

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Tyler Lloyd	KristIn Perry	Barry Fisher
Tony Jimenez	Tyler Lloyd	Bobby Denhart
KristIn Perry	John Peltz	Kenny Horn
		Jaden Miller
		Sean Sensing
		Jay Parks
		Jose Morales
		Garfield Starnes
		Nate Johnson
		HOUSE

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Market Price at 100%	Transaction to Market (%)	Transactional Discount (\$)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	\$ 15,789	87%	\$ 1,200	\$1,500	\$500
1	WA1865	2019	Ford	FUSION	33	Auction/Wholesale	No	No	\$ 21,499	\$ 20,000	110%	\$ 19,545	102%	\$ 1,499	\$3,125	\$1,909
2	NL1243	2019	Nissan	KICKS	316	Auction/Wholesale	No	No	\$ 16,900	\$ 15,900	85%	\$ 19,882	80%	\$ 1,000	(\$954)	\$1,126
3	CA1847	2012	Buick	LACROSS	84	Auction/Wholesale	No	No	\$ 9,995	\$ 9,995	99%	\$ 10,096	99%	\$ -	\$1,884	\$574
4	WA1815	2021	Nissan	MURANO	21	Auction/Wholesale	No	No	\$ 25,535	\$ 25,431	99%	\$ 25,793	99%	\$ 104	(\$144)	\$621
5	WA1828	2018	Kia	FORTE	20	Auction/Wholesale	No	No	\$ 12,658	\$ 14,750	99%	\$ 12,786	115%	\$ (2,092)	\$459	\$779
6	WA1818	2018	Nissan	ROGUE	19	Auction/Wholesale	No	No	\$ 22,590	\$ 17,299	108%	\$ 20,917	83%	\$ 5,291	(\$1,649)	\$1,025
7	WA1729A	2004	Chevrolet	SILVERADO	34	Trade on Used	No	No	\$ 5,754	\$ 4,500	95%	\$ 6,057	74%	\$ 1,254	\$1,400	\$145
8	NL1215A	2019	Hyundai	SANTAFE	58	Trade on Used	No	No	\$ 21,499	\$ 21,220	99%	\$ 21,716	98%	\$ 279	(\$3,380)	\$2,827
9	WA1715	2021	Toyota	RAV4	77	Auction/Wholesale	No	No	\$ 32,762	\$ 33,500	101%	\$ 32,438	103%	\$ (738)	(\$115)	\$941
10	CA1842	2015	Hyundai	SONATA	139	Auction/Wholesale	No	No	\$ 12,995	\$ 11,995	80%	\$ 16,244	74%	\$ 1,000	(\$1,466)	\$1,202
11	WA1825	2016	Jeep	RENEGADE	22	Auction/Wholesale	No	Yes	\$ 18,846	\$ 20,499	101%	\$ 18,659	110%	\$ (1,653)	\$546	\$674
12	CA1853	2011	Toyota	CAMRY	72	Auction/Wholesale	No	No	\$ 8,995	\$ 10,999	96%	\$ 9,370	117%	\$ (2,004)	\$1,132	\$452
13	NL1447A	2018	Nissan	SENTRA	137	Trade on Used	No	No	\$ 13,994	\$ 13,899	89%	\$ 15,724	88%	\$ 95	(\$1,303)	\$898
14	WA1844	2020	Nissan	ALTIMA	8	Auction/Wholesale	No	No	\$ 20,441	\$ 19,999	100%	\$ 20,441	98%	\$ 442	\$1,525	\$1,226
15	WA1852	2015	Audi	A4	8	Auction/Wholesale	No	No	\$ 13,950	\$ 11,999	105%	\$ 13,286	90%	\$ 1,951	\$1,500	\$650
16	WA1818A	2013	Ford	FOCUS	2	Trade on Used	No	No	\$ 6,995	\$ 9,832	102%	\$ 6,858	143%	\$ (2,837)	\$3,305	\$789
17	WA1747	2018	Jeep	GRAND CHEROKEE	50	Auction/Wholesale	No	Yes	\$ 89,999	\$ 82,000	105%	\$ 85,713	96%	\$ 7,999	(\$3,436)	\$675
18	TG1018A	2018	Chevrolet	SPARK		Trade on Used	No	No	\$ 15,999	\$ 15,999	100%	\$ 15,999	100%	\$ -	\$1,427	\$1,039
