

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Stephanie Davis	Eric Hidenrite	Jason Murillo
Steve Aljaberi	Stacey Rountree	David Nowlin
Sandy Parks	Robin Carroll	Stephen Payne
David Ries	Keith Jackson	Spencer Denison
Randy Reed	Debra Burgess	Cole Schneider
Barry Wilson		Eric Rodriguez
Mark Collier		Robert Harris
Sam Simpson		Charles Davis
Chris Caldwell		James Mcurtrie
		Tyler Hays
		Matthew Smith
		House
		Lamont Smith
		Brandon Mcmillion
		Ryan Hudson
		Joshua Bryant
		Hunter Keyser
		Howard Rose
		Dylan Roark
		Sam Simpson
		Justin Feasby
		Shy Madden

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	P32680	2018	Nissan	Murano	91	Trade on Used	No	\$ 19,674	\$ 19,674	95%	(\$1,893)	\$1,510
2	PGB21290A	2019	Ford	F-150	11	Trade on Used	No	\$ 49,443	\$ 49,995	113%	\$3,292	\$472
3	NEA47252B	2022	Ram	1500	133	Trade on Used	No	\$ 36,006	\$ 36,006	93%	(\$2,239)	\$0
4	P32762	2021	Lincoln	Navigator	58	Trade on Used	No	\$ 66,796	\$ 67,756	94%	\$3,995	\$5,751
5	P32510	2021	Ford	Explorer	174	Trade on Used	No	\$ 33,714	\$ 36,750	98%	\$1,277	\$3,043
6	R1102756A	2015	Mazda	CX-5	14	Trade on Used	No	\$ 16,798	\$ 16,352	94%	\$2,450	\$896
7	PKE44305A	2022	Chevrolet	Silverado	54	Trade on Used	No	\$ 63,968	\$ 60,395	95%	\$1,033	\$2,378
8	PM569089A	2023	Hyundai	Santa Fe	49	Trade on Used	No	\$ 31,991	\$ 31,526	92%	(\$464)	\$200
9	P32731	2020	Chevrolet	Equinox	72	Trade on Used	No	\$ 24,786	\$ 24,786	89%	(\$1,459)	\$538
10	P32897	2013	Ford	F-250	12	Trade on Used	No	\$ 40,901	\$ 39,037	97%	\$2,570	\$0
11	P32836	2021	Ford	F-150	37	Trade on Used	No	\$ 45,596	\$ 45,954	101%	\$2,897	\$2,513
12	PLB66648A	2022	Jeep	Gladiator	32	Trade on Used	No	\$ 44,994	\$ 43,823	90%	\$0	\$919
13	PEE06389A	2019	Ford	F-250	3	Trade on Used	No	\$ 49,000	\$ 57,000	85%	\$3,707	\$2,211
14	PM572883A	2020	Toyota	C-HR	35	Trade on Used	No	\$ 23,633	\$ 24,500	99%	\$2,663	\$3,709
15	P32793	2021	Chrysler	Pacifica	47	Trade on Used	No	\$ 25,197	\$ 25,797	88%	\$2,922	\$314
16	P32830A	2018	Nissan	Frontier	18	Trade on Used	No	\$ 24,755	\$ 24,755	99%	\$2,851	\$1,046
17	P32803	2017	Toyota	Camry	49	Trade on Used	No	\$ 15,348	\$ 14,619	91%	(\$937)	\$150
18	P32745C	2020	Lexus	GX	60	Trade on Used	No	\$ 38,975	\$ 38,795	93%	(\$1,210)	\$2,709
19	PUB17243A	2018	Ford	Escape	18	Trade on Used	No	\$ 16,953	\$ 17,200	96%	\$3,053	\$1,100
20	P32764A	2017	Audi	Q7	16	Trade on Used	No	\$ 23,593	\$ 23,505	97%	\$3,157	\$1,508
21	P32758A	2013	Chevrolet	Equinox	17	Trade on Used	No	\$ 10,718	\$ 10,379	115%	\$4,207	\$0
22	M32810A	2006	Honda	CR-V	35	Trade on Used	No	\$ 8,743	\$ 7,905	116%	\$4,578	\$0
23	P32921	2017	Lexus	NX	7	Trade on Used	No	\$ 27,995	\$ 27,313	105%	\$2,898	\$0
24	P32900	2022	Ford	Bronco Sport	20	Trade on Used	No	\$ 32,577	\$ 32,577	105%	\$656	\$2,619
25	PGA93112A	2020	Ford	F-150	91	Trade on Used	No	\$ 36,039	\$ 35,428	98%	\$801	\$0
26	P32825	2021	Ford	Escape	45	Trade on Used	No	\$ 25,488	\$ 26,488	98%	\$1,874	\$1,516
27	PEA53761A	2019	Ford	Expedition	55	Trade on Used	No	\$ 31,146	\$ 31,187	94%	\$3,468	\$2,790

