

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Mike Grimble	Steve Foersch	Nick Kramer
Mike Saladino	Andy Lomas	Dan Flanigan
Rob Lecastre	Matt Newton	Derrick Schiersing
Steve Dietzen	Anthony DeRiggs	Dan Mchale
Bill O'Brocta	Rob Lucas	Tyler Wolf
Craig Thomas		Bill Kreher
Cory Wozniak		Mike Orsi
Ken Kobee		Pat Gentile
		Damon Davis
		Nate Stewart
		Jake Healy
		Jacob Hurst
		Christina Federico
		Melvin Henley
		Ricardo Ventura
		Bill Powell
		Drew Phoupadith
		Mike Degeorge
		Dan Bryant
		Bobby Bryant
		Cam Harszlak
		Nick Blenski
		John Mancuso

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	NC369	20	Toyota	Corolla	7	LBO Customer	No	\$ 23,800	\$ 23,800	96%	\$2,291	\$ 843.00
2	C306	15	Chevrolet	CAMARO	34	Street/Curb Buy	No	\$ 35,000	\$ 35,000	96%	\$1,322	\$0
3	NC382	21	Ford	EXPLORER	18	LBO Customer	No	\$ 45,490	\$ 45,490	98%	\$1,556	\$1,966
4	NC283	21	Chevrolet	SILVERADO	62	LBO Customer	Yes	\$ 41,790	\$ 41,440	94%	(\$752)	\$0
5	NC377	20	Chevrolet	MALIBU	20	LBO Customer	No	\$ 22,990	\$ 22,990	96%	\$1,103	\$0
6	23Z748TU	20	Chevrolet	Equinox	25	Trade on New	No	\$ 21,990	\$ 21,690	95%	\$2,043	\$3,214
7	24C26TU	19	Chevrolet	SILVERADO	25	Trade on New	No	\$ 37,990	\$ 37,990	97%	\$1,793	\$0
8	23Z609TU	21	Chevrolet	TRAVERSE	34	Trade on New	Yes	\$ 28,990	\$ 28,990	91%	\$201	\$1,315
9	NC375	19	Chevrolet	Equinox	25	LBO Customer	No	\$ 22,500	\$ 22,500	95%	\$569	\$400
10	C266	14	Chevrolet	CAMARO	107	Street/Curb Buy	No	\$ 15,500	\$ 14,500	99%	\$1,330	\$0
11	NC409	21	Chevrolet	TAHOE	14	LBO Customer	No	\$ 58,990	\$ 58,990	95%	\$1,409	\$0
12	NC370	21	Chevrolet	TRAX	25	LBO Customer	No	\$ 19,480	\$ 19,380	92%	\$553	\$993
13	23Z697TU	18	Ford	ESCAPE	14	Trade on New	No	\$ 15,000	\$ 15,000	97%	\$589	\$168
14	23Z807TU	20	Chevrolet	Equinox	20	Trade on New	No	\$ 20,990	\$ 20,990	94%	\$426	\$1,892
15	NC407	20	Chevrolet	Equinox	16	LBO Customer	No	\$ 23,790	\$ 24,090	93%	\$163	\$ 2,399.00
16	NC305	21	Chevrolet	SILVERADO	57	LBO Customer	No	\$ 41,290	\$ 41,290	94%	(\$901)	\$3,681
17	NC379	20	Chevrolet	Equinox	26	LBO Customer	No	\$ 20,990	\$ 20,990	97%	\$145	\$815
18	NC319A	18	Chevrolet	TRAVERSE	26	Trade on Used	No	\$ 24,390	\$ 23,690	96%	\$1,931	\$ 3,337.00
19	NC411	21	Chevrolet	Equinox	17	LBO Customer	No	\$ 23,990	\$ 23,990	96%	\$968	\$889
20	23Z799TU	14	Honda	ODYSSEY	22	Trade on New	No	\$ 17,790	\$ 17,500	100%	\$1,495	\$3,337
21	NC406	20	Chevrolet	Equinox	18	LBO Customer	No	\$ 20,490	\$ 20,490	94%	\$503	\$1,156
22	24C23TU	21	Chevrolet	SILVERADO	66	Trade on New	No	\$ 56,490	\$ 56,490	84%	(\$54)	\$2,877
23	23Z721TU	19	Chevrolet	SILVERADO	36	Trade on New	No	\$ 37,590	\$ 37,590	93%	(\$225)	\$2,628
24	NC262A	15	Jeep	CHEROKEE	41	Trade on Used	No	\$ 16,490	\$ 16,200	98%	\$287	\$1,042
25	NC363	21	Chevrolet	TRAVERSE	32	LBO Customer	No	\$ 29,690	\$ 29,690	93%	\$1,657	\$2,877
26	NC334A	19	Ford	TRANSIT	30	Trade on Used	No	\$ 42,990	\$ 41,990	102%	\$2,062	\$2,074
27	NC222	20	Ford	EXPLORER	94	LBO Customer	No	\$ 27,990	\$ 27,990	90%	\$88	\$1,967
28	NC291	22	Chevrolet	SILVERADO	68	LBO Customer	No	\$ 36,790	\$ 36,790	91%	(\$738)	\$3,676

