

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Ken Thurmond	Dulce Aldana	Joe Blixt
		Lavell Heyrend
		Nicole Becksted
		Landon Palmer

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	5A330707	2019	GMC	Yukon	1	Auction/Wholesale	No	\$ 53,972	\$ 53,972	101%	\$4,666	\$3,290
2	5P445323	2014	Volkswagen	Jetta	33	Trade on Used	No	\$ 7,450	\$ 7,450	98%	\$1,544	\$435
3	5P627430	2019	Jeep	Wrangler	13	Trade on New	No	\$ 45,816	\$ 45,816	99%	\$3,096	\$3,087
4	5P540701	2017	Nissan	Titan	41	Trade on Used	No	\$ 30,850	\$ 30,850	98%	\$1,989	\$3,152
5	5PC15618	2018	Ford	F-150	24	Trade on New	No	\$ 35,000	\$ 35,000	101%	\$5,634	\$2,264
6	5T178455	2018	Chevrolet	Cruze	1	Auction/Wholesale	No	\$ 15,990	\$ 15,990	99%	\$500	\$2,974
7	5P132749	2021	Chevrolet	Colorado	49	Trade on Used	No	\$ 37,998	\$ 37,998	100%	\$2,070	\$1,265
8	5P137915	2016	Chevrolet	Equinox	25	Trade on New	No	\$ 13,499	\$ 13,499	82%	\$3,472	\$331
9	5P148462	2019	GMC	1500	12	Trade on New	No	\$ 40,000	\$ 40,000	93%	\$4,237	\$3,284
10	5P644278	2013	Nissan	Rogue	9	Trade on New	No	\$ 4,000	\$ 3,602	42%	\$2,227	\$138
11	5P634004	2020	Jeep	Cherokee	21	Trade on Used	No	\$ 29,998	\$ 29,998	102%	\$4,078	\$3,115
12	5P510940	2019	Dodge	Charger	22	Trade on New	No	\$ 38,499	\$ 38,499	98%	\$2,800	\$480
13	5O521138	2022	Chevrolet	Silverado	36	Street/Curb Buy	No	\$ 45,000	\$ 45,000	95%	\$2,716	\$4,048
14	5P416085	2012	GMC	Acadia	0	Trade on Used	No	\$ 10,000	\$ 10,000	103%	\$2,186	\$1,396
15	5T483191	2022	Toyota	Tacoma	0	Other	No	\$ 39,690	\$ 39,690	95%	\$500	\$1,191
16	5O573135	2021	Chevrolet	Blazer	93	Street/Curb Buy	No	\$ 39,999	\$ 39,999	96%	\$1,050	\$1,791
17	5A650036	2022	GMC	Sierra 1500	6	Auction/Wholesale	No	\$ 53,999	\$ 53,999	98%	\$2,725	\$1,138
18	5P545109	2015	BMW	535	27	Trade on New	No	\$ 17,999	\$ 16,950	94%	\$129	\$712
19	5A134925	2022	Chevrolet	Equinox	23	Auction/Wholesale	No	\$ 25,536	\$ 25,536	98%	\$1,907	\$138
20	5A138077	2023	Chevrolet	Traverse	20	Auction/Wholesale	No	\$ 39,323	\$ 39,323	101%	\$2,347	\$3,267
21	5A123081	2018	Ram	1500	43	Auction/Wholesale	No	\$ 36,741	\$ 36,741	108%	\$2,351	\$3,714
22	5P302925	2013	Infiniti	JX	9	Trade on Used	No	\$ 8,270	\$ 10,000	83%	\$1,729	\$2,281
23	5P131735	2014	GMC	Acadia	9	Trade on New	No	\$ 10,000	\$ 10,000	93%	\$4,799	\$2,042
24	5O227058	2004	Chevrolet	Tahoe	3	Auction/Wholesale	No	\$ 798	\$ 1,000	12%	\$698	\$138
25	5P363996T	2018	Chevrolet	Silverado 1500	63	Street/Curb Buy	No	\$ 32,000	\$ 32,000	100%	(\$1,920)	\$3,518
26	5P372280	2019	Nissan	Rogue	10	Trade on New	No	\$ 22,999	\$ 22,999	96%	\$1,773	\$2,784
27	5A133160	2018	Chevrolet	Colorado	17	Auction/Wholesale	No	\$ 37,972	\$ 37,972	112%	\$2,790	\$693

