

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
DANIEL DERRYBERRY	TREY PUGH	RANDY ABNEY
MICHAEL MAYNARD	ARMANDO ESCOBAR	CARLOS RODRIGUEZ
		DOUG MEIXNER
		KAIL TURNER
		GARRETT MAYNARD
		JANNA REEL
		ALLEN FANSLER
		BRANDON FIEGE







Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Transaction Discount (\$)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500	
1	RO11005A	2018	Chevrolet	CAMARO	13	Trade on New	No	Y	\$ 19,999	\$ 19,999	99%	\$1,399	\$945	
2	RS173099B	2016	Chevrolet	SILVERADO	7	Trade on Used	No	Y	\$ 24,896	\$ 24,896	90%	\$1,020	\$1,404	
3	FC671878B	2005	Mercedes-Benz	S CLASS 430	23	Trade on Used	No	No	\$ 2,000	\$ 2,000	48%	\$1,700	\$0	
4	JEC56314P	2018	Ford	F-250	130	Trade on New	No	No	\$ 22,994	\$ 22,994	82%	(\$2,748)	\$557	
5	RS157293A	2018	GMC	SIERRA	7	Trade on New	No	No	\$ 26,325	\$ 26,325	90%	\$2,798	\$1,341	
6	KL364158P	2019	Nissan	VERSA NOTE	14	Trade on New	No	No	\$ 9,764	\$ 9,764	77%	\$1,045	\$2,315	
7	RL158614B	2013	Cadillac	ESCALDE	19	Trade on Used	No	No	\$ 15,090	\$ 15,090	90%	\$86	\$676	
8	HL852630P	2017	Nissan	VERSA	15	Trade on Used	No	No	\$ 6,805	\$ 6,805	77%	\$615	\$0	
9	RG178652A	2019	Chevrolet	2500HD	34	Trade on New	No	Y	\$ 47,400	\$ 46,740	99%	(\$101)	\$2,559	
10	RL172469A	2017	Nissan	SPORTAGE	20	Trade on New	No	No	\$ 14,030	\$ 14,030	78%	(\$318)	\$1,743	
11	LF125395P	2020	Chevrolet	MALIBU	19	Trade on New	No	Y	\$ 14,971	\$ 14,971	89%	(\$205)	\$0	
12	KL364231P	2019	Nissan	VERSA NOTE	20	Trade on New	No	No	\$ 11,895	\$ 11,895	88%	\$146	\$930	
13	PR483120A	2016	Chevrolet	SUBURBAN	46	Trade on New	No	Y	\$ 26,729	\$ 26,729	112%	\$814	\$0	
14	RS173099C	2012	Cadillac	SRX	8	Trade on Used	No	No	\$ 4,795	\$ 4,795	81%	\$955	\$0	
15	RL158614C	2013	Dodge	CARAVAN	4	Trade on Used	No	No	\$ 1,995	\$ 1,794	38%	\$751	\$0	
16	NC680555P	2022	Nissan	ROUGE	44	Trade on New	No	No	\$ 22,667	\$ 22,677	93%	\$72	\$2,265	
17	MF026375P	2021	Chevrolet	MALIBU	44	Trade on New	No	Y	\$ 14,095	\$ 14,095	100%	(\$754)	\$2,360	
18	KL363424P	2019	Nissan	VERSA NOTE	22	Trade on New	No	No	\$ 9,997	\$ 9,997	85%	\$2,058	\$0	
19	M6104720P	2021	Chevrolet	EQUINOX	71	Trade on New	No	Y	\$ 19,336	\$ 19,336	95%	\$140	\$2,887	
20	RZ229328A	2019	Chevrolet	SILVERADO	1	Trade on New	No	Y	\$ 26,999	\$ 26,199	94%	\$1,637	\$1,889	
21	LA024335P	2020	Honda	ACCORD	14	Street/Curb Buy	No	No	\$ 21,413	\$ 21,403	91%	\$514	\$1,857	

