

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
David Johnson	Desiree Setzer	Lacenia Merchant
Hugh Hawkins	Keon Duncan	Stephanie Dellinger
Frank Wheeler	Mike Balden	Jasmine Purcell
Dan Dandenau	Tommy Stanley	Shane Robinson
Ed Grier		Jeff Brooks
		Monique Williams
		Tyrone Williams
		Fionn Baldwin
		Brad Wade
		Latoya McCollum
		Woody Wilson
		Reginer Thompson
		Matt Hipe
		Cliff Mclean
		Jack Raegan
		Jason Kruger
		Jasmine Taylor
		Jordan Sampson
		Marshall Whatley
		Ronnie Woodham
		Desan Riley
		Bowie Caison
		Brandy Slade
		EJ Bethea
		Joe Davis
		Nick Laird
		AJ Cox

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	FMED04906	2021	FORD	F-250	32	Auction/Wholesale	No	\$ 63,999	\$ 74,903	118%	\$829	\$4,522
2	FKM158058	2021	FORD	FIESTA	47	Auction/Wholesale	No	\$ 12,896	\$ 14,549	85%	(\$678)	\$1,225
3	KB331257	2019	VOLVO	XC60	20	Trade on New	No	\$ 30,999	\$ 28,715	99%	\$947	\$0
4	FF1153707	2015	GMC	CANYON	5	Trade on New	No	\$ 25,999	\$ 25,999	102%	\$4,290	\$1,968
5	FHH548338	2017	HONDA	CIVIC	47	Auction/Wholesale	No	\$ 17,496	\$ 18,999	89%	(\$1,783)	\$0
6	HA005672	2017	HONDA	ACCORD	17	Trade on Used	No	\$ 21,299	\$ 18,900	102%	(\$287)	\$1,163
7	LJ215866	2020	Mercedes-Benz	A CLASS	10	Trade on Used	No	\$ 32,999	\$ 33,493	109%	\$4,694	\$2,047
8	FME275010	2021	KIA	FORTE	4	Auction/Wholesale	No	\$ 25,999	\$ 24,304	104%	\$1,519	\$985
9	FKW614239	2019	Jeep	WRANGLER	26	Auction/Wholesale	No	\$ 38,999	\$ 38,899	105%	\$285	\$3,544
10	NE435058	2022	KIA	RIO	19	Trade on Used	No	\$ 21,499	\$ 19,998	104%	\$3,547	\$1,625
11	LJ138731	2020	BUICK	ENCLAVE	25	Trade on Used	No	\$ 33,499	\$ 35,999	110%	\$7,904	\$3,947
12	FLH061181	2020	Hyundai	SONATA	6	Auction/Wholesale	No	\$ 25,699	\$ 29,949	104%	\$810	\$2,731
13	KM117496	2019	FORD	FIESTA	3	Auction/Wholesale	No	\$ 16,999	\$ 14,999	107%	\$605	\$1,187
14	PA017494	2023	ACURA	INTEGRA	29	TRADE ON NEW	YES	\$ 33,999	\$ 32,480	104%	(\$600)	\$300
15	GG041870	2016	KIA	OPTIMA	1	Trade on Used	No	\$ 16,999	\$ 15,999	110%	\$2,915	\$1,606
16	FEBA85614	2014	FORD	EDGE	6	Street/Curb Buy	No	\$ 15,099	\$ 11,052	110%	\$37	\$968
17	P6127717	2022	KIA	STINGER	6	Trade on New	No	\$ 39,999	\$ 39,999	103%	\$5,965	\$0
18	FLG298909	2020	Chevrolet	SILVERADO	34	Auction/Wholesale	No	\$ 49,999	\$ 49,105	103%	\$440	\$5,022
19	JG376732	2018	KIA	SORENTO	19	Trade on Used	No	\$ 19,999	\$ 20,399	94%	\$3,021	\$2,829
20	J9123477	2018	CADILLAC	CTS	5	Trade on Used	No	\$ 23,999	\$ 25,494	91%	\$3,758	\$3,082
21	P7433517	2023	KIA	SELTOS	7	Trade on New	No	\$ 28,999	\$ 30,997	104%	\$5,550	\$3,414
22	FLR104900	2020	FORD	FUSION	38	Auction/Wholesale	No	\$ 23,999	\$ 25,487	104%	\$2,388	\$3,580
23	FJF752203	2018	Mercedes-Benz	C63	30	Street/Curb Buy	No	\$ 52,499	\$ 44,000	107%	\$1,300	\$0
24	FV315924	2015	BMW	X1	45	Trade on Used	No	\$ 15,499	\$ 15,499	100%	\$3,262	\$1,801
25	FLH215533	2020	DODGE	CHALLENGER	50	Auction/Wholesale	No	\$ 25,766	\$ 27,859	93%	(\$794)	\$1,909
26	KE006105	2020	KIA	FORTE	5	Trade on Used	No	\$ 22,499	\$ 22,499	110%	\$3,189	\$2,360
27	FJU7771312	2018	TOYOTA	CAMRY	9	Auction/Wholesale	No	\$ 20,999	\$ 19,100	101%	\$2,595	\$3,061
28	HL522351	2017	Jeep	WRANGLER	12	Trade on Used	No	\$ 33,999	\$ 30,510	106%	\$2,270	\$832

