

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Daniel Lynch	Daniel Smith	Matt Siciliano
Andrew Kamaris	Jennifer Duffy	Tim Woolf
Steve Kerrigan		Tyler Smith
		Jordan Mineo
		Mario Guarriello
		Kenan Lake
		Gary Albanese
		NOMAD/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	H203011	2012	Ford	F-350	92	Trade on New	No	\$ 24,000	\$ 24,000	96%	\$251	\$1,027
2	H3012C	2018	Ford	F-150	162	Street/Curb Buy	No	\$ 22,984	\$ 21,748	103%	(\$2,042)	\$1,428
3	H3012D	2020	Ford	F-150	151	Auction/Wholesale	No	\$ 37,955	\$ 36,955	90%	(\$3,073)	\$845
4	H302521	2017	Chevrolet	CAMARO	30	Trade on New	No	\$ 53,806	\$ 53,806	96%	\$2,248	\$2,316
5	H3046D	2020	Ford	F-150	37	Auction/Wholesale	No	\$ 40,948	\$ 40,948	103%	(\$201)	\$3,966
6	H300472	2015	Ford	F-150	31	Trade on Used	No	\$ 18,938	\$ 18,938	95%	\$3,418	\$244
7	H30105	2021	Ford	MUSTANG	2	Trade on New	No	\$ 29,949	\$ 29,949	108%	\$0	\$4,907
8	H3038C	2016	Ford	F-250	22	Street/Curb Buy	No	\$ 24,680	\$ 24,680	83%	\$5,310	\$2,242
9	H3050D	2021	Ford	EXPEDITION	19	Auction/Wholesale	No	\$ 51,750	\$ 51,750	103%	\$1,164	\$1,929
10	H3031D	2020	Ford	EXPLORER	90	Auction/Wholesale	No	\$ 31,483	\$ 31,483	100%	(\$3,685)	\$242
11	H301412	2013	Honda	CR-V	19	Trade on Used	No	\$ 17,117	\$ 17,117	97%	\$531	\$590
12	H3013D	2020	Ford	F-150	148	Auction/Wholesale	No	\$ 36,469	\$ 36,459	91%	(\$5,209)	\$1,185
13	H3020Z	2012	Honda	CIVIC	32	Street/Curb Buy	No	\$ 8,347	\$ 8,347	93%	\$3,747	\$242
14	H3021Z	2019	Hyundai	SONATA	29	Street/Curb Buy	No	\$ 20,866	\$ 20,866	99%	\$797	\$1,897
15	H301232	2011	Ford	F-150	22	Trade on Used	No	\$ 12,630	\$ 12,630	100%	\$5,510	\$662
16	H3049D	2020	Ford	F-150	56	Auction/Wholesale	No	\$ 38,589	\$ 38,589	97%	\$337	\$4,725
17	H3032L	2020	Ford	ESCAPE	1	LBO Customer	No	\$ 17,817	\$ 17,817	85%	\$500	\$3,755
18	H201676	2018	Chevrolet	SUBURBAN	114	Trade on Used	No	\$ 30,071	\$ 29,579	85%	(\$493)	\$3,277
19	H3047D	2020	Ford	F-150	25	Auction/Wholesale	No	\$ 39,653	\$ 39,653	98%	\$1,038	\$4,585
20	H301251	2020	Ford	EXPEDITION	38	Trade on Used	No	\$ 47,515	\$ 47,515	99%	\$4,222	\$5,573
21	H301991	2015	Ram	1500	12	Trade on New	No	\$ 25,693	\$ 25,693	107%	\$4,656	\$1,677
22	H3033C1	2022	Lincoln	CORSAIR	69	Trade on Used	No	\$ 33,543	\$ 33,543	94%	\$334	\$2,653
23	H301922	2004	Ford	MUSTANG	16	Trade on Used	No	\$ 7,195	\$ 6,800	104%	\$3,601	\$242
24	H302541	2014	Chevrolet	CRUZE	15	Trade on New	No	\$ 9,557	\$ 9,557	97%	\$2,120	\$242
25	H300821	2019	Chrysler	PACIFICA	10	Trade on New	No	\$ 31,233	\$ 31,233	99%	\$3,827	\$2,724
26	H3049D1	2015	Ford	EXPLORER	11	Trade on Used	No	\$ 12,249	\$ 12,160	96%	\$2,560	\$242
27	H3044D	2020	Ford	EXPLORER	62	Auction/Wholesale	No	\$ 32,615	\$ 32,615	100%	(\$1,110)	\$5,349

