

Desk Manager	Finance Manager
Charles Williams	Dalton Sproul
Jason Gerken	TJ Jungwirth
Joel Henning	Dan gostas
Nick Sebold	Andrea Adolph
Rich Gueller	

#	Year	Make	Model	Days in Stock	Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front End Gross	Finance Gross
ex.	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$1,000
1	2015	GMC	Terrain	31	Auction/Wholesale	N	\$18,962.00	\$18,962.00	94%	\$437.39	\$0
2	2017	Chevrolet	Traverse	32	Street/Curb Buy	N	\$17,771.00	\$17,771.00	95%	\$2,025.12	\$2,118
3	2011	Jeep	Patriot	102	Trade on Used	N	\$9,823.00	\$9,823.00	92%	(\$76.96)	\$2,836
4	2015	Buick	Encore	81	Auction/Wholesale	Y	\$19,994.00	\$19,994.00	90%	\$158.92	\$0
5	2016	Ford	Escape	44	Trade on Used	N	\$17,252.00	\$17,252.00	81%	\$2,083.64	\$2,150
6	2016	GMC	Terrain	31	Auction/Wholesale	N	\$23,941.00	\$23,941.00	83%	\$1,731.98	\$0
7	2013	Ford	Fusion	96	Trade on Used	N	\$8,214.00	\$8,214.00	92%	\$2,015.93	\$2,813
8	2015	Cadillac	Escalade	46	Trade on Used	Y	\$48,982.00	\$48,982.00	92%	\$2,183.74	\$0
9	2015	Ford	Edge	63	Auction/Wholesale	N	\$26,983.00	\$26,983.00	90%	\$36.63	\$0
10	2016	Chevrolet	Cruze	76	Auction/Wholesale	Y	\$14,994.00	\$14,994.00	89%	(\$210.35)	\$0
11	2013	Chevrolet	Malibu	24	LBO OEM/Leasing Co.	N	\$11,491.00	\$11,491.00	98%	\$966.29	\$114
12	2013	Chevrolet	Equinox	32	LBO OEM/Leasing Co.	N	\$12,841.00	\$12,841.00	99%	\$1,892.86	\$2,570
13	2015	GMC	Terrain	0	Street/Curb Buy	N	\$17,191	\$17,191.00	105%	(\$300.00)	\$0
14	2015	Chevrolet	Captiva Sport	32	Street/Curb Buy	Y	\$14,594.00	\$13,796.00	101%	(\$724.91)	\$0
15	2017	Buick	Envision	25	Trade on Used	N	\$33,861.00	\$33,861.00	98%	\$1,706.79	\$0
16	2016	Ford	Edge	0	Street/Curb Buy	N	\$7,500	\$7,500.00	100%	\$0.00	\$0
17	2014	Chevrolet	Malibu	30	Street/Curb Buy	N	\$11,981.00	\$11,981.00	99%	\$922.34	\$3,230
18	2014	Buick	LaCrosse	0	Street/Curb Buy	N	\$19,685	\$19,685.00	100%	\$100.68	\$1,359
19	2015	Dodge	Charger	35	Auction/Wholesale	N	\$23,612.00	\$23,851.00	99%	(\$593.87)	\$3,373
20	2018	Chevrolet	Traverse	20	LBO OEM/Leasing Co.	N	\$45,595.00	\$45,595.00	98%	\$637.56	\$4,258
21	2012	Chevrolet	Equinox	16	Trade on Used	N	\$12,191.00	\$12,191.00	99%	\$877.52	\$100
22	2018	Chevrolet	Equinox	29	LBO OEM/Leasing Co.	N	\$23,731.00	\$23,731.00	93%	\$1,639.86	\$1,483
23	2018	Buick	LaCrosse	22	Auction/Wholesale	N	\$28,795.00	\$29,319.00	92%	\$2,379.17	\$0
24	2018	Chevrolet	Equinox	35	Street/Curb Buy	N	\$31,991.00	\$31,991.00	90%	\$2,459.80	\$2,000
25	2012	Toyota	Camry	53	Trade on Used	N	\$9,263.00	\$9,263.00	106%	\$2,567.92	\$0
26	2017	Chevrolet	Equinox	77	LBO OEM/Leasing Co.	N	\$21,654.00	\$21,654.00	97%	\$563.92	\$460
27	2015	Chrysler	200	85	LBO OEM/Leasing Co.	N	\$13,704.00	\$13,704.00	93%	(\$1,056.76)	\$2,824
28	2019	Jeep	Cherokee	44	Auction/Wholesale	N	\$23,833.00	\$23,833.00	95%	\$1,057.08	\$195
29	2016	Jeep	Cherokee	33	Auction/Wholesale	N	\$21,501.00	\$21,501.00	97%	\$1,048.74	\$0
30	2015	Jeep	Cherokee	29	Trade on Used	N	\$18,792.00	\$18,981.00	94%	\$864.14	\$2,892
31	2008	Dodge	Dakota	32	Trade on Used	N	\$9,501.00	\$9,501.00	93%	\$778.23	\$700
32	2014	Ford	Escape	5	Street/Curb Buy	N	\$5,500	\$5,500.00	100%	\$0.00	\$0
33	2015	Ford	F150	31	Street/Curb Buy	N	\$25,871.00	\$25,871.00	97%	\$2,230.13	\$2,000
34	2013	Chevrolet	Malibu	24	Trade on Used	Y	\$11,501.00	\$11,501.00	95%	\$1,135.08	\$2,847
35	2013	Chevrolet	Malibu	22	Auction/Wholesale	N	\$10,991.00	\$10,991.00	93%	\$1,281.17	\$165
36	2017	Chevrolet	Sonic	36	LBO OEM/Leasing Co.	N	\$13,922.00	\$13,922.00	96%	(\$168.50)	\$0
37	2016	Chevrolet	Cruze Limited	63	Auction/Wholesale	N	\$12,284.00	\$12,413.00	101%	(\$165.15)	\$0
38	2011	Chevrolet	Cruze	18	Trade on Used	N	\$8,091.00	\$8,091.00	102%	\$1,185.39	\$2,065
39	2011	Chevrolet	Malibu	18	Trade on Used	N	\$7,791.00	\$7,791.00	89%	\$1,703.85	\$1,089
40	2018	Chevrolet	Malibu	88	Auction/Wholesale	N	\$18,804.00	\$18,304.00	84%	(\$851.55)	\$2,804
41	2016	Chevrolet	Silverado 2500	121	Street/Curb Buy	N	\$44,305.00	\$44,305.00	86%	(\$963.57)	\$827
42	2017	Chevrolet	Silverado 3500	162	Auction/Wholesale	Y	\$58,295.00	\$58,885.00	85%	(\$1,152.71)	\$1,677
43	2008	Chevrolet	Silverado 1500	11	Trade on Used	N	\$10,991.00	\$10,991.00	99%	\$3,378.75	\$608
44	2011	Chevrolet	Silverado 1500	24	Trade on Used	N	\$17,991.00	\$17,991.00	96%	\$1,827.97	\$2,762

