

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Barry Parker	Bill Lovelady	Will Porter
	John Porter	John Porter
		Herbert Allen
		Dawn Aultman
		Jimmy Johnson
		House

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	234505P	2012	Honda	CR-V	20	Auction/Wholesale	No	\$ 12,950	\$ 11,622		\$2,081	\$75
2	C23049B	2021	Chevrolet	TAHOE	14	Trade on New	No	\$ 62,950	\$ 61,135		\$5,786	\$0
3	C24003B	2010	Ford	FUSION	3	Trade on Used	No	\$ 5,995	\$ 5,995		\$3,436	\$0
4	234514P	2007	Chevrolet	IMPALA	0	Auction/Wholesale	No	\$ 6,995	\$ 6,774		\$4,074	\$0
5	234515P	2020	Cadillac	XT5	0	Auction/Wholesale	No	\$ 31,515	\$ 31,515		\$500	\$0
6	234482P	2018	Hyundai	SONATA	248	Auction/Wholesale	No	\$ 18,950	\$ 18,950		\$3,050	\$1,104
7	234506Q	2008	Toyota	4RUNNER	29	Trade on New	No	\$ 8,950	\$ 7,950		\$4,201	\$0
8	G23058B	2013	GMC	ACADIA	1	Trade on Used	No	\$ 17,950	\$ 17,950		\$5,050	\$1,922
9	234520P	2019	Cadillac	XTS	0	Auction/Wholesale	No	\$ 35,500	\$ 35,500		\$1,635	\$252
10	G24003B	2023	GMC	2500HD	7	Trade on New	No	\$ 72,950	\$ 70,774		\$4,259	\$2,050
11	G23057B	2019	GMC	SIERRA 1500	20	Trade on New	No	\$ 53,250	\$ 52,400		\$4,631	\$1,675
12	234520Q	2013	Cadillac	XTS	2	Trade on Used	No	\$ 15,950	\$ 15,950		\$4,605	\$406
13	G23058C	2015	Hyundai	ELANTRA	7	Trade on Used	No	\$ 1,250	\$ 956		\$755	\$0
14	G23057C	2018	GMC	SIERRA 1500	1	Trade on New	No	\$ 38,750	\$ 38,250		\$1,840	\$1,732
15	C24008B	2011	Dodge	RAM3500	14	Trade on Used	No	\$ 12,500	\$ 11,500		\$3,000	\$0
16	G23035B	2019	GMC	SIERRA 1500	85	Trade on New	No	\$ 45,750	\$ 43,397		\$3,022	\$518
17	234519P	2019	Honda	ACCORD	13	Auction/Wholesale	No	\$ 21,950	\$ 21,950		\$5,420	\$2,039
18	234521P	2022	Chevrolet	SILVERADO 2500	4	Auction/Wholesale	No	\$ 72,950	\$ 69,950		\$5,500	\$754
19	G23035C	2014	Chevrolet	SILVERADO 1500	6	Trade on New	No	\$ 23,750	\$ 22,250		\$4,000	\$0
20	G23046B	2017	GMC	ACADIA	50	Trade on New	No	\$ 20,950	\$ 20,950		\$3,617	\$2,574
21	234523P	2015	Ford	EXPLORER	3	Auction/Wholesale	No	\$ 10,950	\$ 10,950		\$4,936	\$1,362
22	234506R	2014	Jeep	GRAND CHEROKEE	28	Trade on Used	No	\$ 14,950	\$ 14,950		\$3,120	\$92
23	234511P	2017	GMC	ACADIA	49	Auction/Wholesale	No	\$ 25,550	\$ 24,713		\$3,653	
24	C23054B	2018	Chevrolet	TRAVERSE	33	Trade on New	No	\$ 28,750	\$ 27,750		\$3,200	\$366
25	G23057D	2017	Chevrolet	SILVERADO 1500	17	Trade on Used	No	\$ 35,550	\$ 33,440		\$3,784	
26	C23058B	2021	GMC	ACADIA	8	Trade on New	No	\$ 40,950	\$ 39,743		\$3,743	
27	G23041B	2011	Cadillac	SRX	15	Trade on Used	No	\$ 11,750	\$ 11,174		\$4,174	\$340