Scoreboard Totals

% Retailed of Non-Franchise Make	16%
Total # Retail Units	50
Avg. Days to Sale	33.4
Avg. Advertised Price (Time of Sale)	\$ 28,938
Avg. Transaction Price	\$ 28,778
Avg. Market Price at 100%	\$ 10,312
Avg. Price to Market % (Time of Sale)	281%
Avg. Transaction to Market	279%
Avg. Transactional Discount	\$ 160
Avg. Front-End Gross	\$ 1,032
Avg. Finance Gross	\$ 1,501
PUVR	\$ 2,533
Total Gross (Units & PUVR)	\$ 126,644
GROI	95%
% with Trade	62%
Avg. Over/Under Allowance	(\$98)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Cory Wozniak
% Retailed of Non-New Franchise	16%	#DIV/0!	22%
Total # Retail Units	50	0	27
Avg. Days to Sale	33.4	#DIV/0!	38.5
Avg. Advertised Price (Time of Sale)	\$ 28,938	#DIV/0!	\$ 29,884
Avg. Transaction Price	\$ 28,778	#DIV/0!	\$ 29,740
Avg. Market Price at 100%	\$ 10,312	#DIV/0!	\$ 31,795
Avg. Price to Market % (Time of Sale)	281%	#DIV/0!	94%
Avg. Transaction to Market	279%	#DIV/0!	94%
Avg. Transactional Discount	\$ 160	#DIV/0!	\$ 144
Avg. Front-End Gross	\$ 1,032	#DIV/0!	\$ 825
Avg. Finance Gross	\$ 1,501	#DIV/0!	\$ 1,943
PUVR	\$ 2,533	#DIV/0!	\$ 2,768
Total Gross (Units & PUVR)	\$ 126,644	#DIV/0!	\$ 74,742
GROI	95%	#DIV/0!	87%
% with Trade	62%	#DIV/0!	67%
Avg. Over/Under Allowance	-98	#DIV/0!	-89



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

Ken Kobee			
9%	#DIV/0!	#DIV/0!	#DIV/0!
23	0	0	0
27.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,827	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,649	#DIV/0!	#DIV/0!	#DIV/0!
#REF!	#DIV/0!	#DIV/0!	#DIV/0!
#REF!	#DIV/0!	#DIV/0!	#DIV/0!
#REF!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 178	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,274	#DIV/0!	#DIV/0!	#DIV/0!
\$ 982	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,257	#DIV/0!	#DIV/0!	#DIV/0!
\$ 51,902	#DIV/0!	#DIV/0!	#DIV/0!
107%	#DIV/0!	#DIV/0!	#DIV/0!
57%	#DIV/0!	#DIV/0!	#DIV/0!
-109	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Nick Kramer	Dan Flanigan
% Retailed of Non-New Franchise	16%	22%	17%
Total # Retail Units	50	9	6
Avg. Days to Sale	33.4	40.4	22.0
Avg. Advertised Price (Time of Sale)	\$ 28,938	\$ 27,680	\$ 27,538
Avg. Transaction Price	\$ 28,778	\$ 27,513	\$ 27,355
Avg. Market Price at 100%	\$ 10,312	\$ 29,559	#REF!
Avg. Price to Market % (Time of Sale)	281%	94%	#REF!
Avg. Transaction to Market	279%	93%	#REF!
Avg. Transactional Discount	\$ 160	\$ 167	\$ 183
Avg. Front-End Gross	\$ 1,032	\$ 295	\$ 1,510
Avg. Finance Gross	\$ 1,501	\$ 1,550	\$ 1,313
PUVR	\$ 2,533	\$ 1,844	\$ 2,823
Total Gross (Units & PUVR)	\$ 126,644	\$ 16,598	\$ 16,938
GROI	95%	60%	169%
% with Trade	62%	44%	67%
Avg. Over/Under Allowance	-98	-22	-250



