

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Nathan Baker	Butch Curtis	Faith Acevedo
William Wilford	Alex Collazo	James Morris
Ryan Clark	Nathan Baker	Jason Dill
		Greg Edmonds
		Rick Willoughby
		Will Thompson
		Richard Crook
		Johnny Roberts
		James Bragg
		Nathan Baker
		Jonathan Smith
		Mitchell Feathers II

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	30691A	2003	Cadillac	Deville	4	Trade on New	No	\$ 5,000	\$ 4,500		\$1,200	\$0
2	30589B	2014	GMC	Sierra 1500	14	Trade on Used	No	\$ 28,675	\$ 28,675	105%	\$4,548	\$3,883
3	30555A	2015	Toyota	Highlander	33	Trade on New	No	\$ 22,729	\$ 22,729	97%	\$3,406	\$0
4	9926PA	2013	Cadillac	XTS	17	Trade on Used	No	\$ 18,238	\$ 17,704	101%	(\$639)	\$169
5	30519A	2015	Volkswagen	Jetta	17	Trade on New	No	\$ 15,271	\$ 15,271	93%	\$3,206	\$0
6	30472B	2012	Buick	Enclave	25	Trade on Used	No	\$ 9,232	\$ 9,232	95%	\$667	\$0
7	30553A	2018	Cadillac	XT5	9	Trade on New	No	\$ 31,213	\$ 31,213	99%	\$5,513	\$0
8	30401B	2015	GMC	Sierra 1500	11	Trade on Used	No	\$ 30,738	\$ 30,700	100%	\$4,232	\$255
9	30609B	2017	Nissan	Sentra	17	Trade on Used	No	\$ 11,983	\$ 9,940	89%	\$2,331	\$0
10	30137A	2016	Cadillac	CTS	14	Trade on New	No	\$ 20,446	\$ 20,446	102%	\$6,116	\$2,621
11	9940P	2017	Hyundai	Santa Fe		Other	No	\$ 18,998	\$ 18,300	101%	\$975	\$0
12	30512A	2020	Jeep	Wrangler	28	Trade on New	No	\$ 39,115	\$ 39,115	97%	(\$308)	\$6,188
13	30608A	2017	GMC	Sierra 1500	40	Trade on New	No	\$ 34,392	\$ 33,800	101%	\$421	\$1,419
14	30482A	2022	GMC	Sierra 2500	39	Trade on New	Yes	\$ 75,932	\$ 76,500	97%	(\$215)	\$2,677
15	30615C	2009	Honda	Pilot	6	Trade on Used	No		\$ 1,500		\$500	\$0
16	30507A	2018	Nissan	Frontier	38	Trade on New	No	\$ 22,103	\$ 21,000	92%	\$836	\$0
17	30603A	2019	Lincoln	MKC	7	Trade on New	No	\$ 27,250	\$ 27,250	93%	\$3,751	\$661
18	30218A	2018	Lincoln	MKX	28	Trade on New	No	\$ 25,162	\$ 23,999	93%	\$2,314	\$1,100
19	30552B	2023	Nissan	Pathfinder	40	Trade on Used	No	\$ 42,174	\$ 42,000	98%	\$1,200	\$508
20	9884PA	2014	Ram	1500 HFE	23	Trade on Used	No	\$ 25,268	\$ 24,268	89%	\$1,826	\$0
21	30681A	2021	GMC	Yukon	6	Trade on New	Yes	\$ 73,140	\$ 72,000	97%	\$7,000	\$4,233
22	30560A	2015	Cadillac	SRX	30	Trade on New	No	\$ 17,859	\$ 16,859	91%	\$2,224	\$0
23	30590B	2017	Dodge	Charger	10	Trade on Used	No	\$ 19,775	\$ 18,775	99%	\$3,775	\$0
24	30700A	2020	Buick	Enclave	2	Trade on New	Yes	\$ 32,423	\$ 32,423	99%	\$3,923	\$4,096
25	9929P	2019	Buick	Encore	35	Street/Curb Buy	Yes	\$ 19,228	\$ 18,666	92%	\$1,153	\$671
26	30553B	2014	Cadillac	SRX	5	Trade on Used	No	\$ 15,529	\$ 14,529	112%	\$4,729	\$1,418
27	30519J	2015	Buick	Encore	22	Trade on Used	No	\$ 18,978	\$ 18,978	105%	\$2,016	\$1,729
28	30724A	2022	GMC	Yukon	1	Trade on New	Yes	\$ 79,620	\$ 80,450	98%	\$2,450	\$583
29	30496B	2019	Subaru	Ascent	10	Trade on Used	No	\$ 30,422	\$ 28,281	102%	\$1,913	\$541
30	9923P	2014	Honda	Accord	35	Street/Curb Buy	No	\$ 17,850	\$ 17,850	102%	\$942	\$185
31	9906P	2020	Chrysler	Voyager	61	Street/Curb Buy	No	\$ 20,562	\$ 19,987	94%	(\$2,524)	\$0

