

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
TYLER HOPKINS	CODY SCHWEIKART	ROB BENSON
	KEERSTYN STIVES	KYLE BURTON
		JAKE SHEMBEDA
		JUSTIN GORDON
		PETE PETERSON
		MARK SOUTHARD
		DAVE MANNING
		GARY WERT
		CASEY ABBOTT







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	T9850N	2013	Chevrolet	SILVERADO	2	Trade on Used	No	\$ 20,683	\$ 20,683	102%	\$7,013	\$2,262
2	T10024A	2019	TOYOTA	RAV4	37	Trade on Used	Yes	\$ 25,947	\$ 25,947	98%	\$4,942	\$3,552
3	TP3238	2022	TOYOTA	4RUNNER	30	Loaner	Yes	UNLISTED	\$ 50,577	UNLISTED	\$3,659	\$2,680
4	T9850A	2018	CHRYSLER	PACIFICA	8	Trade on New	No	\$ 27,862	\$ 27,862	105%	\$4,409	\$3,286
5	T10060A	2012	FORD	F-150	31	Trade on New	No	\$ 16,854	\$ 16,554	96%	\$6,724	\$866
6	T9976A	2016	TOYOTA	RAV4	38	Trade on New	No	\$ 19,143	\$ 19,143	98%	\$2,713	\$2,616
7	TP3234	2022	TOYOTA	RAV4	40	Loaner	Yes	\$ 31,749	\$ 31,000	102%	\$1,796	\$0
8	T9632B	2021	TOYOTA	TUNDRA	52	Trade on Used	No	\$ 44,900	\$ 44,950	97%	\$6,835	\$2,006
9	T9865A	2018	TOYOTA	TUNDRA	56	Trade on New	No	\$ 24,492	\$ 23,793	102%	\$3,418	\$0
10	T9543A	2013	JEEP	WRANGLER	24	Trade on New	No	\$ 19,639	\$ 17,000	102%	\$3,670	\$0
11	T9909A	2017	Chevrolet	SILVERADO	64	Trade on New	No	\$ 32,996	\$ 32,996	101%	\$1,916	\$0
12	TP3244	2022	FORD	MUSTANG	3	Street/Curb Buy	No	\$ 45,999	\$ 45,900	104%	\$3,930	\$3,941
13	T9636E	2016	TOYOTA	RAV4	50	Trade on Used	No	\$ 19,186	\$ 19,186	99%	(\$317)	\$175
14	T9692A	2019	TOYOTA	TACOMA	68	Trade on New	No	\$ 36,327	\$ 36,327	99%	\$4,808	\$0
15	T10131A	2020	SUBARU	OUTBACK	13	Trade on New	No	\$ 27,974	\$ 30,200	96%	\$4,413	\$3,866
16	T10056A	2012	NISSAN	FRONTIER	38	Trade on New	No	\$ 16,347	\$ 16,347	113%	\$2,970	\$879
17	T10153A	2020	TOYOTA	RAV4	21	Trade on New	No	\$ 33,342	\$ 33,342	100%	\$3,133	\$0
18	T9811A	2010	TOYOTA	COROLLA	24	Trade on New	No	\$ 9,866	\$ 9,866	100%	\$3,384	\$0
19	T10089A	2021	NISSAN	ROGUE	11	Trade on New	No	\$ 28,369	\$ 28,369	102%	\$4,236	\$0
20	T10151A	2010	TOYOTA	MATRIX	26	Trade on New	No	\$ 8,000	\$ 8,000	100%	\$830	\$0
21	T10095A	2016	TOYOTA	TACOMA	45	Trade on New	No	\$ 19,999	\$ 19,000	90%	\$1,173	\$3,256
22	T10022A	2019	NISSAN	ROGUE	62	Trade on New	No	\$ 20,001	\$ 20,001	91%	\$5,026	\$2,340
23	T10096A	2021	Chevrolet	COLORADO	32	Trade on New	No	\$ 27,928	\$ 27,928	87%	\$7,288	\$1,218
24	T10160A	2023	TOYOTA	RAV4	22	Trade on New	Yes	\$ 34,618	\$ 34,618	98%	\$2,513	\$3,394
25	T10210A	2017	TOYOTA	TUNDRA	15	Trade on New	No	\$ 39,995	\$ 39,995	105%	\$3,115	\$5,073
26	T10117A	2020	TOYOTA	COROLLA	46	Trade on New	Yes	\$ 21,797	\$ 20,000	97%	\$330	\$0
27	T10073A	2019	Chevrolet	SILVERADO	42	Trade on New	No	\$ 38,174	\$ 37,500	99%	\$2,782	\$2,000
28	T10155A	2014	TOYOTA	SIENNA	38	Trade on New	No	\$ 18,808	\$ 16,250	99%	\$3,464	\$0

