

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Jim	Jesse	Blaine
Ryan	Martin	Steve
Ameen	Konrad	Rod
AJ	Mark	Roger
Miguel	Miguel	OT
House	House	Robert
		Bruno
		Ary
		Terry
		Don
		Tim
		Brittany
		Tim
		Hermes
		Matt
		Mo
		Emmanuel
		Jay
		Brennan
		Omar M
		Billy
		House

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Market Price at 100%
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	\$ 15,789
1	22BS1534B	2014	Dodge	Rampage	21	Trade on Used	No	No	\$ 17,995	\$ 15,895	81%	\$ 22,216
2	22F1520A	2019	Ford	F150	2	Trade on New	No	Yes	\$ 44,900	\$ 44,900	102%	\$ 44,020
3	PTS4074	2020	Dodge	Caravan	17	Auction/Wholesale	No	No	\$ 41,991	\$ 41,991	139%	\$ 30,209
4	22F1467K	2012	Dodge	Rampage	26	Trade on Used	No	No	\$ 15,995	\$ 12,700	81%	\$ 19,747
5	PTS4064	2013	Ford	F150	93	Auction/Wholesale	No	Yes	\$ 27,895	\$ 23,695	123%	\$ 22,679
6	22F1518B	2019	Dodge	Rampage	18	Trade on Used	No	No	\$ 54,995	\$ 54,900	81%	\$ 67,895
7	22F1081A	2019	Ford	F150	33	Trade on New	No	Yes	\$ 36,991	\$ 37,991	93%	\$ 39,775
8	22F1381A	2016	Dodge	Rampage	98	Trade on New	No	No	\$ 51,995	\$ 47,619	93%	\$ 55,909
9	22BS1372A	2022	Ford	Maverick	1	Trade on New	No	Yes	\$ 51,991	\$ 49,991	120%	\$ 43,326
10	22E1524A	2015	Ford	F150	6	Trade on New	No	Yes	\$ 25,991	\$ 23,891	87%	\$ 29,875
11	22F478BR	2018	Ford	F150	34	Trade on Used	No	Yes	\$ 39,690	\$ 38,991	96%	\$ 41,344
12	22F1357A	2019	Ford	F150	18	Trade on New	No	Yes	\$ 46,895	\$ 43,500	92%	\$ 50,973
13	22ES1596B	2018	Ford	Escape	14	Trade on Used	No	Yes	\$ 31,977	\$ 31,472	114%	\$ 28,050
14	PTS4067A	2020	Ford	Explorer	42	Trade on Used	No	Yes	\$ 48,995	\$ 46,950	119%	\$ 41,172
15	22F1334B	2018	Dodge	Durango	17	Trade on Used	No	No	\$ 30,995	\$ 30,886	98%	\$ 31,628
16	22F1214B	2019	Ford	F150	106	Trade on Used	No	Yes	\$ 37,995	\$ 37,991	96%	\$ 39,578
17	22F1620A	2016	Ford	F150	8	Trade on New	No	Yes	\$ 28,995	\$ 26,950	89%	\$ 32,579
18	22E1594A	2016	Ford	Edge	12	Trade on New	No	Yes	\$ 24,741	\$ 24,741	105%	\$ 23,563
19	22F1580J	2014	Ford	Escape	39	Trade on New	No	Yes	\$ 19,495	\$ 15,995	105%	\$ 18,567
20	22F1580A	2015	Ford	F150	41	Trade on New	No	Yes	\$ 25,995	\$ 22,895	81%	\$ 32,093
21	22E1609A	2022	Ford	Bronco Sport	11	Trade on New	No	Yes	\$ 38,991	\$ 37,991	113%	\$ 34,505
22	PCS2594R	2017	Hyundai	Elantra	29	ntal Fleet (Enterprise, e	No	No	\$ 24,991	\$ 23,892	173%	\$ 14,446
23	22ES888C	2015	Ford	F150	134	Trade on Used	No	Yes	\$ 23,995	\$ 17,995	82%	\$ 29,262
24	22F1619A	2022	Ford	F150	18	Trade on New	No	Yes	\$ 61,991	\$ 59,995	86%	\$ 72,083
25	22F1528B	2016	Ford	F150	21	Trade on Used	No	Yes	\$ 35,991	\$ 30,000	100%	\$ 35,991
26	22BS1372BR	2017	Chevrolet	Trax	3	Trade on Used	No	No	\$ 15,495	\$ 15,491	81%	\$ 19,130

