

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Corey	Ben	Ryan
Jordan	Lindsey	Robert
		Tarves
		Brayden
		Brandon
		Jonathan





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	P1570	2021	KIA	TELLURIDE	57	Auction/Wholesale	Yes	\$ 39,692	\$ 49,695	100%	\$4,328	\$6,929
2	G352021A	2019	Nissan	SENTRA	42	Trade on New	No	\$ 18,210	\$ 18,626	99%	\$2,765	\$0
3	7864922A	2021	Kia	K5	19	Trade on New	Yes	\$ 25,635	\$ 23,000	104%	\$2,379	\$3,613
4	P1562A	2019	Kia	SORENTO	26	Trade on Used	Yes	\$ 22,344	\$ 22,844	104%	\$5,164	\$2,487
5	6250219A	2020	Kia	SEDONA	17	Trade on New	Yes	\$ 28,779	\$ 29,279	106%	\$2,099	\$887
6	G173018A	2021	Kia	SORENTO	44	Trade on New	Yes	\$ 29,554	\$ 30,054	99%	\$1,078	\$4,019
7	P1587	2022	Kia	CARNIVAL	12	Auction/Wholesale	Yes	\$ 50,376	\$ 50,376	102%	\$9,096	\$8,136
8	G092290A	2018	Jeep	COMPASS	24	Trade on New	No	\$ 19,535	\$ 18,026	103%	\$937	\$1,856
9	6250219B	2016	Ram	1500	6	Trade on Used	No	\$ 26,385	\$ 19,818	96%	\$1,427	\$201
10	G198161B	2016	Kia	OPTIMA	23	Trade on Used	No	\$ 16,188	\$ 12,800	104%	\$1,478	\$1,787
11	G173074A	2017	Toyota	RAV4	61	Trade on New	No	\$ 19,044	\$ 19,044	97%	\$2,859	\$1,785
12	G348954A	2021	Kia	TELLURIDE	75	Trade on New	Yes	\$ 37,409	\$ 37,909	95%	\$1,081	\$2,675
13	P1588	2020	Kia	FORTE	0	LBO Customer	Yes	\$ 15,950	\$ 15,950	100%	\$3,317	\$2,100
14	G102062A	2021	Kia	SPORTAGE	6	Trade on New	Yes	\$ 25,153	\$ 23,481	105%	\$2,307	\$1,409
15	G341133A	2014	Mazda	CX-9	20	Trade on New	No	\$ 14,903	\$ 12,000	103%	\$1,314	\$838
16	G179652A	2020	Kia	SPORTAGE	28	Trade on New	Yes	\$ 22,986	\$ 22,986	95%	(\$839)	\$550
17	P1584	2022	Kia	SORENTO	72	Auction/Wholesale	Yes	\$ 42,990	\$ 42,990	101%	(\$1,314)	\$0
18	7404198A	2020	Kia	FORTE	21	Trade on New	Yes	\$ 20,247	\$ 20,000	103%	\$2,794	\$807
19	G198161A	2019	Kia	OPTIMA	5	Trade on New	Yes	\$ 20,302	\$ 19,000	103%	\$4,085	\$0
20	P1576B	2022	Jeep	WRANGLER	1	Trade on Used	No	\$ 40,164	\$ 40,164	100%	\$1,950	\$251
21	G354003A	2020	Kia	TELLURIDE	15	Trade on New	Yes	\$ 35,817	\$ 34,626	105%	\$4,241	\$0
22	P1576A	2020	Kia	TELLURIDE	46	Trade on Used	Yes	\$ 40,942	\$ 40,942	99%	\$3,570	\$2,311
23	P1568	2020	Kia	FORTE	20	Auction/Wholesale	Yes	\$ 20,111	\$ 21,111	91%	(\$1,292)	\$1,307
24	G195418A	2020	Toyota	COROLLA	39	Trade on New	No	\$ 22,533	\$ 22,500	102%	\$2,273	\$2,183
25	PG328615A	2023	Kia	SPORTAGE	70	Trade on New	Yes	\$ 30,330	\$ 30,330	98%	\$2,389	\$3,348
26	P1485	2020	Kia	SORENTO	48	Auction/Wholesale	Yes	\$ 25,456	\$ 24,000	101%	\$2,618	\$581
27	P1562A	2021	Kia	SORENTO	13	Trade on Used	Yes	\$ 22,344	\$ 26,604	104%	\$1,479	\$3,146
28	P1583	2020	Kia	TELLURIDE	56	Auction/Wholesale	Yes	\$ 42,596	\$ 42,596	99%	\$1,459	\$3,156
29	P1555	2021	Kia	FORTE	5	Auction/Wholesale	Yes	\$ 19,883	\$ 20,883	94%	(\$1,821)	\$1,307
30	G168040A	2019	Kia	STINGER	6	Trade on New	Yes	\$ 29,957	\$ 27,995	108%	\$4,022	\$1,957



