

Desk Manager(s)	Finance Manager(s)
Jamie Guillory	Tyler Kuykendall
Jamie Guillory	Tyler Kuykendall
Jamie Guillory	Tyler Kuykendall
Jamie Guillory	Marcos Ramirez
Jamie Guillory	Tyler Kuykendall
Jamie Guillory	Marcos Ramirez
Jamie Guillory	Tyler Kuykendall
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Jamie Guillory	Tyler Kuykendall
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Jamie Guillory	Tyler Kuykendall
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Jamie Guillory	Tyler Kuykendall
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Jamie Guillory	Tyler Kuykendall
Jamie Guillory	Marcos Ramirez
Jamie Guillory	Tyler Kuykendall

Sales Consultant(s)	New Car Franchise(s)
Cooper Olinde NADA ACADEMY	Ford
Jared Bertrand	Ford
William Slusher	Ford
Drew Pruitt	Ford
Shane Willis	Ford
William Slusher	Ford
Todd Howard	Ford
Cavin Courville	Ford
Jared Bertrand	Ford
Ryan Dickerson	Ford
Damon Thorn	Ford
Shane Willis	Ford
Chan Mayard	Ford
Chan Mayard	Ford
Damon Thorn	Ford
Chan Mayard	Ford
Ryan Davis	Ford
Justin Stratton	Ford
Cavin Courville	Ford
William Slusher	Ford
Ashley Ratliff	Ford
Chan Mayard	Ford
Chan Mayard	Ford
Cavin Courville	Ford
Shane Willis	Ford
Judd Bares	Ford
Judd Bares	Ford
Damon Thorn	Ford
Jared Bertrand	Ford
Drew Pruitt	Ford
Chan Mayard	FORD
RYAN DICKERSON	Ford
DRAKE DIAMOND	Ford
Cooper Olinde	Ford
brent slusher	ford
Ashley Ratliff	Ford
Cooper Olinde	FORD
Ashley Ratliff	FORD
Ashley Ratliff	Ford
Ryan Dickerson	Ford
brent slusher	Ford
RYAN DAVIS	Ford
RYAN DAVIS	Ford
Damon Thorn	Ford

Damon Thorn	FORD
Cooper Olinde	FORD
Ashley Ratliff	FORD
Justin Stratton	Ford
Jared Bertrand	Ford
Justin Stratton	Ford
Ashley Ratliff	Ford
Ryan Davis	Ford

#	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	F150	8	Trade on New	No	\$ 42,600	\$ 42,600		\$5,299	\$4,298
2	2016	Ford	F150	48	Trade on New	No	\$ 41,800	\$ 42,300		\$1,527	\$3,036
3	2016	Ford	F250	24	Trade on New	No	\$ 47,995	\$ 48,174		\$2,237	\$2,758
4	2017	Ford	Explorer	69	Trade on New	No	\$ 27,800	\$ 26,300		\$187	\$766
5	2011	Chevrolet	Camaro	87	Trade on New	No	\$ 14,800	\$ 13,900		\$603	\$1,034
6	2017	Ford	Explorer	35	Trade on New	No	\$ 26,500	\$ 26,500		\$2,202	\$2,762
7	2015	GMC	Sierra	20	Trade on New	No	\$ 44,800	\$ 44,800		\$2,001	\$2,327
8	2014	Ford	F150	85	Trade on New	No	\$ 21,800	\$ 23,400			
9	2015	Ford	Explorer	36	Trade on New	No				\$3,205	\$2,259
10	2014	Ford	F250	27	Trade on New	No	\$ 36,800			\$1,178	\$1,836
11	2015	GMC	Yukon XL	18	Trade on New	No	\$ 34,700			\$2,602	\$1,505
12	2018	Ford	F150	90	Trade on New	No				\$1,184	\$1,451
13	2014	Ford	Escape	50	Trade on New	No					
14	2017	Infiniti	QX80	28	Trade on New	No	\$ 44,700			\$1,306	\$498
15	2016	GMC	Canyon	36	Trade on New	No	\$ 25,238			\$993	\$1,920
16	2018	Ford	150	96	Trade on New	No	\$ 29,700			\$2,809	\$2,348
17	2016	Hyundai	Elantra	30	Trade on New	No	\$ 13,900			\$1,592	
18	2017	Ford	Explorer	25	Trade on New	No	\$ 28,500			\$882	\$2,157
19	2014	Ford	F150	8	Trade on New	No	\$ 20,300			\$1,585	\$2,605
20	2013	Ford	Explorer	48	Trade on New	No	\$ 15,800			\$1,729	\$234
21	2010	Ford	Expedition	50	Trade on New	No	\$ 13,700			\$1,786	\$783
22	2014	Toyota	Tundra 2WD	88	Trade on New	No	\$ 22,175			\$956	\$2,529
23	2013	Toyota	Camry	16	Trade on New	No	\$ 11,500				
24	2017	GMC	Sierra 1500	29	Trade on New	No	\$ 36,900			\$1,331	\$1,893
25	2017	Ford	F250	34	Trade on New	No				\$1,200	\$815
26	2014	Ford	F150	41	Trade on New	No	\$ 28,500			\$1,585	\$150
27	2014	Ford	Edge		Trade on New	No					
28	2015	Ford	F350	50	Trade on New	No	\$ 36,995				
29	2018	Ford	F250	16	Trade on New	No				\$1,510	\$914
30	2018	Ford	F350	19	Trade on New	No				\$448	\$3,595
31	2016	Ford	F250	98	Trade on New	NO	\$ 46,995	\$ 47,800		\$1,221	\$1,891
32	2015	GMC	1500	68	Trade on New	No	\$ 30,400	\$ 30,400		\$1,292	\$2,280
33	2007	Chevrolet	IMPALA	50	Trade on New	No	\$ 6,200	\$ 5,500		\$565	\$0
34	2015	Chevrolet	MALIBU	65	Trade on New	No	\$ 12,825	\$ 12,825		\$2,510	\$1,320
35	2017	Toyota	TACOMA	50	Trade on New	No	\$ 31,500	\$ 31,500		\$1,885	\$251
36	2015	Ford	FOCUS	70	Trade on New	No	\$ 11,900	\$ 10,100		\$415	\$0
37	2017	Ford	F150	2	Trade on New	No	\$ 42,275	\$ 35,200		\$1,456	\$355
38	2018	Ford	F150	39	Trade on New	No	\$ 45,800	\$ 42,200		\$4,605	\$929
39	2012	JEEP	WRANGLER	10	Trade on New	No	\$ 25,800	\$ 24,300		\$1,644	\$361
40	2017	Ford	F250	3	Trade on New	No	\$ 63,500	\$ 63,500		\$3,237	\$3,230
41	2016	HONDA	ODYSSEY	48	Trade on New	No	\$ 22,300	\$ 22,300		\$435	\$1,434