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Derrick Schiersing	Dan Mchale	Tyler Wolf	Bill Kreher
0%	20%	0%	#DIV/0!
9	5	4	0
39.0	49.2	31.0	#DIV/0!
\$ 32,970	\$ 25,034	\$ 29,990	#DIV/0!
\$ 32,826	\$ 24,514	\$ 29,815	#DIV/0!
\$ 34,902	\$ 25,665	\$ 33,716	#DIV/0!
94%	98%	89%	#DIV/0!
94%	96%	88%	#DIV/0!
\$ 144	\$ 520	\$ 175	#DIV/0!
\$ 850	\$ 2,026	\$ 864	#DIV/0!
\$ 1,473	\$ 816	\$ 2,818	#DIV/0!
\$ 2,323	\$ 2,842	\$ 3,682	#DIV/0!
\$ 20,908	\$ 14,209	\$ 14,729	#DIV/0!
65%	85%	143%	#DIV/0!
56%	60%	75%	#DIV/0!
0	-180	-125	#DIV/0!

Mike Orsi	Pat Gentile		
43%	0%	#DIV/0!	#DIV/0!
7	8	0	0
32.4	23.1	#DIV/0!	#DIV/0!
\$ 24,764	\$ 32,318	#DIV/0!	#DIV/0!
\$ 24,653	\$ 32,318	#DIV/0!	#DIV/0!
\$ 26,398	\$ 34,299	#DIV/0!	#DIV/0!
94%	94%	#DIV/0!	#DIV/0!
93%	94%	#DIV/0!	#DIV/0!
\$ 111	\$ -	#DIV/0!	#DIV/0!
\$ 629	\$ 1,327	#DIV/0!	#DIV/0!
\$ 1,572	\$ 1,598	#DIV/0!	#DIV/0!
\$ 2,202	\$ 2,924	#DIV/0!	#DIV/0!
\$ 15,411	\$ 23,395	#DIV/0!	#DIV/0!
99%	141%	#DIV/0!	#DIV/0!
43%	88%	#DIV/0!	#DIV/0!
0	-225	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Steve Foersch	Andy Lomas
% Retailed of Non-New Franchise	16%	13%	21%
Total # Retail Units	50	15	29
Avg. Days to Sale	33.4	31.2	34.4
Avg. Advertised Price (Time of Sale)	\$ 28,938	\$ 27,264	\$ 29,445
Avg. Transaction Price	\$ 28,778	\$ 27,121	\$ 29,233
Avg. Market Price at 100%	\$ 10,312	#REF!	\$ 31,177
Avg. Price to Market % (Time of Sale)	281%	#REF!	94%
Avg. Transaction to Market	279%	#REF!	94%
Avg. Transactional Discount	\$ 160	\$ 143	\$ 212
Avg. Front-End Gross	\$ 1,032	\$ 911	\$ 1,298
Avg. Finance Gross	\$ 1,501	\$ 1,747	\$ 1,243
PUVR	\$ 2,533	\$ 2,659	\$ 2,540
Total Gross (Units & PUVR)	\$ 126,644	\$ 39,880	\$ 73,662
GROI	95%	113%	91%
% with Trade	62%	0%	0%
Avg. Over/Under Allowance	-98	-113	-117



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

Rob Lucas	Anthony DeRigo	Matt Newton	
0%	#DIV/0!	#DIV/0!	#DIV/0!
6	0	0	0
33.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,673	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,723	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,754	#DIV/0!	#DIV/0!	#DIV/0!
91%	#DIV/0!	#DIV/0!	#DIV/0!
91%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (50)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 47	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,137	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,184	#DIV/0!	#DIV/0!	#DIV/0!
\$ 13,102	#DIV/0!	#DIV/0!	#DIV/0!
76%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
33	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	50	2	48
Avg. Days to Sale	33.4	48.0	32.8
Avg. Advertised Price (Time of Sale)	\$ 28,938	\$ 35,390	\$ 28,510
Avg. Transaction Price	\$ 28,778	\$ 35,215	\$ 28,510
Avg. Market Price at 100%	\$ 10,312	\$ 38,157	#REF!
Avg. Price to Market % (Time of Sale)	281%	93%	#REF!
Avg. Transaction to Market	279%	92%	#REF!
Avg. Transactional Discount	\$ 160	\$ 175	\$ 159
Avg. Front-End Gross	\$ 1,032	\$ (276)	\$ 1,086
Avg. Finance Gross	\$ 1,501	\$ 658	\$ 1,536
PUVR	\$ 2,533	\$ 382	\$ 2,623
Total Gross (Units & PUVR)	\$ 126,644	\$ 764	\$ 125,880
GROI	95%	8%	101%
% with Trade	62%	50%	63%
Avg. Over/Under Allowance	-98	-100	-98