28	PKE97342A	2021	Toyota	Tacoma	24	Trade on Used	No	\$	37,944	\$	37,383	99%	\$427	\$4,517
29	P32814	2021	Ford	F-150	49	Trade on Used	No	\$	45,832	\$	45,624	100%	\$2,890	\$2,051
30	P32874	2020	Ford	F-150	30	Trade on Used	No	\$	41,927	\$	40,181	108%	(\$1,039)	\$1,378
31	R1108621A	2017	Mazda	CX-5	16	Trade on Used	No	\$	18,996	\$	18,995	106%	\$3,668	\$2,328
32	PM586358A	2015	Mazda	Mazda6	14	Trade on Used	No	\$	18,990	\$	17,520	114%	\$1,002	\$1,031
33	R0354884A	2020	Kia	Soul	14	Trade on Used	No	\$	18,829	\$	19,636	98%	\$2,539	\$1,311
34	PGA93112B	2018	Toyota	Camry	4	Trade on Used	No	\$	17,500	\$	14,563	100%	\$732	\$1,689
35	P32849	2022	Volkswagen	Passat	45	Trade on Used	No	\$	21,977	\$	22,908	101%	\$33	\$1,890
36	PM583867A	2015	Honda	Civic	29	Trade on Used	No	\$	14,366	\$	11,530	104%	\$1,164	\$2,003
37	P32833	2021	Ford	Edge	58	Trade on Used	No	\$	31,254	\$	32,000	100%	\$338	\$662
38	R1117987A	2016	Infiniti	QX60	18	Trade on Used	No	\$	16,457	\$	15,924	103%	\$4,882	\$940
39	PRA20806A	2009	Toyota	Camry	29	Trade on Used	No	\$	9,969	\$	7,999	111%	\$1,593	\$1,228
40	P32874A	2013	BMW	7 Series	5	Trade on Used	No	\$	10,000	\$	8,650	90%	(\$150)	\$0
41	P32732	2022	Chevrolet	Malibu	86	Trade on Used	No	\$	20,700	\$	20,735	99%	\$20	\$2,294
42	RN160545A	2017	Nissan	Rogue	44	Trade on Used	No	\$	16,506	\$	16,395	96%	\$2,258	\$1,188
43	P32901	2019	Cadillac	XT5	28	Trade on Used	No	\$	33,509	\$	33,509	109%	\$2,828	\$867
44	PKF07299A	2020	Subaru	Outback	78	Trade on Used	No	\$	26,992	\$	26,995	96%	\$979	\$450
45	P32837	2021	Ford	F-150	51	Trade on Used	No	\$	44,447	\$	44,447	97%	\$1,078	\$0
46	P0286897A	2012	Toyota	Corolla	18	Trade on Used	No	\$	11,995	\$	9,792	89%	\$3,792	\$0
47	R1118227C	2017	Honda	Pilot	43	Trade on Used	No	\$	20,994	\$	19,995	96%	\$3,292	\$0
48	PFA55133A	2016	Ford	Explorer	34	Trade on Used	No	\$	19,752	\$	21,050	98%	\$2,913	\$1,923
49	P32931	1999	Ford	Ranger	11	Trade on Used	No	\$	7,995	\$	3,150	129%	\$100	\$0
50	P32794A	2019	Ford	F-150	55	Trade on Used	No	\$	30,897	\$	31,051	93%	\$1,483	\$0
51	P32741	2020	Honda	Pilot	88	Trade on Used	No	\$	29,571	\$	29,571	92%	(\$827)	\$1,600
52	P32853	2021	Ford	Explorer	48	Trade on Used	No	\$	35,953	\$	36,053	97%	(\$729)	\$0
53	N5142995A	2020	Lexus	ES	218	Trade on Used	No	\$	35,500	\$	35,500	95%	(\$2,790)	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	200
Avg. Days to Sale	40.0
Avg. Advertised Price (Time of Sale)	\$ 28,100
Avg. Transaction Price	\$ 27,903
Avg. Market Price at 100%	\$ 28,536
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	98%
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 1,378
Avg. Finance Gross	\$ 1,291
PUVR	#REF!
Total Gross (Units & PUVR)	#REF!
GROI	#REF!
% with Trade	37%
Avg. Over/Under Allowance	\$10,592



