

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Mike Elliott	Hayley Toadvine	Devin Smith
Scott Simering	Mike Elliott	Colby Pruitt
Meghan Fitzgerald	Marquise Dismuke	Evan O'Dell
Hayley Toadvine	Tanya Cochran	Leigha Culver
Keith Biggar Jr	Amanda Manning	Matt Howell
Stephen Biggar		Jonathan Rivera
Rob Hall		Marlon Bailey
		Ryan Reeling
		Lou
		Reef Ward
		Rito Galvez
		Darron Leager
		Saul
		Joe
		Tavian
		Cedric
		Renee
		Taylor B
		Ricky Shores
		Brandon
		Roger
		Dave Sutton
		KJ
		Katrice
		Calvin Mosley
		Kaedin
		Blanchard
		Jeffrey
		Dave Carpenter
		Joey Jenkins
		Channal
		Tae Gowe
		Miel
		Benny
		Kenny

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	PF1612ADR	2019	Ford	F-150	15	Rental Fleet (Enterprise, etc.)	Yes	\$ 34,428	\$ 34,428	108%	\$598	\$5,978
2	F30109A	2019	Tesla	Model 3	4	Trade on New	No	\$ 27,927	\$ 24,999	106%	\$4,581	\$675
3	PF1577ADR	2020	Ford	Ranger	44	Rental Fleet (Enterprise, etc.)	Yes	\$ 33,777	\$ 32,923	113%	\$916	\$0
4	F30510CL	2022	Toyota	Tacoma	8	Trade on Used	Yes	\$ 30,100	\$ 25,495	100%	(\$661)	\$675
5	PF1575ADR	2021	Ford	F-150	44	Rental Fleet (Enterprise, etc.)	Yes	\$ 57,899	\$ 50,000	120%	\$1,650	\$371
6	F30385C	2022	Chevrolet	Equinox	20	Trade on Used	Yes	\$ 27,826	\$ 28,826	100%	\$2,263	\$3,513
7	F1525A	2022	Ford	F-350	98	Trade on New	Yes	\$ 56,929	\$ 56,929	88%	\$1,528	\$700
8	F30312A	2021	Ford	Bronco Sport	106	Trade on New	Yes	\$ 24,705	\$ 24,705	94%	\$1,318	\$2,750
9	F30390A	2006	Dodge	Grand Caravan	7	Trade on New	No	\$ 9,506	\$ 6,888	163%	\$3,337	\$0
10	F30229A	2022	Ford	Ecosport	87	Trade on New	Yes	\$ 19,805	\$ 19,805	92%	\$83	\$1,828
11	F1581D	2018	Ford	Focus	9	Trade on Used	Yes	\$ 12,551	\$ 14,995	102%	\$4,197	\$424
12	F30385D	2019	Cadillac	XT4	4	Trade on Used	Yes	\$ 19,888	\$ 18,000	96%	\$3,769	\$2,643
13	PF1533A	2022	Ford	Maverick	95	Auction/Wholesale	Yes	\$ 26,408	\$ 27,499	101%	\$2,174	\$0
14	PF1353A	2022	Ford	Bronco	222	Street/Curb Buy	Yes	\$ 39,406	\$ 39,406	96%	\$1,905	\$148
15	PF1587A	2023	Chevrolet	Suburban	45	Auction/Wholesale	Yes	\$ 69,990	\$ 69,999	99%	(\$2,967)	\$2,073
16	PF1622ADR	2018	Ford	Escape	20	Rental Fleet (Enterprise, etc.)	Yes	\$ 18,405	\$ 18,100	109%	\$1,774	\$1,956
17	F1581E	2013	Kia	Optima	5	Trade on Used	Yes	\$ 8,556	\$ 8,256	83%	\$1,716	\$0