29	FK7664921	2019	KIA	SOUL	51	Auction/Wholesale	No	\$	14,959	\$	16,647	90%	\$1,878	\$1,002
30	FJE205178	2018	HONDA	CIVIC	51	Auction/Wholesale	No	\$	18,999	\$	18,999	96%	(\$558)	\$0
31	JU535054	2018	Hyundai	ELANTRA	10	Trade on Used	No	\$	19,999	\$	19,999	111%	\$4,340	\$2,349
32	KH009037	2019	MITSUBISHI	MIRAGE	12	Trade on Used	No	\$	17,006	\$	12,750	101%	(\$818)	\$1,078
33	J7902348	2018	KIA	SOUL	16	Trade on New	No	\$	15,599	\$	8,200	115%	(\$1,600)	\$1,018
34	FGU308827	2016	Hyundai	ELANTRA	10	Auction/Wholesale	No	\$	15,999	\$	16,295	104%	\$1,478	\$752
35	LH106936	2020	DODGE	CHARGER	5	Trade on New	No	\$	26,999	\$	23,089	105%	\$1,891	\$1,822
36	L7790440	2020	KIA	SPORTAGE	9	Trade on New	No	\$	27,490	\$	24,890	106%	\$2,271	\$3,786
37	KZ045390	2019	MITSUBISHI	OUTLANDER	6	Trade on New	No	\$	20,999	\$	20,285	108%	\$1,493	\$2,571
38	FG446272	2015	KIA	OPTIMA	6	Trade on Used	No	\$	11,999	\$	9,995	108%	\$3,495	\$2,015
39	FGR476810	2016	GMC	YUKON	37	Auction/Wholesale	No	\$	42,499	\$	44,587	101%	\$1,657	\$2,869
40	FLH584483	2020	HYUNDAI	ELANTRA	40	Auction/Wholesale	No	\$	17,498	\$	19,627	97%	(\$791)	\$906
41	LA038730	2020	HONDA	ACCORD	12	Trade on Used	No	\$	25,499	\$	22,999	99%	\$1,869	\$250
42	N5052806	2022	LEXUS	IS350	74	Trade on New	No	\$	44,549	\$	45,093	94%	\$1,445	\$6,281
43	JL215186	2018	FORD	FOCUS	6	Trade on Used	No	\$	17,999	\$	14,639	114%	\$439	\$0
44	NG141971	2022	KIA	SORENTO	8	Trade on New	No	\$	43,999	\$	43,687	103%	\$3,016	\$450
45	FLE42744	2020	KIA	RIO	37	Auction/Wholesale	No	\$	17,859	\$	19,999	94%	\$1,663	\$0
46	FL7073346	2020	KIA	SOUL	45	Auction/Wholesale	No	\$	16,998	\$	23,099	82%	(\$1,657)	\$1,398
47	CC502893	2012	NISSAN	XTERRA	9	Trade on Used	No	\$	13,992	\$	14,639	105%	\$6,176	\$0
48	LG421843	2020	KIA	OPTIMA	7	Trade on New	No	\$	22,999	\$	22,369	109%	\$3,868	\$0
49	L7074990	2020	KIA	SOUL	8	Trade on New	No	\$	21,999	\$	22,497	110%	\$6,027	\$2,024
50	FKKC17783	2019	FORD	F-150	32	Auction/Wholesale	No	\$	32,499	\$	34,800	98%	\$3,296	\$3,792
51	FJKF32845	2018	FORD	F-150	32	Auction/Wholesale	No	\$	35,979	\$	40,474	96%	\$4,931	\$674
52	FMED05419	2021	FORD	F-250	41	Auction/Wholesale	No	\$	67,894	\$	68,500	108%	\$6,868	\$7,268
53	LW224050	2020	JEEP	WRANGLER	33	Trade on New	No	\$	33,998	\$	35,999	91%	\$1,554	\$4,190

