

#	Year	Make	Model	Days in Stock	Source Purchased?	CPO	Advertised Price (Time of Sale)	Transaction Price	Market Price at 100%	Front End Gross	Finance Gross
1	2015	Chevrolet	Equinox	30	Yes	No	\$ 15,000	\$ 13,800	\$ 15,000	\$1,500	\$1,000
1	2015	Nissan	Altima	4	Yes	No	\$ 13,888	\$ 13,097	\$ 14,787	\$242	\$1,176
2	2017	Nissan	Murano	53	Yes	No	\$ 18,987	\$ 20,623	\$ 21,046	(\$786)	\$0
3	2015	Nissan	Pathfinder	60	Yes	No	\$ 16,987	\$ 16,987	\$ 20,773	(\$1,503)	\$3,544
4	2014	Nissan	Maxima	15	Yes	No	\$ 15,391	\$ 12,818	\$ 15,891	(\$1,397)	\$1,162
5	2016	Nissan	Maxima	0	Yes	No	\$ 24,800	\$ 21,366	\$ 25,636	(\$570)	\$4,774
6	2016	Nissan	Maxima	36	Yes	Yes	\$ 21,587	\$ 21,628	\$ 23,152	\$766	\$2,456
7	2017	Nissan	Rogue	57	Yes	Yes	\$ 16,287	\$ 16,287	\$ 19,724	(\$2,651)	\$2,143
8	2015	Nissan	Sentra	0	Yes	No	\$ 13,255	\$ 12,026	\$ 13,687	(\$411)	\$1,134
9	2012	Cadillac	Srx	13	No	No	\$ 15,384	\$ 12,942	\$ 15,101	\$678	\$1,828
10	2017	Nissan	Rogue	60	Yes	Yes	\$ 16,500	\$ 16,487	\$ 19,646	(\$2,395)	\$2,596
11	2017	Nissan	Maxima	66	Yes	No	\$ 18,987	\$ 18,887	\$ 22,577	(\$2,826)	\$3,888
12	2014	Nissan	Pathfinder	11	Yes	No	\$ 24,500	\$ 21,932	\$ 30,215	\$3,196	\$1,181
13	2009	Toyota	Corolla	4	No	No	\$ 7,895	\$ 6,999	\$ 10,324	\$814	\$1,068
14	2012	Nissan	Maxima	1	No	No	\$ 10,800	\$ 7,619	\$ 10,660	(\$934)	\$2,545
15	2017	Nissan	Altima	26	Yes	No	\$ 15,292	\$ 15,000	\$ 16,186	(\$1,006)	\$944
16	2017	Nissan	Altima	26	Yes	No	\$ 18,600	\$ 21,500	\$ 19,638	\$1,912	\$2,675
17	2016	Dodge	Charger	63	Yes	No	\$ 17,957	\$ 19,169	\$ 20,831	(\$1,777)	\$3,045
18	2017	Nissan	Armada	15	Yes	No	\$ 38,991	\$ 38,991	\$ 39,494	\$2,370	\$350
19	2017	Nissan	Maxima	0	Yes	Yes	\$ 31,500	\$ 28,987	\$ 31,774	(\$564)	\$2,396
20	2015	Nissan	Sentra	30	Yes	No	\$ 10,587	\$ 10,238	\$ 12,185	(\$802)	\$2,545
21	2008	Honda	Civic	11	No	No	\$ 5,964	\$ 5,193	\$ 6,146	\$574	\$0
22	2016	Infiniti	Q50	42	No	No	\$ 19,987	\$ 17,676	\$ 28,290	(\$1,773)	\$2,432
23	2002	Ford	F150	8	No	No	\$ 5,999	\$ 3,265	\$ 4,636	(\$378)	\$0
24	2016	Chevrolet	Impala	5	Yes	No	\$ 17,129	\$ 16,900	\$ 16,782	\$1,871	\$2,048
25	2013	Nissan	Sentra	13	Yes	No	\$ 9,750	\$ 7,425	\$ 9,741	(\$503)	\$2,518
26	2018	Nissan	Maxima	0	Yes	Yes	\$ 28,817	\$ 25,887	\$ 29,830	(\$949)	\$3,022
27	2013	Ford	Edge	0	Yes	No	\$ 14,855	\$ 14,513	\$ 15,369	(\$102)	\$2,608
28	2017	Nissan	Altima	33	Yes	Yes	\$ 14,987	\$ 14,987	\$ 16,348	(\$524)	\$725
29	2017	Hyundai	Santa Fe	18	Yes	No	\$ 17,271	\$ 17,545	\$ 17,729	\$1,405	\$1,925
30	2017	Nissan	Sentra	32	Yes	Yes	\$ 14,940	\$ 14,900	\$ 16,318	(\$2,264)	\$5,992
31	2017	Nissan	Maxima	8	Yes	Yes	\$ 27,818	\$ 29,451	\$ 31,161	\$783	\$4,114
32	2014	Dodge	Charger	9	Yes	No	\$ 20,100	\$ 20,100	\$ 20,686	\$1,396	\$845
33	2007	Nissan	Versa	20	No	No	\$ 5,991	\$ 3,375	\$ 5,656	(\$1,159)	\$272
34	2015	Nissan	Murano	56	Yes	Yes	\$ 23,887	\$ 22,000	\$ 25,793	(\$2,396)	\$0
35	2014	Gmc	Acadia	25	No	No	\$ 21,600	\$ 18,737	\$ 21,741	(\$1,613)	\$2,595
36	2010	Cadillac	Srx	11	No	No	\$ 11,800	\$ 9,665	\$ 11,183	\$1,513	\$0
37	2016	Chrysler	300	11	Yes	No	\$ 19,300	\$ 22,499	\$ 19,846	\$3,298	\$1,873
38	2017	Nissan	Titan	38	Yes	Yes	\$ 25,950	\$ 28,459	\$ 26,806	\$584	\$5,538
39	2007	Ford	Expedition	11	No	No	\$ 9,450	\$ 9,000	\$ 10,034	\$500	\$295
40	2015	Nissan	Sentra	17	Yes	No	\$ 9,940	\$ 9,595	\$ 10,886	\$1,253	\$0
41	2016	Chevrolet	Equinox	2	Yes	No	\$ 18,299	\$ 17,500	\$ 17,368	\$552	\$1,735
42	2013	Lexus	Rx350	64	No	No	\$ 20,009	\$ 20,009	\$ 22,650	(\$3,112)	\$2,502
43	2013	Nissan	Armada	46	Yes	No	\$ 13,887	\$ 14,927	\$ 16,994	\$2,070	\$2,203
44	2017	Nissan	Altima	39	Yes	Yes	\$ 17,900	\$ 17,000	\$ 18,724	(\$3,782)	\$893
45	2011	Toyota	Highlander	9	No	No	\$ 15,900	\$ 15,300	\$ 15,401	\$797	\$772
46	2015	Nissan	Altima	0	Yes	No	\$ 15,784	\$ 12,389	\$ 15,917	(\$1,048)	\$0
47	2018	Nissan	Armada	55	Yes	Yes	\$ 35,724	\$ 35,724	\$ 40,004	\$2,244	\$2,088
48	2015	Nissan	Rogue	12	Yes	No	\$ 13,903	\$ 14,888	\$ 14,102	\$1,602	\$2,527

