

Desk Manager	Finance Manager
Dennis Howell	Jesse Kistner
Rob Kistner	Mikayla Kamp
Rob Kistner	Jesse Kistner
Rob Kistner	Mikayla Kamp
Rob Kistner	Mikayla Kamp
Dennis Howell	Mikayla Kamp
Rob Kistner	Jesse Kistner
Rob Kistner	Mikayla Kamp
Rob Kistner	Jesse Kistner
Rob Kistner	Jesse Kistner
Rob Kistner	Mikayla Kamp
Rob Kistner	Jesse Kistner
Rob Kistner	Jesse Kistner
Rob Kistner	Jesse Kistner
Dennis Howell	Mikayla Kamp
Dennis Howell	Jesse Kistner
Dennis Howell	Mikayla Kamp
Traffic Jam	Mikayla Kamp
Rob Kistner	Mikayla Kamp
Rob Kistner	Mikayla Kamp
Traffic Jam	Jesse Kistner
Traffic Jam	Mikayla Kamp
Rob Kistner	Jesse Kistner
Rob Kistner	Jesse Kistner
Traffic Jam	Mikayla Kamp
Traffic Jam	Jesse Kistner
Traffic Jam	mikayla Kamp
Rob Kistner	Mikayla Kamp
Rob Kistner	Jesse Kistner
Traffic Jam	Mikayla Kamp
Rob Kistner	Jesse Kistner
Rob Kistner	Mikayla Kamp
Rob Kistner	Jesse Kistner
Traffic Jam	Mikayla Kamp
Rob Kistner	Mikayla Kamp
Dennis Howell	Mikayla Kamp
Rob Kistner	Jesse Kistner
Rob Kistner	Mikayla Kamp
Rob Kistner	Mikayla Kamp
Rob Kistner	Jesse Kistner
Rob Kistner	Mikayla Kamp
Rob Kistner	Mikayla Kamp
Rob Kistner	Jesse Kistner
Rob Kistner	Mikayla Kamp
Rob Kistner	Jesse Kistner

Rob Kistner	Jesse Kistner
Rob Kistner	Mikayla Kamp
Dennis Howell	Mikayla Kamp
Rob Kistner	Mikayla Kamp
Rob Kistner	Jesse Kistner
Traffic Jam	Jesse Kistner
Traffic Jam	Mikayla Kamp
Traffic Jam	Mikayla Kamp

Sales Consultant	New Car Franchise(s)
Tim Bridges and Richard Cortes	
Tray Batson	
Brandy Slaughter	
Tim Bridges and Sheila King	
Brandy Slaughter	
Susan Trahan	
Susan Trahan	
Tim Bridges and Tray Batson	
Richard Cortes	
Brandy Slaughter	
Tim Bridges	
Tim Bridges	
Richard Cortes	
Sheila King	
Tim Bridges	
Sheila King	
Alvin Polidore	
Sheila King	
Traffic Jam	
Sheila King and Traffic Jam	
Tray Batson and Traffic Jam	
Traffic Jam	
Traffic Jam	
Tray Batson	
Susan Trahan	
Sheila King and Traffic Jam	
Traffic Jam	
Traffic Jam	
Richard Cortes and Traffic Jam	
Sheila King and Tray Batson	
Richard Cortes and Traffic Jam	
Tim Bridges	
Sheila King	
Tray Batson	
Traffic Jam	
Alvin Polidore	
Sheila King and Richard Cortes	
Susan Trahan	
Tray Batson	
Sheila King	
Tim Bridges and Richard Cortes	
Tray Batson	
Brandy Slaughter	
Tray Batson	

Richard Cortes	
Brandy Slaughter and Haley Emler	
Tim Bridges	
Alvin Polidore	
Sheila King and Haley Emler	
Traffic Jam	
Richard Cortes and Haley Emler	
Michelle Singleton and Traffic Jam	

