

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
IRA	IRA	ANGEL
	DAN	BERSON
	MELLISA	MARK
	MATTY	JEANTY
		WILLY
		NICK
		TYREKEE







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	P2379	2020	MAZDA	MAZDA 6	107	Auction/Wholesale	No	\$ 19,486	\$ 19,486	83%	(\$1,405)	\$4,150
2	23405A	2021	TOYOTA	COROLLA	15	Trade on New	Yes	\$ 25,501	\$ 25,501	100%	\$2,473	\$4,975
3	P2411	2023	SUBARU	IMPREZA	52	Auction/Wholesale	No	\$ 24,978	\$ 24,978	95%	\$1,662	\$5,020
4	23385A	2019	TOYOTA	HIGHLANDER	24	Trade on Used	Yes	\$ 29,981	\$ 29,981	101%	\$1,147	\$4,107
5	P2408A	2020	TOYOTA	HIGHLANDER	13	Auction/Wholesale	Yes	\$ 40,023	\$ 40,023	99%	\$5,158	\$1,814
6	23351A	2020	Chevrolet	SILVERADO	5	Trade on Used	No	\$ 42,158	\$ 42,158	99%	\$1,577	\$3,170
7	P2402A	2022	TOYOTA	TACOMA	25	Auction/Wholesale	Yes	\$ 34,049	\$ 34,049	95%	(\$1,340)	\$4,723
8	23168A	2021	JEEP	WRANGLER	95	Auction/Wholesale	No	\$ 40,778	\$ 40,778	82%	(\$1,785)	\$4,095
9	23364A	2020	RAM	1500	7	Trade on New	No	\$ 34,766	\$ 34,766	100%	\$6,166	\$0
10	23160E	2017	Volkswagen	JETTA	21	Trade on New	No	\$ 14,863	\$ 14,863	99%	\$2,518	\$0
11	P2395	2023	HYUNDAI	SANTA FE	91	Auction/Wholesale	No	\$ 29,976	\$ 29,976	96%	(\$274)	\$0
12	P2427	2015	TOYOTA	CAMRY	16	Auction/Wholesale	Yes	\$ 18,849	\$ 18,849	99%	\$4,014	\$2,940
13	P2426	2020	TOYOTA	RAV 4	15	Auction/Wholesale	Yes	\$ 29,826	\$ 29,826	99%	\$2,709	\$0
14	23314C	2018	JEEP	COMPASS	30	Trade on New	No	\$ 18,897	\$ 18,897	92%	(\$2,755)	\$3,641
15	P2408B	2017	TOYOTA	SIENNA	15	Auction/Wholesale	No	\$ 27,664	\$ 27,664	100%	\$3,590	\$0
16	23446TA	2021	TOYOTA	SIENNA	16	Trade on New	Yes	\$ 49,182	\$ 49,182	99%	\$5,677	\$0
17	P2429	2020	TOYOTA	TACOMA	9	Street/Curb Buy	Yes	\$ 37,919	\$ 37,919	100%	\$2,292	\$283
18	23404A	2020	TOYOTA	RAV 4	6	Trade on New	Yes	\$ 28,291	\$ 28,291	100%	\$1,648	\$0
19	P2384	2020	RAM	1500	97	Auction/Wholesale	No	\$ 39,481	\$ 39,481	88%	\$72	\$6,171
20	23413A	2018	TOYOTA	RAV 4	25	Trade on New	Yes	\$ 27,507	\$ 27,507	100%	\$4,544	\$2,308
21	23433A	2015	JEEP	GRAND CHEROKEE	7	Trade on Used	No	\$ 23,395	\$ 23,395	99%	\$1,684	\$1,006
22	P2409	2022	JEEP	GRAND CHEROKEE	65	Auction/Wholesale	No	\$ 50,337	\$ 50,337	95%	(\$3,904)	\$3,828
23	23283A	2017	TOYOTA	TACOMA	28	Trade on New	Yes	\$ 35,076	\$ 35,076	95%	\$3,147	\$550
24	23400A	2021	TOYOTA	RAV 4	15	Trade on New	Yes	\$ 32,129	\$ 32,129	100%	\$4,757	\$4,721
25	P2421A	2020	JEEP	GLADIATOR	38	Auction/Wholesale	No	\$ 39,618	\$ 39,618	99%	\$2,489	\$2,853
26	23301A	2022	HONDA	CRV	25	Trade on Used	No	\$ 36,191	\$ 36,191	100%	\$2,664	\$955
27	23432A	2018	TOYOTA	HIGHLANDER	19	Trade on New	Yes	\$ 27,854	\$ 27,854	97%	\$1,922	\$5,118
28	P2415	2022	Chevrolet	CAMARO	50	Auction/Wholesale	No	\$ 75,444	\$ 75,444	99%	\$143	\$5,100
29	P2328A	2019	FORD	F150	98	Auction/Wholesale	No	\$ 31,813	\$ 31,813	74%	(\$3,347)	\$3,747
30	23494A	2018	SUBARU	CORSSTREK	16	Trade on New	No	\$ 18,584	\$ 18,584	99%	\$1,085	\$4,018
31	23334A	2019	TOYOTA	HIGHLANDER	26	Trade on New	Yes	\$ 31,217	\$ 31,217	93%	\$1,489	\$0
32	23369A	2019	TOYOTA	RAV 4	29	Trade on New	Yes	\$ 27,182	\$ 27,182	100%	\$1,397	\$3,854
33	23157A	2018	SUBARU	FORESTER	30	Trade on New	No	\$ 26,388	\$ 26,388	100%	\$863	\$2,004
34	P2424	2020	TOYOTA	HIGHLANDER	57	Auction/Wholesale	Yes	\$ 34,727	\$ 34,727	92%	\$197	\$2,419
35	23462A	2023	TOYOTA	HIGHLANDER	6	Trade on New	Yes	\$ 38,936	\$ 38,936	100%	\$5,226	\$0
36	23228A	2018	TOYOTA	CAMRY	28	Trade on New	Yes	\$ 22,388	\$ 22,388	98%	\$3,273	\$3,891