Scoreboard Totals

% Retailed of Non-Franchise Make	71%
Total # Retail Units	200
Avg. Days to Sale	22.1
Avg. Advertised Price (Time of Sale)	\$ 26,851
Avg. Transaction Price	\$ 26,877
Avg. Market Price at 100%	\$ 26,332
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ (26)
Avg. Front-End Gross	\$ 1,716
Avg. Finance Gross	\$ 1,892
PUVR	\$ 3,608
Total Gross (Units & PUVR)	\$ 721,597
GROI	219%
% with Trade	42%
Avg. Over/Under Allowance	(\$1,196)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Frank Wheeler
% Retailed of Non-New Franchise	71%	#DIV/0!	79%
Total # Retail Units	200	0	43
Avg. Days to Sale	22.1	#DIV/0!	21.2
Avg. Advertised Price (Time of Sale)	\$ 26,851	#DIV/0!	\$ 29,528
Avg. Transaction Price	\$ 26,877	#DIV/0!	\$ 29,943
Avg. Market Price at 100%	\$ 26,332	#DIV/0!	\$ 28,551
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	103%
Avg. Transaction to Market	102%	#DIV/0!	105%
Avg. Transactional Discount	\$ (26)	#DIV/0!	\$ (415)
Avg. Front-End Gross	\$ 1,716	#DIV/0!	\$ 2,226
Avg. Finance Gross	\$ 1,892	#DIV/0!	\$ 2,009
PUVR	\$ 3,608	#DIV/0!	\$ 4,236
Total Gross (Units & PUVR)	\$ 721,597	#DIV/0!	\$ 182,140
GROI	219%	#DIV/0!	240%
% with Trade	42%	#DIV/0!	28%
Avg. Over/Under Allowance	-1,196	#DIV/0!	-1,426



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

Hugh Hawkins	Dan Dandenau	Ed Grier	David Johnson
66%	70%	65%	79%
58	33	37	29
23.8	22.5	21.0	21.1
\$ 26,441	\$ 26,427	\$ 25,451	\$ 25,969
\$ 26,636	\$ 26,222	\$ 25,233	\$ 25,653
\$ 26,249	\$ 26,000	\$ 25,142	\$ 25,616
101%	102%	101%	101%
101%	101%	100%	100%
\$ (195)	\$ 205	\$ 218	\$ 317
\$ 1,622	\$ 1,696	\$ 1,309	\$ 1,686
\$ 2,128	\$ 1,789	\$ 1,847	\$ 1,422
\$ 3,751	\$ 3,485	\$ 3,157	\$ 3,107
\$ 217,539	\$ 115,006	\$ 116,800	\$ 90,112
213%	213%	214%	207%
45%	39%	51%	48%
-1,411	-138	-1,535	-1,153

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Jeff Brooks	Tyrone Williams
% Retailed of Non-New Franchise	71%	88%	73%
Total # Retail Units	200	17	11
Avg. Days to Sale	22.1	24.2	26.3
Avg. Advertised Price (Time of Sale)	\$ 26,851	\$ 26,955	\$ 25,595
Avg. Transaction Price	\$ 26,877	\$ 27,580	\$ 26,004
Avg. Market Price at 100%	\$ 26,332	\$ 25,905	\$ 24,705
Avg. Price to Market % (Time of Sale)	102%	104%	104%
Avg. Transaction to Market	102%	106%	105%
Avg. Transactional Discount	\$ (26)	\$ (625)	\$ (409)
Avg. Front-End Gross	\$ 1,716	\$ 1,746	\$ 2,639
Avg. Finance Gross	\$ 1,892	\$ 1,912	\$ 2,742
PUVR	\$ 3,608	\$ 3,658	\$ 5,382
Total Gross (Units & PUVR)	\$ 721,597	\$ 62,187	\$ 59,198
GROI	219%	198%	284%
% with Trade	42%	35%	36%
Avg. Over/Under Allowance	-1,196	-675	-1,460



