

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Henry Loggins	Tayler Beasley	Sydney Dix
Lukas Garner	Lukas Garner	Preston M
Jeff Robinson		Tony Altman
		JD Depriest
		Sally Garcia
		Calvin Harvey
		Lukas Garner

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	P0783	20	Chevrolet	Blazer	139	Auction/Wholesale	No	\$ 28,999	\$ 22,823	95%	(\$10,268)	\$4,191
2	HV279A	17	Hyundai	Tuscon	5	Trade on New	No	\$ 16,688	\$ 16,688	98%	\$3,524	\$644
3	HV033A	18	Hyundai	Elantra	3	Trade on New	No	\$ 15,688	\$ 15,688	98%	\$2,740	\$625
4	P0790A	14	Jeep	Cherokee	8	Trade on Used	No	\$ 12,888	\$ 12,888	98%	\$3,866	\$0
5	HV235A	19	Hyundai	Elantra	10	Trade on New	Yes	\$ 18,999	\$ 18,999	98%	\$2,388	\$2,997
6	DU041B	9	Toyota	Tundra	9	Trade on New	No	\$ 13,008	\$ 13,007	98%	\$2,267	\$0
7	P0821A	22	Hyundai	Kona	71	Trade on Used	Yes	\$ 24,988	\$ 24,988	99%	\$797	\$2,505
8	HV209A	16	Hyundai	Santa Fe	11	Trade on New	No	\$ 15,995	\$ 15,812	98%	\$1,535	\$1,464
9	P0768	20	Ram	1500 Classic	180	Auction/Wholesale	Yes	\$ 33,007	\$ 33,007	95%	(\$7,263)	\$1,741
10	DU048A	14	Ford	F-150	4	Trade on New	No	\$ 17,999	\$ 17,999	98%	\$4,623	\$1,425
11	DCV003AA	20	Jeep	Compass	19	Trade on New	Yes	\$ 28,888	\$ 28,888	98%	\$3,523	\$2,535
12	HV295A	18	Nissan	Maxima	4	Trade on New	No	\$ 22,988	\$ 21,988	98%	\$4,013	\$3,071
13	HV275B	22	Hyundai	Santa Cruz	17	Trade on New	Yes	\$ 38,788	\$ 38,788	98%	\$3,925	\$4,139
14	DU049AA	17	Jeep	Grand Cherokee	36	Trade on Used	No	\$ 19,095	\$ 19,095	89%	\$3,573	\$0
15	HV196A	20	Hyundai	Elantra	60	Trade on New	Yes	\$ 17,988	\$ 17,988	99%	\$1,572	\$1,747
16	HV033B	16	Ram	1500	17	Trade on New	No	\$ 9,200	\$ 9,200	98%	\$1,624	\$525
17	HV242A	23	Hyundai	Santa Fe	1	Trade on New	Yes	\$ 33,469	\$ 33,469	98%	\$1,637	\$0
18	JEV010A	21	Hyundai	Palisade	1	Trade on New	Yes	\$ 47,999	\$ 47,999	98%	\$5,457	\$4,798
19	HV238A	13	Ford	Fusion	12	Trade on New	No	\$ 8,999	\$ 8,800	98%	\$2,123	\$1,077
20	JEV011A	17	Dodge	Durango	17	Trade on New	No	\$ 23,320	\$ 23,320	98%	\$2,330	\$2,717
21	HV242AA	13	Ford	Edge	3	Trade on New	No	\$ 13,988	\$ 13,988	98%	\$3,464	\$2,066
22	HV300A	20	Chevrolet	Equinox	8	Trade on New	No	\$ 20,199	\$ 20,199	98%	\$1,593	\$1,059
23	HV274A	17	Buick	Encore	20	Trade on New	No	\$ 14,388	\$ 14,388	98%	\$2,857	\$1,156
24	P0818	20	Hyundai	Accent	97	Auction/Wholesale	Yes	\$ 14,588	\$ 14,588	95%	(\$2,575)	\$2,784
25	HV244A	21	GMC	Acadia	14	Trade on New	No	\$ 34,225	\$ 34,225	98%	\$2,989	\$835
26	P0764	20	Jaquar	F-Pace	217	Auction/Wholesale	No	\$ 30,988	\$ 30,988	95%	(\$5,058)	\$2,882
27	HV227A	21	Volkswagon	Atlas	20	Trade on New	No	\$ 33,599	\$ 33,599	98%	\$3,152	\$250
28	P0839	23	Hyundai	Elantra	1	Auction/Wholesale	Yes	\$ 35,999	\$ 35,500	98%	\$635	\$5,176