42	2006	CADILLAC	CTS	30	Trade on New	No	\$	4,500	\$	3,848		\$775	\$0
43	2016	FORD	F150	25	Trade on New	No	\$	32,650	\$	30,288		\$3,698	\$3,249
44	2012	Ford	F150	18	Trade on New	No	\$	21,675	\$	18,655		\$497	\$2,065
45	2016	Chevrolet	COLORADO	33	Trade on New	No	\$	29,600	\$	26,327		(\$167)	\$3,024
46	2017	HONDA	CRV	44	Trade on New	No	\$	20,750	\$	19,535		\$1,111	\$2,196
47	2015	Ford	MUSTANG	42	Trade on New	No	\$	28,200	\$	26,672		\$1,278	\$1,164
48	2013	HONDA	PILOT	66	Trade on New	No	\$	19,375	\$	17,500		\$637	\$1,491
49	2019	Ford	F250	42	Trade on New	No	\$	45,500	\$	41,800		\$3,394	\$1,071
50	2016	Ford	F250	31	Trade on New	No	\$	54,800	\$	52,700		\$1,921	\$1,647
51	2015	Ford	F150	112	Trade on New	No	\$	41,300	\$	37,424		(\$2,442)	\$3,142
52	2015	GMC	3500	10	Trade on New	No	\$	42,500	\$	40,900		\$1,795	\$0
53	2016	Chevrolet	1500	85	Trade on New	No	\$	30,375	\$	27,800		\$2,185	\$1,854

Pre-Work VO1 (Week 4: Pre-Owned)

Instructions:

- 1) Complete 'Input Lists' tab with your Sales Personnel and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-n
- 3) Select the Source of vehicle into your inventory (column F). Auction/Wholes
- 4) Do not include Doc Fees or Pack in the Gross #'s unless they go back to the
- 5) Do not include chargebacks in Finance Gross.
- 6) Use your inventory tool to identify your Advertised Price to Market % at Time

#	Year	Make	Model	Days in Stock	Source	CPO	Same Brand as New
ex.	2015	Chevrolet	Equinox	30	Trade on Ne	No	No
1	2015	Ford	F150	8	Trade on Ne	No	Yes
2	2016	Ford	F150	48	Trade on Ne	No	Yes
3	2016	Ford	F250	24	Trade on Ne	No	Yes
4	2017	Ford	Explorer	69	Trade on Ne	No	Yes
5	2011	Chevrolet	Camaro	87	Trade on Ne	No	No
6	2017	Ford	Explorer	35	Trade on Ne	No	Yes
7	2015	GMC	Sierra	20	Trade on Ne	No	No
8	2014	Ford	F150	85	Trade on Ne	No	Yes
9	2015	Ford	Explorer	36	Trade on Ne	No	Yes
10	2014	Ford	F250	27	Trade on Ne	No	Yes
11	2015	GMC	Yukon XL	18	Trade on Ne	No	No
12	2018	Ford	F150	90	Trade on Ne	No	Yes
13	2014	Ford	Escape	50	Trade on Ne	No	Yes
14	2017	Infiniti	QX80	28	Trade on Ne	No	No
15	2016	GMC	Canyon	36	Trade on Ne	No	No
16	2018	Ford	150	96	Trade on Ne	No	Yes
17	2016	Hyundai	Elantra	30	Trade on Ne	No	No
18	2017	Ford	Explorer	25	Trade on Ne	No	Yes
19	2014	Ford	F150	8	Trade on Ne	No	Yes
20	2013	Ford	Explorer	48	Trade on Ne	No	Yes
21	2010	Ford	Expedition	50	Trade on Ne	No	Yes

