

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Bart Johnson	Massoud Qyauomi	Almarshoud, Malek
Cliff Rogers	Suzanne Tackett	Baron, Alexander
JC Rosales	Jay Prakash	Dao, Bao
	Stephen Darmstandler	Fairbanks, Shanna
	Ed Richardson	George, James
	Shanna Fairbanks	Ishihara, Nicholas
		Johnson, Marcus
		Kem, Kemara
		Mack, Christian
		Mohabbat, Mohamad
		Napolis, Luis
		Nieves, Josue
		Parker Jr, Chris
		Richardson, Ed
		Romero, Ernesto
		Sady, Scott
		Salangsang, Richard
		Samin, Waissud
		Simpson, Stanley
		Solario, Chris
		Spiller, Jemell
		Stubbington, Milo
		Tanner, Zachary
		Uzoh, Anthony







**Pre-Work VO1 Week 4 Pre-Owned**

**Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)**

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only.)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
- 6) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)
- 7) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.



ACADEMY

Unit #	Stock#	Year	Make	Model	In	Acquisition Source	CPO	Price (Time)	Transactio	Market %	End	Finance	Salesperson	Desk Manager	Finance Manager	Trade Allowan	Under Allowan
1	43151P	16	Nissan	MURANO	25	Street/Curb Buy	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500	Desiree Dawson	Michael Hayes	Mike Lucki	Yes	\$2,000
2	42893P	19	Ram	5500	86	Street/Curb Buy	No	\$ 84,995	\$ 80,000	143%	\$13,227	\$2,079	Richardson, Ed	JC Rosales	Ed Richardson	No	
3	43003T	17	Ram	1500	31	Trade on New	No	\$ 34,495	\$ 35,988	106%	\$8,523	\$1,390	Fairbanks, Shanna	JC Rosales	Shanna Fairbanks	No	
4	42721T	18	Jeep	RENEGADE	103	Other	No	\$ 14,995	\$ 14,995	85%	\$903	\$1,300	Stubbington, Milo	JC Rosales	Stephen Darmstan	No	
5	43109P	18	Toyota	COROLLA	77	Other	No	\$ 19,000	\$ 19,000		\$1,272	\$753	Romero, Ernesto	JC Rosales	Suzanne Tackett	No	
6	42999T	23	Tesla	MODEL 3	32	Trade on New	No	\$ 42,995	\$ 38,000	108%	\$1,422	\$650	Richardson, Ed	Cliff Rogers	Ed Richardson	No	
7	43108P	17	Nissan	ROGUE	30	Other	No	\$ 18,113	\$ 18,113		(\$930)	\$760	Sady, Scott	Cliff Rogers	Stephen Darmstan	No	
8	42984P	21	Jeep	WRANGLER	38	Other	No	\$ 44,195	\$ 42,040	97%	\$854	\$4,959	Dao, Bao	Bart Johnson	Stephen Darmstan	No	
9	43102T	20	Jeep	RENEGADE	4	Trade on New	Yes	\$ 21,914	\$ 20,895	103%	\$2,645	\$2,795	Samin, Waissud	Cliff Rogers	Massoud Qyauomi	Yes	\$1,500
10	42947T	8	Mercedes-Benz	S1550	46	Trade on Used	No	\$ 25,995	\$ 24,755	95%	\$5,544	\$2,500	Richardson, Ed	Bart Johnson	Ed Richardson	No	
11	43063T	18	Nissan	ROGUE	20	Trade on Used	No	\$ 17,495	\$ 16,609	107%	\$3,778	\$1,290	Uzoh, Anthony	Bart Johnson	Massoud Qyauomi	No	
12	43048T	19	Chrysler	300	22	Trade on Used	Yes	\$ 23,495	\$ 23,495	99%	\$4,140	\$2,229	Baron, Alexander	Cliff Rogers	Jay Prakash	No	
13	43084T	19	Ram	1500	13	Trade on New	Yes	\$ 31,610	\$ 31,449	105%	\$4,036	\$2,377	Tanner, Zachary	JC Rosales	Stephen Darmstan	Yes	\$3,000
14	42741T	22	Jeep	GLADIATOR	100	Trade on Used	Yes	\$ 46,995	\$ 46,995	95%	(\$2,900)	\$1,640	Napolis, Luis	Bart Johnson	Massoud Qyauomi	No	
15	42923T	15	GMC	SIERRA	54	Trade on Used	No	\$ 45,995	\$ 45,280	106%	\$4,789	\$1,829	Uzoh, Anthony	Bart Johnson	Stephen Darmstan	Yes	\$0
16	43026T	20	Dodge	CHARGER	31	Trade on Used	Yes	\$ 29,395	\$ 29,495	109%	\$3,712	\$2,194	Almarshoud, Malek	Cliff Rogers	Stephen Darmstan	No	
17	42967T	17	Honda	CIVIC	46	Trade on Used	No	\$ 17,495	\$ 15,999	103%	(\$148)	\$360	Uzoh, Anthony	JC Rosales	Suzanne Tackett	No	
18	43042T	17	Ram	1500	27	Trade on Used	No	\$ 23,495	\$ 23,495	110%	\$2,888	\$1,959	Richardson, Ed	JC Rosales	Ed Richardson	No	
19	43071T	19	Ram	1500	22	Trade on Used	No	\$ 28,995	\$ 27,352	107%	\$2,999	\$2,774	Romero, Ernesto	JC Rosales	Jay Prakash	No	
20	43041T	22	Chevrolet	COLORADO	27	Trade on New	No	\$ 43,495	\$ 40,235	107%	\$2,373	\$0	Almarshoud, Malek	Cliff Rogers	Jay Prakash	No	
21	42974T	15	Kia	SOUL	43	Trade on Used	No	\$ 13,495	\$ 12,795	98%	\$752	\$519	Stubbington, Milo	Bart Johnson	Jay Prakash	No	