19	NL1403	2020	Kia	FORTE	70	Auction/Wholesale	No	No	\$ 19,430	\$ 18,486	97%	\$ 20,031	92%	\$ 944	(\$1,625)	\$1,532
20	LO2633A	2014	Chevrolet	SILVERADO	21	Trade on New	No	No	\$ 18,712	\$ 21,999	100%	\$ 18,712	118%	\$ (3,287)	\$1,299	\$2,521
21	WA1707	2019	Chevrolet	TRAVERSE	79	Auction/Wholesale	No	No	\$ 25,415	\$ 22,599	103%	\$ 24,675	92%	\$ 2,816	(\$2,560)	\$1,176
22	NL1534	2015	Kia	FORTE		Auction/Wholesale	No	No	\$ 5,315	\$ 11,814	90%	\$ 5,906	200%	\$ (6,499)	(\$851)	\$787
23	NL1424	2021	Kia	SELTOS	189	Auction/Wholesale	No	No	\$ 23,900	\$ 21,995	95%	\$ 25,158	87%	\$ 1,905	(\$435)	\$1,650
24	WA1823	2018	Cadillac	ATS	17	Auction/Wholesale	No	No	\$ 25,999	\$ 23,999	109%	\$ 23,852	101%	\$ 2,000	(\$146)	\$356
25	WA1836	2021	Ford	BRONCO	12	Auction/Wholesale	No	No	\$ 38,410	\$ 36,999	109%	\$ 35,239	105%	\$ 1,411	\$1,913	\$728
26	WA1749	2020	Kia	SORENTO	53	Auction/Wholesale	No	No	\$ 21,830	\$ 17,800	102%	\$ 21,402	83%	\$ 4,030	\$644	\$1,366
27	WA1827	2014	Jeep	CHEROKEE	25	Auction/Wholesale	No	Yes	\$ 16,513	\$ 16,513	109%	\$ 15,150	109%	\$ -	(\$579)	\$507
28	WA1799	2020	Dodge	JOURNEY	40	Auction/Wholesale	No	Yes	\$ 21,865	\$ 25,499	100%	\$ 21,865	117%	\$ (3,634)	\$42	\$2,583
29	WA1889	2016	GMC	YUKON	6	Auction/Wholesale	No	No	\$ 31,890	\$ 31,100	103%	\$ 30,961	100%	\$ 790	\$1,543	\$1,173
30	WA1890	2020	Ford	TRANSIT	15	Auction/Wholesale	No	No	\$ 34,800	\$ 34,800	105%	\$ 33,143	105%	\$ -	(\$296)	\$0
31	WA1816	2021	Volkswagen	PASSAT	30	Auction/Wholesale	No	No	\$ 22,611	\$ 22,999	104%	\$ 21,741	106%	\$ (388)	\$1,700	\$2,300
32	WA1877	2020	Nissan	MAXIMA	7	Auction/Wholesale	No	No	\$ 26,161	\$ 24,999	103%	\$ 25,399	98%	\$ 1,162	\$68	\$3,059
33	NL1281A	2011	Toyota	SIENNA		Trade on Used	No	No	\$ 12,995	\$ 11,116	96%	\$ 13,536	82%	\$ 1,879	(\$323)	\$2,112
34	NL1401A	2011	BMW	X1	27	Trade on Used	No	No	\$ 13,995	\$ 8,768	99%	\$ 14,136	62%	\$ 5,227	\$500	\$500
35	WA1888	2015	Jeep	WRANGLER	15	Auction/Wholesale	No	Yes	\$ 24,863	\$ 20,014	105%	\$ 23,679	85%	\$ 4,849	\$800	\$400
36	WA1875	2020	Ford	FUSION	8	Auction/Wholesale	No	No	\$ 18,914	\$ 18,499	97%	\$ 19,499	95%	\$ 415	(\$1,199)	\$1,789
37	NL1553	2021	Kia	SPORTAGE		Auction/Wholesale	No	No	\$ 27,995	\$ 25,217	95%	\$ 29,468	86%	\$ 2,778	\$118	\$1,713
38	WA1808	2019	Ram	1500	41	Auction/Wholesale	No	Yes	\$ 40,885	\$ 41,699	101%	\$ 40,480	103%	\$ (814)	\$1,235	\$2,081
39	WA1864	2019	Jeep	CHEROKEE	15	Auction/Wholesale	No	Yes	\$ 20,366	\$ 19,499	98%	\$ 20,782	94%	\$ 867	\$800	\$1,794
40	LO2609A	2011	Cadillac	CTS	56	Trade on New	No	No	\$ 10,995	\$ 10,446	101%	\$ 10,886	96%	\$ 549	\$3,091	\$0
41	NL1624	2015	Kia	SOUL		Auction/Wholesale	No	No	\$ 9,995	\$ 9,995	100%	\$ 9,995	100%	\$ -	(\$1,150)	\$1,350