29	T10041N	2020	Chevrolet	COLORADO	3	Trade on Used	No	\$ 31,998	\$ 31,998	99%	\$6,068	\$4,942
30	T9984A	2018	TOYOTA	TUNDRA	71	Trade on New	No	\$ 37,233	\$ 36,500	100%	\$867	\$2,095
31	T10096B	2018	MINI	OUTLANDER	11	Trade on Used	No	\$ 17,843	\$ 17,500	102%	\$4,498	\$0
32	T10216A	2013	SCION	FRS	8	Trade on New	No	\$ 16,037	\$ 16,037	102%	\$4,417	\$2,265
33	TP2906	2017	Chevrolet	SILVERADO	366	Street/Curb Buy	No	UNLISTED	\$ 46,000	PLOW TRUCK	\$8,921	\$2,000
34	T10154A	2014	Chevrolet	Equinox	33	Trade on New	No	\$ 15,689	\$ 14,189	112%	\$3,219	\$1,644
35	T10235A	2012	SUBARU	FORESTER	14	Trade on New	No	\$ 12,666	\$ 12,666	107%	\$4,693	\$1,007
36	T10052A	2016	Chevrolet	MALIBU	60	Trade on New	No	\$ 14,802	\$ 14,802	100%	\$5,002	\$2,583
37	T10205A	2019	GMC	ACADIA	14	Trade on New	No	\$ 30,100	\$ 30,100	100%	\$6,388	\$3,780
38	T10253A	2015	CHEVROLET	IMPALA	15	Trade on New	No	\$ 12,773	\$ 12,773	105%	\$3,167	\$0
39	TP3250	2021	FORD	F-150	13	Street/Curb Buy	No	\$ 39,043	\$ 39,043	102%	\$1,922	\$1,170
40	T10186A	2014	Ram	1500	28	Trade on New	No	\$ 19,994	\$ 18,000	98%	\$3,895	\$2,519
41	T10207A	2021	TOYOTA	TUNDRA	32	Trade on New	Yes	\$ 46,995	\$ 46,995	102%	\$6,873	\$7,839
42	T9780A	2014	TOYOTA	COROLLA	42	Trade on New	No	\$ 13,500	\$ 14,964	105%	\$2,717	
43	T10046A	2022	TOYOTA	RAV4	40	Trade on New	Yes	\$ 30,023	\$ 29,995	97%	\$2,293	
44	T9798A	2019	SUBARU	CROSSTREK	52	Trade on New	No	\$ 24,901	\$ 24,000	104%	\$2,695	\$3,740
45	T9842A	2020	TOYOTA	RAV4	33	Trade on New	No	\$ 26,865	\$ 26,865	96%	\$5,590	\$4,472
46	T9636C	2019	TOYOTA	TUNDRA	36	Trade on Used	No	\$ 38,191	\$ 38,191	89%	\$8,433	\$4,957
47	T9883A	2022	TOYOTA	4RUNNER	15	Trade on New	Yes	\$ 41,161	\$ 41,511	105%	\$4,096	\$5,265
48	T9830A	2021	TOYOTA	4RUNNER	25	Trade on New	Yes	\$ 43,736	\$ 43,746	100%	\$7,146	\$3,739
49	T9936A	2020	TOYOTA	COROLLA	30	Trade on New	No	\$ 22,602	\$ 22,602	96%	\$2,683	\$4,333
50	T9912A	2021	TOYOTA	CAMRY	39	Trade on New	Yes	\$ 33,317	\$ 33,317	100%	\$3,166	\$3,355
51	TP3230	2019	Chevrolet	SILVERADO	3	Street/Curb Buy	No	\$ 36,500	\$ 36,500	100%	\$3,408	\$910
52	T9950A	2017	DODGE	GRAND CARAVAN	9	Trade on New	No	\$ 15,299	\$ 15,427	96%	\$5,722	\$0
53	T9951A	2015	SUBARU	CROSSTREK	13	Trade on New	No	\$ 13,627	\$ 12,500	87%	\$5,020	\$789