Scoreboard Totals

% Retailed of Non-Franchise Make	50%
Total # Retail Units	46
Avg. Days to Sale	28.5
Avg. Advertised Price (Time of Sale)	\$ 27,201
Avg. Transaction Price	\$ 26,496
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ 706
Avg. Front-End Gross	\$ 3,737
Avg. Finance Gross	\$ 975
PUVR	\$ 4,564
Total Gross (Units & PUVR)	\$ 209,943
GROI	218%
% with Trade	22%
Avg. Over/Under Allowance	(\$635)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	50%	#DIV/0!	#DIV/0!
Total # Retail Units	46	0	0
Avg. Days to Sale	28.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,201	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,496	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 706	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,737	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 975	#DIV/0!	#DIV/0!
PUVR	\$ 4,564	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 209,943	#DIV/0!	#DIV/0!
GROI	218%	#DIV/0!	#DIV/0!
% with Trade	22%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-635	#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	50%	#DIV/0!	#DIV/0!
Total # Retail Units	46	0	0
Avg. Days to Sale	28.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,201	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,496	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 706	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,737	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 975	#DIV/0!	#DIV/0!
PUVR	\$ 4,564	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 209,943	#DIV/0!	#DIV/0!
GROI	218%	#DIV/0!	#DIV/0!
% with Trade	22%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-635	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	50%	#DIV/0!	#DIV/0!
Total # Retail Units	46	0	0
Avg. Days to Sale	28.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,201	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,496	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 706	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,737	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 975	#DIV/0!	#DIV/0!
PUVR	\$ 4,564	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 209,943	#DIV/0!	#DIV/0!
GROI	218%	#DIV/0!	#DIV/0!
% with Trade	22%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-635	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	46	0	46
Avg. Days to Sale	28.5	#DIV/0!	28.5
Avg. Advertised Price (Time of Sale)	\$ 27,201	#DIV/0!	\$ 26,496
Avg. Transaction Price	\$ 26,496	#DIV/0!	\$ 26,496
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 706	#DIV/0!	\$ 706
Avg. Front-End Gross	\$ 3,737	#DIV/0!	\$ 3,737
Avg. Finance Gross	\$ 975	#DIV/0!	\$ 975
PUVR	\$ 4,564	#DIV/0!	\$ 4,564
Total Gross (Units & PUVR)	\$ 209,943	#DIV/0!	\$ 209,943
GROI	218%	#DIV/0!	218%
% with Trade	22%	#DIV/0!	22%
Avg. Over/Under Allowance	-635	#DIV/0!	-635



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	46	23	23
Avg. Days to Sale	28.5	25.8	31.1
Avg. Advertised Price (Time of Sale)	\$ 27,201	\$ 34,974	\$ 19,017
Avg. Transaction Price	\$ 26,496	\$ 33,974	\$ 19,017
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 706	\$ 999	\$ 412
Avg. Front-End Gross	\$ 3,737	\$ 4,135	\$ 3,339
Avg. Finance Gross	\$ 975	\$ 1,017	\$ 940
PUVR	\$ 4,564	\$ 4,931	\$ 4,197
Total Gross (Units & PUVR)	\$ 209,943	\$ 113,404	\$ 96,539
GROI	218%	203%	255%
% with Trade	22%	30%	13%
Avg. Over/Under Allowance	-635	-751	-367



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	46	18	14
% of Retail Units	100%	39%	30%
% Retailed of Non-New Franchise	50%	22%	64%
Avg. Days to Sale	28.5	29.8	14.5
Avg. Transaction Price	\$ 26,496	\$ 35,025	\$ 16,698
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 706	\$ 934	\$ 673
Avg. Front End Gross	\$ 3,737	\$ 4,353	\$ 3,548
Avg. Finance Gross	\$ 975	\$ 1,015	\$ 823
PUVR	\$ 4,564	\$ 5,255	\$ 4,194
Total Gross (Units & PUVR)	\$ 209,943	\$ 94,592	\$ 58,717
GROI	218%	181%	624%
% with Trade	22%	33%	14%
Avg. Over/Under Allowance	-635	-617	-900



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	14	0	0
0%	30%	0%	0%
#DIV/0!	71%	#DIV/0!	#DIV/0!
#DIV/0!	40.7	#DIV/0!	#DIV/0!
#DIV/0!	\$ 25,327	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ 445	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,135	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,063	#DIV/0!	#DIV/0!
#DIV/0!	\$ 4,045	#DIV/0!	#DIV/0!
#DIV/0!	\$ 56,635	#DIV/0!	#DIV/0!
#DIV/0!	141%	#DIV/0!	#DIV/0!
#DIV/0!	14%	#DIV/0!	#DIV/0!
#DIV/0!	-425	#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	46	30	4
% of Retail Units	100%	65%	9%
% Retailed of Non-New Franchise	50%	53%	25%
Avg. Days to Sale	28.5	10.7	33.8
Avg. Transaction Price	\$ 26,496	\$ 24,913	\$ 33,948
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 706	\$ 875	\$ 540
Avg. Front End Gross	\$ 3,737	\$ 3,642	\$ 4,529
Avg. Finance Gross	\$ 975	\$ 888	\$ 836
PUVR	\$ 4,564	\$ 4,531	\$ 5,365
Total Gross (Units & PUVR)	\$ 209,943	\$ 135,925	\$ 21,462
GROI	218%	614%	169%
% with Trade	22%	23%	25%
Avg. Over/Under Allowance	-635	-579	0



46-60 days	61-90 days	90+ days
4	2	3
9%	4%	7%
25%	50%	67%
51.8	76.5	164.7
\$ 30,042	\$ 33,948	\$ 24,583
#DIV/0!	#DIV/0!	#DIV/0!
\$ 308	\$ 1,402	\$ (67)
\$ 4,045	\$ 3,209	\$ 5,235
\$ 2,200	\$ 1,104	\$ 1,859
\$ 6,245	\$ 4,312	\$ 7,094
\$ 24,981	\$ 8,624	\$ 21,281
145%	60%	63%
0%	50%	0%
#DIV/0!	-2,455	#DIV/0!