22	2014	Toyota	Tundra 2W	88	Trade on Ne	No	No
23	2013	Toyota	Camry	16	Trade on Ne	No	No
24	2017	GMC	Sierra 150	29	Trade on Ne	No	No
25	2017	Ford	F250	34	Trade on Ne	No	Yes
26	2014	Ford	F150	41	Trade on Ne	No	Yes
27	2014	Ford	Edge		Trade on Ne	No	Yes
28	2015	Ford	F350	50	Trade on Ne	No	Yes
29	2018	Ford	F250	16	Trade on Ne	No	Yes
30	2018	Ford	F350	19	Trade on Ne	No	Yes
31	2016	Ford	F250	98	Trade on Ne	NO	Yes
32	2015	GMC	1500	68	Trade on Ne	No	No
33	2007	Chevrolet	IMPALA	50	Trade on Ne	No	No
34	2015	Chevrolet	MALIBU	65	Trade on Ne	No	No
35	2017	Toyota	TACOMA	50	Trade on Ne	No	No
36	2015	Ford	FOCUS	70	Trade on Ne	No	Yes
37	2017	Ford	F150	2	Trade on Ne	No	Yes
38	2018	Ford	F150	39	Trade on Ne	No	Yes
39	2012	JEEP	WRANGLEF	10	Trade on Ne	No	No
40	2017	Ford	F250	3	Trade on Ne	No	Yes
41	2016	HONDA	ODYSSEY	48	Trade on Ne	No	No
42	2006	CADILLAC	CTS	30	Trade on Ne	No	No
43	2016	FORD	F150	25	Trade on Ne	No	Yes
44	2012	Ford	F150	18	Trade on Ne	No	Yes
45	2016	Chevrolet	COLORADO	33	Trade on Ne	No	No
46	2017	HONDA	CRV	44	Trade on Ne	No	No
47	2015	Ford	MUSTANG	42	Trade on Ne	No	Yes
48	2013	HONDA	PILOT	66	Trade on Ne	No	No
49	2019	Ford	F250	42	Trade on Ne	No	Yes
50	2016	Ford	F250	31	Trade on Ne	No	Yes
51	2015	Ford	F150	112	Trade on Ne	No	Yes
52	2015	GMC	3500	10	Trade on Ne	No	No
53	2016	Chevrolet	1500	85	Trade on Ne	No	No
54	2015	Ford	Edge	45	Trade on Ne	No	Yes
55	2018	Ford	F150	12	Trade on Ne	No	Yes
56	2014	Ford	F250	9	Trade on Ne	No	Yes
57	2016	Chevrolet	TAHOE	6	Trade on Ne	No	No
58	2017	Ford	F15	89	Trade on Ne	No	Yes
59	2014	Ford	F150	5	Trade on Ne	No	Yes
60	2016	Chevrolet	MALIBU	164	Trade on Ne	No	No
61	2010	Ford	F150	16	Trade on Ne	No	Yes
62	2013	Ford	F150	67	Trade on Ne	No	Yes
63	2015	FORD	F250	21	Trade on Ne	No	Yes
64	2013	Chevrolet	Equinox	46	Trade on Ne	No	No
65	2017	Chevrolet	TAHOE	57	Trade on Ne	No	No
66	2007	Chevrolet	COBALT	37	Trade on Ne	No	No

67	2016	Ford	F250	50	ade on Ne	No	Yes
68	2016	Ford	F250	2	ade on Ne	No	Yes
69	2014	Ford	FOCUS	37	ade on Ne	No	Yes
70	2016	Ford	F150	63	ade on Ne	No	Yes
71	2015	Chevrolet	TAHOE	25	ade on Ne	No	No
72	2017	Ford	F150	68	ade on Ne	No	Yes
73	2018	FORD	F250	3	ade on Ne	No	Yes
74	2017	Ford	Explorer	10	ade on Ne	No	Yes
75	2014	BMW	X5	142	ade on Ne	No	No
76	2012	FORD	F150	48	ade on Ne	No	Yes
77	2011	Toyota	Tundra 2W	2	ade on Ne	No	No
78	2017	HONDA	HR-V	45	ade on Ne	No	No
79	2016	Toyota	Tundra 2W	111	ade on Ne	No	No
80	2017	Ford	F250	5	ade on Ne	No	Yes
81	2015	Ford	Explorer	13	ade on Ne	NO	Yes
82	2016	Ford	TAURUS	8	ade on Ne	No	Yes
83	2018	Ford	F150	12	ade on Ne	No	Yes
84	2014	Toyota	TACOMA	9	ade on Ne	No	No
85	2015	NISSAN	QUEST	79	ade on Ne	No	No
86	2013	NISSAN	PATHFINDE	13	ade on Ne	No	No
87	2012	HONDA	PILOT	10	ade on Ne	No	No
88	2016	HONDA	ODYSSEY	16	ade on Ne	No	No
89	2008	Ford	TAURUS	12	ade on Ne	No	Yes
90	2015	Ford	F250	16	ade on Ne	No	Yes
91	2016	FORD	F250	37	ade on Ne	No	Yes
92	2015	NISSAN	ALTIMA	20	ade on Ne	No	No
93	2015	FORD	F150	27	ade on Ne	No	Yes
94	2012	FORD	F250	14	ade on Ne	No	Yes
95	2017	FORD	F250	5	ade on Ne	No	Yes
96	2014	CADILLAC	CTS	2	ade on Ne	No	No
97	2014	Toyota	Tundra 2W	19	ade on Ne	No	No
98	2014	Ford	MUSTANG	6	ade on Ne	No	Yes
99	2014	Toyota	TUNDRA 4	30	ade on Ne	No	No
100	2016	FORD	FUSION	56	ade on Ne	No	Yes
101	2014	Chevrolet	1500	21	ade on Ne	No	No
102	2012	JEEP	WRANGLEF	4	ade on Ne	No	No
103	2004	Chevrolet	1500	15	ade on Ne	No	No
104	2009	Chrysler	300	3	ade on Ne	No	No
105	2011	Toyota	CAMRY	7	tion/Whole	No	No
106	2016	Ford	F250	50	ade on Ne	No	Yes
107	2016	ford	f150	14	ade on Ne	No	Yes
108	2014	HONDA	accord	3	ade on Ne	No	No
109	2017	Ford	F250	46	ade on Ne	No	Yes
110	2018	HONDA	PILOT	1	tion/Whole	No	No
111	2011	FORD	F150	6	ade on Ne	No	Yes