22	43082P	19	Ram	1500	18	Street/Curb Buy	Yes	\$ 37,995	\$ 37,998	107%	\$9,685	\$2,765	Uzoh, Anthony	Bart Johnson	Massoud Qyauomi	Yes	\$3,000
23	43019P	10	Toyota	PRIUS	35	Street/Curb Buy	No	\$ 10,995	\$ 10,977	100%	\$1,213	\$0	Cliff Rogers	Cliff Rogers	Stephen Darmstan	No	
24	43069T	21	Dodge	CHARGER	22	Trade on New	Yes	\$ 37,995	\$ 35,495	104%	\$4,409	\$1,681	Stubbington, Milo	Cliff Rogers	Jay Prakash	Yes	\$1,500
25	43053T	22	Dodge	CHARGER	27	Trade on New	Yes	\$ 29,195	\$ 29,195	106%	\$2,184	\$2,388	Uzoh, Anthony	Bart Johnson	Stephen Darmstan	Yes	\$0
26	42961T	15	Ford	F150	49	Trade on New	No	\$ 30,995	\$ 30,995	98%	\$6,109	\$884	Kem, Kemara	Bart Johnson	Stephen Darmstan	Yes	\$0
27	42788P	19	Lexus	LX570	95	Street/Curb Buy	No	\$ 67,995	\$ 67,995	99%	(\$3,405)	\$9,677	Romero, Ernesto	Cliff Rogers	Stephen Darmstan	No	
28	42958T	17	Toyota	HIGHLANDE	51	Trade on New	No	\$ 27,995	\$ 26,304	104%	(\$1,933)	\$523	Salangsang, Richard	Bart Johnson	Stephen Darmstan	No	
29	43104T	16	Subaru	CROSSTRK	22	Trade on New	No	\$ 18,995	\$ 15,905	101%	\$2,045	\$2,380	Salangsang, Richard	Bart Johnson	Stephen Darmstan	Yes	\$0
30	43023T	16	Ram	1500	35	Trade on New	No	\$ 25,995	\$ 25,842	110%	\$3,239	\$1,223	Richardson, Ed	Cliff Rogers	Ed Richardson	Yes	\$0
31	43117T	21	BMW	M5	7	Trade on New	No	\$ 85,630	\$ 85,630	105%	\$11,235	\$3,427	Dao, Bao	Cliff Rogers	Suzanne Tackett	Yes	\$2,950
32	42854T	17	Ram	1500	78	Trade on New	No	\$ 24,495	\$ 24,495	93%	(\$533)	\$435	Romero, Ernesto	Bart Johnson	Massoud Qyauomi	Yes	\$2,950
33	42964P	16	Jeep	RENEGADE	51	Trade on New	No	\$ 20,995	\$ 22,676	109%	\$4,325	\$1,917	Mack, Christian	JC Rosales	Suzanne Tackett	No	
34	43142P	19	Acura	MDX	8	Other	No	\$ 28,900	\$ 28,900		\$1,108	\$1,917	Parker Jr, Chris	Cliff Rogers	Suzanne Tackett	Yes	\$0
35	43147P	20	GMC	SIERRA	4	Trade on New	No	\$ 44,500	\$ 44,500		\$2,578	\$698	Fairbanks, Shanna	JC Rosales	Shanna Fairbanks	Yes	
36	42828T	23	Dodge	CHARGER	87	Trade on Used	No	\$ 103,995	\$ 103,995	109%	\$1,910	\$4,285	Almarshoud, Malek	Bart Johnson	Massoud Qyauomi	Yes	\$0
37	43076T	19	Dodge	CHALLENGE	24	Trade on New	Yes	\$ 28,495	\$ 28,495	103%	\$5,583	\$3,332	Parker Jr, Chris	JC Rosales	Massoud Qyauomi	No	
38	42889T	20	Jeep	WRANGLER	73	Trade on New	Yes	\$ 45,995	\$ 45,995	100%	\$1,293	\$1,657	Sady, Scott	JC Rosales	Massoud Qyauomi	No	
39	42806T	14	Jeep	CHEROKEE	96	Trade on Used	No	\$ 10,432	\$ 12,822	94%	\$342	\$0	Uzoh, Anthony	JC Rosales	Jay Prakash	Yes	\$0
40	43133P	18	Jeep	COMPASS	5	Street/Curb Buy	Yes	\$ 18,695	\$ 20,195	98%	\$3,803	\$7,324	Mack, Christian	Bart Johnson	Massoud Qyauomi	No	
41	43154P	18	Chevrolet	EQUINOX	95	Street/Curb Buy	No	\$ 16,935	\$ 16,935		(\$870)	\$1,050	Almarshoud, Malek	Bart Johnson	Massoud Qyauomi	No	
42	42795T	15	Jeep	GR CHKE	102	Trade on New	No	\$ 17,495	\$ 17,495	N/A	(\$1,497)	\$2,061	Uzoh, Anthony	Bart Johnson	Suzanne Tackett	No	
43	43011T	16	Nissan	QUEST	45	Trade on Used	No	\$ 13,995	\$ 13,995	105%	(\$905)	\$1,199	Uzoh, Anthony	Bart Johnson	Suzanne Tackett	No	
44	42938T	22	Subaru	OUTBACK	63	Trade on Used	No	\$ 32,495	\$ 32,495	100%	(\$2,008)	\$2,746	Dao, Bao	Bart Johnson	Stephen Darmstand	No	
45	43186T	21	Nissan	SENTRA	19	Street/Curb Buy	No	\$ 19,997	\$ 19,997		(\$500)	\$200	Stubbington, Milo	Bart Johnson	Stephen Darmstand	No	
46	43060P	17	Jeep	WRANGLER	25	Other	No	\$ 14,995	\$ 15,189	108%	\$2,626	\$0	Richardson, Ed	Bart Johnson	Ed Richardson	No	
47	42890T	18	Ford	F150	76	Trade on New	No	\$ 20,995	\$ 20,995	92%	(\$1,197)	\$369	Romero, Ernesto	Cliff Rogers	Jay Prakash	No	
48	42985T	16	Ram	2500	51	Trade on New	No	\$ 45,995	\$ 45,995	109%	\$6,692	\$3,385	Dao, Bao	Bart Johnson	Stephen Darmstand	No	
49	43139T	15	Dodge	CHARGER	6	Trade on New	No	\$ 17,281	\$ 14,494	110%	\$4,498	\$223	Simpson, Stanley	Cliff Rogers	Suzanne Tackett	No	
50	43112T	17	Ford	ESCAPE	17	Trade on New	No	\$ 11,995	\$ 10,800	103%	\$3,505	\$2,290	Samin, Waissud	Cliff Rogers	Jay Prakash	No	
													Baron, Alexander	Cliff Rogers	Ed Richardson	No	

