

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Absalom Munoz	Dan Prince	Brad Behrens
Hank Abb	Absalom Munoz	Nick Meyer
		Anika Panuce
		Matt Miller
		Shane Williams
		Tom Wegner

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	P2952a	2018	Ram	1500	63	Street/Curb Buy	No	\$ 22,500	\$ 22,500	87%	\$1,137	\$1,558
2	23094A	2017	Jeep	Cherokee	62	Trade on New	No	\$ 16,500	\$ 16,500	89%	\$1,104	\$903
3	G3037M	2022	Ram	1500	61	Trade on New	No	\$ 48,988	\$ 48,500	99%	\$65	\$960
4	P2940	2019	GMC	Terrain	61	Auction/Wholesale	Yes	\$ 29,500	\$ 29,500	93%	(\$2,502)	\$582
5	P2941	2020	Chevrolet	Blazer	59	Auction/Wholesale	Yes	\$ 28,900	\$ 28,500	95%	(\$2,808)	\$0
6	P2948	2017	Chevrolet	Cruze	56	Street/Curb Buy	No	\$ 14,106	\$ 14,005	99%	\$362	\$0
7	P2951	2020	Buick	Encore	56	LBO OEM/Leasing Co.	Yes	\$ 20,900	\$ 20,900	97%	\$1,485	\$0
8	C3032A	2022	Toyota	Avalon	56	Trade on New	No	\$ 39,900	\$ 39,200	92%	(\$252)	\$479
9	23056A	2019	Ford	F150	53	Trade on New	No	\$ 31,900	\$ 31,900	94%	\$2,028	\$0
10	C3037A	2020	Ram	1500	50	Trade on New	No	\$ 41,779	\$ 41,779	102%	\$2,124	\$680
11	23129A	2019	Chevrolet	Silverado	47	Trade on New	Yes	\$ 40,971	\$ 40,971	99%	\$1,662	\$1,753
12	P2960	2015	Chevrolet	Silverado 2500	44	Street/Curb Buy	No	\$ 27,659	\$ 26,900	94%	\$2,402	\$498
13	C3027A	2017	Ram	1500	44	Trade on New	No	\$ 29,900	\$ 29,900	97%	\$2,010	\$947
14	P2969	2022	GMC	Canyon	43	LBO OEM/Leasing Co.	Yes	\$ 38,658	\$ 38,658	99%	\$2,701	\$1,590
15	23122A	2022	GMC	Sierra	42	Trade on New	Yes	\$ 54,286	\$ 53,000	101%	\$3,435	\$1,382
16	P2973	2023	Buick	Envision	42	Auction/Wholesale	Yes	\$ 38,900	\$ 38,900	100%	\$2,531	\$0
17	23101A	2015	GMC	Yukon	41	Trade on New	No	\$ 31,800	\$ 31,800	101%	\$2,928	\$0
18	P2958	2019	Chevrolet	Traverse	39	LBO OEM/Leasing Co.	Yes	\$ 38,325	\$ 38,325	96%	\$2,808	\$1,000
19	C3033A	2017	Ram	1500	35	Trade on New	No	\$ 37,678	\$ 36,740	104%	\$0	\$600
20	C3042A	2020	Jeep	Gladiator	35	Trade on Used	No	\$ 42,621	\$ 42,000	101%	\$2,561	\$3,125
21	23112A	2017	Chevrolet	Equinox	32	Trade on New	No	\$ 17,988	\$ 17,988	107%	\$4,443	\$569
22	23125A	2016	GMC	Sierra	32	Trade on New	No	\$ 24,700	\$ 24,000	99%	\$4,059	\$0
23	23086a	2022	Chevrolet	Silverado 2500	31	Trade on New	Yes	\$ 62,988	\$ 61,577	102%	\$6,034	\$943
24	C3041A	2006	Lincoln	Mark LT	29	Trade on New	No	\$ 16,988	\$ 16,200	118%	\$2,007	\$0
25	P2987	2020	Honda	Civic	29	Street/Curb Buy	No	\$ 25,988	\$ 24,979	98%	\$1,757	\$1,097
26	P2965	2020	Jeep	Compass	28	Auction/Wholesale	No	\$ 25,988	\$ 25,988	103%	\$3,131	\$1,292
27	23124A	2015	Chevrolet	Impala	24	Trade on New	No	\$ 18,988	\$ 18,291	105%	\$2,753	\$400
28	G3092A	2017	GMC	Terrain	23	Trade on New	No	\$ 20,988	\$ 19,988	103%	\$3,310	\$100
29	G3073A	2016	Ram	1500	22	Trade on New	No	\$ 19,698	\$ 19,698	98%	\$5,892	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	58%
Total # Retail Units	50
Avg. Days to Sale	30.7
Avg. Advertised Price (Time of Sale)	\$ 30,364
Avg. Transaction Price	\$ 29,962
Avg. Market Price at 100%	\$ 30,201
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 402
Avg. Front-End Gross	\$ 2,862
Avg. Finance Gross	\$ 757
PUVR	\$ 3,618
Total Gross (Units & PUVR)	\$ 180,923
GROI	142%
% with Trade	40%
Avg. Over/Under Allowance	(\$617)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Absalom Munoz
% Retailed of Non-New Franchise	58%	#DIV/0!	74%
Total # Retail Units	50	0	23
Avg. Days to Sale	30.7	#DIV/0!	32.1
Avg. Advertised Price (Time of Sale)	\$ 30,364	#DIV/0!	\$ 28,076
Avg. Transaction Price	\$ 29,962	#DIV/0!	\$ 27,652
Avg. Market Price at 100%	\$ 30,201	#DIV/0!	\$ 28,094
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	100%
Avg. Transaction to Market	99%	#DIV/0!	98%
Avg. Transactional Discount	\$ 402	#DIV/0!	\$ 424
Avg. Front-End Gross	\$ 2,862	#DIV/0!	\$ 2,921
Avg. Finance Gross	\$ 757	#DIV/0!	\$ 806
PUVR	\$ 3,618	#DIV/0!	\$ 3,727
Total Gross (Units & PUVR)	\$ 180,923	#DIV/0!	\$ 85,720
GROI	142%	#DIV/0!	151%
% with Trade	40%	#DIV/0!	30%
Avg. Over/Under Allowance	-617	#DIV/0!	-1,000