## Scoreboard Totals

% Retailed of Non-Franchise Make	26%
Total # Retail Units	35
Avg. Days to Sale	28.0
Avg. Advertised Price (Time of Sale)	\$ 26,513
Avg. Transaction Price	\$ 26,347
Avg. Market Price at 100%	\$ 26,400
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 166
Avg. Front-End Gross	\$ 2,173
Avg. Finance Gross	\$ 1,971
PUVR	\$ 4,144
Total Gross (Units & PUVR)	\$ 145,045
GROI	202%
% with Trade	37%
Avg. Over/Under Allowance	(\$21)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Corey
% Retailed of Non-New Franchise	26%	#DIV/0!	33%
Total # Retail Units	35	0	21
Avg. Days to Sale	28.0	#DIV/0!	29.8
Avg. Advertised Price (Time of Sale)	\$ 26,513	#DIV/0!	\$ 24,101
Avg. Transaction Price	\$ 26,347	#DIV/0!	\$ 23,768
Avg. Market Price at 100%	\$ 26,400	#DIV/0!	\$ 24,139
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	100%
Avg. Transaction to Market	100%	#DIV/0!	98%
Avg. Transactional Discount	\$ 166	#DIV/0!	\$ 333
Avg. Front-End Gross	\$ 2,173	#DIV/0!	\$ 1,921
Avg. Finance Gross	\$ 1,971	#DIV/0!	\$ 1,712
PUVR	\$ 4,144	#DIV/0!	\$ 3,633
Total Gross (Units & PUVR)	\$ 145,045	#DIV/0!	\$ 76,292
GROI	202%	#DIV/0!	185%
% with Trade	37%	#DIV/0!	43%
Avg. Over/Under Allowance	-21	#DIV/0!	-247



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

Corey			
33%	#DIV/0!	#DIV/0!	#DIV/0!
21	0	0	0
29.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,101	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,768	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,139	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 333	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,921	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,712	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,633	#DIV/0!	#DIV/0!	#DIV/0!
\$ 76,292	#DIV/0!	#DIV/0!	#DIV/0!
185%	#DIV/0!	#DIV/0!	#DIV/0!
43%	#DIV/0!	#DIV/0!	#DIV/0!
-247	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Ryan	Robert
% Retailed of Non-New Franchise	26%	22%	25%
Total # Retail Units	35	9	4
Avg. Days to Sale	28.0	18.6	35.0
Avg. Advertised Price (Time of Sale)	\$ 26,513	\$ 28,765	\$ 21,605
Avg. Transaction Price	\$ 26,347	\$ 27,701	\$ 20,877
Avg. Market Price at 100%	\$ 26,400	\$ 28,508	\$ 21,322
Avg. Price to Market % (Time of Sale)	100%	101%	101%
Avg. Transaction to Market	100%	97%	98%
Avg. Transactional Discount	\$ 166	\$ 1,064	\$ 728
Avg. Front-End Gross	\$ 2,173	\$ 3,088	\$ 2,060
Avg. Finance Gross	\$ 1,971	\$ 1,474	\$ 1,581
PUVR	\$ 4,144	\$ 4,562	\$ 3,640
Total Gross (Units & PUVR)	\$ 145,045	\$ 41,058	\$ 14,561
GROI	202%	320%	179%
% with Trade	37%	56%	25%
Avg. Over/Under Allowance	-21	-93	0