37	23262A	2017	HONDA	CRV	11	Trade on Used	No	\$ 26,660	\$ 26,660	99%	\$3,874	\$3,215
38	23158B	2021	TOYOTA	RAV 4	39	Trade on New	Yes	\$ 29,369	\$ 29,369	96%	\$3,769	\$3,656
39	P2385	2020	Chevrolet	CAMARO	46	Auction/Wholesale	No	\$ 22,828	\$ 22,828	94%	\$46	\$5,539
40	PR2405	2022	TOYOTA	TUNDRA	3	Trade on Used	No	\$ 53,143	\$ 53,143	99%	\$6,416	\$950
41	23160A	2023	TOYOTA	TUNDRA	31	Trade on New	Yes	\$ 72,928	\$ 72,928	97%	\$1,684	\$20,264
42	23222A	2021	LEXUS	NX300	44	Trade on Used	No	\$ 39,173	\$ 39,173	98%	\$2,817	\$1,347
43	P2383	2020	FORD	FUSION	52	Auction/Wholesale	No	\$ 16,173	\$ 16,173	85%	(\$154)	\$3,315
44	P2407	2022	TOYOTA	COROLLA	5	Street/Curb Buy	Yes	\$ 26,915	\$ 26,915	99%	\$5,380	\$2,679
45	23169A	2020	TOYOTA	CAMRY	54	Trade on Used	Yes	\$ 20,994	\$ 20,994	92%	\$4,976	\$4,227
46	23273A	2019	NISSAN	SENTRA	22	Trade on New	No	\$ 17,905	\$ 17,905	92%	\$540	\$4,030
47	23252A	2022	LEXUS	RX450	34	Trade on New	No	\$ 59,143	\$ 59,143	101%	\$1,671	\$475
48	P2375	2023	JEEP	GLADIATOR	80	Auction/Wholesale	No	\$ 45,691	\$ 45,691	93%	(\$456)	\$5,983
49	22838A	2020	TOYOTA	86	123	Trade on New	No	\$ 26,669	\$ 26,669	94%	\$1,363	\$0
50	23225A	2022	TOYOTA	RAV 4	22	Trade on Used	Yes	\$ 41,078	\$ 41,078	96%	\$2,752	\$2,530
51	23170A	2019	TOYOTA	RAV 4	28	Trade on New	Yes	\$ 26,771	\$ 26,771	96%	\$3,424	\$4,674
52	P2388	2020	HYUNDAI	ACCENT	42	Auction/Wholesale	No	\$ 15,453	\$ 15,453	99%	(\$1,575)	\$1,838
53	23251A	2022	FORD	BRONCO	36	Trade on New	No	\$ 46,637	\$ 46,637	99%	\$3,606	\$350

## Scoreboard Totals

% Retailed of Non-Franchise Make	59%
Total # Retail Units	200
Avg. Days to Sale	49.6
Avg. Advertised Price (Time of Sale)	\$ 31,389
Avg. Transaction Price	\$ 31,389
Avg. Market Price at 100%	\$ 33,021
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ -
Avg. Front-End Gross	\$ 2,182
Avg. Finance Gross	\$ 3,092
PUVR	\$ 5,275
Total Gross (Units & PUVR)	\$ 1,054,932
GROI	122%
% with Trade	51%
Avg. Over/Under Allowance	\$381