112	2016	CADILLAC	CTS	101	ade on Use	No	No
113	2014	GMC	1500	3	ade on Ne	No	No
114	2018	FORD	F150	21	ade on Ne	No	Yes
115	2017	AUDI	A4	20	ade on Ne	No	No
116	2019	FORD	F250	2	ade on Ne	No	Yes
117	2013	HONDA	accord	2	ade on Ne	No	No
118	2008	NISSAN	FRONTIER	13	reet/Curb B	No	No
119	2016	GMC	1500	20	ade on Use	No	No
120	2015	GMC	Yukon XL	4	ade on Ne	No	No
121	2015	RAM	2500	86	ade on Use	No	No
122	2015	HONDA	CRV	79	ade on Use	No	No
123	2012	Chevrolet	1500	8	ade on Use	No	No
124	2014	Toyota	TACOMA	10	reet/Curb Buy		No
125	2014	JEEP	GRAND CH	4	ade on Ne	No	No
126	2013	FORD	F150	6	ade on Ne	No	Yes
127	2014	FORD	F150	20	ADE ON NE	No	Yes
128	2015	FORD	ESCAPE	32	ade on Ne	No	Yes
129	2015	INFINITI	QX60	55	ade on Ne	No	No
130	2015	Toyota	4RUNNER	8	ade on Ne	No	No
131	2015	Ford	F150	136	ade on Ne	NO	Yes
132	2017	Chevrolet	1500	5	ade on Ne	No	No
133	2017	Chevrolet	1500	20	ade on Ne	No	No
134	2013	FORD	F150	74	ade on Ne	No	Yes
135	2015	Ford	F150	65	ade on Ne	No	Yes
136	2010	FORD	F150	62	ade on Ne	No	Yes
137	2018	FORD	F150	2	ade on Ne	No	Yes
138	2016	FORD	F250	17	ade on Ne	No	Yes
139	2016	RAM	2500	23	ade on Use	No	No
140	2011	RAM	3500	7	ade on Use	No	No
141	2017	FORD	F150	13	ade on Use	No	Yes
142	2015	FORD	F150	12	ade on Ne	No	Yes
143	2014	FORD	F150	1	ade on Ne	No	Yes
144	2013	FORD	F150	79	ade on Ne	No	Yes
145	2016	GMC	2500	6	ade on Use	No	No
146	2017	Ford	F150	30	ade on Ne	No	Yes
147	2008	Ford	ESCAPE	11	ade on Use	No	Yes
148	2016	Chevrolet	1500	24	ade on Ne	No	No
149	2017	Chevrolet	1500	2	ade on Use	No	No
150	2011	FORD	Explorer	17	ade on Ne	No	Yes
151	2015	FORD	Expedition	17	ade on Use	No	Yes
152	2017	FORD	F250	38	ade on Ne	No	Yes
153	2015	Hyundai	SONATA	26	ade on Ne	No	No
154	2015	GMC	1500	94	ade on Ne	No	No
155	2014	Chevrolet	1500	77	ade on Ne	No	No
156	2015	FORD	F150	6	ade on Ne	No	Yes

157	2016	FORD	Explorer	18	Trade on Ne	No	Yes
158	2018	FORD	F150	8	Trade on Use	No	Yes
159	2016	FORD	Explorer	11	Trade on Use	No	Yes
160	2017	Toyota	COROLLA	84	Trade on Ne	No	No
161	2016	FORD	FUSION	37	Trade on Ne	No	Yes
162	2017	Toyota	TUNDRA	10	Trade on Use	No	No
163	2017	GMC	1500	7	Trade on Use	No	No
164	2015	FORD	F150	2	Trade on Ne	No	Yes
165	2016	Chevrolet	1500	9	Trade on Ne	No	No
166	2016	FORD	F150	114	Trade on Ne	No	Yes
167	2017	FORD	F250	19	Trade on Ne	No	Yes
168	2015	FORD	F150	7	Trade on Ne	No	Yes
169	2019	ford	f250	10	Trade on Ne	No	Yes
170	2010	Chevrolet	TAHOE	27	Trade on Use	No	No
171	2011	NISSAN	ALTIMA	4	Trade on Ne	No	No
172	2017	Chevrolet	1500	10	Trade on Ne	No	No
173	2018	BUICK	ENCLAVE	71	Trade on Ne	No	No
174	2018	FORD	Expedition	28	Trade on Use	No	Yes
175	2016	FORD	FIESTA	4	Trade on Ne	No	Yes
176	2014	Chevrolet	1500	40	Trade on Use	No	No
177	2015	Chevrolet	1500	53	Trade on Ne	No	No
178	2014	FORD	F150	8	Trade on Ne	No	Yes
179	2017	NISSAN	ARMADA	19	Trade on Ne	No	No
180	2017	FORD	f250	62	Trade on Ne	No	Yes
181	2009	HUMMER	H3	3	Trade on Ne	No	No
182	2013	FORD	ESCAPE	2	Trade on Ne	No	Yes
183	2016	FORD	F150	12	Trade on Use	No	Yes
184	2017	FORD	F150	44	Trade on Ne	No	Yes
185	1997	GMC	3500	4	tion/Whole	No	No
186	2017	HONDA	accord	6	Trade on Ne	No	No
187	2013	NISSAN	ALTIMA	47	Trade on Use	No	No
188	2017	LINCOLN	MKX		Trade on Ne	No	No
189	2016	FORD	FUSION	23	Trade on Use	No	Yes
190	2011	FORD	F250	139	Trade on Ne	No	Yes
191	2018	FORD	F250	165	Trade on Ne	No	Yes
192	2011	FORD	F150	4	Trade on Use	No	Yes
193	2010	FORD	F150	7	Trade on Ne	No	Yes
194	2015	FORD	F150	1	tion/Whole	No	Yes
195	2014	Chevrolet	1500	8	Trade on Use	No	No
196	2004	FORD	F150	4	Trade on Ne	No	Yes
197	2015	GMC	Yukon XL	23	Trade on Ne	No	No
198	2019	FORD	F150	22	Trade on Use	No	Yes
199	2011	JEEP	WRANGLEF	85	Trade on Use	No	No
200	2012	GMC	acadia	7	Trade on Use	No	No

months or 200 retail pre-owned transactions. (The green row is an example and is not included in the sale includes rental companies. Loaner/Rental is from your fleet. LBO = Lease Buy-Out unit.

Source of Sale. (vAuto, Inventory Plus, Carfax, KBB, etc.)

Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Market Price at 100%	Transaction to Market (%)	Transactional Discount (\$)	Front End Gross	Finance Gross
\$ 15,000	\$ 13,800	95%	\$ 15,789	87%	\$ 1,200	\$1,500	\$1,000
\$ 42,600	\$ 42,600		#DIV/0!	#DIV/0!	\$ -	\$5,299	\$4,298
\$ 41,800	\$ 42,300		#DIV/0!	#DIV/0!	\$ (500)	\$1,527	\$3,036
\$ 47,995	\$ 48,174		#DIV/0!	#DIV/0!	\$ (179)	\$2,237	\$2,758
\$ 27,800	\$ 26,300		#DIV/0!	#DIV/0!	\$ 1,500	\$187	\$766
\$ 14,800	\$ 13,900		#DIV/0!	#DIV/0!	\$ 900	\$603	\$1,034
\$ 26,500	\$ 26,500		#DIV/0!	#DIV/0!	\$ -	\$2,202	\$2,762
\$ 44,800	\$ 44,800		#DIV/0!	#DIV/0!	\$ -	\$2,001	\$2,327
\$ 21,800	\$ 23,400		#DIV/0!	#DIV/0!	\$ (1,600)		
			#DIV/0!	#DIV/0!	BLANK	\$3,205	\$2,259
\$ 36,800			#DIV/0!	#DIV/0!	BLANK	\$1,178	\$1,836
\$ 34,700			#DIV/0!	#DIV/0!	BLANK	\$2,602	\$1,505
			#DIV/0!	#DIV/0!	BLANK	\$1,184	\$1,451
			#DIV/0!	#DIV/0!	BLANK		
\$ 44,700			#DIV/0!	#DIV/0!	BLANK	\$1,306	\$498
\$ 25,238			#DIV/0!	#DIV/0!	BLANK	\$993	\$1,920
\$ 29,700			#DIV/0!	#DIV/0!	BLANK	\$2,809	\$2,348
\$ 13,900			#DIV/0!	#DIV/0!	BLANK	\$1,592	
\$ 28,500			#DIV/0!	#DIV/0!	BLANK	\$882	\$2,157
\$ 20,300			#DIV/0!	#DIV/0!	BLANK	\$1,585	\$2,605
\$ 15,800			#DIV/0!	#DIV/0!	BLANK	\$1,729	\$234
\$ 13,700			#DIV/0!	#DIV/0!	BLANK	\$1,786	\$783

\$ 22,175			#DIV/0!	#DIV/0!	BLANK	\$956	\$2,529
\$ 11,500			#DIV/0!	#DIV/0!	BLANK		
\$ 36,900			#DIV/0!	#DIV/0!	BLANK	\$1,331	\$1,893
			#DIV/0!	#DIV/0!	BLANK	\$1,200	\$815
\$ 28,500			#DIV/0!	#DIV/0!	BLANK	\$1,585	\$150
			#DIV/0!	#DIV/0!	BLANK		
\$ 36,995			#DIV/0!	#DIV/0!	BLANK		
			#DIV/0!	#DIV/0!	BLANK	\$1,510	\$914
			#DIV/0!	#DIV/0!	BLANK	\$448	\$3,595
\$ 46,995	\$ 47,800		#DIV/0!	#DIV/0!	\$ (805)	\$1,221	\$1,891
\$ 30,400	\$ 30,400		#DIV/0!	#DIV/0!	\$ -	\$1,292	\$2,280
\$ 6,200	\$ 5,500		#DIV/0!	#DIV/0!	\$ 700	\$565	\$0
\$ 12,825	\$ 12,825		#DIV/0!	#DIV/0!	\$ -	\$2,510	\$1,320
\$ 31,500	\$ 31,500		#DIV/0!	#DIV/0!	\$ -	\$1,885	\$251
\$ 11,900	\$ 10,100		#DIV/0!	#DIV/0!	\$ 1,800	\$415	\$0
\$ 42,275	\$ 35,200		#DIV/0!	#DIV/0!	\$ 7,075	\$1,456	\$355
\$ 45,800	\$ 42,200		#DIV/0!	#DIV/0!	\$ 3,600	\$4,605	\$929
\$ 25,800	\$ 24,300		#DIV/0!	#DIV/0!	\$ 1,500	\$1,644	\$361
\$ 63,500	\$ 63,500		#DIV/0!	#DIV/0!	\$ -	\$3,237	\$3,230
\$ 22,300	\$ 22,300		#DIV/0!	#DIV/0!	\$ -	\$435	\$1,434
\$ 4,500	\$ 3,848		#DIV/0!	#DIV/0!	\$ 652	\$775	\$0
\$ 32,650	\$ 30,288		#DIV/0!	#DIV/0!	\$ 2,362	\$3,698	\$3,249
\$ 21,675	\$ 18,655		#DIV/0!	#DIV/0!	\$ 3,020	\$497	\$2,065
\$ 29,600	\$ 26,327		#DIV/0!	#DIV/0!	\$ 3,273	(\$167)	\$3,024
\$ 20,750	\$ 19,535		#DIV/0!	#DIV/0!	\$ 1,215	\$1,111	\$2,196
\$ 28,200	\$ 26,672		#DIV/0!	#DIV/0!	\$ 1,528	\$1,278	\$1,164
\$ 19,375	\$ 17,500		#DIV/0!	#DIV/0!	\$ 1,875	\$637	\$1,491
\$ 45,500	\$ 41,800		#DIV/0!	#DIV/0!	\$ 3,700	\$3,394	\$1,071
\$ 54,800	\$ 52,700		#DIV/0!	#DIV/0!	\$ 2,100	\$1,921	\$1,647
\$ 41,300	\$ 37,424		#DIV/0!	#DIV/0!	\$ 3,876	(\$2,442)	\$3,142
\$ 42,500	\$ 40,900		#DIV/0!	#DIV/0!	\$ 1,600	\$1,795	\$0
\$ 30,375	\$ 27,800		#DIV/0!	#DIV/0!	\$ 2,575	\$2,185	\$1,854
\$ 24,500	\$ 22,600		#DIV/0!	#DIV/0!	\$ 1,900	\$1,132	\$2,235
\$ 53,800	\$ 52,575		#DIV/0!	#DIV/0!	\$ 1,225	\$1,433	\$280
\$ 41,375	\$ 36,900		#DIV/0!	#DIV/0!	\$ 4,475	\$1,596	\$1,250
\$ 37,500	\$ 35,800		#DIV/0!	#DIV/0!	\$ 1,700	\$2,730	\$2,366
\$ 47,430	\$ 47,430		#DIV/0!	#DIV/0!	\$ -	(\$897)	\$1,992
\$ 15,900	\$ 15,900		#DIV/0!	#DIV/0!	\$ -	\$2,400	\$2,089
\$ 14,600	\$ 12,130		#DIV/0!	#DIV/0!	\$ 2,470	(\$2,130)	\$0
\$ 15,975	\$ 14,325		#DIV/0!	#DIV/0!	\$ 1,650	\$1,149	\$0
\$ 25,800	\$ 19,900		#DIV/0!	#DIV/0!	\$ 5,900	(\$397)	\$234
\$ 43,352	\$ 39,900		#DIV/0!	#DIV/0!	\$ 3,452	\$1,208	\$3,523
\$ 11,150	\$ 9,400		#DIV/0!	#DIV/0!	\$ 1,750	\$2,085	\$1,604
\$ 37,800	\$ 36,495		#DIV/0!	#DIV/0!	\$ 1,305	(\$1,522)	\$274
\$ 2,500	\$ 2,120		#DIV/0!	#DIV/0!	\$ 380	\$319	\$0