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

Tarves	Brayden	Brandon	Jonathan
40%	17%	25%	100%
5	12	4	1
42.0	22.8	42.5	20.0
\$ 27,021	\$ 24,397	\$ 34,968	\$ 14,903
\$ 28,462	\$ 24,514	\$ 35,210	\$ 12,000
\$ 26,812	\$ 24,478	\$ 35,177	\$ 14,469
101%	100%	99%	103%
106%	100%	100%	83%
\$ (1,441)	\$ (117)	\$ (242)	\$ 2,903
\$ 1,851	\$ 1,327	\$ 3,382	\$ 1,314
\$ 1,845	\$ 1,861	\$ 4,253	\$ 838
\$ 3,696	\$ 3,188	\$ 7,635	\$ 2,152
\$ 18,480	\$ 38,253	\$ 30,541	\$ 2,152
111%	206%	184%	323%
40%	25%	50%	0%
-510	387	-500	0





























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Ben	Lindsey
% Retailed of Non-New Franchise	26%	35%	0%
Total # Retail Units	35	26	9
Avg. Days to Sale	28.0	24.0	39.7
Avg. Advertised Price (Time of Sale)	\$ 26,513	\$ 25,362	\$ 29,837
Avg. Transaction Price	\$ 26,347	\$ 25,201	\$ 29,656
Avg. Market Price at 100%	\$ 26,400	\$ 25,313	\$ 29,635
Avg. Price to Market % (Time of Sale)	100%	100%	101%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ 166	\$ 161	\$ 181
Avg. Front-End Gross	\$ 2,173	\$ 2,268	\$ 1,897
Avg. Finance Gross	\$ 1,971	\$ 2,054	\$ 1,732
PUVR	\$ 4,144	\$ 4,322	\$ 3,629
Total Gross (Units & PUVR)	\$ 145,045	\$ 112,381	\$ 32,664
GROI	202%	258%	111%
% with Trade	37%	0%	0%
Avg. Over/Under Allowance	-21	-43	41







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	35	25	10
Avg. Days to Sale	28.0	29.0	25.5
Avg. Advertised Price (Time of Sale)	\$ 26,513	\$ 28,693	\$ 19,703
Avg. Transaction Price	\$ 26,347	\$ 29,004	\$ 19,703
Avg. Market Price at 100%	\$ 26,400	\$ 28,596	\$ 20,994
Avg. Price to Market % (Time of Sale)	100%	100%	94%
Avg. Transaction to Market	100%	101%	94%
Avg. Transactional Discount	\$ 166	\$ (311)	\$ 1,359
Avg. Front-End Gross	\$ 2,173	\$ 2,220	\$ 2,055
Avg. Finance Gross	\$ 1,971	\$ 2,289	\$ 1,177
PUVR	\$ 4,144	\$ 4,509	\$ 3,232
Total Gross (Units & PUVR)	\$ 145,045	\$ 112,727	\$ 32,318
GROI	202%	193%	232%
% with Trade	37%	32%	50%
Avg. Over/Under Allowance	-21	152	-455