42	L02619A	2022	Jeep	RENEGADE		Trade on New	No	Yes	\$ 29,995	\$ 28,267		92%	\$ 32,603	87%	\$ 1,728	\$1,568	\$0
43	WA1777	2021	Nissan	VERSA	48	Auction/Wholesale	No	No	\$ 16,761	\$ 20,999		95%	\$ 17,643	119%	\$ (4,238)	\$2,356	\$2,471
44	WA1850	2018	Ford	F-150	18	Auction/Wholesale	No	No	\$ 31,797	\$ 31,150		94%	\$ 33,827	92%	\$ 647	(\$1,091)	\$1,524
45	WA1859	2016	Chrysler	PACIFICA	18	Auction/Wholesale	No	Yes	\$ 14,900	\$ 13,248		89%	\$ 16,742	79%	\$ 1,652	(\$160)	\$0
46	WA1854	2020	Ram	1500	18	Auction/Wholesale	No	Yes	\$ 33,521	\$ 28,425		96%	\$ 34,918	81%	\$ 5,096	\$1,141	\$27
47	WA1793	2019	Chrysler	PACIFICA	45	Auction/Wholesale	No	Yes	\$ 23,691	\$ 22,000		92%	\$ 25,751	85%	\$ 1,691	(\$490)	\$0
48	WA1872	2018	Dodge	JOURNEY	11	Auction/Wholesale	No	Yes	\$ 15,966	\$ 10,845		105%	\$ 15,206	71%	\$ 5,121	\$374	\$800
49	WA1766	2020	Chevrolet	SONIC	52	Auction/Wholesale	No	No	\$ 17,636	\$ 16,999		103%	\$ 17,122	99%	\$ 637	\$1,379	\$0
50	L02584A	2022	Chevrolet	TRAILBLAZER	119	Trade on New	No	No	\$ 32,470	\$ 30,100		109%	\$ 29,789	101%	\$ 2,370	(\$2,565)	\$2,831
51	WA1750	2017	Ford	EXPLORER	8	Auction/Wholesale	No	No	\$ 17,995	\$ 19,199		101%	\$ 17,817	108%	\$ (1,204)	\$638	\$2,550
52	WA1792A	2013	Ford	FOCUS	39	Trade on Used	No	No	\$ 8,995	\$ 8,995		100%	\$ 8,995	100%	\$ -	\$1,295	\$626
53	WA1860	2018	Hyundai	ELANTRA	21	Auction/Wholesale	No	No	\$ 12,732	\$ 12,999		87%	\$ 14,634	89%	\$ (267)	\$2,756	\$1,112

Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	163	47	116
Avg. Days to Sale	53.3	49.3	54.9
Avg. Advertised Price (Time of Sale)	\$ 20,925	\$ 24,674	\$ 19,220
Avg. Transaction Price	\$ 20,742	\$ 24,500	\$ 19,220
Avg. Market Price at 100%	\$ 20,680	\$ 24,340	\$ 19,137
Avg. Price to Market % (Time of Sale)	101%	101%	100%
Avg. Transaction to Market	100%	101%	100%
Avg. Transactional Discount	\$ 182	\$ 174	\$ 186
Avg. Front-End Gross	\$ 317	\$ 143	\$ 387
Avg. Finance Gross	\$ 1,225	\$ 964	\$ 1,331
PUVR	\$ 1,541	\$ 1,107	\$ 1,718
Total Gross (Units & PUVR)	\$ 251,250	\$ 52,012	\$ 199,239
GROI	50%	33%	59%
% with Trade	31%	43%	27%
Avg. Over/Under Allowance	30	-232	213



Scoreboard Totals

% Retailed of Non-Franchise Make	71%
Total # Retail Units	163
Avg. Days to Sale	53.3
Avg. Advertised Price (Time of Sale)	\$ 20,925
Avg. Transaction Price	\$ 20,742
Avg. Market Price at 100%	\$ 20,680
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 182
Avg. Front-End Gross	\$ 317
Avg. Finance Gross	\$ 1,225
PUVR	\$ 1,541
Total Gross (Units & PUVR)	\$ 251,250
GROI	50%
% with Trade	31%
Avg. Over/Under Allowance	\$30



