

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Brandon Ouillette	Brad White	Chris Yoshinaka
Nolan Hamdon	Tod Drydale	Derek Taylor
BRADY SMITH		Nolan Somerset
		Riley Morey







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	TO22636A	2015	TOYOTA	4RUNNER	32	TRADE ON NEW	NO	\$ 38,825	\$ 38,825	98%	\$3,374	\$899
2	W156986A	2019	HYUNDAI	ELANTRA	43	Trade on New	NO	\$ 22,225	\$ 21,886	97%	\$2,899	\$899
3	W156986A	2015	TOYOTA	CAMRY	21	Trade on New	NO	\$ 22,825	\$ 22,825	99%	\$3,738	\$899
4	W052464	2022	TOYOTA	SUPRA	18	Street/Curb Buy	YES	\$ 69,925	\$ 69,925	101%	\$5,400	\$2,399
5	T019351A	2021	KIA	K5	72	Trade on New	NO	\$ 26,650	\$ 25,742	91%	(\$310)	\$899
6	6134008A	2022	TOYOTA	TACOMA	43	TRADE ON NEW	YES	\$ 55,250	\$ 55,250	99%	\$3,300	\$2,065
7	G353359R	2021	GMC	SIERRA	65	Street/Curb Buy	NO	\$ 69,825	\$ 68,825	98%	\$1,092	\$4,626
8	X079440A	2022	TOYOTA	TACOMA	43	Trade on New	YES	\$ 51,225	\$ 50,999	101%	\$1,433	\$2,899
9	X003383M	2009	TOYOTA	TUNDRA	39	Street/Curb Buy	NO	\$ 26,625	\$ 26,625	145%	\$4,169	\$899
10	W526222W	2012	VOLKSWAGEN	TIGUAN	56	Street/Curb Buy	NO	\$ 13,825	\$ 13,000	101%	\$3,256	\$1,377
11	T126494A	2018	FORD	F-150	65	Trade on New	NO	\$ 39,225	\$ 83,675	98%	\$1,234	\$2,699
12	818526CB	2021	Chevrolet	TRAX	98	Trade on Used	NO	\$ 23,825	\$ 23,500	95%	\$726	\$3,987
13	T116991D	2019	TOYOTA	RAV4	65	TRADE ON NEW	YES	\$ 33,925	\$ 33,925	98%	\$2,698	\$5,964
14	C826648M	2017	TOYOTA	COROLLA	34	Street/Curb Buy	NO	\$ 17,825	\$ 17,300	99%	\$2,134	\$2,918
15	DO34765A	2016	TOYOTA	RAV4	16	TRADE ON NEW	NO	\$ 36,425	\$ 36,425	94%	\$2,134	\$2,836
16	W345299A	2019	FORD	ESCAPE	45	TRADE ON NEW	NO	\$ 25,475	\$ 25,475	94%	(\$1,234)	\$1,399
17	X026968A	2014	NISSAN	370Z	14	TRADE ON NEW	NO	\$ 32,025	\$ 31,075	97%	\$2,199	\$4,119
18	W162138A	2022	TOYOTA	COROLLA	18	TRADE ON USED	YES	\$ 40,575	\$ 40,000	99%	\$3,983	\$4,047
19	W082678A	2017	TOYOTA	TACOMA	76	TRADE ON NEW	NO	\$ 40,255	\$ 39,750	94%	\$4,125	\$7,391
20	S515567A	2017	TOYOTA	HIGHLANDER	45	TRADE ON USED	NO	\$ 36,999	\$ 36,355	97%	\$2,349	\$7,564
21	X875815A	2018	HONDA	CIVIC	54	Street/Curb Buy	NO	\$ 24,335	\$ 23,985	92%	\$1,854	\$2,134
22	G506768A	2019	TOYOTA	TACOMA	34	TRADE ON NEW	NO	\$ 46,789	\$ 45,525	98%	\$3,161	\$3,645
23	X034579B	2020	TOYOTA	TUNDRA	12	Street/Curb Buy	YES	\$ 52,999	\$ 51,825	101%	\$2,186	\$3,429
24	X345789A	2021	TOYOTA	SIENNA	34	TRADE ON NEW	YES	\$ 49,865	\$ 48,888	98%	\$3,456	\$1,899
25	Z345612B	2022	HONDA	RIDGELINE	45	Street/Curb Buy	NO	\$ 56,789	\$ 56,200	102%	(\$963)	\$2,654
26	J616794A	2012	TOYOTA	4RUNNER	34	TRADE ON USED	NO	\$ 26,999	\$ 26,645	102%	\$3,464	\$1,789
27	H65789B	2018	FORD	EXPLORER	65	TRADE ON NEW	NO	\$ 40,225	\$ 39,640	96%	(\$623)	\$2,986



## Scoreboard Totals

% Retailed of Non-Franchise Make	37%
Total # Retail Units	43
Avg. Days to Sale	39.5
Avg. Advertised Price (Time of Sale)	\$ 40,591
Avg. Transaction Price	\$ 40,872
Avg. Market Price at 100%	\$ 40,685
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ (281)
Avg. Front-End Gross	\$ 2,782
Avg. Finance Gross	\$ 3,099
PUVR	\$ 5,881
Total Gross (Units & PUVR)	\$ 252,862
GROI	131%
% with Trade	49%
Avg. Over/Under Allowance	\$161