## Scoreboard Totals

% Retailed of Non-Franchise Make	48%
Total # Retail Units	86
Avg. Days to Sale	30.9
Avg. Advertised Price (Time of Sale)	\$ 26,562
Avg. Transaction Price	\$ 26,653
Avg. Market Price at 100%	\$ 26,743
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	100%
Avg. Transactional Discount	#VALUE!
Avg. Front-End Gross	\$ 3,837
Avg. Finance Gross	\$ 2,057
PUVR	\$ 5,799
Total Gross (Units & PUVR)	\$ 498,716
GROI	253%
% with Trade	36%
Avg. Over/Under Allowance	\$227



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	TYLER HOPKINS	
% Retailed of Non-New Franchise	48%	48%	#DIV/0!
Total # Retail Units	86	86	0
Avg. Days to Sale	30.9	30.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,562	\$ 26,562	#DIV/0!
Avg. Transaction Price	\$ 26,653	\$ 26,653	#DIV/0!
Avg. Market Price at 100%	\$ 26,743	#VALUE!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#VALUE!	#DIV/0!
Avg. Transaction to Market	100%	#VALUE!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#VALUE!	#DIV/0!
Avg. Front-End Gross	\$ 3,837	\$ 3,837	#DIV/0!
Avg. Finance Gross	\$ 2,057	\$ 2,057	#DIV/0!
PUVR	\$ 5,799	\$ 5,799	#DIV/0!
Total Gross (Units & PUVR)	\$ 498,716	\$ 498,716	#DIV/0!
GROI	253%	253%	#DIV/0!
% with Trade	36%	36%	#DIV/0!
Avg. Over/Under Allowance	227	227	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	ROB BENSON	KYLE BURTON
% Retailed of Non-New Franchise	48%	41%	100%
Total # Retail Units	86	17	1
Avg. Days to Sale	30.9	21.1	52.0
Avg. Advertised Price (Time of Sale)	\$ 26,562	\$ 29,906	\$ 24,901
Avg. Transaction Price	\$ 26,653	\$ 29,287	\$ 24,000
Avg. Market Price at 100%	\$ 26,743	\$ 30,261	\$ 23,943
Avg. Price to Market % (Time of Sale)	99%	99%	104%
Avg. Transaction to Market	100%	97%	100%
Avg. Transactional Discount	#VALUE!	\$ 619	\$ 901
Avg. Front-End Gross	\$ 3,837	\$ 4,372	\$ 2,695
Avg. Finance Gross	\$ 2,057	\$ 1,952	\$ 3,740
PUVR	\$ 5,799	\$ 6,324	\$ 6,435
Total Gross (Units & PUVR)	\$ 498,716	\$ 107,513	\$ 6,435
GROI	253%	369%	186%
% with Trade	36%	29%	0%
Avg. Over/Under Allowance	227	324	0



