

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Amanda Weaver	Amanda Weaver	Stephen
Cody Anderson	Cody Anderson	Ehyn
	Stony Simon	Colby
	Stephen Chandler	Mark
		Jacob
		Cody
		Jonathan
		JD

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	FDD65965	2020	FORD	F-150	14	Trade on Used	No	\$ 37,995	\$ 37,995	98%	\$3,922	\$4,903
2	FD315087	2021	Chevrolet	2500	23	Street/Curb Buy	No	\$ 63,995	\$ 65,994	98%	\$2,359	\$6,461
3	FDC18367	2012	FORD	F-250	36	Trade on Used	No	\$ 38,495	\$ 38,495	105%	\$4,793	\$2,262
4	FDE44062	2020	FORD	F-250	13	Trade on New	No	\$ 67,995	\$ 68,248	99%	\$7,759	\$6,735
5	PDF80723	2022	Ford	F-250	27	Street/Curb Buy	No	\$ 64,995	\$ 65,094	102%	\$3,846	\$721
6	FD287918	2017	Chevrolet	Silverado 1500	4	Trade on Used	No	\$ 37,995	\$ 37,263	99%	\$913	
7	PDF38657	2016	Ford	EXPEDITION	1	Trade on Used	No	\$ 13,995	\$ 16,494	84%	\$772	\$2,057
8	PDF88359	2019	Ford	F-250	18	Street/Curb Buy	No	\$ 58,995	\$ 59,990	101%	\$3,622	\$802
9	FD502689	2017	Nissan	TITAN	32	Trade on Used	No	\$ 31,495	\$ 32,499	99%	\$4,355	\$5,585
10	FD141672	2017	kia	optima	53	Trade on New	No	\$ 15,495	\$ 14,871	98%	\$40	\$371
11	FDA19461	2015	FORD	EXPLORER	9	Trade on Used	No	\$ 17,995	\$ 16,943	95%	\$1,040	\$2,368
12	FD293140	2019	GMC	CANYON	9	Street/Curb Buy	No	\$ 35,995	\$ 36,990	95%	\$6,140	\$4,989
13	FD547992	2018	TOYOTA	PRIUS	64	Trade on Used	No	\$ 14,995	\$ 14,995	95%	(\$1,501)	\$0
14	FD696555	2019	Chevrolet	BLAZER	31	Street/Curb Buy	No	\$ 24,495	\$ 26,494	97%	\$838	\$4,192
15	FD753206	2011	LINCOLN	MKZ	36	Trade on Used	No	\$ 10,995	\$ 11,990	85%	\$2,766	\$249
16	FD315087	2021	Chevrolet	SILVERADO 2500	23	Trade on New	No	\$ 63,995	\$ 65,994	99%	\$2,359	\$6,461
17	FD210968	2021	GMC	YUKON	58	Street/Curb Buy	No	\$ 56,495	\$ 57,490	89%	\$563	\$8,741
18	FDA27042	2019	FORD	ESCAPE	20	Trade on New	No	\$ 19,995	\$ 20,702	95%	\$1,561	\$0
19	FDC89396	2019	FORD	F-150	35	Trade on New	No	\$ 63,495	\$ 64,494	100%	\$4,472	\$4,676
20	FDE55653	2013	FORD	F-150	14	Trade on Used	No	\$ 18,995	\$ 18,940	101%	\$889	\$1,393
21	FDC20414	2017	FORD	ESCAPE	32	Trade on Used	No	\$ 12,495	\$ 12,495	92%	\$889	\$1,989
22	FDB02753	2020	FORD	ESCAPE	31	Trade on New	No	\$ 24,495	\$ 25,990	99%	\$2,307	\$3,749
23	FDB23094	2015	FORD	F-150	9	Trade on Used	No	\$ 31,995	\$ 25,495	91%	\$4,230	\$1,338
24	FDC86842	2017	FORD	ESCAPE	58	Trade on Used	No	\$ 16,995	\$ 17,295	99%	(\$1,992)	\$1,138
25	FD243442	2014	Chevrolet	CAMARO	49	Trade on Used	No	\$ 15,995	\$ 16,990	94%	\$2,190	\$3,951
26	FD036468	2019	TOYOTA	RAV4	19	Trade on New	No	\$ 25,995	\$ 25,500	94%	\$4,620	\$0
27	FD209635	2020	RAM	1500	61	Trade on New	No	\$ 33,995	\$ 33,954	90%	\$792	