27	22BS1521A	2020	Ford	Escape	17	Trade on New	No	Yes	\$ 32,995	\$ 28,995	99%	\$ 33,328
28	22BS1492A	2012	Kia	Sorento	8	Trade on New	No	No	\$ 18,995	\$ 16,995	125%	\$ 15,196
29	PCS2597R	2021	Kia	Forte	11	ntal Fleet (Enterprise, e	No	No	\$ 35,991	\$ 34,725	145%	\$ 24,821
30	22BS1497A	2015	Subaru	Impreza	88	Trade on New	No	No	\$ 21,995	\$ 20,495	75%	\$ 29,327
31	23EX70B	2018	Ford	Escape	19	Trade on Used	No	Yes	\$ 29,995	\$ 26,991	107%	\$ 28,033
32	22F1619B	2020	Ford	F150	7	Trade on Used	No	Yes	\$ 41,995	\$ 36,495	110%	\$ 38,177
33	22F1248B	2020	Ford	Explorer	70	Trade on Used	No	Yes	\$ 53,895	\$ 48,991	95%	\$ 56,732
34	22F1364A	2021	Ford	F150	55	Trade on New	No	Yes	\$ 65,995	\$ 62,795	120%	\$ 54,996
35	22ES1567AR	2018	Hyundai	Sonata	46	Trade on New	No	No	\$ 17,995	\$ 17,995	89%	\$ 20,219
36	22E1628A	2022	Ford	Edge	9	Trade on New	No	Yes	\$ 49,990	\$ 47,990	100%	\$ 49,990
37	22F1232A	2019	Ford	F150	44	Trade on New	No	Yes	\$ 40,991	\$ 40,000	100%	\$ 40,991
38	22F1378A	2018	Ford	Edge	2	Trade on New	No	Yes	\$ 44,299	\$ 43,599	139%	\$ 31,870
39	22BS776B	2020	Ford	F150	134	Trade on Used	No	Yes	\$ 39,995	\$ 37,895	102%	\$ 39,211
40	22F1514A	2019	Ford	F150	38	Trade on New	No	Yes	\$ 37,895	\$ 36,995	97%	\$ 39,067
41	22E1524B	2011	Jeep	Grand Cherokee	14	Trade on Used	No	No	\$ 18,995	\$ 16,491	108%	\$ 17,588
42	22F1424A	2020	Ford	F150	23	Trade on New	No	Yes	\$ 37,995	\$ 34,995	92%	\$ 41,299
43	PTS4037R	2021	Ford	Escape	126	ntal Fleet (Enterprise, e	No	Yes	\$ 37,995	\$ 35,491	107%	\$ 35,509
44	22EXP497A	2021	Ford	Expedition	149	Trade on New	No	Yes	\$ 87,995	\$ 82,995	100%	\$ 87,995
45	PTS4090	2019	Ford	Edge	2	Auction/Wholesale	No	Yes	\$ 36,991	\$ 35,311	149%	\$ 24,826
46	22BS1508A	2017	Ford	Escape	38	Trade on New	No	Yes	\$ 24,898	\$ 24,058	111%	\$ 22,431
47	PCS2596	2018	Hyundai	Elantra	29	Auction/Wholesale	No	No	\$ 20,995	\$ 19,390	108%	\$ 19,440
48	22F1215A	2021	Nissan	Murano	27	Trade on New	No	No	\$ 39,990	\$ 38,790	104%	\$ 38,452
49	22F579C	2019	Ford	F150	39	Trade on Used	No	Yes	\$ 32,995	\$ 26,995	76%	\$ 43,414
50	22F1563A	2022	Ford	F350	80	Trade on New	No	Yes	\$ 98,995	\$ 96,000	102%	\$ 97,054
51	PCS2595	2020	Dodge	Charger	49	Auction/Wholesale	No	No	\$ 42,895	\$ 38,895	81%	\$ 52,957
52	22EXP1487A	2015	Ford	Expedition	18	Trade on New	No	Yes	\$ 33,995	\$ 32,828	100%	\$ 33,995
53	22ES1547A	2019	Kia	Niro	55	Trade on New	No	No	\$ 31,995	\$ 29,995	101%	\$ 31,678