18	PF1561AL	2020	Ford	Explorer	64	Auction/Wholesale	Yes	\$ 29,208	\$ 29,208	101%	(\$922)	\$2,462
19	PF1516ADR	2021	Ford	Transit	118	Rental Fleet (Enterprise, etc.)	No	\$ 44,999	\$ 41,968	103%	\$1,086	\$2,469
20	PF1631ADR	2019	Ford	Edge	12	Rental Fleet (Enterprise, etc.)	Yes	\$ 22,906	\$ 22,906	105%	\$746	\$2,513
21	F30192A	2011	Ford	F-450	163	Trade on New	No	\$ 27,905	\$ 27,905	100%	\$1,244	\$395
22	PF1645ADR	2021	Lincoln	Nautilus	5	Rental Fleet (Enterprise, etc.)	Yes	\$ 42,512	\$ 39,900	111%	(\$2,541)	\$1,008
23	F1587C	2018	Jeep	Grand Cherokee	7	Trade on Used	Yes	\$ 24,964	\$ 25,964	108%	\$2,330	\$1,817
24	PF1618AL	2021	Mercedes-Benz	C-Class	30	Auction/Wholesale	Yes	\$ 47,888	\$ 47,888	97%	\$4,771	\$2,749
25	PF1611ADR	2022	Ford	F-150	31	Rental Fleet (Enterprise, etc.)	Yes	\$ 46,306	\$ 46,306	99%	\$1,165	\$184
26	PF1630AL	2021	Ram	1500	17	Auction/Wholesale	Yes	\$ 34,995	\$ 34,995	115%	\$9,221	\$3,596
27	PF1584AL	2021	Ford	F150	52	Auction/Wholesale	Yes	\$ 43,795	\$ 43,795	99%	\$2,643	\$1,275
28	PF1635ADR	2020	Ford	Escape	12	Rental Fleet (Enterprise, etc.)	Yes	\$ 19,998	\$ 19,998	105%	\$172	\$1,755
29	PF1642AL	2023	Ford	Expedition	12	LBO OEM/Leasing Co.	Yes	\$ 62,912	\$ 62,912	104%	\$2,408	\$1,608
30	F30594ADR	2020	Ford	Expedition	26	Trade on New	Yes	\$ 39,998	\$ 42,785	94%	\$6,747	\$2,620
31	F30523A	2021	Ford	Bronco Sport	22	Trade on New	Yes	\$ 23,694	\$ 23,694	104%	\$2,100	\$3,648
32	PF1557AL	2021	Ford	Explorer	73	LBO OEM/Leasing Co.	Yes	\$ 31,478	\$ 31,998	97%	(\$1,184)	\$746
33	PF1638ADR	2017	Cadillac	Escalade	13	Rental Fleet (Enterprise, etc.)	Yes	\$ 41,888	\$ 41,538	107%	\$3,805	\$749
34	PF1585ADR	2020	Ford	F150	55	Rental Fleet (Enterprise, etc.)	Yes	\$ 36,818	\$ 38,808	100%	\$627	\$5,015
35	PF1593AL	2021	Ford	F150	48	LBO OEM/Leasing Co.	Yes	\$ 40,955	\$ 40,455	100%	(\$114)	\$0
36	F30445A	2022	Ford	Escape	72	Trade on New	Yes	\$ 26,009	\$ 25,782	98%	(\$1,973)	\$0
37	F95279A	2021	Ford	Bronco	157	Trade on New	Yes	\$ 46,418	\$ 46,418	94%	\$835	\$4,080
38	PF1573A	2022	Ford	F250	70	Auction/Wholesale	No	\$ 54,999	\$ 54,999	98%	\$2,062	\$1,110
39	PF1582A	2021	Ford	F250	59	Auction/Wholesale	No	\$ 73,918	\$ 73,918	100%	\$570	\$3,629
40	F1557C	2013	Ford	Taurus	5	Trade on Used	No	\$ 9,918	\$ 8,876	114%	(\$83)	\$0
41	PF1558ADR	2022	Ford	F150	80	Rental Fleet (Enterprise, etc.)	Yes	\$ 42,463	\$ 42,463	100%	(\$1,893)	\$3,774