Scoreboard Totals

% Retailed of Non-Franchise Make	42%
Total # Retail Units	45
Avg. Days to Sale	31.0
Avg. Advertised Price (Time of Sale)	\$ 35,413
Avg. Transaction Price	\$ 35,813
Avg. Market Price at 100%	\$ 36,744
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ (400)
Avg. Front-End Gross	\$ 2,210
Avg. Finance Gross	\$ 2,837
PUVR	\$ 4,858
Total Gross (Units & PUVR)	\$ 218,592
GROI	157%
% with Trade	33%
Avg. Over/Under Allowance	(\$392)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Amanda Weaver
% Retailed of Non-New Franchise	42%	#DIV/0!	42%
Total # Retail Units	45	0	26
Avg. Days to Sale	31.0	#DIV/0!	29.0
Avg. Advertised Price (Time of Sale)	\$ 35,413	#DIV/0!	\$ 34,449
Avg. Transaction Price	\$ 35,813	#DIV/0!	\$ 34,741
Avg. Market Price at 100%	\$ 36,744	#DIV/0!	\$ 35,977
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	96%
Avg. Transaction to Market	97%	#DIV/0!	97%
Avg. Transactional Discount	\$ (400)	#DIV/0!	\$ (292)
Avg. Front-End Gross	\$ 2,210	#DIV/0!	\$ 2,459
Avg. Finance Gross	\$ 2,837	#DIV/0!	\$ 2,953
PUVR	\$ 4,858	#DIV/0!	\$ 5,412
Total Gross (Units & PUVR)	\$ 218,592	#DIV/0!	\$ 140,725
GROI	157%	#DIV/0!	193%
% with Trade	33%	#DIV/0!	27%
Avg. Over/Under Allowance	-392	#DIV/0!	357



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

Cody Anderson			
42%	#DIV/0!	#DIV/0!	#DIV/0!
19	0	0	0
33.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36,732	#DIV/0!	#DIV/0!	#DIV/0!
\$ 37,281	#DIV/0!	#DIV/0!	#DIV/0!
\$ 37,640	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (549)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,868	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,649	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,098	#DIV/0!	#DIV/0!	#DIV/0!
\$ 77,867	#DIV/0!	#DIV/0!	#DIV/0!
117%	#DIV/0!	#DIV/0!	#DIV/0!
42%	#DIV/0!	#DIV/0!	#DIV/0!
-1,140	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Stephen	Ethyn
% Retailed of Non-New Franchise	42%	#DIV/0!	29%
Total # Retail Units	45	0	7
Avg. Days to Sale	31.0	#DIV/0!	42.0
Avg. Advertised Price (Time of Sale)	\$ 35,413	#DIV/0!	\$ 39,424
Avg. Transaction Price	\$ 35,813	#DIV/0!	\$ 39,952
Avg. Market Price at 100%	\$ 36,744	#DIV/0!	\$ 41,654
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	95%
Avg. Transaction to Market	97%	#DIV/0!	96%
Avg. Transactional Discount	\$ (400)	#DIV/0!	\$ (529)
Avg. Front-End Gross	\$ 2,210	#DIV/0!	\$ 2,169
Avg. Finance Gross	\$ 2,837	#DIV/0!	\$ 2,672
PUVR	\$ 4,858	#DIV/0!	\$ 4,458
Total Gross (Units & PUVR)	\$ 218,592	#DIV/0!	\$ 31,209
GROI	157%	#DIV/0!	96%
% with Trade	33%	#DIV/0!	29%
Avg. Over/Under Allowance	-392	#DIV/0!	-500