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

JAKE SHEMBEDA	JUSTIN GORDON	PETE PETERSON	MARK SOUTHARD
44%	57%	40%	45%
16	7	5	11
29.1	25.9	30.2	57.6
\$ 23,361	\$ 23,362	\$ 25,331	\$ 28,543
\$ 22,931	\$ 23,246	\$ 25,011	\$ 29,666
\$ 23,564	\$ 23,526	\$ 25,823	#VALUE!
99%	99%	98%	#VALUE!
97%	99%	97%	#VALUE!
\$ 430	\$ 116	\$ 320	#VALUE!
\$ 2,810	\$ 4,053	\$ 2,803	\$ 3,465
\$ 1,568	\$ 2,048	\$ 420	\$ 2,498
\$ 3,986	\$ 6,101	\$ 3,223	\$ 5,963
\$ 63,783	\$ 42,710	\$ 16,114	\$ 65,591
215%	365%	154%	126%
44%	29%	40%	36%
188	-286	100	409

DAVE MANNING	GARY WERT	CASEY ABBOTT	
47%	64%	33%	#DIV/0!
15	11	3	0
31.0	26.5	20.0	#DIV/0!
\$ 27,914	\$ 23,818	\$ 31,898	#DIV/0!
\$ 28,883	\$ 23,636	\$ 32,015	#DIV/0!
#VALUE!	\$ 24,174	\$ 31,316	#DIV/0!
#VALUE!	99%	102%	#DIV/0!
#VALUE!	98%	102%	#DIV/0!
#VALUE!	\$ 182	\$ (117)	#DIV/0!
\$ 4,621	\$ 4,275	\$ 3,733	#DIV/0!
\$ 1,931	\$ 2,391	\$ 4,588	#DIV/0!
\$ 6,552	\$ 6,667	\$ 8,321	#DIV/0!
\$ 98,275	\$ 73,332	\$ 24,963	#DIV/0!
263%	383%	468%	#DIV/0!
33%	45%	33%	#DIV/0!
367	227	0	#DIV/0!



























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	CODY SCHWEIK	KEERSTYN STIV
% Retailed of Non-New Franchise	48%	48%	47%
Total # Retail Units	86	48	38
Avg. Days to Sale	30.9	34.7	26.1
Avg. Advertised Price (Time of Sale)	\$ 26,562	\$ 26,153	\$ 27,056
Avg. Transaction Price	\$ 26,653	\$ 26,574	\$ 26,753
Avg. Market Price at 100%	\$ 26,743	#VALUE!	\$ 27,310
Avg. Price to Market % (Time of Sale)	99%	#VALUE!	99%
Avg. Transaction to Market	100%	#VALUE!	98%
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ 303
Avg. Front-End Gross	\$ 3,837	\$ 3,684	\$ 4,032
Avg. Finance Gross	\$ 2,057	\$ 1,617	\$ 2,679
PUVR	\$ 5,799	\$ 5,300	\$ 6,429
Total Gross (Units & PUVR)	\$ 498,716	\$ 254,416	\$ 244,300
GROI	253%	207%	331%
% with Trade	36%	0%	0%
Avg. Over/Under Allowance	227	208	250







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	86	15	71
Avg. Days to Sale	30.9	33.6	30.3
Avg. Advertised Price (Time of Sale)	\$ 26,562	\$ 35,110	\$ 24,755
Avg. Transaction Price	\$ 26,653	\$ 35,638	\$ 24,755
Avg. Market Price at 100%	\$ 26,743	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	99%	#VALUE!	#VALUE!
Avg. Transaction to Market	100%	#VALUE!	#VALUE!
Avg. Transactional Discount	#VALUE!	#VALUE!	#VALUE!
Avg. Front-End Gross	\$ 3,837	\$ 3,725	\$ 3,861
Avg. Finance Gross	\$ 2,057	\$ 3,262	\$ 1,809
PUVR	\$ 5,799	\$ 6,769	\$ 5,594
Total Gross (Units & PUVR)	\$ 498,716	\$ 101,539	\$ 397,177
GROI	253%	204%	268%
% with Trade	36%	33%	37%
Avg. Over/Under Allowance	227	567	155