42	PF1658AL	2019	Nissan	Sentra	10	Auction/Wholesale	Yes	\$ 18,419	\$ 18,995	115%	\$2,087	\$1,876
43	PF1653ADR	2023	Lincoln	Aviator	11	Rental Fleet (Enterprise, etc.)	Yes	\$ 63,888	\$ 63,888	96%	\$2,988	\$3,488
44	F1621CL	2021	Toyota	Tacoma	34	Trade on Used	Yes	\$ 38,444	\$ 38,444	98%	\$4,938	\$1,834
45	F1644C	2014	Ford	Edge	18	Trade on Used	Yes	\$ 15,911	\$ 13,952	113%	\$886	\$3,525
46	F30352A	2015	Toyota	4Runner	20	Trade on New	Yes	\$ 26,425	\$ 25,375	99%	\$353	\$0
47	F30166A	2023	Volkswagen	Atlas	27	Trade on New	Yes	\$ 42,888	\$ 42,888	103%	\$4,202	\$3,023
48	F30594CDR	2020	Toyota	4Runner	12	Trade on Used	Yes	\$ 36,997	\$ 36,497	97%	\$4,993	\$6,835
49	PF1652ADR	2023	GMC	Yukon	11	Rental Fleet (Enterprise, etc.)	Yes	\$ 68,776	\$ 68,776	103%	\$2,737	\$300
50	PF1641AL	2018	Lincoln	MKZ	23	Auction/Wholesale	Yes	\$ 23,551	\$ 21,818	107%	(\$120)	\$2,323
51	F1660CDR	2018	Ford	Edge	12	Trade on Used	Yes	\$ 12,918	\$ 12,520	104%	\$2,835	\$0
52	F1678A	2018	Ford	F450	9	Auction/Wholesale	No	\$ 61,922	\$ 61,500	104%	\$5,427	\$0
53	PF1578AL	2021	Lincoln	Navigator	72	Auction/Wholesale	Yes	\$ 64,818	\$ 64,818	104%	\$1,180	\$6,169

Scoreboard Totals

% Retailed of Non-Franchise Make	37%
Total # Retail Units	200
Avg. Days to Sale	43.0
Avg. Advertised Price (Time of Sale)	\$ 32,367
Avg. Transaction Price	\$ 32,057
Avg. Market Price at 100%	\$ 31,533
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ 310
Avg. Front-End Gross	\$ 1,040
Avg. Finance Gross	\$ 1,972
PUVR	\$ 3,012
Total Gross (Units & PUVR)	\$ 602,390
GROI	79%
% with Trade	36%
Avg. Over/Under Allowance	(\$149)



Scoreboard

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Desk Manager	Totals		
% Retailed of Non-New Franchise	37%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	43.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,367	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 32,057	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 31,533	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 310	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,040	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,972	#DIV/0!	#DIV/0!
PUVR	\$ 3,012	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 602,390	#DIV/0!	#DIV/0!
GROI	79%	#DIV/0!	#DIV/0!
% with Trade	36%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-149	#DIV/0!	#DIV/0!



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			Mike Elliott
#DIV/0!	#DIV/0!	#DIV/0!	60%
0	0	0	20
#DIV/0!	#DIV/0!	#DIV/0!	37.6
#DIV/0!	#DIV/0!	#DIV/0!	\$ 30,607
#DIV/0!	#DIV/0!	#DIV/0!	\$ 30,113
#DIV/0!	#DIV/0!	#DIV/0!	\$ 30,134
#DIV/0!	#DIV/0!	#DIV/0!	102%
#DIV/0!	#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	#DIV/0!	\$ 494
#DIV/0!	#DIV/0!	#DIV/0!	\$ 1,846
#DIV/0!	#DIV/0!	#DIV/0!	\$ 2,094
#DIV/0!	#DIV/0!	#DIV/0!	\$ 3,940
#DIV/0!	#DIV/0!	#DIV/0!	\$ 78,794
#DIV/0!	#DIV/0!	#DIV/0!	125%
#DIV/0!	#DIV/0!	#DIV/0!	55%
#DIV/0!	#DIV/0!	#DIV/0!	93

Scott Simering	Meghan Fitzgerald	Hayley Toadvine	Stephen Biggar
27%	29%	41%	33%
41	41	56	21
43.3	42.5	44.1	48.4
\$ 35,480	\$ 32,062	\$ 30,820	\$ 27,908
\$ 35,209	\$ 31,843	\$ 30,602	\$ 27,641
\$ 35,225	\$ 31,058	\$ 30,470	\$ 27,222
101%	103%	101%	103%
100%	103%	100%	102%
\$ 271	\$ 219	\$ 218	\$ 267
\$ 1,621	\$ 889	\$ 429	\$ 372
\$ 1,909	\$ 1,941	\$ 1,968	\$ 2,290
\$ 3,530	\$ 2,831	\$ 2,397	\$ 2,662
\$ 144,718	\$ 116,062	\$ 134,211	\$ 55,908
83%	75%	64%	72%
39%	32%	23%	43%
-20	-277	-13	-607

