

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Shannon Tedford	Darrell Merriman	Levi Stevens
Jason Sipes	Jason Sipes	John Foley
		Andrew Todd
		Alex Rose
		Layton Smith

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	59050	2015	Toyota	Rav 4	5	Trade on Used	No	\$ 13,900	\$ 13,401	93%	\$4,901	\$0
2	15899	2021	Honda	Accord	61	Auction/Wholesale	No	\$ 28,999	\$ 28,800	105%	\$2,393	\$2,740
3	9166	2021	Nissan	Maxima	53	Trade on Used	No	\$ 38,900	\$ 38,500	107%	\$2,293	\$0
4	505664	2019	Chrysler	Pacifica	7	Auction/Wholesale	No	\$ 22,900	\$ 22,900	101%		
5	45228	2019	Jeep	Wrangler	29	Trade on Used	No	\$ 34,900	\$ 34,900	102%	\$4,673	\$2,565
6	500	2016	Jeep	Grand Cherokee	14	Trade on Used	No	\$ 23,700	\$ 23,700	97%	\$2,825	\$0
7	32916	2021	Ford	Bronco	44	Trade on Used	No	\$ 30,700	\$ 30,700	102%	\$2,443	\$2,826
8	45977	2016	Jeep	Wrangler	6	Trade on New	No	\$ 27,900	\$ 26,000	98%	\$3,149	\$0
9	934711	2021	Kia	Sportage	8	Auction/Wholesale	No	\$ 21,900	\$ 21,700	101%	\$2,613	\$2,489
10	107	2020	Jeep	Wrangler	29	Street/Curb Buy	No	\$ 31,700	\$ 32,841	98%	\$1,978	\$1,730
11	92049	2015	Jeep	Wrangler	16	Street/Curb Buy	No	\$ 24,700	\$ 23,500	102%	\$3,647	\$949
12	D02767	2021	Alfa Romeo	Stelvio	165	Auction/Wholesale	No	\$ 32,900	\$ 32,701	101%	\$3,361	\$0
13	56051	2015	Chevrolet	Malinu	4	Trade on Used	No	\$ 8,995	\$ 7,500	96%	\$3,353	\$0
14	140431	2021	Chevrolet	Equinox	117	Auction/Wholesale	No	\$ 26,999	\$ 26,999	103%	\$1,495	\$1,337
15	169969	2021	Jeep	Cherokee	119	Auction/Wholesale	No	\$ 32,900	\$ 32,900	96%	\$211	\$2,098
16	63146	2018	Toyota	Tacoma	53	Trade on New	No	\$ 36,900	\$ 36,999	100%	\$4,136	\$4,166
17	5331	2016	Jeep	Grand Cherokee	9	Trade on New	No	\$ 21,700	\$ 20,700	101%	\$4,799	\$736
18	82700	2019	Ram	1500	38	Trade on Used	No	\$ 43,700	\$ 43,700	102%	\$1,955	\$2,259
19	213695	2020	Chevrolet	Equinox	24	Auction/Wholesale	No	\$ 23,700	\$ 23,700	103%	\$2,049	\$1,123
20	706561	2019	Honda	Elantra	11	Auction/Wholesale	No	\$ 13,000	\$ 11,600	104%	\$804	\$2,081
21	2952	2014	Toyota	Rav 4	36	Trade on Used	No	\$ 12,900	\$ 11,901	83%	\$2,645	\$0
22	96459	2017	Chevrolet	Volt	48	Trade on Used	No	\$ 18,700	\$ 18,700	99%	\$1,804	\$0
23	444930	2021	Subaru	Ascent	21	Auction/Wholesale	No	\$ 37,000	\$ 39,000	102%	\$2,068	\$3,937
24	728221	2020	Nissan	Frontier	34	Auction/Wholesale	No	\$ 36,900	\$ 36,500	103%	\$3,237	\$3,259
25	705094	2021	Ram	1500	72	Auction/Wholesale	No	\$ 53,700	\$ 47,547	102%	\$3,653	\$0
26	72026	2011	Kia	Sorento	15	Trade on Used	No	\$ 11,900	\$ 9,900	105%	\$2,192	\$607
27	658283	2019	Jeep	Wrangler	31	Auction/Wholesale	No	\$ 35,900	\$ 34,600	99%	\$1,912	\$715