Scoreboard Totals

% Retailed of Non-Franchise Make	45%
Total # Retail Units	44
Avg. Days to Sale	33.0
Avg. Advertised Price (Time of Sale)	\$ 25,132
Avg. Transaction Price	\$ 24,752
Avg. Market Price at 100%	\$ 25,675
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 380
Avg. Front-End Gross	\$ 1,709
Avg. Finance Gross	\$ 1,923
PUVR	\$ 3,633
Total Gross (Units & PUVR)	\$ 159,832
GROI	160%
% with Trade	34%
Avg. Over/Under Allowance	(\$79)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Henry Loggins
% Retailed of Non-New Franchise	45%	#DIV/0!	44%
Total # Retail Units	44	0	9
Avg. Days to Sale	33.0	#DIV/0!	32.9
Avg. Advertised Price (Time of Sale)	\$ 25,132	#DIV/0!	\$ 25,495
Avg. Transaction Price	\$ 24,752	#DIV/0!	\$ 25,163
Avg. Market Price at 100%	\$ 25,675	#DIV/0!	\$ 25,898
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	98%
Avg. Transaction to Market	96%	#DIV/0!	97%
Avg. Transactional Discount	\$ 380	#DIV/0!	\$ 332
Avg. Front-End Gross	\$ 1,709	#DIV/0!	\$ 2,534
Avg. Finance Gross	\$ 1,923	#DIV/0!	\$ 2,759
PUVR	\$ 3,633	#DIV/0!	\$ 5,293
Total Gross (Units & PUVR)	\$ 159,832	#DIV/0!	\$ 47,633
GROI	160%	#DIV/0!	230%
% with Trade	34%	#DIV/0!	33%
Avg. Over/Under Allowance	-79	#DIV/0!	-44



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

Lukas Garner	Jeff Robinson		
50%	45%	#DIV/0!	#DIV/0!
2	33	0	0
8.5	34.5	#DIV/0!	#DIV/0!
\$ 29,520	\$ 24,767	#DIV/0!	#DIV/0!
\$ 29,421	\$ 24,357	#DIV/0!	#DIV/0!
\$ 29,865	\$ 25,331	#DIV/0!	#DIV/0!
99%	98%	#DIV/0!	#DIV/0!
99%	96%	#DIV/0!	#DIV/0!
\$ 100	\$ 410	#DIV/0!	#DIV/0!
\$ 1,811	\$ 1,478	#DIV/0!	#DIV/0!
\$ 551	\$ 1,779	#DIV/0!	#DIV/0!
\$ 2,362	\$ 3,257	#DIV/0!	#DIV/0!
\$ 4,724	\$ 107,475	#DIV/0!	#DIV/0!
340%	140%	#DIV/0!	#DIV/0!
50%	33%	#DIV/0!	#DIV/0!
250	-109	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Sydney Dix	Preston M
% Retailed of Non-New Franchise	45%	36%	38%
Total # Retail Units	44	11	8
Avg. Days to Sale	33.0	37.4	13.3
Avg. Advertised Price (Time of Sale)	\$ 25,132	\$ 21,375	\$ 25,295
Avg. Transaction Price	\$ 24,752	\$ 20,904	\$ 25,295
Avg. Market Price at 100%	\$ 25,675	\$ 21,840	\$ 25,785
Avg. Price to Market % (Time of Sale)	98%	98%	98%
Avg. Transaction to Market	96%	96%	98%
Avg. Transactional Discount	\$ 380	\$ 472	\$ -
Avg. Front-End Gross	\$ 1,709	\$ 969	\$ 2,955
Avg. Finance Gross	\$ 1,923	\$ 1,743	\$ 1,903
PUVR	\$ 3,633	\$ 2,712	\$ 4,858
Total Gross (Units & PUVR)	\$ 159,832	\$ 29,828	\$ 38,863
GROI	160%	125%	522%
% with Trade	34%	18%	50%
Avg. Over/Under Allowance	-79	-21	-74