#	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	Ford	Focus	54	Trade on New		\$ 11,995	\$ 11,977	88%	\$473	\$992
2	2013	Cadillac	Escalade	45	Trade on New		\$ 28,595	\$ 28,595	103%	\$1,988	\$0
3	2016	Ford	Mustang	15	Auction/Wholesale		\$ 21,995	\$ 19,826	91%	\$609	\$1,002
4	2014	Ford	F-150	32	Trade on Used		\$ 21,749	\$ 21,749	101%	\$2,201	\$1,802
5	2016	Ford	Escape	13	Trade on New		\$ 19,809	\$ 19,809	100%	\$2,520	\$731
6	2013	Chevrolet	Captiva	1	Trade on Used		\$ 12,200	\$ 9,140	82%	\$2,959	\$0
7	2014	Ford	Fiesta	16	Trade on New		\$ 8,070	\$ 6,599	87%	\$416	(\$21)
8	2015	Ford	F-150	29	Trade on New		\$ 37,849	\$ 37,849	95%	\$2,159	\$339
9	2015	Ford	Edge	33	Trade on New		\$ 17,599	\$ 17,599	94%	\$738	\$330
10	2013	Ford	F-150	14	Trade on New		\$ 20,995	\$ 20,995	96%	\$2,523	\$576
11	2018	Chevrolet	Silverado	66	Auction/Wholesale		\$ 28,995	\$ 28,995	91%	\$1,239	\$3,045
12	2018	Chevrolet	1500	34	Auction/Wholesale		\$ 36,978	\$ 36,978	83%	\$1,889	\$748
13	2015	Ford	Edge	3	Trade on New		\$ 24,399	\$ 24,399	89%	\$1,336	\$3,500
14	2015	Hyundai	Sonata	138	Auction/Wholesale		\$ 15,995	\$ 14,900	88%	\$1,846	\$2,990
15	2015	Ford	F-250 Super Duty	43	Trade on New		\$ 46,695	\$ 46,695	97%	\$2,637	\$375
16	2015	Toyota	Camry LE	20	Trade on New		\$ 15,550	\$ 13,995	98%	\$2,373	\$516
17	2017	Ford	Fiesta	50	Trade on New		\$ 9,995	\$ 9,995	88%	\$728	\$1,190
18	2018	Chevrolet	Silverado	76	Auction/Wholesale		\$ 26,783	\$ 26,783	81%	(\$121)	\$0
19	2015	Ford	Escape	133	Trade on New		\$ 16,995	\$ 16,995	97%	\$1,970	\$2,986
20	2015	Ford	F-150	15	Trade on New		\$ 31,995	\$ 31,995	102%	\$5,497	\$2,412
21	2015	Ford	Fusion	119	Trade on New		\$ 14,995	\$ 15,695	93%	\$1,308	\$2,305
22	2016	Toyota	Camry LE	139	Auction/Wholesale		\$ 15,995	\$ 15,995	82%	(\$111)	\$1,274
23	2017	Ford	Fusion	87	Trade on New		\$ 15,995	\$ 21,350	103%	\$3,688	\$965
24	2017	Dodge	Grand Caravan	122	Auction/Wholesale		\$ 20,599	\$ 20,599	98%	\$3,185	\$2,552
25	2014	Ford	Focus	48	Trade on New		\$ 7,775	\$ 7,775	80%	(\$1,161)	\$0
26	2014	Ford	Focus SE	23	Trade on New		\$ 8,995	\$ 8,300	88%	\$154	\$11
27	2015	Ford	F-150	4	Trade on New		\$ 28,100	\$ 28,100	102%	\$4,350	\$3,152
28	2015	Ford	F-150	43	Trade on New		\$ 28,985	\$ 34,995	103%	\$4,923	\$866
29	2016	Dodge	Journey	4	Trade on New		\$ 20,492	\$ 20,492	98%	\$4,637	\$2,761
30	2015	Ford	Edge	1	Auction/Wholesale		\$ 22,014	\$ 22,014	86%	\$375	\$0
31	2012	Nissan	Frontier	4	Trade on Used		\$ 14,995	\$ 14,995	92%	\$1,229	\$857
32	2017	Ford	F-150	37	Trade on New		\$ 31,396	\$ 31,396	91%	\$2,156	\$856
33	2017	Nissan	Maxima	55	Auction/Wholesale		\$ 25,995	\$ 26,995	82%	\$1,896	\$2,212
34	2013	Cadillac	SRX	40	Trade on New		\$ 14,957	\$ 14,957	95%	\$2,121	\$142
35	2016	Nissan	Rogue	80	Auction/Wholesale		\$ 17,995	\$ 18,995	87%	\$1,148	\$970
36	2017	Ford	F-150	72	Auction/Wholesale		\$ 30,330	\$ 30,330	82%	\$122	\$1,688
37	2018	Mitsubishi	Outlander	46	Auction/Wholesale		\$ 19,995	\$ 22,768	87%	\$1,874	\$1,295
38	2014	Chevrolet	Equinox	16	Trade on New		\$ 15,833	\$ 15,833	82%	\$661	\$1,285
39	2015	Jeep	Wrangler	15	Trade on New		\$ 27,995	\$ 27,995	99%	\$3,374	\$3,491
40	2017	Ford	Escape	46	Trade on New		\$ 13,385	\$ 13,385	84%	(\$1,097)	\$522
41	2015	Ford	F-150	2	Auction/Wholesale		\$ 35,375	\$ 35,375	91%	\$1,766	\$1,947
42	2014	Ford	Focus	34	Trade on Used		\$ 9,499	\$ 9,499	85%	\$652	\$96
43	2015	Ford	F-150	100	Trade on New		\$ 30,997	\$ 29,995	92%	\$1,201	\$262
44	2014	Ford	F-150	80	Trade on New		\$ 30,261	\$ 30,261	96%	\$1,942	\$2,658