45	2016	Chevrolet	Silverado 1500	70	Trade on Used	N	\$29,254.00	\$29,554.00	92%	\$1,429.86	\$0
46	2018	GMC	Acadia	168	LBO OEM/Leasing Co.	N	\$33,195.00	\$33,195.00	90%	\$822.73	\$203
47	2010	GMC	Yukon	39	Street/Curb Buy	N	\$17,202.00	\$17,202.00	98%	\$1,751.70	\$2,121
48	2015	Chevrolet	Traverse	32	Trade on Used	N	\$22,521.00	\$22,521.00	96%	\$966.37	\$0
49	2015	Chevrolet	Traverse	66	Auction/Wholesale	N	\$22,134.00	\$22,134.00	95%	(\$1,305.82)	\$2,100
50	2016	Chevrolet	Traverse	46	Auction/Wholesale	N	\$24,842.00	\$24,842.00	94%	\$210.07	\$204
51	2018	Chevrolet	Suburban	20	Auction/Wholesale	N	\$51,641.00	\$51,641.00	95%	\$1,133.35	\$2,747
52	2017	Dodge	Grand Caravan	7	Auction/Wholesale	N	\$17,741.00	\$17,741.00	96%	\$1,508.46	\$2,358
53	2017	Chevrolet	Impala	31	Auction/Wholesale	Y	\$18,981.00	\$18,981.00	97%	\$615.86	\$205

Scoreboard Totals

% Retailed of Non-New Franchise	39%
Total # Retail Units	200
Average Days to Sale	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 16,924
Average Transaction Price	\$ 18,962
Average Market Price at 100%	\$ 17,612
Average Price to Market % (Time of Sale)	96%
Average Transaction to Market	108%
Average Transactional Discount	\$ 303
Average Front End Gross	#DIV/0!
Average Finance Gross	\$ 1,293
PUVR	\$ 1,293
Total Gross (Units & PUVR)	\$ 258,659
GROI	#DIV/0!