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

Tony Altman	JD Depriest	Sally Garcia	Calvin Harvey
38%	100%	50%	63%
8	3	2	8
28.8	79.3	105.0	29.4
\$ 21,148	\$ 17,665	\$ 26,994	\$ 29,805
\$ 21,000	\$ 17,598	\$ 23,906	\$ 29,369
\$ 21,560	\$ 18,358	\$ 27,883	\$ 30,316
98%	96%	97%	98%
97%	96%	86%	97%
\$ 148	\$ 67	\$ 3,088	\$ 436
\$ 2,921	\$ (223)	\$ (4,736)	\$ 2,614
\$ 2,297	\$ 1,320	\$ 3,348	\$ 1,897
\$ 5,218	\$ 1,097	\$ (1,388)	\$ 4,511
\$ 41,740	\$ 3,291	\$ (2,775)	\$ 36,089
311%	28%	-20%	188%
25%	33%	50%	25%
188	-167	-100	-556

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Taylor Beasley	Lukas Garner
% Retailed of Non-New Franchise	45%	50%	25%
Total # Retail Units	44	36	8
Avg. Days to Sale	33.0	36.9	15.5
Avg. Advertised Price (Time of Sale)	\$ 25,132	\$ 26,703	\$ 18,066
Avg. Transaction Price	\$ 24,752	\$ 26,266	\$ 17,941
Avg. Market Price at 100%	\$ 25,675	\$ 27,262	\$ 18,411
Avg. Price to Market % (Time of Sale)	98%	98%	98%
Avg. Transaction to Market	96%	96%	97%
Avg. Transactional Discount	\$ 380	\$ 437	\$ 125
Avg. Front-End Gross	\$ 1,709	\$ 1,465	\$ 2,807
Avg. Finance Gross	\$ 1,923	\$ 2,067	\$ 1,276
PUVR	\$ 3,633	\$ 3,533	\$ 4,083
Total Gross (Units & PUVR)	\$ 159,832	\$ 127,171	\$ 32,661
GROI	160%	131%	529%
% with Trade	34%	0%	0%
Avg. Over/Under Allowance	-79	-124	125



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	44	16	28
Avg. Days to Sale	33.0	40.6	28.6
Avg. Advertised Price (Time of Sale)	\$ 25,132	\$ 31,537	\$ 20,978
Avg. Transaction Price	\$ 24,752	\$ 31,357	\$ 20,978
Avg. Market Price at 100%	\$ 25,675	\$ 32,149	\$ 21,941
Avg. Price to Market % (Time of Sale)	98%	98%	96%
Avg. Transaction to Market	96%	98%	96%
Avg. Transactional Discount	\$ 380	\$ 180	\$ 495
Avg. Front-End Gross	\$ 1,709	\$ 1,360	\$ 1,908
Avg. Finance Gross	\$ 1,923	\$ 2,592	\$ 1,541
PUVR	\$ 3,633	\$ 3,952	\$ 3,450
Total Gross (Units & PUVR)	\$ 159,832	\$ 63,238	\$ 96,594
GROI	160%	112%	207%
% with Trade	34%	56%	21%
Avg. Over/Under Allowance	-79	85	-173



