

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
John Doyne	Billy Casto	Austin Monty
		Eric Weber
		Quinton Hughey
		Mike Anderson
		Dylan Johnson

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	3g584B	2017	Ram	2500	26	Trade On Used	no	\$ 33,990	\$ 33,894	92%	\$5,614	\$1,411
2	3g400a	2017	GMC	Acadia	9	Trade on New	yes	\$ 22,990	\$ 22,990	88%	\$3,229	\$2,343
3	3G096a	2020	Ford	F-150	10	Trade on New	No	\$ 29,990	\$ 29,759	91%	\$2,925	\$1,967
4	3g277a	2018	Jeep	Compass	23	Trade on Used	No	\$ 18,990	\$ 18,198	98%	\$902	\$0
5	2g153d	2020	Jeep	Wrangler Unlimit	83	Trade on New	No	\$ 36,990	\$ 36,390	89%	\$1,739	\$1,296
6	2g006a	2020	GMC	Canyon	27	Trade on New	yes	\$ 31,990	\$ 31,441	88%	\$2,600	\$3,354
7	3g454a	2012	Jeep	Wrangler Unlimit	6	Trade on Used	No	\$ 16,000	\$ 16,000	92%	\$2,467	\$952
8	p3357a	2014	Toyota	Tundra	22	Trade On Used	No	\$ 26,990	\$ 26,990	93%	\$1,624	\$1,848
9	2g538m	2018	Chevrolet	silverado	54	Trade on New	yes	\$ 34,990	\$ 34,923	85%	\$4,261	\$1,500
10	2g086c	2017	GMC	terrain	60	trade on New	No	\$ 16,490	\$ 16,490	92%	\$3,294	\$1,206
11	2g509a	2020	Chevrolet	Equinox	114	Trade on New	yes	\$ 20,990	\$ 2,013	105%	\$695	\$0
12	p3382	2018	GMC	Yukon	27	street/curb buy	yes	\$ 38,990	\$ 38,990	96%	\$4,724	\$1,339
13	p3389	2020	Buick	Encore	3	auction/wholesale	yes	\$ 23,500	\$ 23,500	97%	\$1,640	\$1,366
14	2g737a	2020	GMC	Terrain	24	Trade on New	yes	\$ 25,990	\$ 25,400	91%	\$3,020	\$100
15	2g052D	2010	Nissan	Frontier	52	trade on used	No	\$ 11,990	\$ 11,990	90%	\$2,755	\$0
16	p3363a	2017	BMW	X5	56	trade on Used	No	\$ 30,999	\$ 29,000	90%	\$2,089	\$1,574
17	2g375a	2016	Chevrolet	Malibu	13	Trade on New	No	\$ 11,990	\$ 11,990	89%	\$2,980	\$1,000
18	2g501a	2017	GMC	Sierra	55	Trade on New	No	\$ 27,990	\$ 27,990	88%	\$3,346	\$2,238
19	3g864a	2021	GMC	Yukon XL	15	Trade on New	yes	\$ 74,990	\$ 74,990	92%	\$4,525	\$0
20	p3354n	2019	Ford	Transit	70	trade on used	No	\$ 25,740	\$ 25,740	91%	\$2,511	\$0
21	3g073b	2019		Jetta	48	trade on Used	No	\$ 23,990	\$ 22,500	96%	\$1,939	\$1,253
22	3g597a	2016	GMC	Sierra	23	Trade on New	No	\$ 36,990	\$ 36,100	94%	\$3,343	\$3,227
23	2g143a	2020	Ford	F-150	14	Trade On Used	No	\$ 35,990	\$ 35,990	91%	\$4,245	\$478
24	3g612a	2020	GMC	Canyon	10	Trade on New	yes	\$ 31,990	\$ 31,990	89%	\$2,115	\$0
25	2g153m	2019	Chevrolet	Trax	24	Trade on used	yes	\$ 13,990	\$ 13,990	95%	\$1,286	\$300
26	3g553b	2011	GMC	Sierra	49	Trade on Used	No	\$ 11,990	\$ 11,990	94%	\$3,973	\$0
27	3g864b	2018	Jeep	Wrangler Unlimit	8	trade on used	No	\$ 34,990	\$ 34,990	93%	\$3,164	\$884

28	p3363b	2014	Ford	F-150	10	Trade on New	No	\$	25,990	\$	25,990	89%	\$4,315	\$0
29	p3354m	2012	Chevrolet	Express	97	Trade on New	No	\$	21,990	\$	21,000	88%	\$3,951	\$0