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	35	26	9
Avg. Days to Sale	28.0	28.8	25.8
Avg. Advertised Price (Time of Sale)	\$ 26,513	\$ 28,212	\$ 20,470
Avg. Transaction Price	\$ 26,347	\$ 28,381	\$ 20,470
Avg. Market Price at 100%	\$ 26,400	\$ 28,095	\$ 21,597
Avg. Price to Market % (Time of Sale)	100%	100%	95%
Avg. Transaction to Market	100%	101%	95%
Avg. Transactional Discount	\$ 166	\$ (169)	\$ 1,134
Avg. Front-End Gross	\$ 2,173	\$ 2,191	\$ 2,119
Avg. Finance Gross	\$ 1,971	\$ 2,270	\$ 1,109
PUVR	\$ 4,144	\$ 4,461	\$ 3,228
Total Gross (Units & PUVR)	\$ 145,045	\$ 115,992	\$ 29,053
GROI	202%	197%	220%
% with Trade	37%	31%	56%
Avg. Over/Under Allowance	-21	147	-505



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	35	20	6
% of Retail Units	100%	57%	17%
% Retailed of Non-New Franchise	26%	35%	33%
Avg. Days to Sale	28.0	29.8	19.2
Avg. Transaction Price	\$ 26,347	\$ 23,148	\$ 27,195
Avg. Transaction to Market %	100%	98%	97%
Avg. Transactional Discount	\$ 166	\$ 558	\$ 866
Avg. Front End Gross	\$ 2,173	\$ 2,087	\$ 2,511
Avg. Finance Gross	\$ 1,971	\$ 1,685	\$ 1,697
PUVR	\$ 4,144	\$ 3,772	\$ 4,209
Total Gross (Units & PUVR)	\$ 145,045	\$ 75,430	\$ 25,251
GROI	202%	197%	291%
% with Trade	37%	35%	50%
Avg. Over/Under Allowance	-21	-267	600



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	7	0	2
0%	20%	0%	6%
#DIV/0!	0%	#DIV/0!	0%
#DIV/0!	38.6	#DIV/0!	0.0
#DIV/0!	\$ 35,950	#DIV/0!	\$ 22,175
#DIV/0!	102%	#DIV/0!	100%
#DIV/0!	\$ (1,507)	#DIV/0!	\$ -
#DIV/0!	\$ 1,868	#DIV/0!	\$ 3,084
#DIV/0!	\$ 3,059	#DIV/0!	\$ 1,854
#DIV/0!	\$ 4,927	#DIV/0!	\$ 4,937
#DIV/0!	\$ 34,490	#DIV/0!	\$ 9,874
#DIV/0!	128%	#DIV/0!	#DIV/0!
#DIV/0!	43%	#DIV/0!	0%
#DIV/0!	143	#DIV/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	35	21	3
% of Retail Units	100%	60%	9%
% Retailed of Non-New Franchise	26%	29%	67%
Avg. Days to Sale	28.0	14.6	41.7
Avg. Transaction Price	\$ 26,347	\$ 23,758	\$ 23,727
Avg. Transaction to Market %	100%	98%	101%
Avg. Transactional Discount	\$ 166	\$ 750	\$ (294)
Avg. Front End Gross	\$ 2,173	\$ 2,238	\$ 2,039
Avg. Finance Gross	\$ 1,971	\$ 1,730	\$ 2,067
PUVR	\$ 4,144	\$ 3,969	\$ 4,106
Total Gross (Units & PUVR)	\$ 145,045	\$ 83,339	\$ 12,318
GROI	202%	411%	150%
% with Trade	37%	38%	33%
Avg. Over/Under Allowance	-21	52	-1,000



46-60 days	61-90 days	90+ days
4	5	0
11%	14%	0%
0%	20%	#DIV/0!
51.8	68.2	#DIV/0!
\$ 39,308	\$ 30,090	#DIV/0!
105%	98%	#DIV/0!
\$ (2,137)	\$ (100)	#DIV/0!
\$ 2,994	\$ 956	#DIV/0!
\$ 3,244	\$ 1,956	#DIV/0!
\$ 6,238	\$ 2,912	#DIV/0!
\$ 24,952	\$ 14,562	#DIV/0!
110%	51%	#DIV/0!
50%	40%	#DIV/0!
41	200	#DIV/0!