28	5T442794	2020	Chevrolet	Silverado 1500	40	Other	No	\$	51,499	\$	51,499	99%	\$1,015	\$2,554
29	5PD00432	2018	Ford	F-150	61	Trade on Used	No	\$	43,998	\$	43,998	100%	\$1,342	\$548
30	5P320983	2022	Chevrolet	Silverado 3500	25	Trade on New	No	\$	79,999	\$	79,999	104%	\$2,504	\$915
31	5P316227	2014	Chevrolet	Cruze	6	Trade on New	No	\$	8,999	\$	8,999	98%	\$2,427	\$138
32	5O555372	2008	Jeep	Wrangler	24	Street/Curb Buy	No	\$	15,000	\$	14,000	99%	\$1,079	\$1,274
33	5TL34279	2019	Lincoln	MKC	8	Other	No	\$	31,999	\$	31,999	103%	\$1,935	\$2,084
34	5P164062	2014	Ram	1500	67	Trade on Used	No	\$	21,500	\$	21,500	94%	\$2,125	\$2,436
35	5T515203	2021	Chrysler	Voyager	9	Other	No	\$	24,593	\$	24,593	113%	\$1,983	\$2,427
36	5TD58964	2020	Ford	F-150	47	Auction/Wholesale	No	\$	43,999	\$	43,999	102%	\$2,073	\$1,509
37	5P674476	2016	Mazda	CX5	48	Trade on Used	No	\$	14,999	\$	14,999	95%	\$1,973	\$138
38	5P789209	2017	Nissan	Rogue	56	Trade on Used	No	\$	18,999	\$	18,999	100%	\$2,205	\$1,509
39	5P117661	2022	Jeep	Grand Cherokee	26	Trade on Used	No	\$	38,711	\$	38,711	98%	\$2,161	\$3,925
40	5P118788	2018	Jeep	Grand Cherokee	18	Other	No	\$	31,997	\$	31,997	95%	\$4,607	\$3,185
41	5A136013	2020	Chevrolet	Camero	45	Auction/Wholesale	No	\$	24,999	\$	24,999	93%	\$1,013	\$2,176
42	5PB39840	2015	Ford	Explorer	24	Trade on New	No	\$	13,000	\$	13,000	96%	\$3,186	\$138
43	5A204847	2019	Ford	Fusion	95	Auction/Wholesale	No	\$	19,999	\$	19,999	106%	\$0	\$2,161
44	5P836334	2013	Subaru	Crosstrek	51	Trade on Used	No	\$	12,499	\$	12,499	95%	\$225	\$379
45	5P064179	2011	Toyota	4Runner	17	Trade on Used	No	\$	23,358	\$	23,358	97%	\$3,239	\$138
46	5P170131	2006	Chevrolet	Silverado	26	Trade on Used	No	\$	12,501	\$	12,501	90%	\$4,638	\$253
47	5P553691A	2015	GMC	Sierra 2500	14	Trade on Used	No	\$	30,000	\$	30,000	92%	\$3,600	\$1,415
48	5P307957	2016	Chevrolet	Silverado 1500	76	Trade on Used	No	\$	30,999	\$	30,999	97%	\$1,536	\$1,957
49	5T611353	2019	Kia	Sportage	39	Other	No	\$	22,498	\$	22,498	99%	\$576	\$138
50	5T162621	2021	Chevrolet	Equinox	74	Auction/Wholesale	No	\$	24,999	\$	24,999	102%	\$1,259	\$2,661
51	5P103368	2021	Volkswagen	Jetta	3	Trade on Used	No	\$	21,520	\$	21,520	99%	\$3,229	\$2,467
52	5P203996	2021	Chevrolet	Silverado	49	Trade on New	No	\$	61,999	\$	61,999	98%	\$2,750	\$1,709
53	5P687810	2015	Ram	1500	71	Trade on New	No	\$	15,000	\$	15,000	71%	(\$2,924)	\$295

Scoreboard Totals

% Retailed of Non-Franchise Make	55%
Total # Retail Units	53
Avg. Days to Sale	30.7
Avg. Advertised Price (Time of Sale)	\$ 28,548
Avg. Transaction Price	\$ 28,539
Avg. Market Price at 100%	\$ 30,069
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 10
Avg. Front-End Gross	\$ 2,110
Avg. Finance Gross	\$ 1,721
PUVR	\$ 3,831
Total Gross (Units & PUVR)	\$ 203,042
GROI	157%
% with Trade	40%
Avg. Over/Under Allowance	\$83