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

Hank Abb			
44%	#DIV/0!	#DIV/0!	#DIV/0!
27	0	0	0
29.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,313	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,931	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,193	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 383	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,812	#DIV/0!	#DIV/0!	#DIV/0!
\$ 714	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,526	#DIV/0!	#DIV/0!	#DIV/0!
\$ 95,202	#DIV/0!	#DIV/0!	#DIV/0!
135%	#DIV/0!	#DIV/0!	#DIV/0!
48%	#DIV/0!	#DIV/0!	#DIV/0!
-541	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Nick Meyer	Brad Behrens
% Retailed of Non-New Franchise	58%	55%	50%
Total # Retail Units	50	11	16
Avg. Days to Sale	30.7	31.6	29.1
Avg. Advertised Price (Time of Sale)	\$ 30,364	\$ 35,368	\$ 32,853
Avg. Transaction Price	\$ 29,962	\$ 34,882	\$ 32,332
Avg. Market Price at 100%	\$ 30,201	\$ 35,488	\$ 32,515
Avg. Price to Market % (Time of Sale)	101%	100%	101%
Avg. Transaction to Market	99%	98%	99%
Avg. Transactional Discount	\$ 402	\$ 486	\$ 521
Avg. Front-End Gross	\$ 2,862	\$ 3,414	\$ 3,096
Avg. Finance Gross	\$ 757	\$ 872	\$ 793
PUVR	\$ 3,618	\$ 4,286	\$ 3,889
Total Gross (Units & PUVR)	\$ 180,923	\$ 47,149	\$ 62,226
GROI	142%	140%	149%
% with Trade	40%	27%	50%
Avg. Over/Under Allowance	-617	-1,000	-250