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	37%	#DIV/0!	#DIV/0!
Total # Retail Units	43	0	0
Avg. Days to Sale	39.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,591	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 40,872	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 40,685	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (281)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,782	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,099	#DIV/0!	#DIV/0!
PUVR	\$ 5,881	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 252,862	#DIV/0!	#DIV/0!
GROI	131%	#DIV/0!	#DIV/0!
% with Trade	49%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	161	#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	37%	#DIV/0!	#DIV/0!
Total # Retail Units	43	0	0
Avg. Days to Sale	39.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,591	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 40,872	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 40,685	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (281)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,782	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,099	#DIV/0!	#DIV/0!
PUVR	\$ 5,881	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 252,862	#DIV/0!	#DIV/0!
GROI	131%	#DIV/0!	#DIV/0!
% with Trade	49%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	161	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	37%	#DIV/0!	#DIV/0!
Total # Retail Units	43	0	0
Avg. Days to Sale	39.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,591	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 40,872	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 40,685	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (281)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,782	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,099	#DIV/0!	#DIV/0!
PUVR	\$ 5,881	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 252,862	#DIV/0!	#DIV/0!
GROI	131%	#DIV/0!	#DIV/0!
% with Trade	49%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	161	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	43	13	30
Avg. Days to Sale	39.5	30.0	43.6
Avg. Advertised Price (Time of Sale)	\$ 40,591	\$ 53,284	\$ 35,845
Avg. Transaction Price	\$ 40,872	\$ 52,472	\$ 35,845
Avg. Market Price at 100%	\$ 40,685	\$ 53,270	\$ 35,426
Avg. Price to Market % (Time of Sale)	100%	100%	101%
Avg. Transaction to Market	100%	99%	101%
Avg. Transactional Discount	\$ (281)	\$ 812	\$ (755)
Avg. Front-End Gross	\$ 2,782	\$ 3,842	\$ 2,322
Avg. Finance Gross	\$ 3,099	\$ 4,025	\$ 2,697
PUVR	\$ 5,881	\$ 7,867	\$ 5,020
Total Gross (Units & PUVR)	\$ 252,862	\$ 102,269	\$ 150,593
GROI	131%	180%	116%
% with Trade	49%	54%	47%
Avg. Over/Under Allowance	161	85	194



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	43	27	16
Avg. Days to Sale	39.5	34.6	47.9
Avg. Advertised Price (Time of Sale)	\$ 40,591	\$ 43,267	\$ 38,102
Avg. Transaction Price	\$ 40,872	\$ 42,513	\$ 38,102
Avg. Market Price at 100%	\$ 40,685	\$ 43,166	\$ 36,863
Avg. Price to Market % (Time of Sale)	100%	100%	103%
Avg. Transaction to Market	100%	98%	103%
Avg. Transactional Discount	\$ (281)	\$ 754	\$ (2,028)
Avg. Front-End Gross	\$ 2,782	\$ 3,345	\$ 1,832
Avg. Finance Gross	\$ 3,099	\$ 3,364	\$ 2,650
PUVR	\$ 5,881	\$ 6,709	\$ 4,483
Total Gross (Units & PUVR)	\$ 252,862	\$ 181,142	\$ 71,720
GROI	131%	164%	88%
% with Trade	49%	52%	44%
Avg. Over/Under Allowance	161	179	131



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	43	25	6
% of Retail Units	100%	58%	14%
% Retailed of Non-New Franchise	37%	32%	50%
Avg. Days to Sale	39.5	38.3	40.0
Avg. Transaction Price	\$ 40,872	\$ 44,070	\$ 34,635
Avg. Transaction to Market %	100%	101%	99%
Avg. Transactional Discount	\$ (281)	\$ (1,057)	\$ 439
Avg. Front End Gross	\$ 2,782	\$ 3,105	\$ 2,734
Avg. Finance Gross	\$ 3,099	\$ 3,347	\$ 3,414
PUVR	\$ 5,881	\$ 6,452	\$ 6,148
Total Gross (Units & PUVR)	\$ 252,862	\$ 161,289	\$ 36,889
GROI	131%	138%	160%
% with Trade	49%	40%	67%
Avg. Over/Under Allowance	161	106	346



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
12	0	0	0
28%	0%	0%	0%
42%	#DIV/0!	#DIV/0!	#DIV/0!
41.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 37,327	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 975	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,133	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,424	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,557	#DIV/0!	#DIV/0!	#DIV/0!
\$ 54,684	#DIV/0!	#DIV/0!	#DIV/0!
105%	#DIV/0!	#DIV/0!	#DIV/0!
58%	#DIV/0!	#DIV/0!	#DIV/0!
183	#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	43	14	16
% of Retail Units	100%	33%	37%
% Retailed of Non-New Franchise	37%	29%	25%
Avg. Days to Sale	39.5	16.3	38.8
Avg. Transaction Price	\$ 40,872	\$ 47,406	\$ 36,322
Avg. Transaction to Market %	100%	98%	100%
Avg. Transactional Discount	\$ (281)	\$ 624	\$ 632
Avg. Front End Gross	\$ 2,782	\$ 4,308	\$ 2,288
Avg. Finance Gross	\$ 3,099	\$ 3,913	\$ 2,504
PUVR	\$ 5,881	\$ 8,221	\$ 4,793
Total Gross (Units & PUVR)	\$ 252,862	\$ 115,099	\$ 76,684
GROI	131%	383%	122%
% with Trade	49%	36%	69%
Avg. Over/Under Allowance	161	121	180



46-60 days	61-90 days	90+ days
4	8	1
9%	19%	2%
75%	50%	100%
54.5	66.8	98.0
\$ 30,894	\$ 45,697	\$ 23,500
97%	107%	94%
\$ 863	\$ (4,338)	\$ 325
\$ 2,590	\$ 1,451	\$ 726
\$ 1,327	\$ 3,636	\$ 3,987
\$ 3,917	\$ 5,087	\$ 4,713
\$ 15,668	\$ 40,698	\$ 4,713
84%	60%	74%
50%	38%	0%
438	75	0