Rob Hall	Keith Biggar Jr
43%	43%
14	7
45.6	30.0
\$ 35,299	\$ 40,839
\$ 35,413	\$ 38,578
\$ 35,242	\$ 38,036
100%	107%
100%	101%
\$ (113)	\$ 2,260
\$ 1,546	\$ 2,093
\$ 2,486	\$ 229
\$ 4,032	\$ 2,322
\$ 56,441	\$ 16,256
90%	72%
57%	14%
-429	0

Scoreboard

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Sales Consultant	Totals	Calvin Mosley	Devin Smith
% Retailed of Non-New Franchise	37%	36%	42%
Total # Retail Units	200	11	19
Avg. Days to Sale	43.0	32.3	37.3
Avg. Advertised Price (Time of Sale)	\$ 32,367	\$ 30,026	\$ 32,589
Avg. Transaction Price	\$ 32,057	\$ 29,159	\$ 31,867
Avg. Market Price at 100%	\$ 31,533	\$ 29,281	\$ 32,078
Avg. Price to Market % (Time of Sale)	103%	103%	102%
Avg. Transaction to Market	102%	100%	99%
Avg. Transactional Discount	\$ 310	\$ 866	\$ 722
Avg. Front-End Gross	\$ 1,040	\$ (21)	\$ 1,163
Avg. Finance Gross	\$ 1,972	\$ 2,626	\$ 2,177
PUVR	\$ 3,012	\$ 2,604	\$ 3,339
Total Gross (Units & PUVR)	\$ 602,390	\$ 28,649	\$ 63,448
GROI	79%	100%	101%
% with Trade	36%	27%	21%
Avg. Over/Under Allowance	-149	-136	53



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Colby Pruitt	Evan O'Dell	Leigha Culver	Matt Howell
14%	38%	38%	45%
28	16	13	11
40.3	38.2	50.5	27.3
\$ 32,763	\$ 35,972	\$ 34,876	\$ 35,015
\$ 32,709	\$ 35,352	\$ 35,356	\$ 34,313
\$ 32,563	\$ 34,910	\$ 34,068	\$ 33,429
101%	103%	102%	105%
100%	101%	104%	103%
\$ 53	\$ 620	\$ (479)	\$ 702
\$ 1,541	\$ 1,164	\$ 616	\$ 1,781
\$ 2,055	\$ 2,329	\$ 1,860	\$ 1,205
\$ 3,595	\$ 3,493	\$ 2,476	\$ 2,987
\$ 100,672	\$ 55,888	\$ 32,192	\$ 32,852
98%	93%	50%	115%
50%	25%	46%	27%
-158	-9	-235	159

Jonathan Rivera	Marlon Bailey	Ryan Reeling	Lou
0%	100%	25%	67%
3	4	4	3
51.7	18.8	65.0	40.7
\$ 24,381	\$ 19,416	\$ 41,787	\$ 26,784
\$ 25,061	\$ 19,735	\$ 39,055	\$ 26,040
\$ 23,888	\$ 18,687	\$ 38,594	\$ 27,226
102%	104%	108%	98%
105%	106%	101%	96%
\$ (680)	\$ (319)	\$ 2,733	\$ 744
\$ 906	\$ 1,636	\$ 512	\$ 1,652
\$ 1,672	\$ 1,927	\$ 2,163	\$ 3,662
\$ 2,578	\$ 3,563	\$ 2,675	\$ 5,314
\$ 7,733	\$ 14,251	\$ 10,698	\$ 15,942
72%	347%	38%	181%
0%	50%	0%	67%
0	0	0	333

Reef Ward	Rito Galvez	Darron Leager	Saul
38%	30%	43%	0%
13	10	7	1
54.7	57.9	26.7	43.0
\$ 34,087	\$ 26,845	\$ 25,714	\$ 62,998
\$ 32,878	\$ 26,205	\$ 25,957	\$ 62,998
\$ 33,801	\$ 27,146	\$ 24,605	\$ 60,575
101%	99%	105%	104%
97%	97%	105%	104%
\$ 1,209	\$ 640	\$ (243)	\$ -
\$ 441	\$ 317	\$ 1,735	\$ (6)
\$ 1,690	\$ 2,173	\$ 2,070	\$ 2,818
\$ 2,131	\$ 2,490	\$ 3,805	\$ 2,812
\$ 27,703	\$ 24,901	\$ 26,636	\$ 2,812
43%	59%	198%	37%
54%	50%	29%	0%
-2	-613	-571	0