49	2017	Nissan	Altima	44	Yes	Yes	\$ 18,694	\$ 23,533	\$ 18,755	\$2,656	\$3,410
50	2007	Nissan	Murano	7	No	No	\$ 8,700	\$ 6,312	\$ 8,023	(\$228)	\$0
51	2008	Nissan	Altima	2	No	No	\$ 7,229	\$ 5,001	\$ 7,279	(\$589)	\$2,159
52	2014	Nissan	Versa	7	Yes	No	\$ 8,400	\$ 6,359	\$ 7,978	(\$580)	\$163
53	2010	Chevrolet	Tahoe	5	No	No	\$ 14,962	\$ 14,962	\$ 14,475	(\$547)	\$1,644



Scoreboard	
# of Purchased Vehicles Retailed	129
# of Traded Vehicles Retailed	71
% Retailed of Non-New Franchise	47%
Total # Retail Units	200
Average Days to Sale	24.6
Average Advertised Price (Time of Sale)	\$ 16,933
Average Transaction Price	\$ 16,277
Average Market Price at 100%	\$ 17,539
Average Price to Market (Time of Sale)	97%
Average Transaction to Market	93%
Average Transactional Discount	\$ 656
Average Front End Gross	\$ 201
Average Finance Gross	\$ 1,440
PUVR	\$ 1,642
Total Gross (Units&PUVR)	\$ 328,334



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	129
# of Traded Vehicles Retailed	71
% Retailed of Non-New Franchise	47%
Total # Retail Units	200
Average Days to Sale	24.6
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Average Finance Gross	\$ 1,440
PUVR	\$ 1,642
Total Gross (Units&PUVR)	\$ 328,334



Arnold, Madison	Cronn III, Wilbur C.	Darby, Justin J.
51	1	0
36	0	0
54%	100%	#DIV/0!
87	1	0
26.0	49.0	#DIV/0!
\$ 16,210	\$ 7,966	#DIV/0!
\$ 15,860	\$ 7,715	#DIV/0!
\$ 16,627	\$ 9,349	#DIV/0!
97%	85%	#DIV/0!
95%	83%	#DIV/0!
\$ 350	\$ 251	#DIV/0!
\$ 558	\$ (3,477)	#DIV/0!
\$ 1,444	\$ 2,545	#DIV/0!
\$ 2,002	\$ (932)	#DIV/0!
\$ 174,167	\$ (932)	#DIV/0!

