

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Jeff hennen	Devin Price	Jacob snow
Mike Kelly	Mark Pierce	allan baer
Robert Law	Mike Jennings	brandon roach
mike troupe		bryce mcdaniel
		carter usry
		daniel perez
		darwin wright
		donald heathman
		donald ivey
		house
		jeffery crocker
		kaylee mccook
		kendall levesque
		kendell scruggs
		latoya harrison
		logan pettit
		mitchell anderson
		morgan hopkins
		steven ramirez
		tanner leathers
		tyler napier
		william walker
		zachary johns
		lou williams

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	113977A	2013	Toyota	highlander	25	Trade on New	No	\$ 19,491	\$ 19,491	100%	\$2,678	\$1,374
2	188236	2020	Nissan	murano	22	Other	No	\$ 35,991	\$ 35,183	97%	\$5,576	\$1,374
3	188237	2019	Ram	1500	30	Other	No	\$ 22,771	\$ 22,771	100%	(\$277)	\$3,986
4	188238	2021	Mazda	cx-5	38	Other	No	\$ 29,991	\$ 28,350	94%	\$2,093	\$3,558
5	113974A	2022	Mazda	cx-5	27	Trade on New	No	\$ 37,991	\$ 36,991	97%	\$6,884	\$374
6	188239	2015	Kia	sorento	15	Other	No	\$ 16,995	\$ 14,995	88%	\$2,843	\$3,818
7	196916	2012	Honda	accord	11	Street/Curb Buy	Yes	\$ 15,991	\$ 14,851	92%	\$3,316	\$2,221
8	188240	2017	Hyundai	sonta	27	Other	No	\$ 23,991	\$ 22,797	95%	\$3,455	\$3,190
9	188241	2018	Mercedes-Benz	gle	13	Other	No	\$ 32,997	\$ 31,500	95%	\$1,440	\$374
10	114051A	2015	GMC	yukon	7	Trade on New	No	\$ 33,986	\$ 32,544	95%	\$7,191	\$1,374
11	114060A	2018	Nissan	sentra	3	Trade on New	No	\$ 15,450	\$ 13,590	88%	\$650	\$2,264
12	113963B	2009	Honda	pilot	8	Trade on Used	No	\$ 11,991	\$ 8,363	70%	\$2,687	\$374
13	192128	2022	Honda	pilot	40	Loaner	Yes	\$ 41,375	\$ 40,246	97%	\$2,700	\$3,581
14	188242	2021	Nissan	sentra	11	Other	No	\$ 22,991	\$ 20,640	89%	(\$661)	\$4,108
15	188243	2015	Chevrolet	silverado	6	Other	No	\$ 25,991	\$ 24,990	96%	\$8,375	\$674
16	196920	2013	Nissan	murano	10	Street/Curb Buy	No	\$ 11,991	\$ 11,406	95%	\$3,550	\$374
17	196924	2017	Honda	accord	3	Street/Curb Buy	Yes	\$ 17,991	\$ 16,250	90%	\$1,420	\$374
18	113960A	2020	Honda	cr-v	14	Trade on New	Yes	\$ 34,991	\$ 33,800	96%	\$1,726	\$374
19	188244	2020	Hyundai	elantra	7	Other	No	\$ 17,500	\$ 17,000	97%	\$856	\$374
20	188245	2014	Mazda	cx-5	3	Other	No	\$ 10,900	\$ 9,056	83%	\$603	\$374
21	188246	2018	Jeep	compass	10	Other	No	\$ 21,994	\$ 21,293	96%	\$2,815	\$1,897
22	192137	2022	Honda	pilot	5	Loaner	Yes	\$ 44,345	\$ 41,991	94%	\$2,510	\$3,139