30	3g400b	2011	Chevrolet	Equinox	31	Trade on New	No	\$	6,990	\$	5,638	91%	\$2,540	\$0
31	p3354o	2019	subaru	Forester	12	trade on Used	No	\$	23,990	\$	23,700	94%	\$1,869	\$0
32	2g340b	2021	Chevrolet	Trailblazer	58	Trade on New	yes	\$	23,990	\$	23,490	91%	\$2,017	\$2,999
33	p3392	2017	GMC	Yukon XL	12	auction/wholesale	No	\$	23,990	\$	23,690	95%	\$5,439	\$451
34	3g553c	2008	GMC	Sierra	7	Trade on New	No	\$	14,990	\$	14,990	98%	\$3,252	\$615
35	p3386	2015	Chevrolet	silverado	32	street/curb buy	No	\$	29,990	\$	28,028	93%	\$4,054	\$0
36	p3363c	2006	Jeep	Wrangler Unlimit	10	Trade on New	No	\$	9,990	\$	9,990	87%	\$2,660	\$553
37	3g984a	2015	Chevrolet	silverado	12	Trade on New	No	\$	27,990	\$	27,990	94%	\$3,406	\$2,275
38	3g987a	2020	GMC	Acadia	71	Trade on New	yes	\$	30,990	\$	30,000	96%	\$1,710	\$0
39	3g546a	2019	GMC	Acadia	31	Trade on New	yes	\$	29,990	\$	29,716	93%	\$2,728	\$500
40	p3392a	2009	Mitsubishi	Eclipse	8	trade on Used	No	\$	5,990	\$	5,787	92%	\$1,718	\$0
41	p3385	2021	GMC	Sierra	43	street/curb buy	No	\$	62,990	\$	62,550	94%	\$3,449	\$0
42	p3397	2010	Toyota	Carolla	1	street/curb buy	No	\$	5,000	\$	5,000	103%	\$590	\$1,384
43	p3381	2016	Chevrolet	Equinox	61	auction/wholesale	No	\$	16,990	\$	16,490	105%	\$292	\$2,144
44	p3396	2020	Chevrolet	silverado	8	auction/wholesale	yes	\$	42,990	\$	42,794	96%	\$1,800	\$1,401
45	3g460a	2020	Ford	Ranger	52	Trade on New	No	\$	30,990	\$	30,990	93%	\$4,013	\$0
46	3g976a	2020	GMC	Acadia	95	Trade on New	yes	\$	24,990	\$	24,990	101%	\$218	\$0
47	gg964b	2020	Buick	Encore	80	Trade on New	yes	\$	17,990	\$	17,490	98%	(\$303)	\$479
48	p3371b	2012		Passat	52	Trade on New	No	\$	5,900	\$	5,707	91%	\$496	\$0
49	3g838a	2013	GMC	Yukon XL	21	Trade on New	No	\$	13,990	\$	12,153	98%	\$6,046	\$649
50	3g208a	2020	GMC	terrain	33	Trade on New	yes	\$	23,990	\$	23,890	93%	\$2,382	\$0
51	3g555a	2017	gmc	Acadia	29	Trade on New	no	\$	19,990	\$	19,712	92%	\$3,643	\$0
52	3g976b	2017	Lincoln	MKX	6	trade on Used	No	\$	27,990	\$	27,990	93%	\$3,230	\$2,587
53	p3374	2022	Chevrolet	silverado	79	auction/wholesale	yes	\$	43,990	\$	42,990	90%	(\$3,030)	\$2,209

Scoreboard Totals

% Retailed of Non-Franchise Make	62%
Total # Retail Units	52
Avg. Days to Sale	35.6
Avg. Advertised Price (Time of Sale)	\$ 25,799
Avg. Transaction Price	\$ 25,083
Avg. Market Price at 100%	\$ 27,703
Avg. Price to Market % (Time of Sale)	93%
Avg. Transaction to Market	91%
Avg. Transactional Discount	\$ 716
Avg. Front-End Gross	\$ 2,616
Avg. Finance Gross	\$ 889
PUVR	\$ 3,504
Total Gross (Units & PUVR)	\$ 182,224
GROI	141%
% with Trade	40%
Avg. Over/Under Allowance	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	John Doyne