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	86	45	41
Avg. Days to Sale	30.9	30.7	31.1
Avg. Advertised Price (Time of Sale)	\$ 26,562	\$ 27,364	\$ 25,836
Avg. Transaction Price	\$ 26,653	\$ 27,398	\$ 25,836
Avg. Market Price at 100%	\$ 26,743	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	99%	#VALUE!	#VALUE!
Avg. Transaction to Market	100%	#VALUE!	#VALUE!
Avg. Transactional Discount	#VALUE!	#VALUE!	#VALUE!
Avg. Front-End Gross	\$ 3,837	\$ 3,548	\$ 4,156
Avg. Finance Gross	\$ 2,057	\$ 2,156	\$ 1,954
PUVR	\$ 5,799	\$ 5,560	\$ 6,062
Total Gross (Units & PUVR)	\$ 498,716	\$ 250,193	\$ 248,523
GROI	253%	238%	271%
% with Trade	36%	29%	44%
Avg. Over/Under Allowance	227	278	171



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	86	65	14
% of Retail Units	100%	76%	16%
% Retailed of Non-New Franchise	48%	45%	57%
Avg. Days to Sale	30.9	29.0	22.2
Avg. Transaction Price	\$ 26,653	\$ 25,467	\$ 25,395
Avg. Transaction to Market %	100%	97%	98%
Avg. Transactional Discount	#VALUE!	\$ 479	\$ 260
Avg. Front End Gross	\$ 3,837	\$ 3,696	\$ 4,514
Avg. Finance Gross	\$ 2,057	\$ 1,999	\$ 2,464
PUVR	\$ 5,799	\$ 5,634	\$ 6,802
Total Gross (Units & PUVR)	\$ 498,716	\$ 366,195	\$ 95,234
GROI	253%	274%	434%
% with Trade	36%	34%	36%
Avg. Over/Under Allowance	227	262	107



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	0	2	0
6%	0%	2%	0%
80%	#DIV/0!	0%	#DIV/0!
78.0	#DIV/0!	35.0	#DIV/0!
\$ 39,936	#DIV/0!	\$ 40,789	#DIV/0!
#VALUE!	#DIV/0!	#VALUE!	#DIV/0!
#VALUE!	#DIV/0!	#VALUE!	#DIV/0!
\$ 4,226	#DIV/0!	\$ 2,728	#DIV/0!
\$ 2,005	#DIV/0!	\$ 1,340	#DIV/0!
\$ 5,830	#DIV/0!	\$ 4,068	#DIV/0!
\$ 29,152	#DIV/0!	\$ 8,135	#DIV/0!
67%	#DIV/0!	103%	#DIV/0!
60%	#DIV/0!	50%	#DIV/0!
200	#DIV/0!	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	86	54	17
% of Retail Units	100%	63%	20%
% Retailed of Non-New Franchise	48%	56%	29%
Avg. Days to Sale	30.9	15.2	36.9
Avg. Transaction Price	\$ 26,653	\$ 25,536	\$ 26,034
Avg. Transaction to Market %	100%	#VALUE!	97%
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ 314
Avg. Front End Gross	\$ 3,837	\$ 3,852	\$ 4,083
Avg. Finance Gross	\$ 2,057	\$ 2,005	\$ 2,490
PUVR	\$ 5,799	\$ 5,857	\$ 6,572
Total Gross (Units & PUVR)	\$ 498,716	\$ 316,305	\$ 111,730
GROI	253%	544%	246%
% with Trade	36%	30%	41%
Avg. Over/Under Allowance	227	139	412



46-60 days	61-90 days	90+ days
6	8	1
7%	9%	1%
33%	38%	100%
52.7	66.0	366.0
\$ 24,455	\$ 34,738	\$ 46,000
97%	95%	#VALUE!
\$ 558	\$ 386	#VALUE!
\$ 2,994	\$ 3,215	\$ 8,921
\$ 1,417	\$ 2,071	\$ 2,000
\$ 4,411	\$ 5,285	\$ 10,921
\$ 26,467	\$ 42,283	\$ 10,921
123%	83%	23%
33%	75%	0%
83	563	0