Evvaro, Robert M.	Evvaro, Robert M.	Hatfield, Michael L.
26	26	0
8	8	0
44%	44%	#DIV/0!
34	34	0
20.2	20.2	#DIV/0!
\$ 19,884	\$ 19,884	#DIV/0!
\$ 18,962	\$ 18,962	#DIV/0!
\$ 20,035	\$ 20,035	#DIV/0!
99%	99%	#DIV/0!
95%	95%	#DIV/0!
\$ 922	\$ 922	#DIV/0!
\$ 302	\$ 302	#DIV/0!
\$ 1,000	\$ 1,000	#DIV/0!
\$ 1,302	\$ 1,302	#DIV/0!
\$ 44,258	\$ 44,258	#DIV/0!

Hinton, Joseph J.	House	Hughes, Malone
30	1	0
18	0	0
46%	0%	#DIV/0!
48	1	0
24.1	56.0	#DIV/0!
\$ 16,698	\$ 23,887	#DIV/0!
\$ 15,674	\$ 22,000	#DIV/0!
\$ 17,642	\$ 25,793	#DIV/0!
95%	93%	#DIV/0!
89%	85%	#DIV/0!
\$ 1,024	\$ 1,887	#DIV/0!
\$ (101)	\$ (2,396)	#DIV/0!
\$ 1,679	\$ -	#DIV/0!
\$ 1,577	\$ (2,396)	#DIV/0!
\$ 75,719	\$ (2,396)	#DIV/0!

Santerfeit, Thomas J.	
20	0
9	0
31%	#DIV/0!
29	0
24.4	#DIV/0!
\$ 16,100	#DIV/0!
\$ 15,474	#DIV/0!
\$ 17,180	#DIV/0!
94%	#DIV/0!
90%	#DIV/0!
\$ 626	#DIV/0!
\$ (269)	#DIV/0!
\$ 1,562	#DIV/0!
\$ 1,294	#DIV/0!
\$ 37,519	#DIV/0!

Scoreboard		
Sales Consultant	Totals	Brown, LeMarris
# of Purchased Vehicles Retailed	129	9
# of Traded Vehicles Retailed	71	4
% Retailed of Non-New Franchise	47%	38%
Total # Retail Units	200	13
Average Days to Sale	24.6	41.1
Average Advertised Price (Time of Sale)	\$ 16,933	\$ 18,261
Average Transaction Price	\$ 16,277	\$ 18,206
Average Market Price at 100%	\$ 17,539	\$ 19,117
Average Price to Market (Time of Sale)	97%	96%
Average Transaction to Market	93%	95%
Average Transactional Discount	\$ 656	\$ 55
Average Front End Gross	\$ 201	\$ (384)
Average Finance Gross	\$ 1,440	\$ 1,559
PUVR	\$ 1,642	\$ 1,175
Total Gross (Units&PUVR)	\$ 328,334	\$ 15,276



Collins Sr., John P.	Evans Jr., Lorenzo	Forst, Jerry A.
17	12	0
4	11	0
43%	30%	#DIV/0!
21	23	0
26.8	23.9	#DIV/0!
\$ 19,481	\$ 14,844	#DIV/0!
\$ 19,049	\$ 13,673	#DIV/0!
\$ 19,902	\$ 15,301	#DIV/0!
98%	97%	#DIV/0!
96%	89%	#DIV/0!
\$ 432	\$ 1,171	#DIV/0!
\$ 291	\$ (71)	#DIV/0!
\$ 1,441	\$ 1,408	#DIV/0!
\$ 1,732	\$ 1,337	#DIV/0!
\$ 36,382	\$ 30,761	#DIV/0!