Scoreboard Totals

% Retailed of Non-Franchise Make	98%
Total # Retail Units	52
Avg. Days to Sale	44.6
Avg. Advertised Price (Time of Sale)	\$ 29,450
Avg. Transaction Price	\$ 28,528
Avg. Market Price at 100%	\$ 29,326
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 922
Avg. Front-End Gross	\$ 2,376
Avg. Finance Gross	\$ 1,373
PUVR	\$ 3,678
Total Gross (Units & PUVR)	\$ 191,244
GROI	104%
% with Trade	37%
Avg. Over/Under Allowance	(\$945)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Shannon Tedford
% Retailed of Non-New Franchise	98%	#DIV/0!	98%
Total # Retail Units	52	0	42
Avg. Days to Sale	44.6	#DIV/0!	39.1
Avg. Advertised Price (Time of Sale)	\$ 29,450	#DIV/0!	\$ 28,157
Avg. Transaction Price	\$ 28,528	#DIV/0!	\$ 27,262
Avg. Market Price at 100%	\$ 29,326	#DIV/0!	\$ 27,961
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	101%
Avg. Transaction to Market	97%	#DIV/0!	98%
Avg. Transactional Discount	\$ 922	#DIV/0!	\$ 895
Avg. Front-End Gross	\$ 2,376	#DIV/0!	\$ 2,384
Avg. Finance Gross	\$ 1,373	#DIV/0!	\$ 1,265
PUVR	\$ 3,678	#DIV/0!	\$ 3,562
Total Gross (Units & PUVR)	\$ 191,244	#DIV/0!	\$ 149,619
GROI	104%	#DIV/0!	120%
% with Trade	37%	#DIV/0!	38%
Avg. Over/Under Allowance	-945	#DIV/0!	-872



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

Jason Sipes			
100%	#DIV/0!	#DIV/0!	#DIV/0!
10	0	0	0
67.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,880	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,845	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,919	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,035	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,344	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,819	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,163	#DIV/0!	#DIV/0!	#DIV/0!
\$ 41,625	#DIV/0!	#DIV/0!	#DIV/0!
65%	#DIV/0!	#DIV/0!	#DIV/0!
30%	#DIV/0!	#DIV/0!	#DIV/0!
-1,336	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Levi Stevens	Alex Rose
% Retailed of Non-New Franchise	98%	93%	100%
Total # Retail Units	52	14	13
Avg. Days to Sale	44.6	27.0	34.8
Avg. Advertised Price (Time of Sale)	\$ 29,450	\$ 24,650	\$ 31,831
Avg. Transaction Price	\$ 28,528	\$ 23,836	\$ 30,466
Avg. Market Price at 100%	\$ 29,326	\$ 24,518	\$ 31,898
Avg. Price to Market % (Time of Sale)	100%	101%	100%
Avg. Transaction to Market	97%	97%	96%
Avg. Transactional Discount	\$ 922	\$ 814	\$ 1,365
Avg. Front-End Gross	\$ 2,376	\$ 2,111	\$ 3,096
Avg. Finance Gross	\$ 1,373	\$ 1,530	\$ 427
PUVR	\$ 3,678	\$ 3,381	\$ 3,523
Total Gross (Units & PUVR)	\$ 191,244	\$ 47,341	\$ 45,803
GROI	104%	189%	120%
% with Trade	37%	36%	46%
Avg. Over/Under Allowance	-945	-1,090	-550



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

Layton Smith	Andrew Todd	John Foley	
100%	100%	100%	#DIV/0!
3	12	10	0
96.3	43.7	67.7	#DIV/0!
\$ 27,567	\$ 28,416	\$ 34,880	#DIV/0!
\$ 27,567	\$ 27,712	\$ 33,845	#DIV/0!
\$ 27,002	\$ 27,951	\$ 34,919	#DIV/0!
102%	102%	100%	#DIV/0!
102%	99%	97%	#DIV/0!
\$ -	\$ 705	\$ 1,035	#DIV/0!
\$ 2,002	\$ 2,005	\$ 2,344	#DIV/0!
\$ 2,831	\$ 1,493	\$ 1,819	#DIV/0!
\$ 4,833	\$ 3,498	\$ 4,163	#DIV/0!
\$ 14,498	\$ 41,977	\$ 41,625	#DIV/0!
66%	104%	65%	#DIV/0!
33%	33%	30%	#DIV/0!
-1,000	-1,050	-1,336	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Darrell Merrima	Jason Sipes
% Retailed of Non-New Franchise	98%	98%	100%
Total # Retail Units	52	42	10
Avg. Days to Sale	44.6	39.1	67.7
Avg. Advertised Price (Time of Sale)	\$ 29,450	\$ 28,157	\$ 34,880
Avg. Transaction Price	\$ 28,528	\$ 27,262	\$ 33,845
Avg. Market Price at 100%	\$ 29,326	\$ 27,961	\$ 34,919
Avg. Price to Market % (Time of Sale)	100%	101%	100%
Avg. Transaction to Market	97%	98%	97%
Avg. Transactional Discount	\$ 922	\$ 895	\$ 1,035
Avg. Front-End Gross	\$ 2,376	\$ 2,384	\$ 2,344
Avg. Finance Gross	\$ 1,373	\$ 1,265	\$ 1,819
PUVR	\$ 3,678	\$ 3,562	\$ 4,163
Total Gross (Units & PUVR)	\$ 191,244	\$ 149,619	\$ 41,625
GROI	104%	120%	65%
% with Trade	37%	0%	0%
Avg. Over/Under Allowance	-945	-872	-1,336