28	H3039C	2016	Honda	FIT	26	Street/Curb Buy	No	\$	13,331	\$	13,331	97%	\$104	\$242
29	H302881	2015	Ford	MUSTANG	12	Trade on New	No	\$	18,865	\$	18,865	101%	\$2,965	\$1,441
30	H3010Z	2012	Ford	FOCUS	102	Street/Curb Buy	No	\$	3,992	\$	3,992	88%	\$1,158	\$0
31	H301181	2020	Jeep	GLADIATOR	60	Trade on Used	No	\$	44,608	\$	44,608	95%	\$1	\$2,539
32	H3036C	2014	BMW	535	44	Street/Curb Buy	No	\$	13,574	\$	13,274	96%	\$1,008	\$364
33	H3023D2	2018	Ford	F-150	41	Trade on Used	No	\$	31,895	\$	31,895	97%	\$1,977	\$1,828
34	H301295	2017	BMW	430	28	Trade on New	No	\$	23,097	\$	23,907	99%	\$2,524	\$242
35	H302781	2022	Ford	F-250	21	Trade on New	No	\$	50,000	\$	50,974	100%	\$4,000	\$2,238
36	H3026C1	2012	Ram	1500	14	Trade on Used	No	\$	16,149	\$	16,149	96%	(\$180)	\$1,265
37	H3003S1	2016	Ford	F-150	15	Trade on Used	No	\$	24,192	\$	24,192	101%	\$3,710	\$1,695
38	H3004S1	2017	Ford	EXPEDITION	5	Trade on Used	No	\$	27,993	\$	27,993	106%	\$4,518	\$3,967
39	H301271	2022	Ford	BRONCO SPT	42	Trade on New	No	\$	35,791	\$	35,791	98%	\$3,318	\$1,725
40	H301272	2015	Ford	ESCAPE	1	Trade on Used	No	\$	10,999	\$	10,999	99%	\$4,499	\$3,118
41	H3015Z	2020	Hyundai	SONATA	27	Street/Curb Buy	No	\$	22,749	\$	22,500	100%	\$673	\$1,750
42	H3032D	2020	Ford	ESCAPE	52	Auction/Wholesale	No	\$	23,999	\$	23,999	100%	(\$971)	\$2,489
43	H3025D1	2013	Ford	ESCAPE	7	Trade on Used	No	\$	11,770	\$	11,770	103%	\$4,170	\$1,429
44	H3008D	2020	Ford	F-150	141	Auction/Wholesale	No	\$	38,991	\$	38,991	92%	(\$2,443)	\$1,198
45	H3042D	2020	Ford	F-150	16	Auction/Wholesale	No	\$	41,991	\$	41,991	106%	\$2,029	\$2,619
46	H3048D	2020	Ford	F-150	41	Auction/Wholesale	No	\$	38,954	\$	38,954	99%	(\$1,374)	\$1,914
47	H300591	2021	Ford	RANGER	19	Trade on New	No	\$	35,974	\$	35,974	98%	\$1,008	\$2,564
48	H203501	2020	Ford	F-150	82	Trade on New	No	\$	43,650	\$	43,602	92%	\$11,606	\$1,412
49	H302641	2019	Subaru	IMPREZA	26	Trade on New	No	\$	18,748	\$	18,748	99%	\$3,203	\$2,869
50	H3042C	2014	Ford	EXPLORER	27	Street/Curb Buy	No	\$	17,748	\$	17,748	97%	\$1,714	\$3,351
51	H3037D	2020	Ford	EDGE	75	Auction/Wholesale	No	\$	26,748	\$	26,748	100%	(\$2,699)	\$4,445
52	H302782	2017	Chevrolet	SILVERADO	10	Trade on Used	No	\$	32,748	\$	32,748	97%	\$814	\$1,815
53	H301252	2018	Kia	SEDONA	19	Trade on Used	No	\$	19,748	\$	19,748	92%	\$1,818	\$242

## Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	105
Avg. Days to Sale	45.9
Avg. Advertised Price (Time of Sale)	\$ 27,685
Avg. Transaction Price	\$ 27,590
Avg. Market Price at 100%	\$ 29,023
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 95
Avg. Front-End Gross	\$ 1,053
Avg. Finance Gross	\$ 1,971
PUVR	\$ 3,023
Total Gross (Units & PUVR)	\$ 317,454
GROI	86%
% with Trade	30%
Avg. Over/Under Allowance	\$337



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Andrew Kamaris	Daniel Lynch
% Retailed of Non-New Franchise	100%	100%	100%
Total # Retail Units	105	86	11
Avg. Days to Sale	45.9	47.2	27.3
Avg. Advertised Price (Time of Sale)	\$ 27,685	\$ 27,454	\$ 28,502
Avg. Transaction Price	\$ 27,590	\$ 27,364	\$ 28,430
Avg. Market Price at 100%	\$ 29,023	\$ 28,719	\$ 29,601
Avg. Price to Market % (Time of Sale)	95%	96%	96%
Avg. Transaction to Market	95%	95%	96%
Avg. Transactional Discount	\$ 95	\$ 90	\$ 72
Avg. Front-End Gross	\$ 1,053	\$ 763	\$ 3,857
Avg. Finance Gross	\$ 1,971	\$ 1,947	\$ 2,185
PUVR	\$ 3,023	\$ 2,710	\$ 6,042
Total Gross (Units & PUVR)	\$ 317,454	\$ 233,047	\$ 66,467
GROI	86%	76%	281%
% with Trade	30%	33%	27%
Avg. Over/Under Allowance	337	357	250



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

Steve Kerrigan			
100%	#DIV/0!	#DIV/0!	#DIV/0!
8	0	0	0
58.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,046	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,862	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,396	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 184	#DIV/0!	#DIV/0!	#DIV/0!
\$ 311	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,932	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,243	#DIV/0!	#DIV/0!	#DIV/0!
\$ 17,940	#DIV/0!	#DIV/0!	#DIV/0!
48%	#DIV/0!	#DIV/0!	#DIV/0!
13%	#DIV/0!	#DIV/0!	#DIV/0!
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## Scoreboard

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Sales Consultant	Totals	Matt Siciliano	Tim Woolf
% Retailed of Non-New Franchise	100%	100%	100%
Total # Retail Units	105	17	32
Avg. Days to Sale	45.9	59.5	50.5
Avg. Advertised Price (Time of Sale)	\$ 27,685	\$ 26,585	\$ 27,872
Avg. Transaction Price	\$ 27,590	\$ 26,376	\$ 27,824
Avg. Market Price at 100%	\$ 29,023	\$ 27,800	\$ 29,187
Avg. Price to Market % (Time of Sale)	95%	96%	95%
Avg. Transaction to Market	95%	95%	95%
Avg. Transactional Discount	\$ 95	\$ 209	\$ 48
Avg. Front-End Gross	\$ 1,053	\$ 2,219	\$ 443
Avg. Finance Gross	\$ 1,971	\$ 1,602	\$ 2,097
PUVR	\$ 3,023	\$ 3,821	\$ 2,539
Total Gross (Units & PUVR)	\$ 317,454	\$ 64,959	\$ 81,264
GROI	86%	88%	65%
% with Trade	30%	29%	44%
Avg. Over/Under Allowance	337	440	359