45	2017	Ford	Fusion	55	Trade on New		\$ 17,995	\$ 17,995	81%	\$1,946	\$2,301
46	2004	Chevrolet	Malibu	4	Trade on Used		\$ 800	\$ 800	84%	\$27	\$0
47	2011	Ford	Fusion	13	Trade on Used		\$ 8,593	\$ 7,343	81%	\$101	\$67
48	2016	Ford	Escape	25	Trade on New		\$ 13,850	\$ 14,206	93%	\$1,927	\$1,435
49	2014	Ford	F-150	17	Trade on New		\$ 20,575	\$ 20,575	96%	\$1,808	\$1,448
50	2012	hyundai	Elantra	24	Trade on New		\$ 7,259	\$ 7,259	94%	\$1,211	\$0
51	2015	Chevrolet	Corvett	52	Trade on New		\$ 42,995	\$ 42,995	100%	\$3,921	\$5,455
52	2017	Nissan	Altima	55	Auction/Wholesale		\$ 16,995	\$ 16,995	89%	\$1,101	\$1,289
53	2015	Ford	F-150	42	Trade on New		\$ 35,132	\$ 35,132	96%	\$1,453	\$143

Scoreboard Totals

% Retailed of Non-New Franchise	97%
Total # Retail Units	65
Average Days to Sale	39.9
Average Advertised Price (Time of Sale)	\$ 21,188
Average Transaction Price	\$ 20,809
Average Market Price at 100%	\$ 23,084
Average Price to Market % (Time of Sale)	92%
Average Transaction to Market	90%
Average Transactional Discount	\$ 391
Average Front End Gross	\$ 1,720
Average Finance Gross	\$ 1,347
PUVR	\$ 3,066
Total Gross (Units & PUVR)	\$ 199,321
GROI	133%



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	97%	#DIV/0!
Total # Retail Units	65	0
Average Days to Sale	39.9	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,188	#DIV/0!
Average Transaction Price	\$ 20,809	#DIV/0!
Average Market Price at 100%	\$ 23,084	#DIV/0!
Average Price to Market % (Time of Sale)	92%	#DIV/0!
Average Transaction to Market %	90%	#DIV/0!
Average Transactional Discount	\$ 391	#DIV/0!
Average Front End Gross	\$ 1,720	#DIV/0!
Average Finance Gross	\$ 1,347	#DIV/0!
PUVR	\$ 3,066	#DIV/0!
Total Gross (Units & PUVR)	\$ 199,321	#DIV/0!
GROI	133%	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	97%	#DIV/0!
Total # Retail Units	65	0
Average Days to Sale	39.9	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,188	#DIV/0!
Average Transaction Price	\$ 20,809	#DIV/0!
Average Market Price at 100%	\$ 23,084	#DIV/0!
Average Price to Market % (Time of Sale)	92%	#DIV/0!
Average Transaction to Market %	90%	#DIV/0!
Average Transactional Discount	\$ 391	#DIV/0!
Average Front End Gross	\$ 1,720	#DIV/0!
Average Finance Gross	\$ 1,347	#DIV/0!
PUVR	\$ 3,066	#DIV/0!
Total Gross (Units & PUVR)	\$ 199,321	#DIV/0!
GROI	133%	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	97%	#DIV/0!
Total # Retail Units	65	0
Average Days to Sale	39.9	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,188	#DIV/0!
Average Transaction Price	\$ 20,809	#DIV/0!
Average Market Price at 100%	\$ 23,084	#DIV/0!
Average Price to Market % (Time of Sale)	92%	#DIV/0!
Average Transaction to Market %	90%	#DIV/0!
Average Transactional Discount	\$ 391	#DIV/0!
Average Front End Gross	\$ 1,720	#DIV/0!
Average Finance Gross	\$ 1,347	#DIV/0!
PUVR	\$ 3,066	#DIV/0!
Total Gross (Units & PUVR)	\$ 199,321	#DIV/0!
GROI	133%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	65	0
Average Days to Sale	39.9	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,188	#DIV/0!
Average Transaction Price	\$ 20,809	#DIV/0!
Average Market Price at 100%	\$ 23,084	#DIV/0!
Average Price to Market % (Time of Sale)	92%	#DIV/0!
Average Transaction to Market %	90%	#DIV/0!
Average Transactional Discount	\$ 391	#DIV/0!
Average Front End Gross	\$ 1,720	#DIV/0!
Average Finance Gross	\$ 1,347	#DIV/0!
PUVR	\$ 3,066	#DIV/0!
Total Gross (Units & PUVR)	\$ 199,321	#DIV/0!
GROI	133%	#DIV/0!