32	30275A	2020	Cadillac	XT5	48	Trade on New	Yes	\$ 29,926	\$ 29,926	89%	(\$1,644)	\$1,725
33	30524A	2020	Audi	A4	9	Trade on New	No	\$ 34,279	\$ 33,984	99%	\$873	\$0
34	30443B	2015	Ford	Edge	30	Trade on Used	No	\$ 9,939	\$ 9,939	110%	\$1,300	\$720
35	30702A	2021	GMC	Yukon XL	8	Trade on New	Yes	\$ 65,690	\$ 63,000	88%	\$3,886	\$3,032
36	30597A	2015	Buick	Enclave	12	Trade on New	No	\$ 21,294	\$ 20,864	106%	\$3,843	\$0
37	9946P	2017	Dodge	Challenger		Other	No	\$ 18,990	\$ 18,990	87%	\$1,000	\$2,979
38	9947P	2020	Cadillac	XT6	1	LBO Customer	No	\$ 40,419	\$ 33,632	108%	(\$549)	\$2,109
39	30499A	2019	Chevrolet	Tahoe	26	Trade on New	No	\$ 34,450	\$ 33,800		(\$1,777)	\$0
40	30616A	2015	GMC	Sierra 2500	6	Trade on New	No		\$ 45,075		\$5,275	\$0
41	30545A	2018	Chevrolet	Tahoe	20	Trade on New	No	\$ 31,928	\$ 31,928	96%	\$560	\$0
42	30411A	2019	GMC	Acadia	50	Trade on New	Yes		\$ 25,668		\$2,285	\$785
43	30381A	2018	Buick	Encore	41	Trade on New	Yes		\$ 18,774		(\$1,110)	\$1,237
44	30650A	2018	Cadillac	XT5	38	Trade on New	No		\$ 26,600		\$1,629	\$0
45	30702J	2021	GMC	Sierra 1500	11	Trade on Used	Yes		\$ 55,855		\$3,844	\$612
46	30653A	2013	Chevrolet	Malibu	7	Trade on New	No		\$ 5,850		\$351	\$0
47	30267A	2023	Buick	Encore GX	21	Trade on New	No		\$ 25,877		\$1,608	\$675
48	9647P	2017	Hyundai	Elantra	121	Street/Curb Buy	No		\$ 13,464		(\$2,438)	\$346
49	30701A	2021	GMC	Sierra 1500	22	Trade on New	Yes		\$ 51,969		\$1,507	\$2,095
50	9657P	2020	Buick	Encore	58	Loaner	No		\$ 19,159		(\$1,281)	\$1,428
51	30618A	2023	Ford	Bronco	0	Trade on New	No	\$ 61,950	\$ 57,000	111%	\$2,700	\$0
52	9696PB	2017	Volkswagen	Passat	38	Street/Curb Buy	No	\$ 12,308	\$ 12,000	80%	\$2,143	\$1,000
53	30620B	2019	GMC	Sierra 2500	17	Trade on Used	Yes	\$ 60,825	\$ 59,800	99%	\$759	\$6,796