% Retailed of Non-New Franchise	62%	#DIV/0!	59%
Total # Retail Units	52	0	54
Avg. Days to Sale	35.6	#DIV/0!	35.6
Avg. Advertised Price (Time of Sale)	\$ 25,799	#DIV/0!	\$ 25,799
Avg. Transaction Price	\$ 25,083	#DIV/0!	\$ 25,083
Avg. Market Price at 100%	\$ 27,703	#DIV/0!	\$ 27,844
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	93%
Avg. Transaction to Market	91%	#DIV/0!	90%
Avg. Transactional Discount	\$ 716	#DIV/0!	\$ 716
Avg. Front-End Gross	\$ 2,616	#DIV/0!	\$ 2,616
Avg. Finance Gross	\$ 889	#DIV/0!	\$ 889
PUVR	\$ 3,504	#DIV/0!	\$ 3,504
Total Gross (Units & PUVR)	\$ 182,224	#DIV/0!	\$ 189,233
GROI	141%	#DIV/0!	141%
% with Trade	40%	#DIV/0!	39%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Dylan Johnson
% Retailed of Non-New Franchise	62%	#DIV/0!	100%
Total # Retail Units	52	0	2
Avg. Days to Sale	35.6	#DIV/0!	66.0
Avg. Advertised Price (Time of Sale)	\$ 25,799	#DIV/0!	\$ 24,490
Avg. Transaction Price	\$ 25,083	#DIV/0!	\$ 24,240
Avg. Market Price at 100%	\$ 27,703	#DIV/0!	\$ 25,840
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	95%
Avg. Transaction to Market	91%	#DIV/0!	94%
Avg. Transactional Discount	\$ 716	#DIV/0!	\$ 250
Avg. Front-End Gross	\$ 2,616	#DIV/0!	\$ 1,855
Avg. Finance Gross	\$ 889	#DIV/0!	\$ 240
PUVR	\$ 3,504	#DIV/0!	\$ 2,095
Total Gross (Units & PUVR)	\$ 182,224	#DIV/0!	\$ 4,189
GROI	141%	#DIV/0!	47%
% with Trade	40%	#DIV/0!	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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

Austin Monty	Eric Weber	Quinton Hughey	Mike Anderson
57%	55%	71%	#DIV/0!
23	22	7	0
39.9	31.4	26.3	#DIV/0!
\$ 28,208	\$ 21,373	\$ 32,171	#DIV/0!
\$ 27,694	\$ 20,218	\$ 32,036	#DIV/0!
\$ 30,487	\$ 22,912	\$ 35,237	#DIV/0!
93%	93%	91%	#DIV/0!
91%	88%	91%	#DIV/0!
\$ 514	\$ 1,155	\$ 135	#DIV/0!
\$ 2,441	\$ 2,778	\$ 2,899	#DIV/0!
\$ 886	\$ 1,055	\$ 560	#DIV/0!
\$ 3,326	\$ 3,833	\$ 3,459	#DIV/0!
\$ 76,509	\$ 84,324	\$ 24,211	#DIV/0!
108%	217%	148%	#DIV/0!
35%	41%	57%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Billy Casto	
% Retailed of Non-New Franchise	62%	59%	#DIV/0!
Total # Retail Units	52	54	0
Avg. Days to Sale	35.6	35.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,799	\$ 25,799	#DIV/0!
Avg. Transaction Price	\$ 25,083	\$ 25,083	#DIV/0!
Avg. Market Price at 100%	\$ 27,703	\$ 27,844	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	93%	#DIV/0!
Avg. Transaction to Market	91%	90%	#DIV/0!
Avg. Transactional Discount	\$ 716	\$ 716	#DIV/0!
Avg. Front-End Gross	\$ 2,616	\$ 2,616	#DIV/0!
Avg. Finance Gross	\$ 889	\$ 889	#DIV/0!
PUVR	\$ 3,504	\$ 3,504	#DIV/0!
Total Gross (Units & PUVR)	\$ 182,224	\$ 189,233	#DIV/0!
GROI	141%	141%	#DIV/0!