Joe	Tavian	Cedric	Renee
0%	63%	100%	100%
6	8	1	1
77.2	49.9	17.0	20.0
\$ 39,195	\$ 33,282	\$ 34,995	\$ 26,425
\$ 39,622	\$ 33,109	\$ 34,995	\$ 25,375
\$ 39,970	\$ 33,592	\$ 30,430	\$ 26,692
98%	99%	115%	99%
99%	99%	115%	95%
\$ (427)	\$ 173	\$ -	\$ 1,050
\$ 1,472	\$ 1,075	\$ 9,221	\$ 353
\$ 1,529	\$ 2,127	\$ 3,596	\$ -
\$ 3,001	\$ 3,201	\$ 12,817	\$ 353
\$ 18,004	\$ 25,610	\$ 12,817	\$ 353
35%	70%	776%	25%
50%	25%	100%	0%
0	-225	4,750	0

Taylor B	Ricky Shores	Brandon	Roger
100%	0%	0%	100%
1	1	1	1
11.0	9.0	22.0	9.0
\$ 68,776	\$ 61,922	\$ 23,694	\$ 19,444
\$ 68,776	\$ 61,500	\$ 23,694	\$ 19,995
\$ 66,773	\$ 59,540	\$ 22,783	\$ 18,172
103%	104%	104%	107%
103%	103%	104%	110%
\$ -	\$ 422	\$ -	\$ (551)
\$ 2,737	\$ 5,427	\$ 2,100	\$ 2,224
\$ 300	\$ -	\$ 3,648	\$ 745
\$ 3,037	\$ 5,427	\$ 5,748	\$ 2,969
\$ 3,037	\$ 5,427	\$ 5,748	\$ 2,969
145%	353%	397%	594%
100%	0%	100%	0%
0	0	375	0

Dave Sutton	KJ	Katrice	Kaedin
36%	0%	100%	0%
11	1	1	2
34.2	261.0	10.0	46.0
\$ 37,374	\$ 34,931	\$ 13,887	\$ 28,912
\$ 37,077	\$ 43,100	\$ 13,387	\$ 28,949
\$ 35,383	\$ 38,812	\$ 14,618	\$ 30,586
106%	90%	95%	95%
105%	111%	92%	95%
\$ 298	\$ (8,169)	\$ 500	\$ (37)
\$ 827	\$ 1,931	\$ 1,418	\$ (1,588)
\$ 359	\$ 1,567	\$ -	\$ 2,702
\$ 1,185	\$ 3,498	\$ 1,418	\$ 1,114
\$ 13,038	\$ 3,498	\$ 1,418	\$ 2,228
34%	11%	381%	30%
18%	100%	0%	0%
-1,041	-6,234	0	0

Blanchard	Jeffrey	Dave Carpenter	Joey Jenkins
0%	50%	0%	43%
1	2	1	7
27.0	38.5	9.0	50.4
\$ 21,555	\$ 33,286	\$ 42,888	\$ 27,048
\$ 21,555	\$ 33,286	\$ 42,625	\$ 27,399
\$ 20,145	\$ 32,883	\$ 42,888	\$ 26,760
107%	101%	100%	101%
107%	101%	99%	102%
\$ -	\$ -	\$ 263	\$ (351)
\$ 2,336	\$ (1,487)	\$ 3,800	\$ 874
\$ 1,529	\$ 2,600	\$ 3,490	\$ 2,726
\$ 3,865	\$ 1,113	\$ 7,290	\$ 3,600
\$ 3,865	\$ 2,226	\$ 7,290	\$ 25,200
239%	31%	684%	94%
100%	0%	0%	57%
600	0	0	71

Channal	Tae Gowe	Miel	Benny
33%	100%	100%	50%
3	1	1	4
35.3	47.0	37.0	76.3
\$ 19,533	\$ 24,928	\$ 12,551	\$ 26,700
\$ 19,467	\$ 24,703	\$ 12,551	\$ 26,331
\$ 19,569	\$ 24,928	\$ 11,841	\$ 27,637
100%	100%	106%	97%
99%	99%	106%	95%
\$ 67	\$ 225	\$ -	\$ 369
\$ (398)	\$ 555	\$ 2,316	\$ (919)
\$ 1,246	\$ 4,513	\$ -	\$ 2,689
\$ 848	\$ 5,068	\$ 2,316	\$ 1,770
\$ 2,544	\$ 5,068	\$ 2,316	\$ 7,081
44%	157%	180%	32%
0%	100%	100%	25%
0	-1,000	0	0