22	RC172787A	2009	Ford	MUSTANG	33	Trade on New	No	No	\$ 5,999	\$ 5,999	85%	\$430	\$0
23	M1318168P	2021	Mazda	CX-5	25	ital Fleet (Enterprise, e	No	No	\$ 19,681	\$ 19,681	93%	\$10	\$0
24	M9146352P	2021	Nissan	ARMADA	26	ital Fleet (Enterprise, e	No	No	\$ 26,399	\$ 26,399	94%	(\$117)	\$1,166
25	PR548342A	2022	Chevrolet	SILVERADO	60	Trade on New	No	Y	\$ 36,800	\$ 36,800	100%	\$782	\$1,015
26	MB327567P	2021	Chevrolet	TRAX	28	ital Fleet (Enterprise, e	No	Y	\$ 15,868	\$ 15,868	93%	\$352	\$0
27	KGA77628A	2014	Ford	MUSTANG	28	Trade on Used	No	No	\$ 9,748	\$ 8,030		\$614	\$0
28	PJ333720A	2014	Buick	ENCLAVE	10	Trade on New	No	Y	\$ 11,996	\$ 11,996	91%	\$2,936	\$179
29	RL235583A	2022	Chevrolet	EQUINOX	33	Trade on New	No	Y	\$ 19,999	\$ 19,999	92%	\$3,180	\$4,893
30	PR548342B	2015	Chevrolet	COLORADO	14	Trade on Used	No	Y	\$ 15,022	\$ 15,022	88%	\$536	\$115
31	PB174409P	2023	Chevrolet	TRAILBLAZER	1	Street/Curb Buy	No	Y	\$ 25,500	\$ 25,500	100%	\$685	\$0
32	KN736548B	2018	Ram	1500	35	Trade on Used	No	No	\$ 19,500	\$ 20,295	93%	(\$513)	\$23
33	KL362280P	2019	Nissan	VERSE NOTE	10	ental Fleet (Enterprise, e	No	No	\$ 9,968	\$ 10,794	88%	(\$1,889)	\$879
34	RZ229328B	2006	Cadillac	ESCALDE	10	Trade on Used	No	No	\$ 5,190	\$ 5,190	78%	\$386	\$0
35	R1180017A	2024	Chevrolet	2500HD	2	Trade on New	No	Y	\$ 68,500	\$ 76,795	90%	\$745	\$907
36	MH074483P	2021	Hyundai	SONATA	35	ital Fleet (Enterprise, e	No	No	\$ 15,789	\$ 15,794	92%	\$618	\$0
37	MC765317P	2021	Nissan	ROGUE	14	ital Fleet (Enterprise, e	No	No	\$ 19,499	\$ 19,499	93%	\$32	\$593
38	RF147421A	2015	Ram	1500	14	Trade on New	No	No	\$ 14,996	\$ 14,999	86%	\$3,044	\$0
39	MR512141P	2021	Chrysler	PACIFICA	113	ital Fleet (Enterprise, e	No	No	\$ 23,801	\$ 28,000	101%	(\$3,266)	\$3,518
40	RF274560A	2013	Chevrolet	3500HD	58	Trade on New	No	Y	\$ 14,996	\$ 13,800	74%	\$1,051	\$0
41	JC604235P	2018	Nissan	PATHFINDER	6	ital Fleet (Enterprise, e	No	No	\$ 15,228	\$ 14,000	93%	\$993	\$2,230
42	LN311499P	2020	Ram	1500	36	ital Fleet (Enterprise, e	No	No	\$ 25,963	\$ 26,168	97%	\$1,299	\$1,742
43	LM116069P	2020	Mazda	CX-30	46	ital Fleet (Enterprise, e	No	No	\$ 17,975	\$ 17,999	94%	(\$790)	\$2,009
44	L5186077P	2020	Ford	MUSTANG	62	ital Fleet (Enterprise, e	No	No	\$ 20,896	\$ 20,681	103%	(\$725)	\$3,239
45	MC772106P	2021	Nissan	ROGUE	14	ital Fleet (Enterprise, e	No	No	\$ 19,499	\$ 19,294	93%	\$332	\$0
46	RZ199448A	2022	Chevrolet	1500	35	Trade on New	No	Y	\$ 33,341	\$ 33,499	95%	\$1,071	\$5,179
47	PJ334890A	2016	Chevrolet	SUBURBAN	9	Trade on New	No	Y	\$ 18,969	\$ 18,669	91%	\$3,182	\$1,578
48	MS530206P	2021	Ram	1500	14	ital Fleet (Enterprise, e	No	No	\$ 21,201	\$ 23,545	90%	\$3,790	\$4,207
49	M1187719P	2021	Chevrolet	COLORADO	16	ital Fleet (Enterprise, e	No	Y	\$ 34,294	\$ 34,294	103%	\$591	\$4,287
50	MN727348P	2021	Ram	1500	17	ital Fleet (Enterprise, e	No	No	\$ 22,952	\$ 22,077	84%	\$4,793	\$0
51	MC506133P	2021	Nissan	MAXIMA	92	ital Fleet (Enterprise, e	No	No	\$ 21,527	\$ 21,527	101%	(\$962)	\$1,365
52	PR454222D	2010	Dodge	JOURNEY	45	Trade on Used	No	No	\$ 8,900	\$ 6,321	100%	\$559	\$0
53	MS53660P	2021	Ram	1500	15	ital Fleet (Enterprise, e	No	No	\$ 24,118	\$ 23,224	90%	\$1,828	\$0