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Ken Thurmond	
% Retailed of Non-New Franchise	55%	55%	#DIV/0!
Total # Retail Units	53	53	0
Avg. Days to Sale	30.7	30.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,548	\$ 28,548	#DIV/0!
Avg. Transaction Price	\$ 28,539	\$ 28,539	#DIV/0!
Avg. Market Price at 100%	\$ 30,069	\$ 29,221	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	98%	#DIV/0!
Avg. Transaction to Market	95%	98%	#DIV/0!
Avg. Transactional Discount	\$ 10	\$ 10	#DIV/0!
Avg. Front-End Gross	\$ 2,110	\$ 2,110	#DIV/0!
Avg. Finance Gross	\$ 1,721	\$ 1,721	#DIV/0!
PUVR	\$ 3,831	\$ 3,831	#DIV/0!
Total Gross (Units & PUVR)	\$ 203,042	\$ 203,042	#DIV/0!
GROI	157%	157%	#DIV/0!
% with Trade	40%	40%	#DIV/0!
Avg. Over/Under Allowance	83	83	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Joe Blixt	Lavell Heyrend
% Retailed of Non-New Franchise	55%	57%	64%
Total # Retail Units	53	21	14
Avg. Days to Sale	30.7	34.6	32.3
Avg. Advertised Price (Time of Sale)	\$ 28,548	\$ 27,645	\$ 31,714
Avg. Transaction Price	\$ 28,539	\$ 27,557	\$ 31,686
Avg. Market Price at 100%	\$ 30,069	\$ 28,179	\$ 32,397
Avg. Price to Market % (Time of Sale)	95%	98%	98%
Avg. Transaction to Market	95%	98%	98%
Avg. Transactional Discount	\$ 10	\$ 88	\$ 28
Avg. Front-End Gross	\$ 2,110	\$ 1,565	\$ 2,755
Avg. Finance Gross	\$ 1,721	\$ 1,738	\$ 1,804
PUVR	\$ 3,831	\$ 3,303	\$ 4,559
Total Gross (Units & PUVR)	\$ 203,042	\$ 69,362	\$ 63,828
GROI	157%	125%	160%
% with Trade	40%	24%	57%
Avg. Over/Under Allowance	83	750	1,250



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

Nicole Becksted	Landon Palmer		
30%	63%	#DIV/0!	#DIV/0!
10	8	0	0
31.5	17.0	#DIV/0!	#DIV/0!
\$ 23,906	\$ 31,181	#DIV/0!	#DIV/0!
\$ 23,906	\$ 31,398	#DIV/0!	#DIV/0!
\$ 24,408	\$ 32,417	#DIV/0!	#DIV/0!
98%	96%	#DIV/0!	#DIV/0!
98%	97%	#DIV/0!	#DIV/0!
\$ -	\$ (216)	#DIV/0!	#DIV/0!
\$ 2,095	\$ 2,433	#DIV/0!	#DIV/0!
\$ 1,389	\$ 1,944	#DIV/0!	#DIV/0!
\$ 3,484	\$ 4,377	#DIV/0!	#DIV/0!
\$ 34,836	\$ 35,016	#DIV/0!	#DIV/0!
167%	295%	#DIV/0!	#DIV/0!
50%	38%	#DIV/0!	#DIV/0!
-1,750	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Dulce Aldana	
% Retailed of Non-New Franchise	55%	55%	#DIV/0!
Total # Retail Units	53	53	0
Avg. Days to Sale	30.7	30.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,548	\$ 28,548	#DIV/0!
Avg. Transaction Price	\$ 28,539	\$ 28,539	#DIV/0!
Avg. Market Price at 100%	\$ 30,069	\$ 29,221	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	98%	#DIV/0!
Avg. Transaction to Market	95%	98%	#DIV/0!
Avg. Transactional Discount	\$ 10	\$ 10	#DIV/0!
Avg. Front-End Gross	\$ 2,110	\$ 2,110	#DIV/0!
Avg. Finance Gross	\$ 1,721	\$ 1,721	#DIV/0!
PUVR	\$ 3,831	\$ 3,831	#DIV/0!
Total Gross (Units & PUVR)	\$ 203,042	\$ 203,042	#DIV/0!
GROI	157%	157%	#DIV/0!
% with Trade	40%	0%	#DIV/0!
Avg. Over/Under Allowance	83	83	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	53	0	53
Avg. Days to Sale	30.7	#DIV/0!	30.7
Avg. Advertised Price (Time of Sale)	\$ 28,548	#DIV/0!	\$ 28,539
Avg. Transaction Price	\$ 28,539	#DIV/0!	\$ 28,539
Avg. Market Price at 100%	\$ 30,069	#DIV/0!	\$ 29,221
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	98%
Avg. Transaction to Market	95%	#DIV/0!	98%
Avg. Transactional Discount	\$ 10	#DIV/0!	\$ 10
Avg. Front-End Gross	\$ 2,110	#DIV/0!	\$ 2,110
Avg. Finance Gross	\$ 1,721	#DIV/0!	\$ 1,721
PUVR	\$ 3,831	#DIV/0!	\$ 3,831
Total Gross (Units & PUVR)	\$ 203,042	#DIV/0!	\$ 203,042
GROI	157%	#DIV/0!	157%
% with Trade	40%	#DIV/0!	40%
Avg. Over/Under Allowance	83	#DIV/0!	83



