!	\$ 6,060
Total Gross (Units & PUVR)	\$ 557,519	#DIV/0!	\$ 557,519
GROI	242%	#DIV/0!	242%
% with Trade	37%	#DIV/0!	37%
Avg. Over/Under Allowance	74	#DIV/0!	74



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	92	55	25
% of Retail Units	100%	60%	27%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	30.7	30.1	28.0
Avg. Transaction Price	\$ 29,294	\$ 28,387	\$ 27,887
Avg. Transaction to Market %	92%	91%	94%
Avg. Transactional Discount	\$ 1,481	\$ 1,526	\$ 1,061
Avg. Front End Gross	\$ 4,052	\$ 4,105	\$ 4,586
Avg. Finance Gross	\$ 2,008	\$ 2,004	\$ 1,694
PUVR	\$ 6,060	\$ 6,109	\$ 6,280
Total Gross (Units & PUVR)	\$ 557,519	\$ 335,979	\$ 156,999
GROI	242%	257%	289%
% with Trade	37%	35%	44%
Avg. Over/Under Allowance	74	132	-36



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	11	0	0
1%	12%	0%	0%
100%	100%	#DIV/0!	#DIV/0!
13.0	41.5	#DIV/0!	#DIV/0!
\$ 25,400	\$ 37,380	#DIV/0!	#DIV/0!
97%	89%	#DIV/0!	#DIV/0!
\$ 500	\$ 2,301	#DIV/0!	#DIV/0!
\$ 3,170	\$ 2,657	#DIV/0!	#DIV/0!
\$ 935	\$ 2,837	#DIV/0!	#DIV/0!
\$ 4,105	\$ 5,494	#DIV/0!	#DIV/0!
\$ 4,105	\$ 60,437	#DIV/0!	#DIV/0!
448%	128%	#DIV/0!	#DIV/0!
0%	36%	#DIV/0!	#DIV/0!
0	45	#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	92	49	21
% of Retail Units	100%	53%	23%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	30.7	14.5	39.5
Avg. Transaction Price	\$ 29,294	\$ 30,401	\$ 24,502
Avg. Transaction to Market %	92%	96%	91%
Avg. Transactional Discount	\$ 1,481	\$ 489	\$ 1,351
Avg. Front End Gross	\$ 4,052	\$ 4,807	\$ 4,241
Avg. Finance Gross	\$ 2,008	\$ 2,024	\$ 2,058
PUVR	\$ 6,060	\$ 6,831	\$ 6,300
Total Gross (Units & PUVR)	\$ 557,519	\$ 334,743	\$ 132,294
GROI	242%	558%	234%
% with Trade	37%	39%	33%
Avg. Over/Under Allowance	74	42	81



46-60 days	61-90 days	90+ days
13	9	0
14%	10%	0%
100%	100%	#DIV/0!
50.7	69.8	#DIV/0!
\$ 35,558	\$ 25,401	#DIV/0!
85%	82%	#DIV/0!
\$ 3,189	\$ 4,721	#DIV/0!
\$ 2,898	\$ 1,167	#DIV/0!
\$ 1,846	\$ 2,034	#DIV/0!
\$ 4,744	\$ 3,201	#DIV/0!
\$ 61,672	\$ 28,811	#DIV/0!
95%	65%	#DIV/0!
46%	22%	#DIV/0!
123	167	#DIV/0!