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

Tyler Smith	Jordan Mineo	Mario Guarriello	Kenan Lake
100%	100%	100%	100%
15	14	19	4
37.4	33.1	44.8	53.5
\$ 25,664	\$ 26,871	\$ 31,578	\$ 25,004
\$ 25,611	\$ 26,817	\$ 31,462	\$ 24,769
\$ 26,922	\$ 27,777	\$ 33,044	\$ 27,153
95%	97%	96%	92%
95%	97%	95%	91%
\$ 53	\$ 54	\$ 116	\$ 235
\$ 459	\$ 1,477	\$ 1,116	\$ 1,146
\$ 1,756	\$ 2,234	\$ 2,144	\$ 2,145
\$ 2,216	\$ 3,711	\$ 3,260	\$ 3,290
\$ 33,236	\$ 51,953	\$ 61,949	\$ 13,161
83%	151%	83%	89%
27%	29%	26%	0%
84	303	408	#DIV/0!

Gary Albanese	NOMAD/HOUSE		
100%	100%	#DIV/0!	#DIV/0!
2	2	0	0
8.0	44.5	#DIV/0!	#DIV/0!
\$ 11,574	\$ 39,384	#DIV/0!	#DIV/0!
\$ 11,529	\$ 39,331	#DIV/0!	#DIV/0!
\$ 11,245	\$ 40,188	#DIV/0!	#DIV/0!
103%	98%	#DIV/0!	#DIV/0!
103%	98%	#DIV/0!	#DIV/0!
\$ 45	\$ 53	#DIV/0!	#DIV/0!
\$ 2,034	\$ 604	#DIV/0!	#DIV/0!
\$ 397	\$ 2,432	#DIV/0!	#DIV/0!
\$ 2,431	\$ 3,036	#DIV/0!	#DIV/0!
\$ 4,861	\$ 6,071	#DIV/0!	#DIV/0!
949%	62%	#DIV/0!	#DIV/0!
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## Scoreboard

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Finance Manager	Totals	Daniel Smith	Jennifer Duffy
% Retailed of Non-New Franchise	100%	100%	100%
Total # Retail Units	105	52	53
Avg. Days to Sale	45.9	49.3	42.6
Avg. Advertised Price (Time of Sale)	\$ 27,685	\$ 25,332	\$ 29,993
Avg. Transaction Price	\$ 27,590	\$ 25,192	\$ 29,942
Avg. Market Price at 100%	\$ 29,023	\$ 26,777	\$ 31,061
Avg. Price to Market % (Time of Sale)	95%	95%	97%
Avg. Transaction to Market	95%	94%	96%
Avg. Transactional Discount	\$ 95	\$ 140	\$ 51
Avg. Front-End Gross	\$ 1,053	\$ 807	\$ 1,294
Avg. Finance Gross	\$ 1,971	\$ 2,024	\$ 1,918
PUVR	\$ 3,023	\$ 2,831	\$ 3,212
Total Gross (Units & PUVR)	\$ 317,454	\$ 147,201	\$ 170,253
GROI	86%	82%	91%
% with Trade	30%	0%	0%
Avg. Over/Under Allowance	337	374	306







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	105	0	105
Avg. Days to Sale	45.9	#DIV/0!	45.9
Avg. Advertised Price (Time of Sale)	\$ 27,685	#DIV/0!	\$ 27,590
Avg. Transaction Price	\$ 27,590	#DIV/0!	\$ 27,590
Avg. Market Price at 100%	\$ 29,023	#DIV/0!	\$ 28,939
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	95%
Avg. Transaction to Market	95%	#DIV/0!	95%
Avg. Transactional Discount	\$ 95	#DIV/0!	\$ 95
Avg. Front-End Gross	\$ 1,053	#DIV/0!	\$ 1,053
Avg. Finance Gross	\$ 1,971	#DIV/0!	\$ 1,971
PUVR	\$ 3,023	#DIV/0!	\$ 3,023
Total Gross (Units & PUVR)	\$ 317,454	#DIV/0!	\$ 317,454
GROI	86%	#DIV/0!	86%
% with Trade	30%	#DIV/0!	30%
Avg. Over/Under Allowance	337	#DIV/0!	337