Scoreboard Totals

% Retailed of Non-Franchise Make	43%
Total # Retail Units	124
Avg. Days to Sale	22.4
Avg. Advertised Price (Time of Sale)	\$ 32,532
Avg. Transaction Price	\$ 31,368
Avg. Market Price at 100%	\$ 33,076
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ (2,246)
Avg. Front-End Gross	\$ 1,782
Avg. Finance Gross	\$ 1,325
PUVR	\$ 3,107
Total Gross (Units & PUVR)	\$ 385,242
GROI	159%
% with Trade	38%
Avg. Over/Under Allowance	(\$139)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Nathan Baker
% Retailed of Non-New Franchise	43%	#DIV/0!	59%
Total # Retail Units	124	0	34
Avg. Days to Sale	22.4	#DIV/0!	18.9
Avg. Advertised Price (Time of Sale)	\$ 32,532	#DIV/0!	\$ 35,943
Avg. Transaction Price	\$ 31,368	#DIV/0!	\$ 33,630
Avg. Market Price at 100%	\$ 33,076	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,246)	#DIV/0!	\$ (1,915)
Avg. Front-End Gross	\$ 1,782	#DIV/0!	\$ 1,498
Avg. Finance Gross	\$ 1,325	#DIV/0!	\$ 974
PUVR	\$ 3,107	#DIV/0!	\$ 2,471
Total Gross (Units & PUVR)	\$ 385,242	#DIV/0!	\$ 84,026
GROI	159%	#DIV/0!	140%
% with Trade	38%	#DIV/0!	32%
Avg. Over/Under Allowance	-139	#DIV/0!	133



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

William Wilford	Ryan Clark		
39%	31%	#DIV/0!	#DIV/0!
61	29	0	0
22.4	26.4	#DIV/0!	#DIV/0!
\$ 30,639	\$ 32,766	#DIV/0!	#DIV/0!
\$ 29,823	\$ 31,966	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,193)	\$ (4,849)	#DIV/0!	#DIV/0!
\$ 1,878	\$ 1,914	#DIV/0!	#DIV/0!
\$ 1,495	\$ 1,378	#DIV/0!	#DIV/0!
\$ 3,373	\$ 3,291	#DIV/0!	#DIV/0!
\$ 205,768	\$ 95,448	#DIV/0!	#DIV/0!
182%	140%	#DIV/0!	#DIV/0!
36%	48%	#DIV/0!	#DIV/0!
-364	3	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	James Morris	Matt Vollmers
% Retailed of Non-New Franchise	43%	41%	#DIV/0!
Total # Retail Units	124	17	0
Avg. Days to Sale	22.4	24.4	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,532	\$ 26,244	#DIV/0!
Avg. Transaction Price	\$ 31,368	\$ 27,092	#DIV/0!
Avg. Market Price at 100%	\$ 33,076	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,246)	\$ (3,936)	#DIV/0!
Avg. Front-End Gross	\$ 1,782	\$ 2,338	#DIV/0!
Avg. Finance Gross	\$ 1,325	\$ 2,138	#DIV/0!
PUVR	\$ 3,107	\$ 4,476	#DIV/0!
Total Gross (Units & PUVR)	\$ 385,242	\$ 76,086	#DIV/0!
GROI	159%	244%	#DIV/0!
% with Trade	38%	53%	#DIV/0!
Avg. Over/Under Allowance	-139	130	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	43%	#DIV/0!	#DIV/0!
Total # Retail Units	124	0	0
Avg. Days to Sale	22.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,532	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,368	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,076	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,246)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,782	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,325	#DIV/0!	#DIV/0!
PUVR	\$ 3,107	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 385,242	#DIV/0!	#DIV/0!
GROI	159%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-139	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	124	31	93
Avg. Days to Sale	22.4	28.4	20.4
Avg. Advertised Price (Time of Sale)	\$ 32,532	\$ 49,325	\$ 26,001
Avg. Transaction Price	\$ 31,368	\$ 47,469	\$ 26,001
Avg. Market Price at 100%	\$ 33,076	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,246)	\$ (4,509)	\$ (1,492)
Avg. Front-End Gross	\$ 1,782	\$ 1,480	\$ 1,883
Avg. Finance Gross	\$ 1,325	\$ 2,058	\$ 1,080
PUVR	\$ 3,107	\$ 3,538	\$ 2,963
Total Gross (Units & PUVR)	\$ 385,242	\$ 109,670	\$ 275,572
GROI	159%	94%	201%
% with Trade	38%	58%	31%
Avg. Over/Under Allowance	-139	-124	-147