\$ 51,430	\$ 45,390		#DIV/0!	#DIV/0!	\$ 6,040	(\$706)	\$1,600
\$ 52,500	\$ 50,000		#DIV/0!	#DIV/0!	\$ 2,500	(\$700)	\$534
\$ 9,200	\$ 7,917		#DIV/0!	#DIV/0!	\$ 1,283	\$1,878	\$1,094
\$ 38,790	\$ 33,600		#DIV/0!	#DIV/0!	\$ 5,190	\$1,041	\$440
\$ 34,775	\$ 30,284		#DIV/0!	#DIV/0!	\$ 4,491	\$1,001	\$325
\$ 48,800	\$ 4,055		#DIV/0!	#DIV/0!	\$ 44,745	(\$348)	\$1,392
\$ 58,300	\$ 56,000		#DIV/0!	#DIV/0!	\$ 2,300	\$1,000	\$234
\$ 28,800	\$ 28,764		#DIV/0!	#DIV/0!	\$ 36	\$884	\$949
\$ 28,700	\$ 25,400		#DIV/0!	#DIV/0!	\$ 3,300	(\$1,824)	\$1,561
\$ 13,500	\$ 12,800		#DIV/0!	#DIV/0!	\$ 700	\$872	\$0
\$ 10,000	\$ 10,000		#DIV/0!	#DIV/0!	\$ -	(\$300)	\$0
\$ 17,700	\$ 15,790		#DIV/0!	#DIV/0!	\$ 1,910	(\$414)	\$1,248
\$ 40,200	\$ 34,700		#DIV/0!	#DIV/0!	\$ 5,500	(\$983)	\$1,879
\$ 46,800	\$ 47,375		#DIV/0!	#DIV/0!	\$ (575)	\$950	\$877
\$ 23,600	\$ 21,000		#DIV/0!	#DIV/0!	\$ 2,600	\$97	\$760
\$ 13,800	\$ 13,800		#DIV/0!	#DIV/0!	\$ -	\$850	\$2,383
\$ 44,475	\$ 34,800		#DIV/0!	#DIV/0!	\$ 9,675	\$1,995	\$1,285
\$ 27,900	\$ 25,450		#DIV/0!	#DIV/0!	\$ 2,450	\$659	\$2,517
\$ 23,850	\$ 21,500		#DIV/0!	#DIV/0!	\$ 2,350	(\$152)	\$2,456
\$ 15,800	\$ 13,500		#DIV/0!	#DIV/0!	\$ 2,300	\$649	\$119
\$ 18,250	\$ 16,855		#DIV/0!	#DIV/0!	\$ 1,395	\$346	\$1,908
\$ 25,800	\$ 24,200		#DIV/0!	#DIV/0!	\$ 1,600	\$1,861	\$0
\$ 4,300	\$ 4,300		#DIV/0!	#DIV/0!	\$ -	\$999	\$234
\$ 50,425	\$ 47,800		#DIV/0!	#DIV/0!	\$ 2,625	\$2,687	\$2,641
\$ 50,800	\$ 44,000		#DIV/0!	#DIV/0!	\$ 6,800	\$1,894	\$234
\$ 11,500	\$ 10,000		#DIV/0!	#DIV/0!	\$ 1,500	\$1,785	\$0
\$ 37,852	\$ 31,600		#DIV/0!	#DIV/0!	\$ 6,252	\$2,026	\$1,139
\$ 35,800	\$ 34,696		#DIV/0!	#DIV/0!	\$ 1,104	\$1,295	\$1,332
\$ 57,800	\$ 55,500		#DIV/0!	#DIV/0!	\$ 2,300	(\$10)	\$515
\$ 18,500	\$ 16,200		#DIV/0!	#DIV/0!	\$ 2,300	\$680	\$1,094
\$ 31,500	\$ 28,800		#DIV/0!	#DIV/0!	\$ 2,700	\$1,171	\$975
\$ 49,800	\$ 48,000		#DIV/0!	#DIV/0!	\$ 1,800	\$3,596	\$707
\$ 27,125	\$ 24,600		#DIV/0!	#DIV/0!	\$ 2,525	\$1,784	\$0
\$ 13,800	\$ 13,800		#DIV/0!	#DIV/0!	\$ -	(\$184)	\$1,315
\$ 23,752	\$ 22,500		#DIV/0!	#DIV/0!	\$ 1,252	\$1,266	\$1,190
\$ 29,800	\$ 27,500		#DIV/0!	#DIV/0!	\$ 2,300	\$2,320	\$0
\$ 5,500	\$ 5,375		#DIV/0!	#DIV/0!	\$ 125	\$1,052	\$0
\$ 6,800	\$ 6,500		#DIV/0!	#DIV/0!	\$ 300	\$1,320	\$80
\$ 3,995	\$ 3,995		#DIV/0!	#DIV/0!	\$ -	\$194	\$0
\$ 47,800	\$ 39,500		#DIV/0!	#DIV/0!	\$ 8,300	\$1,190	\$1,043
\$ 36,800	\$ 32,500		#DIV/0!	#DIV/0!	\$ 4,300	\$2,760	\$1,939
\$ 13,675	\$ 12,400		#DIV/0!	#DIV/0!	\$ 1,275	\$707	\$100
\$ 61,425	\$ 56,557		#DIV/0!	#DIV/0!	\$ 4,868	\$1,804	\$1,687
\$ 35,500	\$ 34,000		#DIV/0!	#DIV/0!	\$ 1,500	(\$475)	\$1,130
\$ 22,500	\$ 21,700		#DIV/0!	#DIV/0!	\$ 800	\$3,154	\$1,685