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	39%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	#DIV/0!	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 16,924	#DIV/0!
Average Transaction Price	\$ 18,962	#DIV/0!
Average Market Price at 100%	\$ 17,612	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	108%	#DIV/0!
Average Transactional Discount	\$ 303	#DIV/0!
Average Front End Gross	#DIV/0!	#DIV/0!
Average Finance Gross	\$ 1,293	#DIV/0!
PUVR	\$ 1,293	#DIV/0!
Total Gross (Units & PUVR)	\$ 258,659	#DIV/0!
GROI	#DIV/0!	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	39%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	#DIV/0!	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 16,924	#DIV/0!
Average Transaction Price	\$ 18,962	#DIV/0!
Average Market Price at 100%	\$ 17,612	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	108%	#DIV/0!
Average Transactional Discount	\$ 303	#DIV/0!
Average Front End Gross	#DIV/0!	#DIV/0!
Average Finance Gross	\$ 1,293	#DIV/0!
PUVR	\$ 1,293	#DIV/0!
Total Gross (Units & PUVR)	\$ 258,659	#DIV/0!
GROI	#DIV/0!	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	39%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	#DIV/0!	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 16,924	#DIV/0!
Average Transaction Price	\$ 18,962	#DIV/0!
Average Market Price at 100%	\$ 17,612	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	108%	#DIV/0!
Average Transactional Discount	\$ 303	#DIV/0!
Average Front End Gross	#DIV/0!	#DIV/0!
Average Finance Gross	\$ 1,293	#DIV/0!
PUVR	\$ 1,293	#DIV/0!
Total Gross (Units & PUVR)	\$ 258,659	#DIV/0!
GROI	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	0
Average Days to Sale	#DIV/0!	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 16,924	#DIV/0!
Average Transaction Price	\$ 18,962	#DIV/0!
Average Market Price at 100%	\$ 17,612	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	108%	#DIV/0!
Average Transactional Discount	\$ 303	#DIV/0!
Average Front End Gross	#DIV/0!	#DIV/0!
Average Finance Gross	\$ 1,293	#DIV/0!
PUVR	\$ 1,293	#DIV/0!
Total Gross (Units & PUVR)	\$ 258,659	#DIV/0!
GROI	#DIV/0!	#DIV/0!

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	120
Average Days to Sale	#DIV/0!	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 16,924	\$ 24,879
Average Transaction Price	\$ 18,962	#DIV/0!
Average Market Price at 100%	\$ 17,612	\$ 23,292
Average Price to Market % (Time of Sale)	96%	107%
Average Transaction to Market %	108%	#DIV/0!
Average Transactional Discount	\$ 303	\$ 470
Average Front End Gross	#DIV/0!	#DIV/0!
Average Finance Gross	\$ 1,293	\$ 1,276
PUVR	\$ 1,293	\$ 1,276
Total Gross (Units & PUVR)	\$ 258,659	\$ 153,066
GROI	#DIV/0!	#DIV/0!

No	
	78
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	21,907
	#DIV/0!
	#DIV/0!
\$	46
	#DIV/0!
\$	1,327
\$	1,327
\$	103,475
	#DIV/0!

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	19
% of Retail Units	100%	10%
% Retailed of Off-Brand	39%	16%
Average Days to Sale	#DIV/0!	#DIV/0!
Average Transaction Price	\$ 18,962	#DIV/0!
Average Transaction to Market %	108%	93%
Average Transactional Discount	\$ 303	\$ 1,550
Average Front End Gross	#DIV/0!	#DIV/0!
Average Finance Gross	\$ 1,293	\$ 1,203
PUVR	\$ 1,293	\$ 1,203
Total Gross (Units & PUVR)	\$ 258,659	\$ 22,856
GROI	#DIV/0!	#DIV/0!



Trade on Used	Street/Curb buy	Auction/wholesale
42	43	54
21%	22%	27%
45%	35%	46%
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	\$ 18,962
96%	97%	95%
\$ 30	\$ 663	\$ 25
#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,202	\$ 1,348	\$ 1,310
\$ 1,202	\$ 1,348	\$ 1,310
\$ 50,465	\$ 57,953	\$ 70,730
#DIV/0!	#DIV/0!	#DIV/0!

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
0	1	41
0%	1%	21%
#DIV/0!	100%	37%
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	98%	95%
#DIV/0!	\$ -	\$ 0
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,679	\$ 1,292
#DIV/0!	\$ 3,679	\$ 1,292
#DIV/0!	\$ 3,679	\$ 52,976
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	0
% of Retail Units	100%	0%
% Retailed of Off-Brand	39%	0%
Average Days to Sale	#DIV/0!	#DIV/0!
Average Transaction Price	\$ 18,962	#DIV/0!
Average Transaction to Market %	108%	#DIV/0!
Average Transactional Discount	\$ 303	#DIV/0!
Average Front End Gross	#DIV/0!	#DIV/0!
Average Finance Gross	\$ 1,293	#DIV/0!
PUVR	\$ 1,293	#DIV/0!
Total Gross (Units & PUVR)	\$ 258,659	#DIV/0!
GROI	#DIV/0!	#DIV/0!



31-45 days	46-60 days	61-90 days	90+ days
0	0	0	200
0%	0%	0%	100%
0%	0%	0%	7800%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	\$ 18,962
#DIV/0!	#DIV/0!	#DIV/0!	95%
#DIV/0!	#DIV/0!	#DIV/0!	\$ 303
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	\$ 1,293
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!