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

Jasmine Purcell			
70%	#DIV/0!	#DIV/0!	#DIV/0!
10	0	0	0
13.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,044	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,379	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,710	#DIV/0!	#DIV/0!	#DIV/0!
104%	#DIV/0!	#DIV/0!	#DIV/0!
105%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (335)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,489	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,295	#DIV/0!	#DIV/0!	#DIV/0!
\$ 6,784	#DIV/0!	#DIV/0!	#DIV/0!
\$ 67,837	#DIV/0!	#DIV/0!	#DIV/0!
526%	#DIV/0!	#DIV/0!	#DIV/0!
40%	#DIV/0!	#DIV/0!	#DIV/0!
284	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Desiree Setzer	Tommy Stanley
% Retailed of Non-New Franchise	71%	74%	75%
Total # Retail Units	200	47	55
Avg. Days to Sale	22.1	20.2	27.8
Avg. Advertised Price (Time of Sale)	\$ 26,851	\$ 27,958	\$ 24,942
Avg. Transaction Price	\$ 26,877	\$ 28,073	\$ 24,776
Avg. Market Price at 100%	\$ 26,332	\$ 27,085	\$ 24,910
Avg. Price to Market % (Time of Sale)	102%	103%	100%
Avg. Transaction to Market	102%	104%	99%
Avg. Transactional Discount	\$ (26)	\$ (115)	\$ 166
Avg. Front-End Gross	\$ 1,716	\$ 1,567	\$ 1,125
Avg. Finance Gross	\$ 1,892	\$ 1,921	\$ 1,791
PUVR	\$ 3,608	\$ 3,489	\$ 2,915
Total Gross (Units & PUVR)	\$ 721,597	\$ 163,962	\$ 160,346
GROI	219%	222%	153%
% with Trade	42%	0%	0%
Avg. Over/Under Allowance	-1,196	-1,924	-1,043



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

Keon Duncan	Mike Balden		
64%	72%	#DIV/0!	#DIV/0!
55	43	0	0
19.4	20.4	#DIV/0!	#DIV/0!
\$ 28,083	\$ 26,506	#DIV/0!	#DIV/0!
\$ 28,102	\$ 26,688	#DIV/0!	#DIV/0!
\$ 27,620	\$ 26,025	#DIV/0!	#DIV/0!
102%	102%	#DIV/0!	#DIV/0!
102%	103%	#DIV/0!	#DIV/0!
\$ (19)	\$ (182)	#DIV/0!	#DIV/0!
\$ 1,930	\$ 2,359	#DIV/0!	#DIV/0!
\$ 1,912	\$ 1,966	#DIV/0!	#DIV/0!
\$ 3,842	\$ 4,326	#DIV/0!	#DIV/0!
\$ 211,286	\$ 186,003	#DIV/0!	#DIV/0!
253%	286%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
-1,269	-591	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	4	196
Avg. Days to Sale	22.1	23.0	22.1
Avg. Advertised Price (Time of Sale)	\$ 26,851	\$ 36,312	\$ 26,674
Avg. Transaction Price	\$ 26,877	\$ 36,795	\$ 26,674
Avg. Market Price at 100%	\$ 26,332	\$ 34,741	\$ 26,236
Avg. Price to Market % (Time of Sale)	102%	105%	102%
Avg. Transaction to Market	102%	106%	102%
Avg. Transactional Discount	\$ (26)	\$ (484)	\$ (16)
Avg. Front-End Gross	\$ 1,716	\$ 2,979	\$ 1,690
Avg. Finance Gross	\$ 1,892	\$ 1,323	\$ 1,904
PUVR	\$ 3,608	\$ 4,302	\$ 3,594
Total Gross (Units & PUVR)	\$ 721,597	\$ 17,206	\$ 704,391
GROI	219%	183%	220%
% with Trade	42%	50%	42%
Avg. Over/Under Allowance	-1,196	-1,000	-1,200