51	42939T	19	Ford	F150	63	Trade on New	No	\$ 43,795	\$ 43,322	100%	\$2,323	\$3,304	Romero, Ernesto	Bart Johnson	Stephen Darmstandl	Yes	\$3,500
52	42871T	18	Ram	1500	106	Trade on New	No		\$ 18,495		\$1,147	\$4,178	Uzoh, Anthony	Cliff Rogers	Stephen Darmstandl	No	
53	42957P	18	Tesla	MODEL 3	59	Trade on Used	No	\$ 33,954	\$ 33,955	100%	\$1,416	\$1,330	Almarshoud, Malek	Cliff Rogers	Suzanne Tackett	Yes	\$3,000
54	43066T	18	Chevrolet	1500	38	Trade on Used	No	\$ 37,495	\$ 37,495	99%	\$7,850	\$1,463	Dao, Bao	Cliff Rogers	Jay Prakash	Yes	\$3,000
55	42936T	19	Ram	2500	66	Trade on New	Yes	\$ 51,495	\$ 51,495	98%	\$51,495	\$4,824	Romero, Ernesto	Cliff Rogers	Massoud Qyauomi	Yes	\$2,000
56	43134T	20	Ford	EXPLORER	11	Trade on New	No	\$ 32,695	\$ 33,189	106%	\$4,029	\$1,095	Uzoh, Anthony	Bart Johnson	Stephen Darmstandl	Yes	\$0
57	43148T	22	GMC	YUKON	7	Trade on New	No	\$ 84,464	\$ 84,646	106%	\$7,572	\$2,463	Mack, Christian	Cliff Rogers	Massoud Qyauomi	No	
58	43125T	20	Jeep	GR CHKE	16	Trade on New	Yes	\$ 38,495	\$ 40,449	101%	\$3,365	\$631	Uzoh, Anthony	Bart Johnson	Jay Prakash	No	
59	42935P	22	Jeep	GLADIAT	71	Street/Curb Buy	Yes	\$ 44,995	\$ 44,995	101%	\$2,424	\$4,334	Tanner, Zachary	JC Rosales	Jay Prakash	No	
60	43106T	19	Chevrolet	CAMARO	24	Trade on New	No	\$ 40,995	\$ 40,995	103%	\$8,348	\$6,415	Richardson, Ed	Bart Johnson	Ed Richardson	Yes	\$4,000
61	43135P	15	Honda	CIVIC	11	Street/Curb Buy	No	\$ 16,881	\$ 15,700	104%	\$640	\$1,552	Richardson, Ed	Bart Johnson	Ed Richardson	No	
62	43113P	23	Chevrolet	MALIBU	20	Street/Curb Buy	No	\$ 26,195	\$ 25,850	107%	\$3,780	\$293	Napolis, Luis	Cliff Rogers	Stephen Darmstandl	Yes	\$0
63	43061T	17	Chevrolet	3500	41	Trade on New	No	\$ 56,995	\$ 59,495	105%	\$12,752	\$3,208	Johnson, Marcus	Cliff Rogers	Suzanne Tackett	Yes	\$4,500
64	43144P	18	Ram	2500	10	Street/Curb Buy	Yes	\$ 49,597	\$ 49,217	106%	\$675	\$839	Mack, Christian	Cliff Rogers	Jay Prakash	No	
65	43080T	19	Toyota	CAMRY	35	Street/Curb Buy	No	\$ 22,897	\$ 24,001	94%	\$1,820	\$527	Mack, Christian	Cliff Rogers	Jay Prakash	No	
66	43112P	20	Ram	2500	18	Street/Curb Buy	Yes	\$ 67,995	\$ 68,795	99%	\$6,933	\$784	Salangsang, Richard	Bart Johnson	Jay Prakash	No	
67	42885P	13	Ford	MUSTANG	83	Street/Curb Buy	No	\$ 16,995	\$ 16,995	88%	\$1,535	\$0	Tanner, Zachary	Cliff Rogers	Suzanne Tackett	Yes	\$0
68	43188P	17	Ram	1500	24	Auction/Wholesale	No		\$ 32,999		\$3,930	\$5,155	Uzoh, Anthony	Bart Johnson	Jay Prakash	No	
69	43145T	21	Chevrolet	TAHOE	11	Trade on New	No	\$ 68,988	\$ 64,082	104%	\$7,236	\$3,481	Uzoh, Anthony	Bart Johnson	Massoud Qyauomi	Yes	\$2,000
70	43010T	18	GMC	YUKON	54	Trade on New	No	\$ 45,995	\$ 45,995	104%	(\$1,178)	\$2,805	Uzoh, Anthony	Bart Johnson	Massoud Qyauomi	Yes	\$0
71	43036P	15	Ford	MUSTANG	47	Street/Curb Buy	No	\$ 20,495	\$ 20,495	106%	\$2,726	\$0	Samin, Waissud	Cliff Rogers	Suzanne Tackett	No	