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Tyler Lloyd
% Retailed of Non-New Franchise	71%	#DIV/0!	70%
Total # Retail Units	163	0	123
Avg. Days to Sale	53.3	#DIV/0!	52.8
Avg. Advertised Price (Time of Sale)	\$ 20,925	#DIV/0!	\$ 21,225
Avg. Transaction Price	\$ 20,742	#DIV/0!	\$ 21,034
Avg. Market Price at 100%	\$ 20,680	#DIV/0!	\$ 20,991
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	101%
Avg. Transaction to Market	100%	#DIV/0!	100%
Avg. Transactional Discount	\$ 182	#DIV/0!	\$ 191
Avg. Front-End Gross	\$ 317	#DIV/0!	\$ 467
Avg. Finance Gross	\$ 1,225	#DIV/0!	\$ 1,201
PUVR	\$ 1,541	#DIV/0!	\$ 1,669
Total Gross (Units & PUVR)	\$ 251,250	#DIV/0!	\$ 205,236
GROI	50%	#DIV/0!	54%
% with Trade	31%	#DIV/0!	31%
Avg. Over/Under Allowance	30	#DIV/0!	-128



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Tony Jimenez	Kristln Perry		
75%	#DIV/0!	#DIV/0!	#DIV/0!
40	0	0	0
54.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,002	#DIV/0!	#DIV/0!	#DIV/0!
\$ 19,846	#DIV/0!	#DIV/0!	#DIV/0!
\$ 19,549	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 156	#DIV/0!	#DIV/0!	#DIV/0!
\$ (147)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,297	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,150	#DIV/0!	#DIV/0!	#DIV/0!
\$ 46,014	#DIV/0!	#DIV/0!	#DIV/0!
38%	#DIV/0!	#DIV/0!	#DIV/0!
33%	#DIV/0!	#DIV/0!	#DIV/0!
449	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Bobby Denhart	Kenny Horn
% Retailed of Non-New Franchise	71%	75%	72%
Total # Retail Units	163	20	25
Avg. Days to Sale	53.3	43.3	58.0
Avg. Advertised Price (Time of Sale)	\$ 20,925	\$ 19,245	\$ 25,122
Avg. Transaction Price	\$ 20,742	\$ 19,132	\$ 25,004
Avg. Market Price at 100%	\$ 20,680	\$ 19,076	\$ 24,626
Avg. Price to Market % (Time of Sale)	101%	101%	102%
Avg. Transaction to Market	100%	100%	102%
Avg. Transactional Discount	\$ 182	\$ 113	\$ 118
Avg. Front-End Gross	\$ 317	\$ 779	\$ 922
Avg. Finance Gross	\$ 1,225	\$ 902	\$ 1,664
PUVR	\$ 1,541	\$ 1,681	\$ 2,585
Total Gross (Units & PUVR)	\$ 251,250	\$ 33,621	\$ 64,632
GROI	50%	73%	64%
% with Trade	31%	35%	40%
Avg. Over/Under Allowance	30	-167	-256



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

Barry Fisher	Jay Parks	Nate Johnson	Garfield Starnes
64%	81%	71%	50%
36	27	17	4
57.8	44.7	67.9	81.8
\$ 17,770	\$ 16,830	\$ 18,302	\$ 23,208
\$ 17,389	\$ 16,840	\$ 18,520	\$ 25,587
\$ 17,432	\$ 16,904	\$ 18,775	\$ 23,144
102%	100%	97%	100%
100%	100%	99%	111%
\$ 381	\$ (10)	\$ (218)	\$ (2,378)
\$ 171	\$ (118)	\$ (295)	\$ (19)
\$ 1,144	\$ 927	\$ 1,471	\$ 1,647
\$ 1,315	\$ 809	\$ 1,176	\$ 1,627
\$ 47,326	\$ 21,834	\$ 19,991	\$ 6,509
47%	39%	34%	28%
33%	19%	29%	25%
-179	-94	-953	2,800