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	53	24	29
Avg. Days to Sale	30.7	29.7	31.6
Avg. Advertised Price (Time of Sale)	\$ 28,548	\$ 32,587	\$ 25,182
Avg. Transaction Price	\$ 28,539	\$ 32,595	\$ 25,182
Avg. Market Price at 100%	\$ 30,069	\$ 33,351	\$ 25,803
Avg. Price to Market % (Time of Sale)	95%	98%	98%
Avg. Transaction to Market	95%	98%	98%
Avg. Transactional Discount	\$ 10	\$ (8)	\$ 25
Avg. Front-End Gross	\$ 2,110	\$ 2,291	\$ 1,961
Avg. Finance Gross	\$ 1,721	\$ 1,795	\$ 1,659
PUVR	\$ 3,831	\$ 4,086	\$ 3,620
Total Gross (Units & PUVR)	\$ 203,042	\$ 98,074	\$ 104,968
GROI	157%	152%	164%
% with Trade	40%	46%	34%
Avg. Over/Under Allowance	83	-833	1,000



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	53	14	17
% of Retail Units	100%	26%	32%
% Retailed of Non-New Franchise	55%	57%	71%
Avg. Days to Sale	30.7	23.3	35.2
Avg. Transaction Price	\$ 28,539	\$ 28,954	\$ 23,258
Avg. Transaction to Market %	95%	90%	98%
Avg. Transactional Discount	\$ 10	\$ 103	\$ (102)
Avg. Front End Gross	\$ 2,110	\$ 2,579	\$ 2,345
Avg. Finance Gross	\$ 1,721	\$ 1,308	\$ 1,577
PUVR	\$ 3,831	\$ 3,888	\$ 3,922
Total Gross (Units & PUVR)	\$ 203,042	\$ 54,426	\$ 66,678
GROI	157%	208%	173%
% with Trade	40%	21%	53%
Avg. Over/Under Allowance	83	1,000	-1,333



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	12	0	0
8%	23%	0%	0%
25%	25%	#DIV/0!	#DIV/0!
54.0	31.3	#DIV/0!	#DIV/0!
\$ 32,750	\$ 31,544	#DIV/0!	#DIV/0!
96%	95%	#DIV/0!	#DIV/0!
\$ 250	\$ (17)	#DIV/0!	#DIV/0!
\$ 731	\$ 1,861	#DIV/0!	#DIV/0!
\$ 2,658	\$ 1,988	#DIV/0!	#DIV/0!
\$ 3,389	\$ 3,849	#DIV/0!	#DIV/0!
\$ 13,556	\$ 46,187	#DIV/0!	#DIV/0!
69%	141%	#DIV/0!	#DIV/0!
50%	25%	#DIV/0!	#DIV/0!
#DIV/0!	1,750	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	6
0%	0%	11%
#DIV/0!	#DIV/0!	83%
#DIV/0!	#DIV/0!	19.0
#DIV/0!	#DIV/0!	\$ 33,713
#DIV/0!	#DIV/0!	101%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 1,769
#DIV/0!	#DIV/0!	\$ 1,930
#DIV/0!	#DIV/0!	\$ 3,699
#DIV/0!	#DIV/0!	\$ 22,194
#DIV/0!	#DIV/0!	208%
#DIV/0!	#DIV/0!	67%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	53	30	7
% of Retail Units	100%	57%	13%
% Retailed of Non-New Franchise	55%	53%	57%
Avg. Days to Sale	30.7	15.1	39.6
Avg. Transaction Price	\$ 28,539	\$ 27,494	\$ 31,291
Avg. Transaction to Market %	95%	93%	99%
Avg. Transactional Discount	\$ 10	\$ 17	\$ -
Avg. Front End Gross	\$ 2,110	\$ 2,806	\$ 1,600
Avg. Finance Gross	\$ 1,721	\$ 1,684	\$ 2,317
PUVR	\$ 3,831	\$ 4,490	\$ 3,917
Total Gross (Units & PUVR)	\$ 203,042	\$ 134,709	\$ 27,420
GROI	157%	390%	114%
% with Trade	40%	33%	71%
Avg. Over/Under Allowance	83	250	2,000



46-60 days	61-90 days	90+ days
6	6	2
11%	11%	4%
67%	50%	50%
50.0	68.7	94.0
\$ 31,749	\$ 28,083	\$ 29,999
98%	94%	101%
\$ -	\$ -	\$ -
\$ 1,883	\$ 236	\$ 525
\$ 1,085	\$ 1,903	\$ 1,976
\$ 2,967	\$ 2,139	\$ 2,501
\$ 17,804	\$ 12,833	\$ 5,003
67%	40%	32%
17%	33%	50%
1,500	-500	#DIV/0!