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	44	24	20
Avg. Days to Sale	33.0	32.8	33.2
Avg. Advertised Price (Time of Sale)	\$ 25,132	\$ 26,601	\$ 22,687
Avg. Transaction Price	\$ 24,752	\$ 26,473	\$ 22,687
Avg. Market Price at 100%	\$ 25,675	\$ 27,178	\$ 23,823
Avg. Price to Market % (Time of Sale)	98%	98%	95%
Avg. Transaction to Market	96%	97%	95%
Avg. Transactional Discount	\$ 380	\$ 128	\$ 683
Avg. Front-End Gross	\$ 1,709	\$ 1,764	\$ 1,644
Avg. Finance Gross	\$ 1,923	\$ 2,070	\$ 1,748
PUVR	\$ 3,633	\$ 3,834	\$ 3,391
Total Gross (Units & PUVR)	\$ 159,832	\$ 92,010	\$ 67,822
GROI	160%	159%	162%
% with Trade	34%	46%	20%
Avg. Over/Under Allowance	-79	57	-242



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	44	31	5
% of Retail Units	100%	70%	11%
% Retailed of Non-New Franchise	45%	52%	20%
Avg. Days to Sale	33.0	17.6	48.2
Avg. Transaction Price	\$ 24,752	\$ 23,838	\$ 19,797
Avg. Transaction to Market %	96%	98%	93%
Avg. Transactional Discount	\$ 380	\$ 61	\$ 595
Avg. Front End Gross	\$ 1,709	\$ 2,644	\$ 2,799
Avg. Finance Gross	\$ 1,923	\$ 1,800	\$ 1,160
PUVR	\$ 3,633	\$ 4,444	\$ 3,959
Total Gross (Units & PUVR)	\$ 159,832	\$ 137,765	\$ 19,796
GROI	160%	382%	149%
% with Trade	34%	29%	40%
Avg. Over/Under Allowance	-79	-114	-40



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	6	1	0
2%	14%	2%	0%
100%	33%	0%	#DIV/0!
25.0	106.5	1.0	#DIV/0!
\$ 26,188	\$ 31,158	\$ 37,999	#DIV/0!
89%	93%	93%	#DIV/0!
\$ 2,807	\$ 1,112	\$ 2,381	#DIV/0!
\$ 2,198	\$ (3,838)	\$ 65	#DIV/0!
\$ 3,447	\$ 2,800	\$ 2,792	#DIV/0!
\$ 5,645	\$ (1,039)	\$ 2,857	#DIV/0!
\$ 5,645	\$ (6,231)	\$ 2,857	#DIV/0!
310%	-11%	2707%	#DIV/0!
0%	50%	100%	#DIV/0!
0	83	-236	#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	44	31	4
% of Retail Units	100%	70%	9%
% Retailed of Non-New Franchise	45%	48%	50%
Avg. Days to Sale	33.0	11.0	36.0
Avg. Transaction Price	\$ 24,752	\$ 24,305	\$ 24,700
Avg. Transaction to Market %	96%	97%	97%
Avg. Transactional Discount	\$ 380	\$ 324	\$ -
Avg. Front End Gross	\$ 1,709	\$ 2,707	\$ 2,163
Avg. Finance Gross	\$ 1,923	\$ 1,642	\$ 1,967
PUVR	\$ 3,633	\$ 4,349	\$ 4,129
Total Gross (Units & PUVR)	\$ 159,832	\$ 134,804	\$ 16,517
GROI	160%	587%	167%
% with Trade	34%	35%	25%
Avg. Over/Under Allowance	-79	57	26



46-60 days	61-90 days	90+ days
3	1	5
7%	2%	11%
33%	0%	40%
52.0	71.0	148.0
\$ 29,155	\$ 24,988	\$ 24,879
99%	99%	91%
\$ 170	\$ -	\$ 1,235
\$ 1,115	\$ 797	\$ (4,301)
\$ 2,826	\$ 2,505	\$ 2,978
\$ 3,941	\$ 3,302	\$ (1,323)
\$ 11,822	\$ 3,302	\$ (6,613)
94%	67%	-13%
33%	100%	20%
-1,550	-200	-100