HOUSE	Sean Sensing	Jose Morales	Jaden Miller
80%	64%	75%	0%
15	14	4	1
47.8	57.1	19.5	4.0
\$ 26,807	\$ 26,989	\$ 26,021	\$ 15,599
\$ 25,146	\$ 26,826	\$ 26,509	\$ 16,599
\$ 25,999	\$ 26,189	\$ 24,738	\$ 15,445
103%	103%	105%	101%
97%	102%	107%	107%
\$ 1,661	\$ 163	\$ (488)	\$ (1,000)
\$ (642)	\$ 738	\$ 3,352	\$ 1,000
\$ 879	\$ 1,145	\$ 2,848	\$ 1,612
\$ 237	\$ 1,884	\$ 6,200	\$ 2,612
\$ 3,557	\$ 26,370	\$ 24,798	\$ 2,612
7%	44%	432%	1416%
40%	29%	25%	0%
2,050	-550	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	KristIn Perry	John Peltz
% Retailed of Non-New Franchise	71%	79%	66%
Total # Retail Units	163	62	95
Avg. Days to Sale	53.3	56.5	52.3
Avg. Advertised Price (Time of Sale)	\$ 20,925	\$ 23,100	\$ 19,579
Avg. Transaction Price	\$ 20,742	\$ 23,071	\$ 19,376
Avg. Market Price at 100%	\$ 20,680	\$ 22,647	\$ 19,429
Avg. Price to Market % (Time of Sale)	101%	102%	101%
Avg. Transaction to Market	100%	102%	100%
Avg. Transactional Discount	\$ 182	\$ 29	\$ 203
Avg. Front-End Gross	\$ 317	\$ 941	\$ (157)
Avg. Finance Gross	\$ 1,225	\$ 1,685	\$ 995
PUVR	\$ 1,541	\$ 2,627	\$ 837
Total Gross (Units & PUVR)	\$ 251,250	\$ 162,862	\$ 79,553
GROI	50%	73%	30%
% with Trade	31%	0%	2%
Avg. Over/Under Allowance	30	-136	25



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	163	0	163
Avg. Days to Sale	53.3	#DIV/0!	53.3
Avg. Advertised Price (Time of Sale)	\$ 20,925	#DIV/0!	\$ 20,742
Avg. Transaction Price	\$ 20,742	#DIV/0!	\$ 20,742
Avg. Market Price at 100%	\$ 20,680	#DIV/0!	\$ 20,637
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	101%
Avg. Transaction to Market	100%	#DIV/0!	101%
Avg. Transactional Discount	\$ 182	#DIV/0!	\$ 182
Avg. Front-End Gross	\$ 317	#DIV/0!	\$ 317
Avg. Finance Gross	\$ 1,225	#DIV/0!	\$ 1,225
PUVR	\$ 1,541	#DIV/0!	\$ 1,541
Total Gross (Units & PUVR)	\$ 251,250	#DIV/0!	\$ 251,250
GROI	50%	#DIV/0!	50%
% with Trade	31%	#DIV/0!	31%
Avg. Over/Under Allowance	30	#DIV/0!	30



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	163	11	28
% of Retail Units	100%	7%	17%
% Retailed of Non-New Franchise	71%	36%	75%
Avg. Days to Sale	53.3	44.8	50.8
Avg. Transaction Price	\$ 20,742	\$ 31,449	\$ 13,874
Avg. Transaction to Market %	100%	101%	96%
Avg. Transactional Discount	\$ 182	\$ (231)	\$ 494
Avg. Front End Gross	\$ 317	\$ 1,114	\$ 1,237
Avg. Finance Gross	\$ 1,225	\$ 893	\$ 1,060
PUVR	\$ 1,541	\$ 2,007	\$ 2,297
Total Gross (Units & PUVR)	\$ 251,250	\$ 22,075	\$ 64,306
GROI	50%	51%	117%
% with Trade	31%	45%	29%
Avg. Over/Under Allowance	30	0	-83



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	124	0	0
0%	76%	0%	0%
#DIV/0!	73%	#DIV/0!	#DIV/0!
#DIV/0!	54.5	#DIV/0!	#DIV/0!
#DIV/0!	\$ 21,343	#DIV/0!	#DIV/0!
#DIV/0!	101%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 148	#DIV/0!	#DIV/0!
#DIV/0!	\$ 38	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,292	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,330	#DIV/0!	#DIV/0!
#DIV/0!	\$ 164,869	#DIV/0!	#DIV/0!
#DIV/0!	41%	#DIV/0!	#DIV/0!
#DIV/0!	31%	#DIV/0!	#DIV/0!
#DIV/0!	60	#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	163	Err:508	Err:508
% of Retail Units	100%	Err:508	Err:508
% Retailed of Non-New Franchise	71%	Err:508	Err:508
Avg. Days to Sale	53.3	Err:508	Err:508
Avg. Transaction Price	\$ 20,742	Err:508	Err:508
Avg. Transaction to Market %	100%	Err:508	Err:508
Avg. Transactional Discount	\$ 182	Err:508	Err:508
Avg. Front End Gross	\$ 317	Err:508	Err:508
Avg. Finance Gross	\$ 1,225	Err:508	Err:508
PUVR	\$ 1,541	Err:508	Err:508
Total Gross (Units & PUVR)	\$ 251,250	Err:508	Err:508
GROI	50%	Err:508	Err:508
% with Trade	31%	Err:508	Err:508
Avg. Over/Under Allowance	30	Err:508	Err:508