72	42943T	18	Honda	CIVIC	71	Trade on New	No	\$ 23,495	\$ 19,023	N/A	(\$2,993)	\$6,807	Baron, Alexander	Cliff Rogers	Suzanne Tackett	No	
73	43114P	16	Lexus	IS 200	23	Street/Curb Buy	No	\$ 25,195	\$ 25,195	102%	\$5,033	\$1,164	Kem, Kemara	JC Rosales	Massoud Qyauomi	No	
74	43024P	17	Ram	3500	52	Street/Curb Buy	No	\$ 41,495	\$ 39,900	96%	\$6,530	\$272	Fairbanks, Shanna	JC Rosales	Shanna Fairbanks	No	
75	42838P	17	Jeep	CHEROKEE	95	Street/Curb Buy	No	\$ 10,995	\$ 10,995	93%	(\$3,840)	\$0	Romero, Ernesto	Cliff Rogers	Stephen Darmstandl	No	
76	42824T	18	Lexus	RX350	101	Trade on New	No	\$ 34,995	\$ 34,333	92%	(\$4,859)	\$1,035	Uzoh, Anthony	Cliff Rogers	Massoud Qyauomi	Yes	\$0
77	43096P	18	Subaru	FORESTER	31	Street/Curb Buy	No	\$ 26,995	\$ 26,995	104%	\$112	\$1,930	Johnson, Marcus	Cliff Rogers	Suzanne Tackett	Yes	\$0
78	43094T	23	Jeep	GR CHKE	32	Trade on Used	Yes	\$ 45,559	\$ 46,912	114%	\$3,522	\$2,887	Simpson, Stanley	JC Rosales	Massoud Qyauomi	No	
79	43143P	16	Jeep	CHEROKEE	14	Street/Curb Buy	No	\$ 17,988	\$ 17,795	107%	\$3,012	\$198	Stubbington, Milo	JC Rosales	Massoud Qyauomi	No	
80	43156T	22	Honda	CIVIC	13	Trade on Used	No	\$ 28,795	\$ 28,795	104%	\$4,977	\$5,369	Tanner, Zachary	Cliff Rogers	Jay Prakash	No	
81	43235P	15	Ford	EDGE	25	Street/Curb Buy	No		\$ 15,968		\$215	\$3,199	Richardson, Ed	Bart Johnson	Ed Richardson	No	
82	43206T	23	Jeep	WRANGLER	31	Trade on New	Yes		\$ 52,988		\$7,861	\$3,199	Richardson, Ed	JC Rosales	Stephen Darmstandl	Yes	\$5,000
83	43286P	14	GMC	TERRAIN	9	Other	No		\$ 13,718		\$120	\$2,753	Richardson, Ed	Bart Johnson	Ed Richardson	No	
84	43193T	20	Honda	ACCORD	23	Trade on New	No	\$ 25,995	\$ 25,495	104%	\$5,107	\$4,460	Richardson, Ed	JC Rosales	Ed Richardson	No	
85	42900T	19	Honda	CIVIC	15	Trade on New	Yes	\$ 20,495	\$ 20,495	95%	(\$334)	\$408	Sady, Scott	Cliff Rogers	Ed Richardson	No	
86	43123T	22	Ram	2500	26	Trade on New	Yes	\$ 67,395	\$ 67,395	105%	\$5,089	\$0	Mack, Christian	Cliff Rogers	Suzanne Tackett	Yes	\$0
87	43107T	13	Ford	F150	30	Trade on New	Yes	\$ 19,795	\$ 19,123	91%	\$5,234	\$0	Dao, Bao	Bart Johnson	Massoud Qyauomi	No	
88	43160T	17	Nissan	ALTIMA	20	Trade on New	No	\$ 16,635	\$ 11,078	104%	(\$1,422)	\$1,761	Almarshoud, Malek	Cliff Rogers	Massoud Qyauomi	Yes	\$0
89	43172P	17	Nissan	ARMADA	11	Street/Curb Buy	No	\$ 26,988	\$ 25,500	104%	\$857	\$2,159	Simpson, Stanley	Bart Johnson	Massoud Qyauomi	Yes	\$0
90	43041P	13	Hyundai	GENESIS	42	Other	No	\$ 10,995	\$ 10,950	107%	\$3,150	\$164	Uzoh, Anthony	Bart Johnson	Stephen Darmstandl	No	
91	42945T	20	Ram	1500	32	Trade on New	Yes	\$ 42,495	\$ 42,941	104%	\$5,079	\$2,265	Napolis, Luis	JC Rosales	Stephen Darmstandl	No	
92	43030T	20	Jeep	WRANGLER	80	Trade on New	Yes	\$ 31,195	\$ 34,795	90%	\$436	\$2,550	Almarshoud, Malek	Cliff Rogers	Massoud Qyauomi	No	
93	43103T	17	Dodge	DURANGO	36	Trade on New	No	\$ 21,995	\$ 21,995	91%	\$2,842	\$5,163	Richardson, Ed	Cliff Rogers	Massoud Qyauomi	No	