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	40.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,100	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,903	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 28,536	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,378	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,291	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	37%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	10,592	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	40.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,100	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,903	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 28,536	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,378	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,291	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	37%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	10,592	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	40.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,100	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,903	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 28,536	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,378	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,291	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	37%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	10,592	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	200
Avg. Days to Sale	40.0	#DIV/0!	40.0
Avg. Advertised Price (Time of Sale)	\$ 28,100	#DIV/0!	\$ 27,903
Avg. Transaction Price	\$ 27,903	#DIV/0!	\$ 27,903
Avg. Market Price at 100%	\$ 28,536	#DIV/0!	#REF!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#REF!
Avg. Transaction to Market	98%	#DIV/0!	#REF!
Avg. Transactional Discount	#REF!	#DIV/0!	#REF!
Avg. Front-End Gross	\$ 1,378	#DIV/0!	\$ 1,378
Avg. Finance Gross	\$ 1,291	#DIV/0!	\$ 1,291
PUVR	#REF!	#DIV/0!	#REF!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#REF!
GROI	#REF!	#DIV/0!	#REF!
% with Trade	37%	#DIV/0!	37%
Avg. Over/Under Allowance	10,592	#DIV/0!	10,592



Scoreboard			
Same Brand as New	Totals	Yes	No
Total # Retail Units	200	0	200
Avg. Days to Sale	40.0	#DIV/0!	40.0
Avg. Advertised Price (Time of Sale)	\$ 28,100	#DIV/0!	\$ 27,903
Avg. Transaction Price	\$ 27,903	#DIV/0!	\$ 27,903
Avg. Market Price at 100%	\$ 28,536	#DIV/0!	#REF!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#REF!
Avg. Transaction to Market	98%	#DIV/0!	#REF!
Avg. Transactional Discount	#REF!	#DIV/0!	#REF!
Avg. Front-End Gross	\$ 1,378	#DIV/0!	\$ 1,378
Avg. Finance Gross	\$ 1,291	#DIV/0!	\$ 1,291
PUVR	#REF!	#DIV/0!	#REF!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#REF!
GROI	#REF!	#DIV/0!	#REF!
% with Trade	37%	#DIV/0!	37%
Avg. Over/Under Allowance	10,592	#DIV/0!	10,592



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	0	200
% of Retail Units	100%	0%	100%
% Retailed of Non-New Franchise	100%	#DIV/0!	100%
Avg. Days to Sale	40.0	#DIV/0!	40.0
Avg. Transaction Price	\$ 27,903	#DIV/0!	\$ 27,903
Avg. Transaction to Market %	98%	#DIV/0!	#REF!
Avg. Transactional Discount	#REF!	#DIV/0!	#REF!
Avg. Front End Gross	\$ 1,378	#DIV/0!	\$ 1,378
Avg. Finance Gross	\$ 1,291	#DIV/0!	\$ 1,291
PUVR	#REF!	#DIV/0!	#REF!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#REF!
GROI	#REF!	#DIV/0!	#REF!
% with Trade	37%	#DIV/0!	37%
Avg. Over/Under Allowance	10,592	#DIV/0!	10,592



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	200	98	28
% of Retail Units	100%	49%	14%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	40.0	14.6	37.0
Avg. Transaction Price	\$ 27,903	\$ 25,840	\$ 25,505
Avg. Transaction to Market %	98%	#REF!	#REF!
Avg. Transactional Discount	#REF!	#REF!	#REF!
Avg. Front End Gross	\$ 1,378	\$ 2,350	\$ 2,114
Avg. Finance Gross	\$ 1,291	\$ 1,161	\$ 1,295
PUVR	#REF!	\$ 3,510	\$ 3,409
Total Gross (Units & PUVR)	#REF!	\$ 344,023	\$ 95,445
GROI	#REF!	335%	130%
% with Trade	37%	36%	46%
Avg. Over/Under Allowance	10,592	11,705	11,327



46-60 days	61-90 days	90+ days
34	27	13
17%	14%	7%
100%	100%	100%
52.9	75.1	130.7
\$ 33,315	\$ 28,187	\$ 33,871
94%	#REF!	100%
\$ 504	#REF!	\$ (1,164)
\$ 396	\$ (186)	\$ (1,722)
\$ 1,720	\$ 1,195	\$ 1,341
\$ 2,116	\$ 1,009	\$ (381)
\$ 71,927	\$ 27,237	\$ (4,957)
43%	17%	-3%
29%	41%	38%
13,020	6,273	5,530