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

Anika Panuce	Matt Miller	Shane Williams	Tom Wegner
29%	100%	57%	#DIV/0!
7	9	7	0
20.4	35.0	37.6	#DIV/0!
\$ 28,475	\$ 29,191	\$ 20,210	#DIV/0!
\$ 28,209	\$ 28,817	\$ 20,042	#DIV/0!
\$ 27,638	\$ 29,219	\$ 21,189	#DIV/0!
103%	100%	95%	#DIV/0!
102%	99%	95%	#DIV/0!
\$ 266	\$ 374	\$ 168	#DIV/0!
\$ 3,150	\$ 2,111	\$ 2,135	#DIV/0!
\$ 713	\$ 643	\$ 683	#DIV/0!
\$ 3,862	\$ 2,754	\$ 2,818	#DIV/0!
\$ 27,036	\$ 24,787	\$ 19,723	#DIV/0!
241%	98%	135%	#DIV/0!
57%	33%	29%	#DIV/0!
-485	-1,000	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Dan Prince	Absalom Munoz
% Retailed of Non-New Franchise	58%	56%	100%
Total # Retail Units	50	48	2
Avg. Days to Sale	30.7	31.2	18.5
Avg. Advertised Price (Time of Sale)	\$ 30,364	\$ 30,619	\$ 24,238
Avg. Transaction Price	\$ 29,962	\$ 30,242	\$ 23,244
Avg. Market Price at 100%	\$ 30,201	\$ 30,570	\$ 23,998
Avg. Price to Market % (Time of Sale)	101%	100%	101%
Avg. Transaction to Market	99%	99%	97%
Avg. Transactional Discount	\$ 402	\$ 377	\$ 994
Avg. Front-End Gross	\$ 2,862	\$ 2,770	\$ 5,064
Avg. Finance Gross	\$ 757	\$ 785	\$ 82
PUVR	\$ 3,618	\$ 3,555	\$ 5,146
Total Gross (Units & PUVR)	\$ 180,923	\$ 170,631	\$ 10,292
GROI	142%	136%	431%
% with Trade	40%	0%	50%
Avg. Over/Under Allowance	-617	-617	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	50	17	33
Avg. Days to Sale	30.7	32.2	29.9
Avg. Advertised Price (Time of Sale)	\$ 30,364	\$ 40,965	\$ 24,486
Avg. Transaction Price	\$ 29,962	\$ 40,594	\$ 24,486
Avg. Market Price at 100%	\$ 30,201	\$ 40,881	\$ 24,860
Avg. Price to Market % (Time of Sale)	101%	100%	98%
Avg. Transaction to Market	99%	99%	98%
Avg. Transactional Discount	\$ 402	\$ 371	\$ 417
Avg. Front-End Gross	\$ 2,862	\$ 2,927	\$ 2,828
Avg. Finance Gross	\$ 757	\$ 947	\$ 659
PUVR	\$ 3,618	\$ 3,874	\$ 3,487
Total Gross (Units & PUVR)	\$ 180,923	\$ 65,860	\$ 115,062
GROI	142%	107%	172%
% with Trade	40%	53%	33%
Avg. Over/Under Allowance	-617	-614	-625



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	50	21	29
Avg. Days to Sale	30.7	24.0	35.5
Avg. Advertised Price (Time of Sale)	\$ 30,364	\$ 32,126	\$ 28,713
Avg. Transaction Price	\$ 29,962	\$ 31,688	\$ 28,713
Avg. Market Price at 100%	\$ 30,201	\$ 31,599	\$ 29,372
Avg. Price to Market % (Time of Sale)	101%	102%	98%
Avg. Transaction to Market	99%	100%	98%
Avg. Transactional Discount	\$ 402	\$ 438	\$ 375
Avg. Front-End Gross	\$ 2,862	\$ 3,330	\$ 2,522
Avg. Finance Gross	\$ 757	\$ 900	\$ 653
PUVR	\$ 3,618	\$ 4,230	\$ 3,176
Total Gross (Units & PUVR)	\$ 180,923	\$ 88,828	\$ 92,095
GROI	142%	200%	112%
% with Trade	40%	43%	38%
Avg. Over/Under Allowance	-617	-403	-725