Transaction to Market (%)	Transactional Discount (\$)	Front-End Gross	Finance Gross
87%	\$ 1,200	\$1,500	\$500
72%	\$ 2,100	\$5,649	\$474
102%	\$ -	\$8,995	\$4,501
139%	\$ -	\$9,652	\$4,826
64%	\$ 3,295	\$1,514	\$474
104%	\$ 4,200	\$2,248	\$474
81%	\$ 95	\$5,039	\$1,300
96%	\$ (1,000)	\$9,705	\$2,168
85%	\$ 4,376	(\$1,381)	\$0
115%	\$ 2,000	\$6,705	\$6,871
80%	\$ 2,100	\$2,060	\$2,093
94%	\$ 699	\$6,271	\$474
85%	\$ 3,395	\$4,377	\$474
112%	\$ 505	\$2,124	\$499
114%	\$ 2,045	\$7,411	\$0
98%	\$ 109	\$2,682	\$260
96%	\$ 4	\$5,185	\$680
83%	\$ 2,045	\$2,938	\$0
105%	\$ -	\$2,236	\$3,588
86%	\$ 3,500	\$1,075	\$764
71%	\$ 3,100	\$5,141	\$1,993
110%	\$ 1,000	\$2,771	\$5,620
165%	\$ 1,099	\$4,051	\$2,244
61%	\$ 6,000	(\$371)	\$824
83%	\$ 1,996	\$7,424	\$474
83%	\$ 5,991	\$2,529	\$914
81%	\$ 4	\$2,555	\$474

87%	\$	4,000	\$3,022	\$4,011
112%	\$	2,000	\$2,939	\$1,693
140%	\$	1,266	\$3,581	\$874
70%	\$	1,500	\$3,555	\$474
96%	\$	3,004	\$3,974	\$3,904
96%	\$	5,500	\$3,183	\$5,090
86%	\$	4,904	\$4,188	\$1,514
114%	\$	3,200	\$6,795	\$6,201
89%	\$	-	\$2,478	\$1,952
96%	\$	2,000	\$7,749	\$5,591
98%	\$	991	\$3,250	\$474
137%	\$	700	\$3,656	\$3,856
97%	\$	2,100	\$3,033	\$474
95%	\$	900	\$3,277	\$849
94%	\$	2,504	\$2,797	\$1,393
85%	\$	3,000	\$1,909	\$1,719
100%	\$	2,504	(\$2,221)	\$1,073
94%	\$	5,000	\$141	\$8,297
142%	\$	1,680	\$5,979	\$4,475
107%	\$	840	\$1,359	\$2,821
100%	\$	1,605	\$977	\$2,092
101%	\$	1,200	\$3,356	\$999
62%	\$	6,000	\$2,024	\$6,068
99%	\$	2,995	\$1,301	\$474
73%	\$	4,000	\$1,830	\$1,460
97%	\$	1,167	\$7,163	\$474
95%	\$	2,000	\$2,342	\$2,743

Scoreboard Totals

% Retailed of Non-Franchise Make	35%
Total # Retail Units	72
Avg. Days to Sale	36.5
Avg. Advertised Price (Time of Sale)	\$ 37,746
Avg. Transaction Price	\$ 35,756
Avg. Market Price at 100%	\$ 37,112
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 1,990
Avg. Front-End Gross	\$ 3,480
Avg. Finance Gross	\$ 2,201
PUVR	\$ 5,680
Total Gross (Units & PUVR)	\$ 408,978
GROI	157%
% with Trade	25%
Avg. Over/Under Allowance	\$705