Kenny			
50%	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0
31.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,948	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,641	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,186	#DIV/0!	#DIV/0!	#DIV/0!
103%	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 307	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,689	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,449	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,138	#DIV/0!	#DIV/0!	#DIV/0!
\$ 8,276	#DIV/0!	#DIV/0!	#DIV/0!
157%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	Hayley Toadvine
% Retailed of Non-New Franchise	37%	25%
Total # Retail Units	200	52
Avg. Days to Sale	43.0	44.8
Avg. Advertised Price (Time of Sale)	\$ 32,367	\$ 34,514
Avg. Transaction Price	\$ 32,057	\$ 34,026
Avg. Market Price at 100%	\$ 31,533	\$ 34,102
Avg. Price to Market % (Time of Sale)	103%	101%
Avg. Transaction to Market	102%	100%
Avg. Transactional Discount	\$ 310	\$ 488
Avg. Front-End Gross	\$ 1,040	\$ 1,072
Avg. Finance Gross	\$ 1,972	\$ 1,831
PUVR	\$ 3,012	\$ 2,903
Total Gross (Units & PUVR)	\$ 602,390	\$ 150,970
GROI	79%	68%
% with Trade	36%	31%
Avg. Over/Under Allowance	-149	-156



Click the dropdown list, then scroll up to select your staff member for each column.)

Mike Elliott	Marquise Dismuke	Tanya Cochran
40%	42%	35%
25	88	31
35.3	45.8	41.2
\$ 32,968	\$ 31,579	\$ 31,825
\$ 31,854	\$ 31,664	\$ 31,299
\$ 31,679	\$ 31,140	\$ 30,988
104%	101%	103%
101%	102%	101%
\$ 1,114	\$ (85)	\$ 526
\$ 1,186	\$ 854	\$ 1,389
\$ 1,155	\$ 1,991	\$ 2,839
\$ 2,341	\$ 2,845	\$ 4,228
\$ 58,532	\$ 250,362	\$ 131,056
75%	71%	118%
8%	45%	35%
-121	-153	-167

Amanda Manning			
75%	#DIV/0!	#DIV/0!	#DIV/0!
4	0	0	0
21.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,236	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,249	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,937	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (14)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,093	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,775	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,868	#DIV/0!	#DIV/0!	#DIV/0!
\$ 11,470	#DIV/0!	#DIV/0!	#DIV/0!
216%	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	129	71
Avg. Days to Sale	43.0	45.0	39.4
Avg. Advertised Price (Time of Sale)	\$ 32,367	\$ 34,057	\$ 28,604
Avg. Transaction Price	\$ 32,057	\$ 33,957	\$ 28,604
Avg. Market Price at 100%	\$ 31,533	\$ 33,485	\$ 28,708
Avg. Price to Market % (Time of Sale)	103%	102%	100%
Avg. Transaction to Market	102%	101%	100%
Avg. Transactional Discount	\$ 310	\$ 99	\$ 693
Avg. Front-End Gross	\$ 1,040	\$ 959	\$ 1,186
Avg. Finance Gross	\$ 1,972	\$ 2,134	\$ 1,677
PUVR	\$ 3,012	\$ 3,094	\$ 2,863
Total Gross (Units & PUVR)	\$ 602,390	\$ 399,087	\$ 203,303
GROI	79%	73%	91%
% with Trade	36%	47%	15%
Avg. Over/Under Allowance	-149	-167	-116



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	126	74
Avg. Days to Sale	43.0	48.8	33.1
Avg. Advertised Price (Time of Sale)	\$ 32,367	\$ 34,687	\$ 28,012
Avg. Transaction Price	\$ 32,057	\$ 34,432	\$ 28,012
Avg. Market Price at 100%	\$ 31,533	\$ 34,057	\$ 27,929
Avg. Price to Market % (Time of Sale)	103%	102%	100%
Avg. Transaction to Market	102%	101%	100%
Avg. Transactional Discount	\$ 310	\$ 255	\$ 404
Avg. Front-End Gross	\$ 1,040	\$ 1,049	\$ 1,024
Avg. Finance Gross	\$ 1,972	\$ 2,054	\$ 1,834
PUVR	\$ 3,012	\$ 3,103	\$ 2,857
Total Gross (Units & PUVR)	\$ 602,390	\$ 390,950	\$ 211,440
GROI	79%	66%	111%
% with Trade	36%	33%	39%
Avg. Over/Under Allowance	-149	-140	-165