94	43072P	19	Toyota	4RUNNER	50	Street/Curb Buy	No	\$ 34,795	\$ 35,357	101%	(\$1,263)	\$2,024	Kem, Kemara	Cliff Rogers	Jay Prakash	No	
95	43153P	19	Chrysler	300	19	Street/Curb Buy	Yes	\$ 22,195	\$ 22,195	98%	\$2,122	\$3,736	Richardson, Ed	Cliff Rogers	Ed Richardson	No	
96	43236P	19	Dodge	GR CARAVAN	55	Other	No		\$ 15,987		(\$1,344)	\$5,534	Richardson, Ed	Bart Johnson	Ed Richardson	No	
97	43131T	23	Honda	ACCORD	27	Trade on Used	No	\$ 30,795	\$ 28,756	104%	\$1,043	\$2,177	Richardson, Ed	Bart Johnson	Ed Richardson	No	
98	43209P	19	Mercedes-Benz	SLC 300	10	Street/Curb Buy	No	\$ 38,312	\$ 33,500	101%	\$3,142	\$600	Simpson, Stanley	Bart Johnson	Massoud Qyauomi	No	
99	43095T	21	Dodge	CHARGER	43	Trade on New	Yes	\$ 29,995	\$ 29,995	97%	\$1,540	\$1,578	Tanner, Zachary	Bart Johnson	Stephen Darmstandl	No	
100	42584P	19	Ford	EDGE	172	Street/Curb Buy	No	\$ 18,995	\$ 18,995	77%	(\$8,087)	\$0	Stubbington, Milo	Bart Johnson	Massoud Qyauomi	No	
101	42886T	18	Honda	HR-V	98	Trade on New	No	\$ 16,295	\$ 16,295	94%	(\$877)	\$1,825	Sady, Scott	Bart Johnson	Stephen Darmstandl	No	
102	43238P	20	Ford	RANGER	54	Trade on New	No		\$ 33,943		\$3,411	\$0	Dao, Bao	Bart Johnson	Stephen Darmstandl	No	
103	42940T	20	Toyota	CAMRY	84	Trade on New	No	\$ 22,955	\$ 22,955	96%	\$1,316	\$1,285	Napolis, Luis	Bart Johnson	Massoud Qyauomi	Yes	\$2,000
104	43000T	19	Ford	FUSION	70	Trade on New	No	\$ 17,995	\$ 17,995	83%	(\$379)	\$466	Uzoh, Anthony	Cliff Rogers	Jay Prakash	No	
105	42948T	19	Toyota	TACOMA	83	Trade on New	No	\$ 31,995	\$ 31,995	93%	\$2,496	\$3,246	Kem, Kemara	JC Rosales	Stephen Darmstandl	No	
106	43226T	19	Dodge	CHALLENGER	8	Trade on New	Yes	\$ 27,491	\$ 27,491	105%	\$4,629	\$4,129	Stubbington, Milo	JC Rosales	Stephen Darmstandl	Yes	\$0
107	43140P	19	Jeep	COMPASS	29	Street/Curb Buy	Yes	\$ 21,695	\$ 21,695	98%	\$3,003	\$1,007	Dao, Bao	JC Rosales	Massoud Qyauomi	Yes	\$0
108	43146T	18	Jeep	WRANGLER	27	Trade on New	Yes	\$ 28,995	\$ 28,995	103%	\$6,084	\$3,981	Romero, Ernesto	JC Rosales	Massoud Qyauomi	No	
109	43147T	19	Ram	1500	31	Trade on New	Yes	\$ 36,995	\$ 65,280	104%	(\$423)	\$1,737	Sady, Scott	JC Rosales	Jay Prakash	Yes	\$0
110	42959P	16	Jeep	GR CHEROKEE	26	Other	Yes	\$ 24,995	\$ 24,857	104%	\$2,970	\$2,487	Tanner, Zachary	JC Rosales	Massoud Qyauomi	Yes	\$200
111	43201P	7	Lexus	LS 460	17	Street/Curb Buy	No	\$ 14,669	\$ 14,669	102%	\$6,705	\$154	Dao, Bao	Cliff Rogers	Suzanne Tackett	No	
112	43187T	19	Jeep	CHEROKEE	20	Trade on New	No	\$ 20,295	\$ 20,295	105%	\$2,404	\$3,564	George, James	Cliff Rogers	Massoud Qyauomi	No	
113	43260T	17	Ram	1500	8	Trade on New	No	\$ 28,809	\$ 29,988	104%	\$3,891	\$3,486	Almarshoud, Malek	Bart Johnson	Jay Prakash	No	
114	42905T	12	Audi	TT	100	Trade on New	No	\$ 16,995	\$ 16,500	76%	(\$1,999)	\$0	Parker Jr, Chris	Cliff Rogers	Suzanne Tackett	No	
115	43124T	21	Ram	2500	44	Trade on New	Yes	\$ 57,860	\$ 57,000	101%	\$5,735	\$0	Sady, Scott	Bart Johnson	Suzanne Tackett	Yes	\$3,750