Godwin, Julie E.	Holmes, Billy J.	House
1	5	0
0	2	2
0%	86%	0%
1	7	2
53.0	14.0	11.0
\$ 18,987	\$ 19,044	\$ 14,737
\$ 20,623	\$ 18,330	\$ 15,509
\$ 21,046	\$ 19,246	\$ 15,514
90%	99%	95%
98%	95%	100%
\$ (1,636)	\$ 714	\$ (773)
\$ (786)	\$ (282)	\$ 1,897
\$ -	\$ 202	\$ 136
\$ (786)	\$ (80)	\$ 2,033
\$ (786)	\$ (557)	\$ 4,066

Huddleston, Claude H.	Jackson, Ahmad R.	Jenkins, Kobie
4	3	19
9	3	9
85%	50%	46%
13	6	28
26.3	30.7	17.7
\$ 17,927	\$ 14,268	\$ 15,169
\$ 16,555	\$ 13,353	\$ 14,890
\$ 18,260	\$ 15,071	\$ 15,613
98%	95%	97%
91%	89%	95%
\$ 1,371	\$ 915	\$ 279
\$ 866	\$ (713)	\$ 1,017
\$ 1,412	\$ 1,398	\$ 1,442
\$ 2,278	\$ 685	\$ 2,458
\$ 29,615	\$ 4,111	\$ 68,827

Kelly, Antoine D.	Metcalf, Jennifer L.	Milsap, Darron N.
5	4	5
1	1	2
33%	60%	43%
6	5	7
32.3	17.8	19.0
\$ 17,020	\$ 18,464	\$ 19,242
\$ 16,015	\$ 17,801	\$ 18,374
\$ 20,290	\$ 18,821	\$ 19,643
84%	98%	98%
79%	95%	94%
\$ 1,005	\$ 662	\$ 868
\$ (607)	\$ 279	\$ 934
\$ 2,649	\$ 1,652	\$ 767
\$ 2,042	\$ 1,931	\$ 1,701
\$ 12,250	\$ 9,656	\$ 11,908

Montgomery Short, Sta	Paige, Ivory L.	Pittman, Larry J.
0	4	0
1	3	2
0%	43%	100%
1	7	2
12.0	25.3	10.0
\$ 9,995	\$ 16,163	\$ 19,488
\$ 9,995	\$ 16,039	\$ 18,096
\$ 10,885	\$ 16,703	\$ 19,685
92%	97%	99%
92%	96%	92%
\$ -	\$ 124	\$ 1,392
\$ 781	\$ 410	\$ 2,256
\$ 745	\$ 1,273	\$ -
\$ 1,526	\$ 1,684	\$ 2,256
\$ 1,526	\$ 11,787	\$ 4,512

Seals, Matthew C.	Simpson, Miron K.	Thurman, Harrell B.
4	15	15
2	5	4
50%	45%	32%
6	20	19
32.3	14.7	33.2
\$ 14,688	\$ 15,908	\$ 20,428
\$ 13,980	\$ 14,860	\$ 19,756
\$ 15,795	\$ 16,300	\$ 21,263
93%	98%	96%
89%	91%	93%
\$ 708	\$ 1,048	\$ 671
\$ (577)	\$ (128)	\$ (81)
\$ 1,344	\$ 1,546	\$ 1,783
\$ 766	\$ 1,418	\$ 1,703
\$ 4,597	\$ 28,353	\$ 32,351

Warner, Nicholas R.		
7	0	0
6	0	0
69%	#DIV/0!	#DIV/0!
13	0	0
26.2	#DIV/0!	#DIV/0!
\$ 14,455	#DIV/0!	#DIV/0!
\$ 14,100	#DIV/0!	#DIV/0!
\$ 14,802	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!
\$ 355	#DIV/0!	#DIV/0!
\$ (47)	#DIV/0!	#DIV/0!
\$ 1,870	#DIV/0!	#DIV/0!
\$ 1,823	#DIV/0!	#DIV/0!
\$ 23,701	#DIV/0!	#DIV/0!

Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	129
# of Traded Vehicles Retailed	71
% Retailed of Non-New Franchise	47%
Total # Retail Units	200
Average Days to Sale	24.6
Average Advertised Price (Time of Sale)	\$ 16,933
Average Transaction Price	\$ 16,277
Average Market Price at 100%	\$ 17,539
Average Price to Market (Time of Sale)	97%
Average Transaction to Market	93%
Average Transactional Discount	\$ 656
Average Front End Gross	\$ 201
Average Finance Gross	\$ 1,440
PUVR	\$ 1,642
Total Gross (Units&PUVR)	\$ 328,334