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	65	0
Average Days to Sale	39.9	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,188	#DIV/0!
Average Transaction Price	\$ 20,809	#DIV/0!
Average Market Price at 100%	\$ 23,084	#DIV/0!
Average Price to Market % (Time of Sale)	92%	#DIV/0!
Average Transaction to Market %	90%	#DIV/0!
Average Transactional Discount	\$ 391	#DIV/0!
Average Front End Gross	\$ 1,720	#DIV/0!
Average Finance Gross	\$ 1,347	#DIV/0!
PUVR	\$ 3,066	#DIV/0!
Total Gross (Units & PUVR)	\$ 199,321	#DIV/0!
GROI	133%	#DIV/0!



No	
	63
	39.6
\$	20,826
\$	20,826
\$	23,037
	90%
	90%
\$	391
\$	1,735
\$	1,374
\$	3,109
\$	195,868
	136%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	65	40
% of Retail Units	100%	62%
% Retailed of Off-Brand	97%	95%
Average Days to Sale	39.9	37.6
Average Transaction Price	\$ 20,809	\$ 21,395
Average Transaction to Market %	90%	93%
Average Transactional Discount	\$ 391	\$ 565
Average Front End Gross	\$ 1,720	\$ 2,037
Average Finance Gross	\$ 1,347	\$ 1,351
PUVR	\$ 3,066	\$ 3,388
Total Gross (Units & PUVR)	\$ 199,321	\$ 135,508
GROI	133%	152%



Trade on Used	Street/Curb buy	Auction/wholesale
7	0	18
11%	0%	28%
100%	#DIV/0!	100%
12.7	#DIV/0!	55.6
\$ 10,622	#DIV/0!	\$ 23,470
84%	#DIV/0!	87%
\$ 616	#DIV/0!	\$ (65)
\$ 1,338	#DIV/0!	\$ 1,163
\$ 696	#DIV/0!	\$ 1,591
\$ 2,034	#DIV/0!	\$ 2,754
\$ 14,238	#DIV/0!	\$ 49,575
542%	#DIV/0!	76%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	65	31
% of Retail Units	100%	48%
% Retailed of Off-Brand	97%	3100%
Average Days to Sale	39.9	12.3
Average Transaction Price	\$ 20,809	\$ 18,681
Average Transaction to Market %	90%	88%
Average Transactional Discount	\$ 391	\$ 1,226
Average Front End Gross	\$ 1,720	\$ 1,916
Average Finance Gross	\$ 1,347	\$ 1,277
PUVR	\$ 3,066	\$ 3,192
Total Gross (Units & PUVR)	\$ 199,321	\$ 98,966
GROI	133%	499%



31-45 days	46-60 days	61-90 days	90+ days
10	9	7	7
15%	14%	11%	11%
900%	800%	700%	700%
38.3	51.2	75.1	120.3
\$ 27,760	\$ 18,987	\$ 24,673	\$ 17,616
96%	88%	95%	90%
\$ (668)	\$ (472)	\$ (908)	\$ 391
\$ 2,076	\$ 1,076	\$ 1,304	\$ 1,505
\$ 536	\$ 1,695	\$ 1,653	\$ 1,767
\$ 2,612	\$ 2,771	\$ 2,957	\$ 3,272
\$ 26,116	\$ 24,937	\$ 20,698	\$ 22,906
88%	103%	57%	56%