## Scoreboard Totals

% Retailed of Non-Franchise Make	53%
Total # Retail Units	150
Avg. Days to Sale	43.7
Avg. Advertised Price (Time of Sale)	\$ 33,085
Avg. Transaction Price	\$ 31,885
Avg. Market Price at 100%	\$ 32,806
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ (2,330)
Avg. Front-End Gross	\$ 2,765
Avg. Finance Gross	\$ 2,164
PUVR	\$ 4,929
Total Gross (Units & PUVR)	\$ 739,338
GROI	127%
% with Trade	28%
Avg. Over/Under Allowance	\$1,209



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bart Johnson	Cliff Rogers
% Retailed of Non-New Franchise	53%	64%	60%
Total # Retail Units	150	61	55
Avg. Days to Sale	43.7	45.2	40.1
Avg. Advertised Price (Time of Sale)	\$ 33,085	\$ 34,574	\$ 31,310
Avg. Transaction Price	\$ 31,885	\$ 32,396	\$ 29,997
Avg. Market Price at 100%	\$ 32,806	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,330)	\$ (3,489)	\$ (395)
Avg. Front-End Gross	\$ 2,765	\$ 1,940	\$ 3,395
Avg. Finance Gross	\$ 2,164	\$ 2,113	\$ 2,127
PUVR	\$ 4,929	\$ 4,053	\$ 5,521
Total Gross (Units & PUVR)	\$ 739,338	\$ 247,257	\$ 303,674
GROI	127%	100%	165%
% with Trade	28%	25%	29%
Avg. Over/Under Allowance	1,209	1,573	969



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

JC Rosales			
24%	#DIV/0!	#DIV/0!	#DIV/0!
34	0	0	0
46.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,612	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,024	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (3,378)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,224	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,317	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,541	#DIV/0!	#DIV/0!	#DIV/0!
\$ 188,406	#DIV/0!	#DIV/0!	#DIV/0!
125%	#DIV/0!	#DIV/0!	#DIV/0!
32%	#DIV/0!	#DIV/0!	#DIV/0!
1,045	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Sales Consultant	Totals	Almarshoud, Malek	Baron, Alexander	Dao, Bao
% Retailed of Non-New Franchise	53%	44%	100%	73%
Total # Retail Units	150	9	4	11
Avg. Days to Sale	43.7	30.6	39.0	43.7
Avg. Advertised Price (Time of Sale)	\$ 33,085	\$ 29,809	\$ 23,995	\$ 23,691
Avg. Transaction Price	\$ 31,885	\$ 31,260	\$ 22,008	\$ 24,078
Avg. Market Price at 100%	\$ 32,806	#DIV/0!	#VALUE!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#VALUE!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#VALUE!	#DIV/0!
Avg. Transactional Discount	\$ (2,330)	\$ (4,763)	\$ 1,987	\$ (4,694)
Avg. Front-End Gross	\$ 2,765	\$ 2,888	\$ 2,039	\$ 2,514
Avg. Finance Gross	\$ 2,164	\$ 2,713	\$ 2,697	\$ 863
PUVR	\$ 4,929	\$ 5,601	\$ 4,735	\$ 3,377
Total Gross (Units & PUVR)	\$ 739,338	\$ 50,410	\$ 18,941	\$ 37,145
GROI	127%	211%	199%	115%
% with Trade	28%	44%	0%	27%
Avg. Over/Under Allowance	1,209	1,000	#DIV/0!	1,800



Select your staff member for each column.)

Fairbanks, Shanna	George, James	Ishihara, Nicholas	Johnson, Marcus	Kem, Kemara	Mack, Christian
25%	0%	0%	60%	75%	50%
4	2	2	5	4	8
52.5	47.5	94.0	43.4	45.8	48.6
\$ 65,828	\$ 36,145	\$ 30,895	\$ 41,673	\$ 30,295	\$ 41,309
\$ 54,949	\$ 35,645	\$ 30,895	\$ 42,173	\$ 30,436	\$ 41,721
#DIV/0!	\$ 31,884	\$ 33,313	\$ 40,219	\$ 30,274	\$ 41,608
#DIV/0!	113%	93%	104%	100%	99%
#DIV/0!	112%	93%	105%	101%	100%
\$ (5,578)	\$ 500	\$ (1)	\$ (500)	\$ (141)	\$ (412)
\$ 7,574	\$ 1,989	\$ 147	\$ 2,638	\$ 2,112	\$ 1,615
\$ 1,319	\$ 5,204	\$ 3,571	\$ 2,568	\$ 2,206	\$ 1,190
\$ 8,893	\$ 7,193	\$ 3,718	\$ 5,206	\$ 4,318	\$ 2,804
\$ 35,571	\$ 14,385	\$ 7,435	\$ 26,029	\$ 17,272	\$ 22,433
111%	153%	46%	102%	112%	50%
25%	50%	0%	40%	25%	13%
#DIV/0!	2,000	#DIV/0!	2,250	0	0