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Colby	Mark	Jacob	Cody
43%	67%	29%	38%
7	9	7	8
38.7	29.1	22.0	20.6
\$ 46,638	\$ 37,306	\$ 21,066	\$ 33,370
\$ 47,075	\$ 38,080	\$ 21,766	\$ 33,957
\$ 48,351	\$ 38,160	\$ 21,808	\$ 34,140
96%	98%	97%	98%
97%	100%	100%	99%
\$ (437)	\$ (774)	\$ (699)	\$ (587)
\$ 1,909	\$ 2,920	\$ 989	\$ 2,413
\$ 3,706	\$ 2,190	\$ 2,498	\$ 3,329
\$ 5,615	\$ 5,110	\$ 3,487	\$ 5,325
\$ 39,305	\$ 45,986	\$ 24,412	\$ 42,601
111%	166%	262%	274%
14%	56%	14%	13%
#DIV/0!	-300	-2,000	-1,000

Jonathan			
33%	#DIV/0!	#DIV/0!	#DIV/0!
3	0	0	0
27.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 44,662	#DIV/0!	#DIV/0!	#DIV/0!
\$ 42,566	#DIV/0!	#DIV/0!	#DIV/0!
\$ 47,204	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
90%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,096	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,260	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,037	#DIV/0!	#DIV/0!	#DIV/0!
\$ 6,952	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,855	#DIV/0!	#DIV/0!	#DIV/0!
213%	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
339	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Stony Simon	Cody Anderson
% Retailed of Non-New Franchise	42%	50%	33%
Total # Retail Units	45	4	6
Avg. Days to Sale	31.0	19.3	35.5
Avg. Advertised Price (Time of Sale)	\$ 35,413	\$ 44,620	\$ 41,495
Avg. Transaction Price	\$ 35,813	\$ 44,937	\$ 42,587
Avg. Market Price at 100%	\$ 36,744	\$ 44,778	\$ 43,096
Avg. Price to Market % (Time of Sale)	96%	100%	96%
Avg. Transaction to Market	97%	100%	99%
Avg. Transactional Discount	\$ (400)	\$ (317)	\$ (1,092)
Avg. Front-End Gross	\$ 2,210	\$ 2,997	\$ 2,524
Avg. Finance Gross	\$ 2,837	\$ 4,542	\$ 2,595
PUVR	\$ 4,858	\$ 6,403	\$ 4,687
Total Gross (Units & PUVR)	\$ 218,592	\$ 25,613	\$ 28,123
GROI	157%	266%	112%
% with Trade	33%	0%	17%
Avg. Over/Under Allowance	-392	-1,500	-661



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Amanda Weave		Stephen Chandler			
25%		45%		#DIV/0!	#DIV/0!
4		31		0	0
48.8		29.4		#DIV/0!	#DIV/0!
\$ 42,620		\$ 32,118		#DIV/0!	#DIV/0!
\$ 42,527		\$ 32,458		#DIV/0!	#DIV/0!
\$ 44,762		\$ 33,350		#DIV/0!	#DIV/0!
95%		96%		#DIV/0!	#DIV/0!
95%		97%		#DIV/0!	#DIV/0!
\$ 93		\$ (341)		#DIV/0!	#DIV/0!
\$ 1,940		\$ 2,082		#DIV/0!	#DIV/0!
\$ 1,960		\$ 2,824		#DIV/0!	#DIV/0!
\$ 3,899		\$ 4,815		#DIV/0!	#DIV/0!
\$ 15,596		\$ 149,260		#DIV/0!	#DIV/0!
68%		182%		#DIV/0!	#DIV/0!
75%		0%		#DIV/0!	#DIV/0!
1,000		-188		#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	45	0	45
Avg. Days to Sale	31.0	#DIV/0!	31.0
Avg. Advertised Price (Time of Sale)	\$ 35,413	#DIV/0!	\$ 35,813
Avg. Transaction Price	\$ 35,813	#DIV/0!	\$ 35,813
Avg. Market Price at 100%	\$ 36,744	#DIV/0!	\$ 36,679
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	98%
Avg. Transaction to Market	97%	#DIV/0!	98%
Avg. Transactional Discount	\$ (400)	#DIV/0!	\$ (400)
Avg. Front-End Gross	\$ 2,210	#DIV/0!	\$ 2,210
Avg. Finance Gross	\$ 2,837	#DIV/0!	\$ 2,837
PUVR	\$ 4,858	#DIV/0!	\$ 4,858
Total Gross (Units & PUVR)	\$ 218,592	#DIV/0!	\$ 218,592
GROI	157%	#DIV/0!	157%
% with Trade	33%	#DIV/0!	33%
Avg. Over/Under Allowance	-392	#DIV/0!	-392