\$ 29,200	\$ 24,500		#DIV/0!	#DIV/0!	\$ 4,700	(\$775)	\$1,622
\$ 15,800	\$ 14,000		#DIV/0!	#DIV/0!	\$ 1,800	\$1,500	\$2,257
\$ 33,325	\$ 30,775		#DIV/0!	#DIV/0!	\$ 2,550	\$1,203	\$435
\$ 32,500	\$ 28,700		#DIV/0!	#DIV/0!	\$ 3,800	\$1,616	\$250
\$ 55,400	\$ 55,400		#DIV/0!	#DIV/0!	\$ -	\$7,458	\$4,120
\$ 10,625	\$ 9,500		#DIV/0!	#DIV/0!	\$ 1,125	\$1,320	\$594
\$ 8,900	\$ 8,000		#DIV/0!	#DIV/0!	\$ 900	\$1,253	\$0
\$ 53,825	\$ 47,500		#DIV/0!	#DIV/0!	\$ 6,325	\$2,048	\$1,375
\$ 34,650	\$ 30,850		#DIV/0!	#DIV/0!	\$ 3,800	\$1,330	\$1,245
\$ 43,450	\$ 37,000		#DIV/0!	#DIV/0!	\$ 6,450	(\$1,736)	\$229
\$ 15,200	\$ 13,272		#DIV/0!	#DIV/0!	\$ 1,928	(\$458)	\$0
\$ 18,600	\$ 13,225	%	#VALUE!	#VALUE!	\$ 5,375	\$2,535	\$0
\$ 26,275	\$ 24,800		#DIV/0!	#DIV/0!	\$ 1,475	\$2,925	\$1,668
\$ 20,175	\$ 18,000		#DIV/0!	#DIV/0!	\$ 2,175	\$2,575	\$1,236
\$ 19,200	\$ 17,234		#DIV/0!	#DIV/0!	\$ 1,966	\$2,784	\$1,436
\$ 19,325	\$ 17,889		#DIV/0!	#DIV/0!	\$ 1,436	\$2,545	\$1,891
\$ 18,025	\$ 15,300		#DIV/0!	#DIV/0!	\$ 2,725	(\$57)	\$2,119
\$ 26,850	\$ 24,000		#DIV/0!	#DIV/0!	\$ 2,850	\$433	\$1,099
\$ 30,750	\$ 27,800		#DIV/0!	#DIV/0!	\$ 2,950	\$1,600	\$2,299
\$ 26,000	\$ 22,350		#DIV/0!	#DIV/0!	\$ 3,650	(\$3,600)	\$1,491
\$ 42,052	\$ 39,233		#DIV/0!	#DIV/0!	\$ 2,819	\$3,053	\$1,683
\$ 32,750	\$ 29,000		#DIV/0!	#DIV/0!	\$ 3,750	\$1,093	\$253
\$ 28,900	\$ 24,800		#DIV/0!	#DIV/0!	\$ 4,100	\$586	\$229
\$ 39,225	\$ 33,800		#DIV/0!	#DIV/0!	\$ 5,425	(\$733)	\$1,337
\$ 15,300	\$ 12,699		#DIV/0!	#DIV/0!	\$ 2,601	\$658	\$234
\$ 37,500	\$ 35,600		#DIV/0!	#DIV/0!	\$ 1,900	\$1,169	\$1,143
\$ 52,560	\$ 51,500		#DIV/0!	#DIV/0!	\$ 1,060	\$1,213	\$1,751
\$ 38,075	\$ 37,995		#DIV/0!	#DIV/0!	\$ 80	(\$1,620)	\$1,004
\$ 34,500	\$ 29,755		#DIV/0!	#DIV/0!	\$ 4,745	(\$160)	\$992
\$ 49,250	\$ 42,375		#DIV/0!	#DIV/0!	\$ 6,875	\$1,149	\$234
\$ 27,500	\$ 26,321	%	#VALUE!	#VALUE!	\$ 1,179	\$1,143	\$1,508
\$ 23,400	\$ 21,500		#DIV/0!	#DIV/0!	\$ 1,900	\$2,445	\$2,100
\$ 27,750	\$ 23,800		#DIV/0!	#DIV/0!	\$ 3,950	\$436	\$1,905
\$ 51,200	\$ 46,300		#DIV/0!	#DIV/0!	\$ 4,900	\$738	\$428
\$ 46,425	\$ 40,800		#DIV/0!	#DIV/0!	\$ 5,625	\$366	\$234
\$ 6,500	\$ 5,995		#DIV/0!	#DIV/0!	\$ 505	\$1,659	\$505
\$ 31,200	\$ 27,800		#DIV/0!	#DIV/0!	\$ 3,400	\$1,670	\$1,200
\$ 31,200	\$ 27,600		#DIV/0!	#DIV/0!	\$ 3,600	\$4,676	\$2,352
\$ 13,075	\$ 12,379		#DIV/0!	#DIV/0!	\$ 696	\$959	\$2,308
\$ 27,775	\$ 24,389		#DIV/0!	#DIV/0!	\$ 3,386	\$964	\$1,234
\$ 66,500	\$ 65,634		#DIV/0!	#DIV/0!	\$ 866	\$2,499	\$5,102
\$ 15,250	\$ 14,900		#DIV/0!	#DIV/0!	\$ 350	\$1,291	\$468
\$ 42,952	\$ 34,200		#DIV/0!	#DIV/0!	\$ 8,752	(\$1,330)	\$1,046
\$ 31,200	\$ 27,800		#DIV/0!	#DIV/0!	\$ 3,400	\$1,670	\$1,200
\$ 29,550	\$ 25,800		#DIV/0!	#DIV/0!	\$ 3,750	\$1,915	\$1,654