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	50	25	5
% of Retail Units	100%	50%	10%
% Retailed of Non-New Franchise	58%	60%	60%
Avg. Days to Sale	30.7	32.0	15.0
Avg. Transaction Price	\$ 29,962	\$ 31,984	\$ 20,033
Avg. Transaction to Market %	99%	99%	101%
Avg. Transactional Discount	\$ 402	\$ 476	\$ 242
Avg. Front End Gross	\$ 2,862	\$ 3,145	\$ 3,417
Avg. Finance Gross	\$ 757	\$ 821	\$ 1,157
PUVR	\$ 3,618	\$ 3,966	\$ 4,574
Total Gross (Units & PUVR)	\$ 180,923	\$ 99,149	\$ 22,869
GROI	142%	140%	548%
% with Trade	40%	44%	40%
Avg. Over/Under Allowance	-617	-750	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
7	6	0	0
14%	12%	0%	0%
57%	83%	#DIV/0!	#DIV/0!
33.9	37.7	#DIV/0!	#DIV/0!
\$ 22,337	\$ 27,646	#DIV/0!	#DIV/0!
96%	99%	#DIV/0!	#DIV/0!
\$ 551	\$ 231	#DIV/0!	#DIV/0!
\$ 2,904	\$ 1,201	#DIV/0!	#DIV/0!
\$ 450	\$ 490	#DIV/0!	#DIV/0!
\$ 3,354	\$ 1,690	#DIV/0!	#DIV/0!
\$ 23,479	\$ 10,143	#DIV/0!	#DIV/0!
160%	58%	#DIV/0!	#DIV/0!
14%	33%	#DIV/0!	#DIV/0!
#DIV/0!	-648	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
7	0	0
14%	0%	0%
29%	#DIV/0!	#DIV/0!
28.1	#DIV/0!	#DIV/0!
\$ 39,444	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
\$ 246	#DIV/0!	#DIV/0!
\$ 2,836	#DIV/0!	#DIV/0!
\$ 775	#DIV/0!	#DIV/0!
\$ 3,612	#DIV/0!	#DIV/0!
\$ 25,283	#DIV/0!	#DIV/0!
117%	#DIV/0!	#DIV/0!
57%	#DIV/0!	#DIV/0!
-403	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	50	27	12
% of Retail Units	100%	54%	24%
% Retailed of Non-New Franchise	58%	48%	67%
Avg. Days to Sale	30.7	16.7	38.3
Avg. Transaction Price	\$ 29,962	\$ 26,818	\$ 36,649
Avg. Transaction to Market %	99%	101%	99%
Avg. Transactional Discount	\$ 402	\$ 470	\$ 476
Avg. Front End Gross	\$ 2,862	\$ 3,806	\$ 2,993
Avg. Finance Gross	\$ 757	\$ 751	\$ 888
PUVR	\$ 3,618	\$ 4,557	\$ 3,881
Total Gross (Units & PUVR)	\$ 180,923	\$ 123,038	\$ 46,566
GROI	142%	367%	99%
% with Trade	40%	26%	67%
Avg. Over/Under Allowance	-617	-352	-824



46-60 days	61-90 days	90+ days
7	4	0
14%	8%	0%
57%	100%	#DIV/0!
53.9	61.8	#DIV/0!
\$ 31,036	\$ 29,250	#DIV/0!
96%	92%	#DIV/0!
\$ 172	\$ 122	#DIV/0!
\$ 657	\$ (49)	#DIV/0!
\$ 416	\$ 1,001	#DIV/0!
\$ 1,073	\$ 952	#DIV/0!
\$ 7,512	\$ 3,806	#DIV/0!
23%	19%	#DIV/0!
43%	50%	#DIV/0!
-1,000	#DIV/0!	#DIV/0!