23	188247	2018	Infiniti	Q50	13	Other	No	\$	22,495	\$	22,388	99%	\$4,533	\$2,448
24	114016A	2017	Dodge	durango	12	Trade on New	No	\$	16,591	\$	16,365	98%	\$1,634	\$1,518
25	114062A	2021	Honda	hr-v	9	Trade on New	Yes	\$	27,491	\$	27,491	100%	\$2,923	\$1,537
26	192141	2022	Honda	pilot	7	Loaner	Yes	\$	42,991	\$	41,982	97%	\$7,221	\$2,300
27	196907	2017	Jeep	cherokee	31	Street/Curb Buy	No	\$	22,991	\$	22,991	100%	\$2,430	\$374
28	188255	2018	Honda	pilot	6	Other	Yes	\$	28,491	\$	28,065	98%	\$2,840	\$374
29	197084	2020	Honda	cr-v	1	LBO Customer	No	\$	19,182	\$	19,182	100%	(\$1)	\$2,733
30	114110A	2018	Jeep	cherokee	2	Trade on New	No	\$	19,591	\$	18,990	97%	\$5,169	\$1,393
31	114008A	2018	Honda	accord	20	Trade on New	Yes	\$	27,991	\$	27,991	100%	\$2,799	\$2,967
32	192138	2022	Honda	pilot	14	Loaner	Yes	\$	39,991	\$	39,991	100%	\$2,242	\$3,118
33	114041A	2020	Honda	civic	4	Trade on New	Yes	\$	27,491	\$	26,916	97%	\$1,846	\$2,991
34	188218	2022	Honda	accord	35	Other	Yes	\$	37,939	\$	37,939	100%	\$4,017	\$3,340
35	196869	2017	Nissan	maxima	64	Street/Curb Buy	No	\$	19,500	\$	19,500	100%	(\$4,829)	\$2,665
36	188256	2020	Jeep	compass	22	Other	No	\$	21,930	\$	21,930	100%	(\$1,133)	\$2,551
37	188257	2013	Jeep	cherokee	26	Other	No	\$	11,995	\$	11,995	100%	\$1,177	\$374
38	188258	2022	GMC	2500d	71	Other	No	\$	65,900	\$	65,900	100%	\$2,851	\$5,780
39	196918	2020	Jeep	wrangler	26	Street/Curb Buy	No	\$	47,991	\$	47,991	100%	\$4,650	\$3,040
40	188183	2020	Ram	1500	18	Other	No	\$	41,774	\$	36,730	99%	(\$158)	\$1,361
41	196851	2017	Honda	Ridgeline	47	Street/Curb Buy	No	\$	26,991	\$	26,991	95%	\$4,895	\$3,288
42	196822	2015	Toyota	Highlander	7	Street/Curb Buy	No	\$	21,000	\$	21,000	92%	\$2,363	\$379
43	113823A	2019	Honda	Civic	10	Trade on New	Yes	\$	22,980	\$	20,690	98%	\$4,819	\$2,531
44	113818C	2020	Nissan	Kicks	35	Trade on New	No	\$	16,070	\$	16,070	89%	\$3,262	\$3,911
45	188184	2023	Subaru	Legacy	27	Other	No	\$	33,577	\$	28,980	101%	\$588	\$1,908
46	196850	2004	Honda	CIVIC	10	Street/Curb Buy	No	\$	8,491	\$	8,491	95%	\$3,990	\$379
47	196835	2018	Honda	ACCORD	15	Street/Curb Buy	No	\$	24,555	\$	21,350	99%	\$1,390	\$572
48	196854	2021	Toyota	Tacoma	9	Street/Curb Buy	No	\$	37,991	\$	37,991	101%	\$6,848	\$4,743
49	188185	2021	Volkswagen	Atlas	62	Other	No	\$	43,500	\$	38,200	103%	\$1,791	\$5,329
50	113913A	2018	Honda	Accord	46	Trade on New	Yes	\$	30,455	\$	27,991	99%	\$6,630	\$379
51	113771A	2021	Honda	Civic	35	Trade on NEw	Yes	\$	30,331	\$	27,600	97%	\$2,669	\$1,919
52	113750A	2021	Honda	Cr-v	7	Trade on New	Yes	\$	33,284	\$	33,284	94%	\$2,443	\$379
53	196828	2016	Chevrolet	Express	54	Street/Curb Buy	No	\$	26,545	\$	22,659	104%	\$4,841	\$379