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	50	42	8
Avg. Days to Sale	33.4	34.0	30.5
Avg. Advertised Price (Time of Sale)	\$ 28,938	\$ 29,170	\$ 27,433
Avg. Transaction Price	\$ 28,778	\$ 29,035	\$ 27,433
Avg. Market Price at 100%	\$ 10,312	#REF!	\$ 28,341
Avg. Price to Market % (Time of Sale)	281%	#REF!	97%
Avg. Transaction to Market	279%	#REF!	97%
Avg. Transactional Discount	\$ 160	\$ 136	\$ 285
Avg. Front-End Gross	\$ 1,032	\$ 978	\$ 1,316
Avg. Finance Gross	\$ 1,501	\$ 1,516	\$ 1,425
PUVR	\$ 2,533	\$ 2,493	\$ 2,740
Total Gross (Units & PUVR)	\$ 126,644	\$ 104,723	\$ 21,921
GROI	95%	91%	118%
% with Trade	62%	62%	63%
Avg. Over/Under Allowance	-98	-117	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	50	15	8
% of Retail Units	100%	30%	16%
% Retailed of Non-New Franchise	16%	13%	38%
Avg. Days to Sale	33.4	30.4	33.6
Avg. Transaction Price	\$ 28,778	\$ 31,219	\$ 25,686
Avg. Transaction to Market %	279%	93%	96%
Avg. Transactional Discount	\$ 160	\$ 39	\$ 468
Avg. Front End Gross	\$ 1,032	\$ 891	\$ 1,681
Avg. Finance Gross	\$ 1,501	\$ 1,596	\$ 1,675
PUVR	\$ 2,533	\$ 2,487	\$ 3,356
Total Gross (Units & PUVR)	\$ 126,644	\$ 37,302	\$ 26,846
GROI	95%	94%	140%
% with Trade	62%	67%	50%
Avg. Over/Under Allowance	-98	-33	-88



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	0	0	25
4%	0%	0%	50%
0%	#DIV/0!	#DIV/0!	12%
70.5	#DIV/0!	#DIV/0!	32.2
\$ 24,750	#DIV/0!	#DIV/0!	\$ 28,626
94%	#DIV/0!	#DIV/0!	#REF!
\$ 500	#DIV/0!	#DIV/0!	\$ 106
\$ 1,326	#DIV/0!	#DIV/0!	\$ 885
\$ -	#DIV/0!	#DIV/0!	\$ 1,509
\$ 1,326	#DIV/0!	#DIV/0!	\$ 2,394
\$ 2,652	#DIV/0!	#DIV/0!	\$ 59,844
27%	#DIV/0!	#DIV/0!	94%
50%	#DIV/0!	#DIV/0!	64%
0	#DIV/0!	#DIV/0!	-148

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	50	31	8
% of Retail Units	100%	62%	16%
% Retailed of Non-New Franchise	16%	19%	13%
Avg. Days to Sale	33.4	18.6	35.6
Avg. Transaction Price	\$ 28,778	\$ 27,511	\$ 29,119
Avg. Transaction to Market %	279%	#REF!	93%
Avg. Transactional Discount	\$ 160	\$ 155	\$ 99
Avg. Front End Gross	\$ 1,032	\$ 1,392	\$ 565
Avg. Finance Gross	\$ 1,501	\$ 1,433	\$ 1,182
PUVR	\$ 2,533	\$ 2,825	\$ 1,747
Total Gross (Units & PUVR)	\$ 126,644	\$ 87,577	\$ 13,973
GROI	95%	199%	61%
% with Trade	62%	65%	63%
Avg. Over/Under Allowance	-98	-129	-113



46-60 days	61-90 days	90+ days
3	5	3
6%	10%	6%
0%	0%	33%
54.0	69.4	100.0
\$ 28,040	\$ 37,504	\$ 27,160
93%	91%	92%
\$ 50	\$ 250	\$ 333
\$ 26	\$ 642	\$ 211
\$ 3,237	\$ 1,373	\$ 1,532
\$ 3,262	\$ 2,016	\$ 1,743
\$ 9,787	\$ 10,078	\$ 5,229
78%	28%	23%
67%	60%	33%
0	0	0