## Scoreboard Totals

% Retailed of Non-Franchise Make	72%
Total # Retail Units	108
Avg. Days to Sale	29.8
Avg. Advertised Price (Time of Sale)	\$ 19,527
Avg. Transaction Price	\$ 19,601
Avg. Market Price at 100%	\$ 21,355
Avg. Price to Market % (Time of Sale)	91%
Avg. Transaction to Market	92%
Avg. Transactional Discount	\$ (73)
Avg. Front-End Gross	\$ 497
Avg. Finance Gross	\$ 1,221
PUVR	\$ 1,718
Total Gross (Units & PUVR)	\$ 185,517
GROI	106%
% with Trade	26%
Avg. Over/Under Allowance	\$1,157



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	72%	#DIV/0!	#DIV/0!
Total # Retail Units	108	0	0
Avg. Days to Sale	29.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 19,527	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 19,601	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 21,355	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	91%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (73)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 497	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,221	#DIV/0!	#DIV/0!
PUVR	\$ 1,718	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 185,517	#DIV/0!	#DIV/0!
GROI	106%	#DIV/0!	#DIV/0!
% with Trade	26%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,157	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	72%	#DIV/0!	#DIV/0!
Total # Retail Units	108	0	0
Avg. Days to Sale	29.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 19,527	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 19,601	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 21,355	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	91%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (73)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 497	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,221	#DIV/0!	#DIV/0!
PUVR	\$ 1,718	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 185,517	#DIV/0!	#DIV/0!
GROI	106%	#DIV/0!	#DIV/0!
% with Trade	26%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,157	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	72%	#DIV/0!	#DIV/0!
Total # Retail Units	108	0	0
Avg. Days to Sale	29.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 19,527	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 19,601	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 21,355	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	91%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (73)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 497	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,221	#DIV/0!	#DIV/0!
PUVR	\$ 1,718	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 185,517	#DIV/0!	#DIV/0!
GROI	106%	#DIV/0!	#DIV/0!
% with Trade	26%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,157	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	108	0	107
Avg. Days to Sale	29.8	#DIV/0!	29.9
Avg. Advertised Price (Time of Sale)	\$ 19,527	#DIV/0!	\$ 19,630
Avg. Transaction Price	\$ 19,601	#DIV/0!	\$ 19,630
Avg. Market Price at 100%	\$ 21,355	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	91%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (73)	#DIV/0!	\$ (74)
Avg. Front-End Gross	\$ 497	#DIV/0!	\$ 472
Avg. Finance Gross	\$ 1,221	#DIV/0!	\$ 1,220
PUVR	\$ 1,718	#DIV/0!	\$ 1,692
Total Gross (Units & PUVR)	\$ 185,517	#DIV/0!	\$ 181,049
GROI	106%	#DIV/0!	104%
% with Trade	26%	#DIV/0!	26%
Avg. Over/Under Allowance	1,157	#DIV/0!	1,157