Scoreboard Totals

% Retailed of Non-Franchise Make	62%
Total # Retail Units	158
Avg. Days to Sale	20.5
Avg. Advertised Price (Time of Sale)	\$ 26,558
Avg. Transaction Price	\$ 25,087
Avg. Market Price at 100%	\$ 27,567
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	91%
Avg. Transactional Discount	\$ 1,472
Avg. Front-End Gross	\$ 2,640
Avg. Finance Gross	\$ 1,903
PUVR	\$ 4,543
Total Gross (Units & PUVR)	\$ 717,748
GROI	318%
% with Trade	37%
Avg. Over/Under Allowance	(\$46)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	62%	#DIV/0!	#DIV/0!
Total # Retail Units	158	0	0
Avg. Days to Sale	20.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,558	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,087	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,567	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,472	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,640	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,903	#DIV/0!	#DIV/0!
PUVR	\$ 4,543	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 717,748	#DIV/0!	#DIV/0!
GROI	318%	#DIV/0!	#DIV/0!
% with Trade	37%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-46	#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	62%	#DIV/0!	#DIV/0!
Total # Retail Units	158	0	0
Avg. Days to Sale	20.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,558	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,087	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,567	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,472	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,640	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,903	#DIV/0!	#DIV/0!
PUVR	\$ 4,543	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 717,748	#DIV/0!	#DIV/0!
GROI	318%	#DIV/0!	#DIV/0!
% with Trade	37%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-46	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	62%	#DIV/0!	#DIV/0!
Total # Retail Units	158	0	0
Avg. Days to Sale	20.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,558	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,087	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,567	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,472	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,640	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,903	#DIV/0!	#DIV/0!
PUVR	\$ 4,543	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 717,748	#DIV/0!	#DIV/0!
GROI	318%	#DIV/0!	#DIV/0!
% with Trade	37%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-46	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	158	42	116
Avg. Days to Sale	20.5	19.4	20.9
Avg. Advertised Price (Time of Sale)	\$ 26,558	\$ 33,217	\$ 22,930
Avg. Transaction Price	\$ 25,087	\$ 31,042	\$ 22,930
Avg. Market Price at 100%	\$ 27,567	\$ 33,956	\$ 25,099
Avg. Price to Market % (Time of Sale)	96%	98%	91%
Avg. Transaction to Market	91%	91%	91%
Avg. Transactional Discount	\$ 1,472	\$ 2,174	\$ 1,217
Avg. Front-End Gross	\$ 2,640	\$ 3,421	\$ 2,357
Avg. Finance Gross	\$ 1,903	\$ 2,130	\$ 1,820
PUVR	\$ 4,543	\$ 5,552	\$ 4,177
Total Gross (Units & PUVR)	\$ 717,748	\$ 233,166	\$ 484,582
GROI	318%	332%	313%
% with Trade	37%	62%	28%
Avg. Over/Under Allowance	-46	106	-100



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	158	60	98
Avg. Days to Sale	20.5	19.1	21.4
Avg. Advertised Price (Time of Sale)	\$ 26,558	\$ 29,020	\$ 23,753
Avg. Transaction Price	\$ 25,087	\$ 27,264	\$ 23,753
Avg. Market Price at 100%	\$ 27,567	\$ 29,796	\$ 26,019
Avg. Price to Market % (Time of Sale)	96%	97%	91%
Avg. Transaction to Market	91%	92%	91%
Avg. Transactional Discount	\$ 1,472	\$ 1,757	\$ 1,297
Avg. Front-End Gross	\$ 2,640	\$ 3,221	\$ 2,284
Avg. Finance Gross	\$ 1,903	\$ 1,965	\$ 1,865
PUVR	\$ 4,543	\$ 5,186	\$ 4,149
Total Gross (Units & PUVR)	\$ 717,748	\$ 311,150	\$ 406,598
GROI	318%	359%	293%
% with Trade	37%	53%	28%
Avg. Over/Under Allowance	-46	107	-139