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	45	26	19
Avg. Days to Sale	31.0	29.3	33.5
Avg. Advertised Price (Time of Sale)	\$ 35,413	\$ 37,207	\$ 33,544
Avg. Transaction Price	\$ 35,813	\$ 37,471	\$ 33,544
Avg. Market Price at 100%	\$ 36,744	\$ 38,243	\$ 34,540
Avg. Price to Market % (Time of Sale)	96%	97%	97%
Avg. Transaction to Market	97%	98%	97%
Avg. Transactional Discount	\$ (400)	\$ (265)	\$ (586)
Avg. Front-End Gross	\$ 2,210	\$ 2,267	\$ 2,131
Avg. Finance Gross	\$ 2,837	\$ 2,373	\$ 3,520
PUVR	\$ 4,858	\$ 4,549	\$ 5,281
Total Gross (Units & PUVR)	\$ 218,592	\$ 118,262	\$ 100,330
GROI	157%	149%	169%
% with Trade	33%	35%	32%
Avg. Over/Under Allowance	-392	-375	-414



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	45	21	15
% of Retail Units	100%	47%	33%
% Retailed of Non-New Franchise	42%	33%	40%
Avg. Days to Sale	31.0	37.2	27.8
Avg. Transaction Price	\$ 35,813	\$ 39,604	\$ 21,992
Avg. Transaction to Market %	97%	98%	98%
Avg. Transactional Discount	\$ (400)	\$ (404)	\$ (30)
Avg. Front End Gross	\$ 2,210	\$ 1,880	\$ 2,121
Avg. Finance Gross	\$ 2,837	\$ 2,286	\$ 2,303
PUVR	\$ 4,858	\$ 3,948	\$ 4,270
Total Gross (Units & PUVR)	\$ 218,592	\$ 82,907	\$ 64,049
GROI	157%	96%	251%
% with Trade	33%	43%	13%
Avg. Over/Under Allowance	-392	-560	-500



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
6	3	0	0
13%	7%	0%	0%
67%	67%	#DIV/0!	#DIV/0!
27.7	10.7	#DIV/0!	#DIV/0!
\$ 52,009	\$ 45,992	#DIV/0!	#DIV/0!
100%	99%	#DIV/0!	#DIV/0!
\$ (1,180)	\$ (663)	#DIV/0!	#DIV/0!
\$ 2,895	\$ 3,591	#DIV/0!	#DIV/0!
\$ 4,318	\$ 5,863	#DIV/0!	#DIV/0!
\$ 7,212	\$ 9,454	#DIV/0!	#DIV/0!
\$ 43,274	\$ 28,361	#DIV/0!	#DIV/0!
180%	694%	#DIV/0!	#DIV/0!
67%	0%	#DIV/0!	#DIV/0!
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	45	23	9
% of Retail Units	100%	51%	20%
% Retailed of Non-New Franchise	42%	35%	56%
Avg. Days to Sale	31.0	13.0	34.7
Avg. Transaction Price	\$ 35,813	\$ 39,958	\$ 31,112
Avg. Transaction to Market %	97%	99%	100%
Avg. Transactional Discount	\$ (400)	\$ (385)	\$ (617)
Avg. Front End Gross	\$ 2,210	\$ 3,160	\$ 2,363
Avg. Finance Gross	\$ 2,837	\$ 3,016	\$ 3,181
PUVR	\$ 4,858	\$ 6,176	\$ 5,544
Total Gross (Units & PUVR)	\$ 218,592	\$ 142,048	\$ 49,898
GROI	157%	428%	185%
% with Trade	33%	35%	33%
Avg. Over/Under Allowance	-392	-313	-1,000



46-60 days	61-90 days	90+ days
7	5	1
16%	11%	2%
57%	40%	0%
52.6	64.6	95.0
\$ 26,089	\$ 38,587	\$ 36,994
96%	92%	98%
\$ (379)	\$ 8	\$ (999)
\$ 621	\$ (602)	\$ 4,144
\$ 3,262	\$ 244	\$ 612
\$ 3,883	\$ (358)	\$ 4,756
\$ 27,183	\$ (1,790)	\$ 4,756
102%	-5%	49%
43%	20%	0%
0	-983	#DIV/0!