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	108	0	78
Avg. Days to Sale	29.8	#DIV/0!	30.9
Avg. Advertised Price (Time of Sale)	\$ 19,527	#DIV/0!	\$ 16,548
Avg. Transaction Price	\$ 19,601	#DIV/0!	\$ 16,548
Avg. Market Price at 100%	\$ 21,355	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	91%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (73)	#DIV/0!	\$ (43)
Avg. Front-End Gross	\$ 497	#DIV/0!	\$ 461
Avg. Finance Gross	\$ 1,221	#DIV/0!	\$ 1,130
PUVR	\$ 1,718	#DIV/0!	\$ 1,590
Total Gross (Units & PUVR)	\$ 185,517	#DIV/0!	\$ 124,057
GROI	106%	#DIV/0!	112%
% with Trade	26%	#DIV/0!	26%
Avg. Over/Under Allowance	1,157	#DIV/0!	984



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	108	23	22
% of Retail Units	100%	21%	20%
% Retailed of Non-New Franchise	72%	43%	77%
Avg. Days to Sale	29.8	26.4	20.5
Avg. Transaction Price	\$ 19,601	\$ 25,480	\$ 13,597
Avg. Transaction to Market %	92%	92%	#DIV/0!
Avg. Transactional Discount	\$ (73)	\$ (194)	\$ 306
Avg. Front End Gross	\$ 497	\$ 1,349	\$ 618
Avg. Finance Gross	\$ 1,221	\$ 1,462	\$ 753
PUVR	\$ 1,718	\$ 2,810	\$ 1,372
Total Gross (Units & PUVR)	\$ 185,517	\$ 64,636	\$ 30,183
GROI	106%	150%	177%
% with Trade	26%	35%	27%
Avg. Over/Under Allowance	1,157	1,149	200



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
12	0	0	0
11%	0%	0%	0%
58%	#DIV/0!	#DIV/0!	#DIV/0!
13.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,140	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 118	#DIV/0!	#DIV/0!	#DIV/0!
\$ 685	#DIV/0!	#DIV/0!	#DIV/0!
\$ 861	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,546	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,546	#DIV/0!	#DIV/0!	#DIV/0!
132%	#DIV/0!	#DIV/0!	#DIV/0!
8%	#DIV/0!	#DIV/0!	#DIV/0!
3,789	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	51	0
0%	47%	0%
#DIV/0!	86%	#DIV/0!
#DIV/0!	39.3	#DIV/0!
#DIV/0!	\$ 16,824	#DIV/0!
#DIV/0!	94%	#DIV/0!
#DIV/0!	\$ (228)	#DIV/0!
#DIV/0!	\$ 16	#DIV/0!
#DIV/0!	\$ 1,398	#DIV/0!
#DIV/0!	\$ 1,415	#DIV/0!
#DIV/0!	\$ 72,152	#DIV/0!
#DIV/0!	77%	#DIV/0!
#DIV/0!	25%	#DIV/0!
#DIV/0!	1,359	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	108	69	15
% of Retail Units	100%	64%	14%
% Retailed of Non-New Franchise	72%	72%	60%
Avg. Days to Sale	29.8	13.3	38.5
Avg. Transaction Price	\$ 19,601	\$ 19,836	\$ 19,042
Avg. Transaction to Market %	92%	#DIV/0!	91%
Avg. Transactional Discount	\$ (73)	\$ (158)	\$ 372
Avg. Front End Gross	\$ 497	\$ 928	\$ 379
Avg. Finance Gross	\$ 1,221	\$ 1,066	\$ 1,484
PUVR	\$ 1,718	\$ 1,994	\$ 1,862
Total Gross (Units & PUVR)	\$ 185,517	\$ 137,596	\$ 27,936
GROI	106%	272%	92%
% with Trade	26%	28%	20%
Avg. Over/Under Allowance	1,157	1,658	-167



46-60 days	61-90 days	90+ days
10	7	6
9%	6%	6%
70%	86%	83%
53.9	67.1	114.2
\$ 17,262	\$ 16,835	\$ 26,886
96%	95%	99%
\$ (81)	\$ 366	\$ (591)
\$ (210)	\$ 192	\$ (2,235)
\$ 1,265	\$ 1,967	\$ 1,457
\$ 1,055	\$ 2,159	\$ (778)
\$ 10,546	\$ 15,116	\$ (4,668)
41%	69%	-9%
20%	14%	33%
-250	100	2,000