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	59	39
% of Retail Units	100%	30%	20%
% Retailed of Non-New Franchise	37%	37%	69%
Avg. Days to Sale	43.0	47.2	32.0
Avg. Transaction Price	\$ 32,057	\$ 31,446	\$ 23,115
Avg. Transaction to Market %	102%	100%	101%
Avg. Transactional Discount	\$ 310	\$ 654	\$ 159
Avg. Front End Gross	\$ 1,040	\$ 992	\$ 1,341
Avg. Finance Gross	\$ 1,972	\$ 1,950	\$ 1,682
PUVR	\$ 3,012	\$ 2,942	\$ 3,022
Total Gross (Units & PUVR)	\$ 602,390	\$ 173,568	\$ 117,874
GROI	79%	71%	147%
% with Trade	36%	39%	33%
Avg. Over/Under Allowance	-149	-169	-199



Street/Curb buy	Auction/wholesale	Loaner
12	64	0
6%	32%	0%
0%	33%	#DIV/0!
62.7	38.8	#DIV/0!
\$ 30,708	\$ 34,929	#DIV/0!
99%	104%	#DIV/0!
\$ 1,120	\$ (130)	#DIV/0!
\$ 1,543	\$ 981	#DIV/0!
\$ 1,840	\$ 2,122	#DIV/0!
\$ 3,383	\$ 3,103	#DIV/0!
\$ 40,601	\$ 198,611	#DIV/0!
63%	82%	#DIV/0!
25%	34%	#DIV/0!
-292	49	#DIV/0!

LBO customer	LBO OEM/Leasing co.
0	3
0%	2%
#DIV/0!	0%
#DIV/0!	44.3
#DIV/0! \$	45,122
#DIV/0!	100%
#DIV/0! \$	(7)
#DIV/0! \$	370
#DIV/0! \$	785
#DIV/0! \$	1,155
#DIV/0! \$	3,464
#DIV/0!	21%
#DIV/0!	33%
#DIV/0!	-95

Rental Fleet (Enterprise, etc.)	Other
23	0
12%	0%
17%	#DIV/0!
52.2	#DIV/0!
\$ 39,795	#DIV/0!
103%	#DIV/0!
\$ 528	#DIV/0!
\$ 640	#DIV/0!
\$ 2,328	#DIV/0!
\$ 2,968	#DIV/0!
\$ 68,272	#DIV/0!
51%	#DIV/0!
39%	#DIV/0!
-495	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	94	36
% of Retail Units	100%	47%	18%
% Retailed of Non-New Franchise	37%	45%	33%
Avg. Days to Sale	43.0	15.0	37.6
Avg. Transaction Price	\$ 32,057	\$ 30,098	\$ 33,802
Avg. Transaction to Market %	102%	102%	103%
Avg. Transactional Discount	\$ 310	\$ 393	\$ 691
Avg. Front End Gross	\$ 1,040	\$ 2,047	\$ 983
Avg. Finance Gross	\$ 1,972	\$ 1,909	\$ 2,099
PUVR	\$ 3,012	\$ 3,956	\$ 3,082
Total Gross (Units & PUVR)	\$ 602,390	\$ 371,838	\$ 110,956
GROI	79%	316%	87%
% with Trade	36%	38%	33%
Avg. Over/Under Allowance	-149	-32	24



46-60 days	61-90 days	90+ days
25	27	18
13%	14%	9%
40%	26%	17%
52.5	74.5	139.8
\$ 31,384	\$ 32,990	\$ 38,330
103%	99%	96%
\$ (196)	\$ 54	\$ 200
\$ (156)	\$ (530)	\$ (92)
\$ 1,822	\$ 2,264	\$ 1,820
\$ 1,666	\$ 1,734	\$ 1,729
\$ 41,653	\$ 46,823	\$ 31,120
36%	25%	12%
32%	30%	39%
-711	121	-729