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	158	48	17
% of Retail Units	100%	30%	11%
% Retailed of Non-New Franchise	62%	40%	53%
Avg. Days to Sale	20.5	19.7	14.6
Avg. Transaction Price	\$ 25,087	\$ 25,649	\$ 20,633
Avg. Transaction to Market %	91%	92%	90%
Avg. Transactional Discount	\$ 1,472	\$ 1,376	\$ 1,179
Avg. Front End Gross	\$ 2,640	\$ 3,429	\$ 3,416
Avg. Finance Gross	\$ 1,903	\$ 1,760	\$ 1,909
PUVR	\$ 4,543	\$ 5,189	\$ 5,326
Total Gross (Units & PUVR)	\$ 717,748	\$ 249,088	\$ 90,537
GROI	318%	370%	634%
% with Trade	37%	52%	18%
Avg. Over/Under Allowance	-46	52	-218



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
33	0	9	1
21%	0%	6%	1%
70%	#DIV/0!	0%	0%
23.1	#DIV/0!	17.9	1.0
\$ 21,504	#DIV/0!	\$ 36,264	\$ 19,182
93%	#DIV/0!	86%	100%
\$ 867	#DIV/0!	\$ 5,076	\$ -
\$ 2,094	#DIV/0!	\$ 3,523	\$ (1)
\$ 1,853	#DIV/0!	\$ 3,023	\$ 2,733
\$ 3,947	#DIV/0!	\$ 6,547	\$ 2,732
\$ 130,255	#DIV/0!	\$ 58,919	\$ 2,732
287%	#DIV/0!	363%	5127%
21%	#DIV/0!	89%	0%
-67	#DIV/0!	359	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	50
0%	0%	32%
#DIV/0!	#DIV/0!	94%
#DIV/0!	#DIV/0!	22.5
#DIV/0!	#DIV/0!	\$ 26,531
#DIV/0!	#DIV/0!	91%
#DIV/0!	#DIV/0!	\$ 1,443
#DIV/0!	#DIV/0!	\$ 1,872
#DIV/0!	#DIV/0!	\$ 1,852
#DIV/0!	#DIV/0!	\$ 3,724
#DIV/0!	#DIV/0!	\$ 186,217
#DIV/0!	#DIV/0!	224%
#DIV/0!	#DIV/0!	32%
#DIV/0!	#DIV/0!	-141

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	158	126	17
% of Retail Units	100%	80%	11%
% Retailed of Non-New Franchise	62%	63%	41%
Avg. Days to Sale	20.5	14.0	36.5
Avg. Transaction Price	\$ 25,087	\$ 24,092	\$ 26,877
Avg. Transaction to Market %	91%	92%	88%
Avg. Transactional Discount	\$ 1,472	\$ 1,236	\$ 1,976
Avg. Front End Gross	\$ 2,640	\$ 2,783	\$ 2,183
Avg. Finance Gross	\$ 1,903	\$ 1,863	\$ 2,245
PUVR	\$ 4,543	\$ 4,645	\$ 4,428
Total Gross (Units & PUVR)	\$ 717,748	\$ 585,330	\$ 75,280
GROI	318%	495%	162%
% with Trade	37%	33%	53%
Avg. Over/Under Allowance	-46	-44	293



46-60 days	61-90 days	90+ days
9	6	0
6%	4%	0%
67%	100%	#DIV/0!
50.6	66.7	#DIV/0!
\$ 28,800	\$ 35,321	#DIV/0!
85%	91%	#DIV/0!
\$ 3,319	\$ 2,221	#DIV/0!
\$ 2,946	\$ 475	#DIV/0!
\$ 929	\$ 3,235	#DIV/0!
\$ 3,875	\$ 3,710	#DIV/0!
\$ 34,878	\$ 22,260	#DIV/0!
96%	57%	#DIV/0!
56%	67%	#DIV/0!
-623	-163	#DIV/0!