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Jim
% Retailed of Non-New Franchise	35%	#DIV/0!	27%
Total # Retail Units	72	0	26
Avg. Days to Sale	36.5	#DIV/0!	39.4
Avg. Advertised Price (Time of Sale)	\$ 37,746	#DIV/0!	\$ 41,592
Avg. Transaction Price	\$ 35,756	#DIV/0!	\$ 39,626
Avg. Market Price at 100%	\$ 37,112	#DIV/0!	\$ 40,819
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	102%
Avg. Transaction to Market	96%	#DIV/0!	97%
Avg. Transactional Discount	\$ 1,990	#DIV/0!	\$ 1,965
Avg. Front-End Gross	\$ 3,480	#DIV/0!	\$ 2,921
Avg. Finance Gross	\$ 2,201	#DIV/0!	\$ 2,578
PUVR	\$ 5,680	#DIV/0!	\$ 5,498
Total Gross (Units & PUVR)	\$ 408,978	#DIV/0!	\$ 142,957
GROI	157%	#DIV/0!	127%
% with Trade	25%	#DIV/0!	38%
Avg. Over/Under Allowance	705	#DIV/0!	1,766



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

Ryan	Ameen	AJ	Miguel
50%	25%	33%	62%
4	20	9	13
25.0	41.1	27.4	33.5
\$ 33,794	\$ 37,914	\$ 34,805	\$ 33,048
\$ 32,444	\$ 35,088	\$ 32,550	\$ 32,282
\$ 35,314	\$ 40,730	\$ 30,957	\$ 32,960
96%	93%	112%	100%
92%	86%	105%	98%
\$ 1,350	\$ 2,825	\$ 2,255	\$ 765
\$ 2,805	\$ 3,991	\$ 4,665	\$ 3,198
\$ 1,296	\$ 2,135	\$ 3,100	\$ 1,203
\$ 4,101	\$ 6,126	\$ 7,764	\$ 4,401
\$ 16,404	\$ 122,523	\$ 69,880	\$ 57,214
182%	153%	313%	147%
25%	20%	22%	8%
-125	99	2,322	-1,350

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	35%	#DIV/0!	#DIV/0!
Total # Retail Units	72	0	0
Avg. Days to Sale	36.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,746	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,756	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 37,112	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,990	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,480	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,201	#DIV/0!	#DIV/0!
PUVR	\$ 5,680	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 408,978	#DIV/0!	#DIV/0!
GROI	157%	#DIV/0!	#DIV/0!
% with Trade	25%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	705	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	35%	#DIV/0!	#DIV/0!
Total # Retail Units	72	0	0
Avg. Days to Sale	36.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,746	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,756	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 37,112	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,990	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,480	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,201	#DIV/0!	#DIV/0!
PUVR	\$ 5,680	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 408,978	#DIV/0!	#DIV/0!
GROI	157%	#DIV/0!	#DIV/0!
% with Trade	25%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	705	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	72	0	72
Avg. Days to Sale	36.5	#DIV/0!	36.5
Avg. Advertised Price (Time of Sale)	\$ 37,746	#DIV/0!	\$ 35,756
Avg. Transaction Price	\$ 35,756	#DIV/0!	\$ 35,756
Avg. Market Price at 100%	\$ 37,112	#DIV/0!	\$ 37,837
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	95%
Avg. Transaction to Market	96%	#DIV/0!	95%
Avg. Transactional Discount	\$ 1,990	#DIV/0!	\$ 1,990
Avg. Front-End Gross	\$ 3,480	#DIV/0!	\$ 3,480
Avg. Finance Gross	\$ 2,201	#DIV/0!	\$ 2,201
PUVR	\$ 5,680	#DIV/0!	\$ 5,680
Total Gross (Units & PUVR)	\$ 408,978	#DIV/0!	\$ 408,978
GROI	157%	#DIV/0!	157%
% with Trade	25%	#DIV/0!	25%
Avg. Over/Under Allowance	705	#DIV/0!	705



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	72	47	25
Avg. Days to Sale	36.5	36.6	36.4
Avg. Advertised Price (Time of Sale)	\$ 37,746	\$ 41,778	\$ 28,754
Avg. Transaction Price	\$ 35,756	\$ 39,481	\$ 28,754
Avg. Market Price at 100%	\$ 37,112	\$ 41,432	\$ 31,077
Avg. Price to Market % (Time of Sale)	102%	101%	93%
Avg. Transaction to Market	96%	95%	93%
Avg. Transactional Discount	\$ 1,990	\$ 2,297	\$ 1,412
Avg. Front-End Gross	\$ 3,480	\$ 3,865	\$ 2,756
Avg. Finance Gross	\$ 2,201	\$ 2,598	\$ 1,454
PUVR	\$ 5,680	\$ 6,462	\$ 4,210
Total Gross (Units & PUVR)	\$ 408,978	\$ 303,724	\$ 105,254
GROI	157%	161%	145%
% with Trade	25%	32%	12%
Avg. Over/Under Allowance	705	1,525	-836