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	105	0	105
Avg. Days to Sale	45.9	#DIV/0!	45.9
Avg. Advertised Price (Time of Sale)	\$ 27,685	#DIV/0!	\$ 27,590
Avg. Transaction Price	\$ 27,590	#DIV/0!	\$ 27,590
Avg. Market Price at 100%	\$ 29,023	#DIV/0!	\$ 28,939
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	95%
Avg. Transaction to Market	95%	#DIV/0!	95%
Avg. Transactional Discount	\$ 95	#DIV/0!	\$ 95
Avg. Front-End Gross	\$ 1,053	#DIV/0!	\$ 1,053
Avg. Finance Gross	\$ 1,971	#DIV/0!	\$ 1,971
PUVR	\$ 3,023	#DIV/0!	\$ 3,023
Total Gross (Units & PUVR)	\$ 317,454	#DIV/0!	\$ 317,454
GROI	86%	#DIV/0!	86%
% with Trade	30%	#DIV/0!	30%
Avg. Over/Under Allowance	337	#DIV/0!	337



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	105	33	24
% of Retail Units	100%	31%	23%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	45.9	33.5	41.7
Avg. Transaction Price	\$ 27,590	\$ 28,562	\$ 24,122
Avg. Transaction to Market %	95%	96%	96%
Avg. Transactional Discount	\$ 95	\$ 74	\$ 85
Avg. Front End Gross	\$ 1,053	\$ 3,129	\$ 1,595
Avg. Finance Gross	\$ 1,971	\$ 1,640	\$ 1,613
PUVR	\$ 3,023	\$ 4,769	\$ 3,209
Total Gross (Units & PUVR)	\$ 317,454	\$ 157,369	\$ 77,015
GROI	86%	180%	115%
% with Trade	30%	36%	17%
Avg. Over/Under Allowance	337	354	581



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
21	21	0	6
20%	20%	0%	6%
100%	100%	#DIV/0!	100%
56.8	72.3	#DIV/0!	1.0
\$ 21,638	\$ 36,117	#DIV/0!	\$ 27,096
93%	96%	#DIV/0!	85%
\$ 211	\$ 51	#DIV/0!	\$ -
\$ 663	\$ (2,281)	#DIV/0!	\$ 500
\$ 2,044	\$ 2,445	#DIV/0!	\$ 3,300
\$ 2,706	\$ 164	#DIV/0!	\$ 3,800
\$ 56,830	\$ 3,442	#DIV/0!	\$ 22,798
79%	2%	#DIV/0!	5048%
14%	62%	#DIV/0!	0%
388	230	#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	105	50	14
% of Retail Units	100%	48%	13%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	45.9	14.3	37.1
Avg. Transaction Price	\$ 27,590	\$ 27,044	\$ 27,285
Avg. Transaction to Market %	95%	97%	97%
Avg. Transactional Discount	\$ 95	\$ 16	\$ 117
Avg. Front End Gross	\$ 1,053	\$ 2,573	\$ 1,757
Avg. Finance Gross	\$ 1,971	\$ 1,969	\$ 1,741
PUVR	\$ 3,023	\$ 4,542	\$ 3,497
Total Gross (Units & PUVR)	\$ 317,454	\$ 227,088	\$ 48,962
GROI	86%	423%	124%
% with Trade	30%	22%	29%
Avg. Over/Under Allowance	337	486	457



46-60 days	61-90 days	90+ days
9	17	15
9%	16%	14%
100%	100%	100%
55.0	75.8	120.3
\$ 29,468	\$ 28,984	\$ 26,988
91%	94%	89%
\$ 207	\$ 131	\$ 230
\$ (223)	\$ (128)	\$ (2,569)
\$ 1,846	\$ 2,397	\$ 1,783
\$ 1,624	\$ 2,270	\$ (786)
\$ 14,613	\$ 38,582	\$ (11,791)
36%	37%	-9%
33%	53%	33%
237	155	269