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	58	142
Avg. Days to Sale	22.1	17.8	23.9
Avg. Advertised Price (Time of Sale)	\$ 26,851	\$ 23,471	\$ 28,279
Avg. Transaction Price	\$ 26,877	\$ 23,444	\$ 28,279
Avg. Market Price at 100%	\$ 26,332	\$ 23,013	\$ 27,792
Avg. Price to Market % (Time of Sale)	102%	102%	102%
Avg. Transaction to Market	102%	102%	102%
Avg. Transactional Discount	\$ (26)	\$ 27	\$ (47)
Avg. Front-End Gross	\$ 1,716	\$ 1,892	\$ 1,643
Avg. Finance Gross	\$ 1,892	\$ 1,442	\$ 2,076
PUVR	\$ 3,608	\$ 3,335	\$ 3,720
Total Gross (Units & PUVR)	\$ 721,597	\$ 193,404	\$ 528,193
GROI	219%	288%	198%
% with Trade	42%	45%	41%
Avg. Over/Under Allowance	-1,196	-1,009	-1,273



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	49	64
% of Retail Units	100%	25%	32%
% Retailed of Non-New Franchise	71%	63%	75%
Avg. Days to Sale	22.1	23.7	15.6
Avg. Transaction Price	\$ 26,877	\$ 28,796	\$ 24,338
Avg. Transaction to Market %	102%	101%	99%
Avg. Transactional Discount	\$ (26)	\$ 219	\$ 380
Avg. Front End Gross	\$ 1,716	\$ 2,044	\$ 2,465
Avg. Finance Gross	\$ 1,892	\$ 1,865	\$ 1,990
PUVR	\$ 3,608	\$ 3,909	\$ 4,455
Total Gross (Units & PUVR)	\$ 721,597	\$ 191,548	\$ 285,104
GROI	219%	206%	423%
% with Trade	42%	43%	41%
Avg. Over/Under Allowance	-1,196	-1,223	-790



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
6	81	0	0
3%	41%	0%	0%
100%	70%	#DIV/0!	#DIV/0!
9.7	27.2	#DIV/0!	#DIV/0!
\$ 33,491	\$ 27,231	#DIV/0!	#DIV/0!
98%	102%	#DIV/0!	#DIV/0!
\$ 2,258	\$ (663)	#DIV/0!	#DIV/0!
\$ 2,255	\$ 885	#DIV/0!	#DIV/0!
\$ 1,730	\$ 1,844	#DIV/0!	#DIV/0!
\$ 3,985	\$ 2,729	#DIV/0!	#DIV/0!
\$ 23,909	\$ 221,036	#DIV/0!	#DIV/0!
443%	133%	#DIV/0!	#DIV/0!
33%	43%	#DIV/0!	#DIV/0!
-1,000	-1,499	#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	200	141	31
% of Retail Units	100%	71%	16%
% Retailed of Non-New Franchise	71%	65%	90%
Avg. Days to Sale	22.1	12.3	38.2
Avg. Transaction Price	\$ 26,877	\$ 25,240	\$ 34,839
Avg. Transaction to Market %	102%	100%	106%
Avg. Transactional Discount	\$ (26)	\$ 685	\$ (2,346)
Avg. Front End Gross	\$ 1,716	\$ 1,881	\$ 1,952
Avg. Finance Gross	\$ 1,892	\$ 1,747	\$ 2,489
PUVR	\$ 3,608	\$ 3,628	\$ 4,441
Total Gross (Units & PUVR)	\$ 721,597	\$ 511,576	\$ 137,678
GROI	219%	420%	120%
% with Trade	42%	40%	58%
Avg. Over/Under Allowance	-1,196	-941	-2,800



46-60 days	61-90 days	90+ days
22	6	0
11%	3%	0%
82%	67%	#DIV/0!
50.4	65.3	#DIV/0!
\$ 25,322	\$ 29,889	#DIV/0!
98%	100%	#DIV/0!
\$ (1,000)	\$ (1,163)	#DIV/0!
\$ 545	\$ 894	#DIV/0!
\$ 1,593	\$ 3,327	#DIV/0!
\$ 2,137	\$ 4,220	#DIV/0!
\$ 47,019	\$ 25,323	#DIV/0!
60%	78%	#DIV/0!
32%	33%	#DIV/0!
-60	500	#DIV/0!