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	72	40	19
% of Retail Units	100%	56%	26%
% Retailed of Non-New Franchise	35%	23%	42%
Avg. Days to Sale	36.5	31.7	39.9
Avg. Transaction Price	\$ 35,756	\$ 39,031	\$ 30,217
Avg. Transaction to Market %	96%	94%	89%
Avg. Transactional Discount	\$ 1,990	\$ 1,897	\$ 2,466
Avg. Front End Gross	\$ 3,480	\$ 4,017	\$ 3,304
Avg. Finance Gross	\$ 2,201	\$ 2,546	\$ 1,432
PUVR	\$ 5,680	\$ 6,563	\$ 4,736
Total Gross (Units & PUVR)	\$ 408,978	\$ 262,523	\$ 89,982
GROI	157%	191%	141%
% with Trade	25%	30%	5%
Avg. Over/Under Allowance	705	1,871	-1,268



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	8	0	0
0%	11%	0%	0%
#DIV/0!	63%	#DIV/0!	#DIV/0!
#DIV/0!	44.3	#DIV/0!	#DIV/0!
#DIV/0!	\$ 32,502	#DIV/0!	#DIV/0!
#DIV/0!	108%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,454	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,548	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,710	#DIV/0!	#DIV/0!
#DIV/0!	\$ 5,258	#DIV/0!	#DIV/0!
#DIV/0!	\$ 42,061	#DIV/0!	#DIV/0!
#DIV/0!	132%	#DIV/0!	#DIV/0!
#DIV/0!	25%	#DIV/0!	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	5	0
0%	7%	0%
#DIV/0!	60%	#DIV/0!
#DIV/0!	49.6	#DIV/0!
#DIV/0!	\$ 35,818	#DIV/0!
#DIV/0!	115%	#DIV/0!
#DIV/0!	\$ 1,774	#DIV/0!
#DIV/0!	\$ 1,338	#DIV/0!
#DIV/0!	\$ 1,544	#DIV/0!
#DIV/0!	\$ 2,882	#DIV/0!
#DIV/0!	\$ 14,412	#DIV/0!
#DIV/0!	58%	#DIV/0!
#DIV/0!	60%	#DIV/0!
#DIV/0!	0	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	72	45	10
% of Retail Units	100%	63%	14%
% Retailed of Non-New Franchise	35%	38%	0%
Avg. Days to Sale	36.5	16.1	37.9
Avg. Transaction Price	\$ 35,756	\$ 34,228	\$ 32,987
Avg. Transaction to Market %	96%	99%	93%
Avg. Transactional Discount	\$ 1,990	\$ 1,753	\$ 1,807
Avg. Front End Gross	\$ 3,480	\$ 3,809	\$ 4,730
Avg. Finance Gross	\$ 2,201	\$ 2,505	\$ 1,740
PUVR	\$ 5,680	\$ 6,314	\$ 6,470
Total Gross (Units & PUVR)	\$ 408,978	\$ 284,152	\$ 64,701
GROI	157%	412%	186%
% with Trade	25%	31%	20%
Avg. Over/Under Allowance	705	996	1,260



46-60 days	61-90 days	90+ days
6	3	8
8%	4%	11%
83%	33%	25%
52.3	79.3	121.6
\$ 37,694	\$ 55,162	\$ 39,084
89%	85%	92%
\$ 2,117	\$ 3,133	\$ 3,023
\$ 2,783	\$ 3,015	\$ 759
\$ 2,138	\$ 821	\$ 1,627
\$ 4,922	\$ 3,835	\$ 2,386
\$ 29,529	\$ 11,506	\$ 19,090
90%	32%	18%
0%	0%	25%
-650	0	-349