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	52	0	52
Avg. Days to Sale	44.6	#DIV/0!	44.6
Avg. Advertised Price (Time of Sale)	\$ 29,450	#DIV/0!	\$ 28,528
Avg. Transaction Price	\$ 28,528	#DIV/0!	\$ 28,528
Avg. Market Price at 100%	\$ 29,326	#DIV/0!	\$ 29,299
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	97%
Avg. Transaction to Market	97%	#DIV/0!	97%
Avg. Transactional Discount	\$ 922	#DIV/0!	\$ 922
Avg. Front-End Gross	\$ 2,376	#DIV/0!	\$ 2,376
Avg. Finance Gross	\$ 1,373	#DIV/0!	\$ 1,373
PUVR	\$ 3,678	#DIV/0!	\$ 3,678
Total Gross (Units & PUVR)	\$ 191,244	#DIV/0!	\$ 191,244
GROI	104%	#DIV/0!	104%
% with Trade	37%	#DIV/0!	37%
Avg. Over/Under Allowance	-945	#DIV/0!	-945



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	52	1	51
Avg. Days to Sale	44.6	7.0	45.4
Avg. Advertised Price (Time of Sale)	\$ 29,450	\$ 22,900	\$ 28,638
Avg. Transaction Price	\$ 28,528	\$ 22,900	\$ 28,638
Avg. Market Price at 100%	\$ 29,326	\$ 22,673	\$ 29,429
Avg. Price to Market % (Time of Sale)	100%	101%	97%
Avg. Transaction to Market	97%	101%	97%
Avg. Transactional Discount	\$ 922	\$ -	\$ 940
Avg. Front-End Gross	\$ 2,376	#DIV/0!	\$ 2,376
Avg. Finance Gross	\$ 1,373	#DIV/0!	\$ 1,373
PUVR	\$ 3,678	\$ -	\$ 3,750
Total Gross (Units & PUVR)	\$ 191,244	\$ -	\$ 191,244
GROI	104%	0%	104%
% with Trade	37%	100%	35%
Avg. Over/Under Allowance	-945	-750	-956



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	52	7	19
% of Retail Units	100%	13%	37%
% Retailed of Non-New Franchise	98%	100%	100%
Avg. Days to Sale	44.6	37.3	24.1
Avg. Transaction Price	\$ 28,528	\$ 33,943	\$ 20,621
Avg. Transaction to Market %	97%	91%	96%
Avg. Transactional Discount	\$ 922	\$ 2,186	\$ 579
Avg. Front End Gross	\$ 2,376	\$ 2,406	\$ 3,117
Avg. Finance Gross	\$ 1,373	\$ 2,200	\$ 743
PUVR	\$ 3,678	\$ 4,605	\$ 3,860
Total Gross (Units & PUVR)	\$ 191,244	\$ 32,237	\$ 73,332
GROI	104%	131%	280%
% with Trade	37%	0%	26%
Avg. Over/Under Allowance	-945	#DIV/0!	-1,061



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	22	0	0
6%	42%	0%	0%
100%	95%	#DIV/0!	#DIV/0!
34.0	65.5	#DIV/0!	#DIV/0!
\$ 39,831	\$ 32,284	#DIV/0!	#DIV/0!
98%	100%	#DIV/0!	#DIV/0!
\$ 602	\$ 829	#DIV/0!	#DIV/0!
\$ 3,015	\$ 1,634	#DIV/0!	#DIV/0!
\$ 893	\$ 1,774	#DIV/0!	#DIV/0!
\$ 3,908	\$ 3,253	#DIV/0!	#DIV/0!
\$ 11,725	\$ 71,560	#DIV/0!	#DIV/0!
104%	55%	#DIV/0!	#DIV/0!
67%	55%	#DIV/0!	#DIV/0!
-1,750	-763	#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	52	25	7
% of Retail Units	100%	48%	13%
% Retailed of Non-New Franchise	98%	96%	100%
Avg. Days to Sale	44.6	12.2	37.7
Avg. Transaction Price	\$ 28,528	\$ 21,986	\$ 31,843
Avg. Transaction to Market %	97%	96%	97%
Avg. Transactional Discount	\$ 922	\$ 978	\$ 543
Avg. Front End Gross	\$ 2,376	\$ 3,059	\$ 2,625
Avg. Finance Gross	\$ 1,373	\$ 1,007	\$ 1,868
PUVR	\$ 3,678	\$ 4,065	\$ 4,493
Total Gross (Units & PUVR)	\$ 191,244	\$ 101,637	\$ 31,449
GROI	104%	547%	135%
% with Trade	37%	32%	43%
Avg. Over/Under Allowance	-945	-1,494	-1,170



46-60 days	61-90 days	90+ days
8	5	7
15%	10%	13%
100%	100%	100%
52.5	74.6	137.0
\$ 31,431	\$ 33,429	\$ 41,757
98%	97%	100%
\$ 569	\$ 2,050	\$ 700
\$ 1,758	\$ 1,269	\$ 1,287
\$ 1,357	\$ 1,752	\$ 1,883
\$ 3,116	\$ 3,021	\$ 3,170
\$ 24,925	\$ 15,106	\$ 22,192
68%	44%	20%
38%	20%	57%
-166	-2,500	125