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	124	69	53
Avg. Days to Sale	22.4	21.0	23.9
Avg. Advertised Price (Time of Sale)	\$ 32,532	\$ 35,977	\$ 26,865
Avg. Transaction Price	\$ 31,368	\$ 34,972	\$ 26,865
Avg. Market Price at 100%	\$ 33,076	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,246)	\$ (4,210)	\$ 223
Avg. Front-End Gross	\$ 1,782	\$ 2,088	\$ 1,326
Avg. Finance Gross	\$ 1,325	\$ 1,577	\$ 975
PUVR	\$ 3,107	\$ 3,665	\$ 2,302
Total Gross (Units & PUVR)	\$ 385,242	\$ 252,854	\$ 121,980
GROI	159%	179%	129%
% with Trade	38%	51%	21%
Avg. Over/Under Allowance	-139	-192	-117



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	124	63	29
% of Retail Units	100%	51%	23%
% Retailed of Non-New Franchise	43%	37%	59%
Avg. Days to Sale	22.4	20.2	18.3
Avg. Transaction Price	\$ 31,368	\$ 36,426	\$ 27,423
Avg. Transaction to Market %	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,246)	\$ (2,620)	\$ (1,436)
Avg. Front End Gross	\$ 1,782	\$ 2,120	\$ 2,207
Avg. Finance Gross	\$ 1,325	\$ 1,496	\$ 973
PUVR	\$ 3,107	\$ 3,616	\$ 3,180
Total Gross (Units & PUVR)	\$ 385,242	\$ 227,793	\$ 92,215
GROI	159%	177%	228%
% with Trade	38%	38%	31%
Avg. Over/Under Allowance	-139	-365	524



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
18	0	2	3
15%	0%	2%	2%
39%	#DIV/0!	0%	0%
37.8	#DIV/0!	61.5	0.3
\$ 25,311	#DIV/0!	\$ 18,780	\$ 28,415
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (468)	#DIV/0!	\$ (9,550)	\$ (14,942)
\$ 979	#DIV/0!	\$ (1,307)	\$ (183)
\$ 945	#DIV/0!	\$ 1,714	\$ 1,610
\$ 1,924	#DIV/0!	\$ 407	\$ 1,427
\$ 34,630	#DIV/0!	\$ 814	\$ 4,280
72%	#DIV/0!	13%	5422%
50%	#DIV/0!	50%	0%
-275	#DIV/0!	500	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	9
0%	0%	7%
#DIV/0!	#DIV/0!	67%
#DIV/0!	#DIV/0!	19.0
#DIV/0!	#DIV/0!	\$ 24,570
#DIV/0!	#DIV/0!	96%
#DIV/0!	#DIV/0!	\$ 54
#DIV/0!	#DIV/0!	\$ 998
#DIV/0!	#DIV/0!	\$ 1,836
#DIV/0!	#DIV/0!	\$ 2,834
#DIV/0!	#DIV/0!	\$ 25,510
#DIV/0!	#DIV/0!	219%
#DIV/0!	#DIV/0!	44%
#DIV/0!	#DIV/0!	-125

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	124	88	15
% of Retail Units	100%	71%	12%
% Retailed of Non-New Franchise	43%	41%	53%
Avg. Days to Sale	22.4	14.5	38.9
Avg. Transaction Price	\$ 31,368	\$ 31,319	\$ 30,924
Avg. Transaction to Market %	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,246)	\$ (1,523)	\$ (2,826)
Avg. Front End Gross	\$ 1,782	\$ 2,309	\$ 1,239
Avg. Finance Gross	\$ 1,325	\$ 1,382	\$ 1,411
PUVR	\$ 3,107	\$ 3,691	\$ 2,651
Total Gross (Units & PUVR)	\$ 385,242	\$ 324,793	\$ 39,762
GROI	159%	293%	79%
% with Trade	38%	36%	40%
Avg. Over/Under Allowance	-139	-391	595



46-60 days	61-90 days	90+ days
6	7	1
5%	6%	1%
17%	43%	100%
51.7	64.1	121.0
\$ 38,445	\$ 32,972	\$ 13,464
#DIV/0!	95%	#DIV/0!
\$ (7,251)	\$ 112	\$ (13,464)
\$ 393	\$ (1,464)	\$ (2,438)
\$ 896	\$ 1,438	\$ 346
\$ 1,289	\$ (26)	\$ (2,091)
\$ 7,732	\$ (183)	\$ (2,091)
23%	0%	-46%
67%	43%	0%
300	521	#DIV/0!