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	59%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	49.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,389	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,389	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,021	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,182	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,092	#DIV/0!	#DIV/0!
PUVR	\$ 5,275	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,054,932	#DIV/0!	#DIV/0!
GROI	122%	#DIV/0!	#DIV/0!
% with Trade	51%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	381	#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	59%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	49.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,389	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,389	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,021	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,182	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,092	#DIV/0!	#DIV/0!
PUVR	\$ 5,275	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,054,932	#DIV/0!	#DIV/0!
GROI	122%	#DIV/0!	#DIV/0!
% with Trade	51%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	381	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	59%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	49.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,389	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,389	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,021	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,182	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,092	#DIV/0!	#DIV/0!
PUVR	\$ 5,275	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,054,932	#DIV/0!	#DIV/0!
GROI	122%	#DIV/0!	#DIV/0!
% with Trade	51%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	381	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	60	140
Avg. Days to Sale	49.6	27.2	59.2
Avg. Advertised Price (Time of Sale)	\$ 31,389	\$ 31,314	\$ 31,422
Avg. Transaction Price	\$ 31,389	\$ 31,314	\$ 31,422
Avg. Market Price at 100%	\$ 33,021	\$ 32,312	\$ 33,143
Avg. Price to Market % (Time of Sale)	95%	97%	95%
Avg. Transaction to Market	95%	97%	95%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 2,182	\$ 2,543	\$ 2,028
Avg. Finance Gross	\$ 3,092	\$ 3,487	\$ 2,923
PUVR	\$ 5,275	\$ 6,030	\$ 4,951
Total Gross (Units & PUVR)	\$ 1,054,932	\$ 361,828	\$ 693,104
GROI	122%	255%	96%
% with Trade	51%	38%	56%
Avg. Over/Under Allowance	381	388	378



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	82	118
Avg. Days to Sale	49.6	29.8	63.3
Avg. Advertised Price (Time of Sale)	\$ 31,389	\$ 30,899	\$ 31,730
Avg. Transaction Price	\$ 31,389	\$ 30,899	\$ 31,730
Avg. Market Price at 100%	\$ 33,021	\$ 31,881	\$ 33,598
Avg. Price to Market % (Time of Sale)	95%	97%	94%
Avg. Transaction to Market	95%	97%	94%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 2,182	\$ 2,638	\$ 1,866
Avg. Finance Gross	\$ 3,092	\$ 3,204	\$ 3,014
PUVR	\$ 5,275	\$ 5,843	\$ 4,880
Total Gross (Units & PUVR)	\$ 1,054,932	\$ 479,101	\$ 575,831
GROI	122%	228%	87%
% with Trade	51%	41%	57%
Avg. Over/Under Allowance	381	401	367



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	67	26
% of Retail Units	100%	34%	13%
% Retailed of Non-New Franchise	59%	28%	46%
Avg. Days to Sale	49.6	36.4	22.7
Avg. Transaction Price	\$ 31,389	\$ 29,913	\$ 30,478
Avg. Transaction to Market %	95%	96%	96%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 2,182	\$ 2,522	\$ 2,405
Avg. Finance Gross	\$ 3,092	\$ 2,884	\$ 3,252
PUVR	\$ 5,275	\$ 5,406	\$ 5,657
Total Gross (Units & PUVR)	\$1,054,932	\$ 362,195	\$ 147,075
GROI	122%	179%	294%
% with Trade	51%	49%	50%
Avg. Over/Under Allowance	381	385	454



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
6	98	3	0
3%	49%	2%	0%
33%	87%	0%	#DIV/0!
13.0	68.9	18.7	#DIV/0!
\$ 26,761	\$ 32,870	\$ 33,142	#DIV/0!
98%	93%	100%	#DIV/0!
\$ -	\$ -	\$ -	#DIV/0!
\$ 3,915	\$ 1,660	\$ 6,258	#DIV/0!
\$ 1,838	\$ 3,199	\$ 5,400	#DIV/0!
\$ 5,752	\$ 4,859	\$ 11,657	#DIV/0!
\$ 34,514	\$ 476,176	\$ 34,972	#DIV/0!
595%	77%	678%	#DIV/0!
33%	52%	67%	#DIV/0!
367	361	333	#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	91	28
% of Retail Units	100%	46%	14%
% Retailed of Non-New Franchise	59%	40%	71%
Avg. Days to Sale	49.6	14.8	36.7
Avg. Transaction Price	\$ 31,389	\$ 30,441	\$ 35,380
Avg. Transaction to Market %	95%	98%	97%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 2,182	\$ 2,548	\$ 2,148
Avg. Finance Gross	\$ 3,092	\$ 2,840	\$ 3,718
PUVR	\$ 5,275	\$ 5,389	\$ 5,865
Total Gross (Units & PUVR)	\$ 1,054,932	\$ 490,355	\$ 164,233
GROI	122%	430%	163%
% with Trade	51%	52%	54%
Avg. Over/Under Allowance	381	435	385



46-60 days	61-90 days	90+ days
21	26	34
11%	13%	17%
52%	81%	88%
52.3	72.7	133.9
\$ 26,560	\$ 31,145	\$ 33,812
92%	92%	90%
\$ -	\$ -	\$ -
\$ 667	\$ 1,107	\$ 2,990
\$ 3,196	\$ 3,400	\$ 2,952
\$ 3,863	\$ 4,508	\$ 5,942
\$ 81,117	\$ 117,197	\$ 202,030
100%	72%	47%
48%	35%	59%
429	219	327