% with Trade	40%	0%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	52	19	35
Avg. Days to Sale	35.6	42.7	31.8
Avg. Advertised Price (Time of Sale)	\$ 25,799	\$ 30,806	\$ 22,668
Avg. Transaction Price	\$ 25,083	\$ 29,531	\$ 22,668
Avg. Market Price at 100%	\$ 27,703	\$ 33,206	\$ 24,934
Avg. Price to Market % (Time of Sale)	93%	93%	91%
Avg. Transaction to Market	91%	89%	91%
Avg. Transactional Discount	\$ 716	\$ 1,275	\$ 413
Avg. Front-End Gross	\$ 2,616	\$ 1,967	\$ 2,968
Avg. Finance Gross	\$ 889	\$ 947	\$ 857
PUVR	\$ 3,504	\$ 2,914	\$ 3,825
Total Gross (Units & PUVR)	\$ 182,224	\$ 55,368	\$ 133,865
GROI	141%	83%	191%
% with Trade	40%	42%	37%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	52	20	32
Avg. Days to Sale	35.6	34.5	35.5
Avg. Advertised Price (Time of Sale)	\$ 25,799	\$ 29,615	\$ 23,147
Avg. Transaction Price	\$ 25,083	\$ 29,278	\$ 23,147
Avg. Market Price at 100%	\$ 27,703	\$ 31,891	\$ 26,072
Avg. Price to Market % (Time of Sale)	93%	93%	89%
Avg. Transaction to Market	91%	92%	89%
Avg. Transactional Discount	\$ 716	\$ 337	\$ 945
Avg. Front-End Gross	\$ 2,616	\$ 3,240	\$ 2,313
Avg. Finance Gross	\$ 889	\$ 806	\$ 956
PUVR	\$ 3,504	\$ 4,046	\$ 3,270
Total Gross (Units & PUVR)	\$ 182,224	\$ 80,919	\$ 104,626
GROI	141%	144%	143%
% with Trade	40%	50%	34%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	52	29	15
% of Retail Units	100%	56%	29%
% Retailed of Non-New Franchise	62%	45%	87%
Avg. Days to Sale	35.6	40.9	28.3
Avg. Transaction Price	\$ 25,083	\$ 24,352	\$ 22,583
Avg. Transaction to Market %	91%	87%	92%
Avg. Transactional Discount	\$ 716	\$ 997	\$ 325
Avg. Front End Gross	\$ 2,616	\$ 2,798	\$ 2,626
Avg. Finance Gross	\$ 889	\$ 907	\$ 752
PUVR	\$ 3,504	\$ 3,705	\$ 3,378
Total Gross (Units & PUVR)	\$ 182,224	\$ 107,447	\$ 50,673
GROI	141%	134%	191%
% with Trade	40%	41%	33%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	5	0	0
10%	10%	0%	0%
40%	80%	#DIV/0!	#DIV/0!
30.4	32.6	#DIV/0!	#DIV/0!
\$ 32,014	\$ 29,893	#DIV/0!	#DIV/0!
94%	95%	#DIV/0!	#DIV/0!
\$ 578	\$ 399	#DIV/0!	#DIV/0!
\$ 2,916	\$ 1,228	#DIV/0!	#DIV/0!
\$ 565	\$ 1,514	#DIV/0!	#DIV/0!
\$ 3,480	\$ 2,742	#DIV/0!	#DIV/0!
\$ 17,401	\$ 13,712	#DIV/0!	#DIV/0!
129%	101%	#DIV/0!	#DIV/0!
40%	40%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#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	52	29	5
% of Retail Units	100%	56%	10%
% Retailed of Non-New Franchise	62%	62%	40%
Avg. Days to Sale	35.6	14.5	34.0
Avg. Transaction Price	\$ 25,083	\$ 25,758	\$ 29,964
Avg. Transaction to Market %	91%	92%	88%
Avg. Transactional Discount	\$ 716	\$ 216	\$ 826
Avg. Front End Gross	\$ 2,616	\$ 3,047	\$ 3,031
Avg. Finance Gross	\$ 889	\$ 1,051	\$ 100
PUVR	\$ 3,504	\$ 4,098	\$ 3,131
Total Gross (Units & PUVR)	\$ 182,224	\$ 118,855	\$ 15,653
GROI	141%	396%	111%
% with Trade	40%	38%	20%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
11	6	3
21%	12%	6%
45%	83%	67%
53.2	74.0	102.0
\$ 21,870	\$ 28,183	\$ 16,001
89%	93%	65%
\$ 431	\$ 598	\$ 6,656
\$ 2,722	\$ 487	\$ 1,621
\$ 988	\$ 1,021	\$ -
\$ 3,710	\$ 1,508	\$ 1,621
\$ 40,814	\$ 9,047	\$ 4,864
115%	26%	36%
55%	33%	33%
#DIV/0!	#DIV/0!	#DIV/0!