Hinton, Joseph J.	Nicholas, Daniel G.	Boyd, Gabriel M.
0	65	62
0	32	32
#DIV/0!	53%	40%
0	97	94
#DIV/0!	25.7	24.1
#DIV/0!	\$ 17,931	\$ 16,448
#DIV/0!	\$ 17,258	\$ 15,879
#DIV/0!	\$ 18,616	\$ 17,028
#DIV/0!	96%	97%
#DIV/0!	93%	93%
#DIV/0!	\$ 673	\$ 569
#DIV/0!	\$ 144	\$ 255
#DIV/0!	\$ 1,740	\$ 1,266
#DIV/0!	\$ 1,884	\$ 1,521
#DIV/0!	\$ 182,734	\$ 142,983

Lee, Ying	House	
2	0	0
7	0	0
56%	#DIV/0!	#DIV/0!
9	0	0
18.6	#DIV/0!	#DIV/0!
\$ 11,242	#DIV/0!	#DIV/0!
\$ 9,852	#DIV/0!	#DIV/0!
\$ 11,275	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
87%	#DIV/0!	#DIV/0!
\$ 1,390	#DIV/0!	#DIV/0!
\$ 258	#DIV/0!	#DIV/0!
\$ 33	#DIV/0!	#DIV/0!
\$ 291	#DIV/0!	#DIV/0!
\$ 2,617	#DIV/0!	#DIV/0!

Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	129
# of Traded Vehicles Retailed	71
Total # Retail Units	200
Average Days to Sale	24.6
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PUVR	\$ 1,642
Total Gross (Units&PUVR)	\$ 328,334

Yes	No
19	110
0	71
19	181
43.5	22.6
\$ 20,766	\$ 15,748
\$ 21,312	\$ 15,748
\$ 22,517	\$ 17,017
\$ 1	\$ 1
95%	93%
\$ (546)	\$ 783
\$ (577)	\$ 283
\$ 2,155	\$ 1,365
\$ 1,578	\$ 1,648
\$ 29,990	\$ 298,345



Scoreboard	
Same Brand as New	Totals
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Average Front End Gross	\$ 201
Average Finance Gross	\$ 1,440
PUVR	\$ 1,642
Total Gross (Units&PUVR)	\$ 328,334

Yes	No
84	45
22	49
106	94
25.0	24.2
\$ 17,475	\$ 15,520
\$ 16,948	\$ 15,520
\$ 18,328	\$ 16,650
95%	93%
92%	93%
\$ 528	\$ 802
\$ 133	\$ 279
\$ 1,484	\$ 1,391
\$ 1,617	\$ 1,670
\$ 171,398	\$ 156,936



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	119	\$91,627	\$150,487	\$2,035	65.75%
31 - 45 Days	22	(\$7,951)	\$42,514	\$1,571	12.15%
46 - 60 Days	24	(\$31,021)	\$36,117	\$212	13.26%
60 - 90 Days	13	(\$14,127)	\$17,413	\$253	7.18%
90 Days and Over	3	(\$8,295)	\$6,443	(\$617)	1.66%
Total	181	\$30,233	\$252,975	\$1,565	100.0%



\$ PUVR result of adding Front Gross \$\$ and F&I Gross \$\$ divided by Number of sales
 % of total unit sales result of dividing unit sales in age bucket by total unit sales

Purchases	
Days in Inventory	Unit Sales
0 - 30 Days	62
31 - 45 Days	17
46 - 60 Days	19
60 - 90 Days	10
90 Days and Over	3
Total	111

\$ PUVR result of adding Front
% of total unit sales result of di

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$43,097	\$82,094	\$2,019
(\$9,366)	\$36,200	\$1,579
(\$26,585)	\$23,194	(\$179)
(\$11,737)	\$14,032	\$229
(\$8,295)	\$6,443	(\$617)
\$ (12,885)	\$ 161,963	\$1,343

Gross \$\$ and F&I Gross \$\$ divided by Number of sales
viding unit sales in age bucket by total unit sales

% of total unit sales
55.86%
15.32%
17.12%
9.01%
2.70%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	54	\$44,964
31 - 45 Days	5	\$1,415
46 - 60 Days	5	(\$4,436)
60 - 90 Days	3	(\$2,390)
90 Days and Over	0	\$0
Total	67	\$39,553

\$ PUVR result of adding Front Gross \$\$ and F&I Gross
% of total unit sales result of dividing unit sales in ag



Total F&I Gross \$	\$ PUVR	% of total unit sales
\$65,752	\$2,050	80.60%
\$6,314	\$1,546	7.46%
\$12,924	\$1,698	7.46%
\$3,382	\$331	4.48%
\$0	#DIV/0!	0.00%
\$88,371	\$1,909	100.0%

ss \$\$ divided by Number of sales
e bucket by total unit sales