Mohabbat, Mohama	Napolis, Luis	Nieves, Josue	Parker Jr, Chris	Richardson, Ed	Romero, Ernesto
100%	60%	#DIV/0!	33%	68%	30%
2	5	0	3	22	10
44.0	30.4	#DIV/0!	79.3	32.2	48.0
\$ 29,892	\$ 30,814	#DIV/0!	\$ 47,328	\$ 23,310	\$ 34,339
\$ 29,513	\$ 28,237	#DIV/0!	\$ 47,724	\$ 22,028	\$ 34,311
\$ 31,931	#DIV/0!	#DIV/0!	\$ 45,677	#DIV/0!	\$ 33,789
94%	#DIV/0!	#DIV/0!	104%	#DIV/0!	102%
92%	#DIV/0!	#DIV/0!	104%	#DIV/0!	102%
\$ 380	\$ (3,586)	#DIV/0!	\$ (395)	\$ (6,135)	\$ 28
\$ 216	\$ 3,505	#DIV/0!	\$ 1,412	\$ 1,881	\$ 8,951
\$ 2,209	\$ 1,622	#DIV/0!	\$ 2,067	\$ 2,883	\$ 2,244
\$ 2,424	\$ 5,126	#DIV/0!	\$ 3,479	\$ 4,764	\$ 11,195
\$ 4,848	\$ 25,632	#DIV/0!	\$ 10,438	\$ 104,818	\$ 111,952
67%	215%	#DIV/0!	33%	242%	245%
0%	40%	#DIV/0!	33%	18%	40%
#DIV/0!	1,000	#DIV/0!	0	2,063	2,863

Sady, Scott	Salangsang, Richa	Samin, Waissud	Simpson, Stanley	Solario, Chris	Spiller, Jemell
56%	40%	50%	50%	0%	#DIV/0!
9	5	6	4	1	0
39.1	47.4	33.5	26.0	61.0	#DIV/0!
\$ 39,530	\$ 58,392	\$ 25,681	\$ 39,214	\$ 31,795	#DIV/0!
\$ 41,577	\$ 57,934	\$ 23,430	\$ 37,977	\$ 31,795	#DIV/0!
\$ 38,661	\$ 56,437	#DIV/0!	\$ 36,511	\$ 34,560	#DIV/0!
102%	103%	#DIV/0!	107%	92%	#DIV/0!
108%	103%	#DIV/0!	104%	92%	#DIV/0!
\$ (2,047)	\$ 458	\$ (2,030)	\$ 1,237	\$ -	#DIV/0!
\$ 3,047	\$ 1,745	\$ 2,225	\$ 3,553	\$ 2,441	#DIV/0!
\$ 2,143	\$ 3,626	\$ 1,729	\$ 2,258	\$ 2,650	#DIV/0!
\$ 5,190	\$ 5,371	\$ 3,954	\$ 5,811	\$ 5,091	#DIV/0!
\$ 46,706	\$ 26,856	\$ 23,722	\$ 23,244	\$ 5,091	#DIV/0!
115%	70%	181%	212%	94%	#DIV/0!
33%	20%	17%	25%	0%	#DIV/0!
1,250	0	1,500	0	#DIV/0!	#DIV/0!

Stubbington, Milo	Tanner, Zachary	Uzoh, Anthony			
38%	43%	58%	#DIV/0!	#DIV/0!	#DIV/0!
8	7	19	0	0	0
43.9	47.9	55.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,618	\$ 26,024	\$ 30,259	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,060	\$ 26,004	\$ 28,818	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,972	\$ 26,594	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
102%	98%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
100%	98%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 558	\$ 20	\$ (3,337)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,233	\$ 2,417	\$ 1,566	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,762	\$ 2,285	\$ 1,672	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,995	\$ 4,702	\$ 3,239	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,962	\$ 32,915	\$ 61,532	#DIV/0!	#DIV/0!	#DIV/0!
109%	136%	73%	#DIV/0!	#DIV/0!	#DIV/0!
25%	43%	37%	#DIV/0!	#DIV/0!	#DIV/0!
750	1,067	286	#DIV/0!	#DIV/0!	#DIV/0!













## Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Finance Manager	Totals	Massoud Qyauc	Suzanne Tackel	Jay Prakash
% Retailed of Non-New Franchise	53%	48%	43%	43%
Total # Retail Units	150	42	23	28
Avg. Days to Sale	43.7	41.4	51.8	36.2
Avg. Advertised Price (Time of Sale)	\$ 33,085	\$ 39,174	\$ 29,627	\$ 31,219
Avg. Transaction Price	\$ 31,885	\$ 38,273	\$ 28,526	\$ 32,041
Avg. Market Price at 100%	\$ 32,806	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,330)	\$ (964)	\$ (1,476)	\$ (1,937)
Avg. Front-End Gross	\$ 2,765	\$ 3,867	\$ 2,800	\$ 2,744
Avg. Finance Gross	\$ 2,164	\$ 2,626	\$ 1,511	\$ 1,933
PUVR	\$ 4,929	\$ 6,493	\$ 4,311	\$ 4,677
Total Gross (Units & PUVR)	\$ 739,338	\$ 272,697	\$ 99,157	\$ 130,963
GROI	127%	148%	105%	145%
% with Trade	28%	0%	0%	0%
Avg. Over/Under Allowance	1,209	1,043	1,706	786



Select your staff member for each column.)

Stephen Darms	Ed Richardson	Shanna Fairbanks			
65%	77%	25%	#DIV/0!	#DIV/0!	#DIV/0!
31	22	4	0	0	0
55.7	30.6	52.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,247	\$ 22,509	\$ 65,828	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,011	\$ 20,043	\$ 54,949	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (3,796)	\$ (3,672)	\$ (5,578)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,513	\$ 1,539	\$ 7,574	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,014	\$ 2,626	\$ 1,319	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,527	\$ 4,165	\$ 8,893	#DIV/0!	#DIV/0!	#DIV/0!
\$ 109,327	\$ 91,623	\$ 35,571	#DIV/0!	#DIV/0!	#DIV/0!
73%	244%	111%	#DIV/0!	#DIV/0!	#DIV/0!
0%	0%	0%	#DIV/0!	#DIV/0!	#DIV/0!
1,438	1,083	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!



# Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	150	43	106
Avg. Days to Sale	43.7	37.1	46.4
Avg. Advertised Price (Time of Sale)	\$ 33,085	\$ 38,299	\$ 29,112
Avg. Transaction Price	\$ 31,885	\$ 39,092	\$ 29,112
Avg. Market Price at 100%	\$ 32,806	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,330)	\$ (1,684)	\$ (2,628)
Avg. Front-End Gross	\$ 2,765	\$ 4,439	\$ 2,113
Avg. Finance Gross	\$ 2,164	\$ 2,855	\$ 1,901
PUVR	\$ 4,929	\$ 7,295	\$ 4,014
Total Gross (Units & PUVR)	\$ 739,338	\$ 313,664	\$ 425,461
GROI	127%	181%	107%
% with Trade	28%	40%	24%
Avg. Over/Under Allowance	1,209	1,218	1,202



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	150	70	80
Avg. Days to Sale	43.7	42.5	44.7
Avg. Advertised Price (Time of Sale)	\$ 33,085	\$ 36,578	\$ 27,937
Avg. Transaction Price	\$ 31,885	\$ 36,397	\$ 27,937
Avg. Market Price at 100%	\$ 32,806	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,330)	\$ (1,910)	\$ (2,697)
Avg. Front-End Gross	\$ 2,765	\$ 3,787	\$ 1,870
Avg. Finance Gross	\$ 2,164	\$ 2,621	\$ 1,765
PUVR	\$ 4,929	\$ 6,408	\$ 3,635
Total Gross (Units & PUVR)	\$ 739,338	\$ 448,530	\$ 290,808
GROI	127%	149%	105%
% with Trade	28%	30%	26%
Avg. Over/Under Allowance	1,209	1,171	1,248



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	150	74	28
% of Retail Units	100%	49%	19%
% Retailed of Non-New Franchise	53%	51%	50%
Avg. Days to Sale	43.7	41.1	49.0
Avg. Transaction Price	\$ 31,885	\$ 34,800	\$ 30,404
Avg. Transaction to Market %	97%	#DIV/0!	99%
Avg. Transactional Discount	\$ (2,330)	\$ (1,953)	\$ 393
Avg. Front End Gross	\$ 2,765	\$ 3,752	\$ 1,536
Avg. Finance Gross	\$ 2,164	\$ 2,272	\$ 2,132
PUVR	\$ 4,929	\$ 6,023	\$ 3,668
Total Gross (Units & PUVR)	\$ 739,338	\$ 445,724	\$ 102,690
GROI	127%	152%	89%
% with Trade	28%	35%	18%
Avg. Over/Under Allowance	1,209	1,263	2,000



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
34	1	0	0
23%	1%	0%	0%
59%	0%	#DIV/0!	#DIV/0!
45.3	24.0	#DIV/0!	#DIV/0!
\$ 31,634	\$ 32,999	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,570)	\$ (32,999)	#DIV/0!	#DIV/0!
\$ 2,353	\$ 3,930	#DIV/0!	#DIV/0!
\$ 2,030	\$ 5,155	#DIV/0!	#DIV/0!
\$ 4,384	\$ 9,085	#DIV/0!	#DIV/0!
\$ 149,041	\$ 9,085	#DIV/0!	#DIV/0!
110%	413%	#DIV/0!	#DIV/0!
24%	0%	#DIV/0!	#DIV/0!
625	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	13
0%	0%	9%
#DIV/0!	#DIV/0!	62%
#DIV/0!	#DIV/0!	44.8
#DIV/0!	#DIV/0!	\$ 19,054
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	\$ (9,964)
#DIV/0!	#DIV/0!	\$ 779
#DIV/0!	#DIV/0!	\$ 1,744
#DIV/0!	#DIV/0!	\$ 2,523
#DIV/0!	#DIV/0!	\$ 32,798
#DIV/0!	#DIV/0!	106%
#DIV/0!	#DIV/0!	23%
#DIV/0!	#DIV/0!	850

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	150	71	21
% of Retail Units	100%	47%	14%
% Retailed of Non-New Franchise	53%	54%	43%
Avg. Days to Sale	43.7	17.7	36.1
Avg. Transaction Price	\$ 31,885	\$ 29,573	\$ 36,484
Avg. Transaction to Market %	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,330)	\$ (2,585)	\$ (3,778)
Avg. Front End Gross	\$ 2,765	\$ 3,793	\$ 3,201
Avg. Finance Gross	\$ 2,164	\$ 2,220	\$ 1,935
PUVR	\$ 4,929	\$ 6,014	\$ 5,136
Total Gross (Units & PUVR)	\$ 739,338	\$ 426,975	\$ 107,852
GROI	127%	414%	140%
% with Trade	28%	34%	33%
Avg. Over/Under Allowance	1,209	839	2,536



46-60 days	61-90 days	90+ days
16	24	18
11%	16%	12%
69%	50%	56%
51.1	74.9	107.0
\$ 35,064	\$ 37,118	\$ 25,839
#DIV/0!	#VALUE!	#DIV/0!
\$ (2,708)	\$ (287)	\$ (2,019)
\$ 2,623	\$ 3,147	\$ (2,185)
\$ 1,909	\$ 2,382	\$ 2,147
\$ 4,531	\$ 5,529	\$ (38)
\$ 72,501	\$ 132,694	\$ (684)
91%	72%	0%
19%	25%	11%
1,000	1,583	0