\$ 24,825	\$ 23,887		#DIV/0!	#DIV/0!	\$ 938	\$1,249	\$1,719
\$ 45,800	\$ 45,800		#DIV/0!	#DIV/0!	\$ -	\$2,800	\$2,277
\$ 31,352	\$ 28,124		#DIV/0!	#DIV/0!	\$ 3,228	\$209	\$598
\$ 16,175	\$ 12,500		#DIV/0!	#DIV/0!	\$ 3,675	\$167	\$1,247
\$ 13,800	\$ 12,900		#DIV/0!	#DIV/0!	\$ 900	\$655	\$0
\$ 38,500	\$ 34,000		#DIV/0!	#DIV/0!	\$ 4,500	\$1,843	\$379
\$ 31,800	\$ 27,785		#DIV/0!	#DIV/0!	\$ 4,015	\$1,105	\$997
\$ 39,375	\$ 35,653		#DIV/0!	#DIV/0!	\$ 3,722	\$990	\$2,443
\$ 26,200	\$ 22,985		#DIV/0!	#DIV/0!	\$ 3,215	\$1,278	\$1,266
\$ 28,000	\$ 23,800		#DIV/0!	#DIV/0!	\$ 4,200	(\$2,528)	\$0
\$ 50,900	\$ 47,925		#DIV/0!	#DIV/0!	\$ 2,975	\$1,470	\$2,070
\$ 40,625	\$ 35,000		#DIV/0!	#DIV/0!	\$ 5,625	\$2,000	\$1,234
\$ 67,800	\$ 62,490		#DIV/0!	#DIV/0!	\$ 5,310	(\$338)	\$660
\$ 18,575	\$ 16,585		#DIV/0!	#DIV/0!	\$ 1,990	\$1,650	\$1,100
\$ 8,500	\$ 7,000		#DIV/0!	#DIV/0!	\$ 1,500	\$500	\$384
\$ 24,500	\$ 22,975		#DIV/0!	#DIV/0!	\$ 1,525	\$2,295	\$3,447
\$ 41,575	\$ 36,598		#DIV/0!	#DIV/0!	\$ 4,977	(\$767)	\$1,675
\$ 52,800	\$ 47,000		#DIV/0!	#DIV/0!	\$ 5,800	\$820	\$1,249
\$ 7,075	\$ 6,565		#DIV/0!	#DIV/0!	\$ 510	\$1,143	\$234
\$ 27,454	\$ 24,945		#DIV/0!	#DIV/0!	\$ 2,509	(\$256)	\$3,689
\$ 49,455	\$ 44,300		#DIV/0!	#DIV/0!	\$ 5,155	\$819	\$392
\$ 22,155	\$ 17,800		#DIV/0!	#DIV/0!	\$ 4,355	\$1,816	\$0
\$ 34,575	\$ 30,000		#DIV/0!	#DIV/0!	\$ 4,575	\$351	\$1,292
\$ 60,500	\$ 54,700		#DIV/0!	#DIV/0!	\$ 5,800	\$2,915	\$2,475
\$ 15,125	\$ 11,500		#DIV/0!	#DIV/0!	\$ 3,625	\$706	\$511
\$ 13,300	\$ 12,525		#DIV/0!	#DIV/0!	\$ 775	\$230	\$3,720
\$ 25,800	\$ 23,084		#DIV/0!	#DIV/0!	\$ 2,716	(\$290)	\$555
\$ 29,450	\$ 25,000		#DIV/0!	#DIV/0!	\$ 4,450	\$1,560	\$926
\$ 7,000	\$ 7,000		#DIV/0!	#DIV/0!	\$ -	(\$301)	\$0
\$ 19,400	\$ 17,800		#DIV/0!	#DIV/0!	\$ 1,600	(\$95)	\$859
\$ 10,500	\$ 9,875		#DIV/0!	#DIV/0!	\$ 625	\$818	\$1,473
\$ 33,255	\$ 28,500		#DIV/0!	#DIV/0!	\$ 4,755	(\$2,909)	\$2,875
\$ 14,375	\$ 13,415		#DIV/0!	#DIV/0!	\$ 960	\$1,046	\$234
\$ 24,500	\$ 23,000		#DIV/0!	#DIV/0!	\$ 1,500	(\$2,895)	\$2,361
\$ 65,000	\$ 63,995		#DIV/0!	#DIV/0!	\$ 1,005	(\$2,803)	\$243
\$ 17,300	\$ 14,000		#DIV/0!	#DIV/0!	\$ 3,300	\$937	\$0
\$ 15,150	\$ 12,275		#DIV/0!	#DIV/0!	\$ 2,875	\$1,355	\$0
\$ 23,000	\$ 23,000		#DIV/0!	#DIV/0!	\$ -	(\$301)	\$0
\$ 18,375	\$ 15,500		#DIV/0!	#DIV/0!	\$ 2,875	\$1,725	\$528
\$ 8,500	\$ 6,500		#DIV/0!	#DIV/0!	\$ 2,000	\$1,883	\$0
\$ 42,950	\$ 35,900		#DIV/0!	#DIV/0!	\$ 7,050	\$1,090	\$2,553
\$ 44,500	\$ 44,000		#DIV/0!	#DIV/0!	\$ 500	\$720	\$954
\$ 15,200	\$ 14,000		#DIV/0!	#DIV/0!	\$ 1,200	\$1,000	\$0
\$ 14,255	\$ 11,500		#DIV/0!	#DIV/0!	\$ 2,755	\$795	\$695

included in formulas.)



ACADEMY

Total Gross	GROI	Salesperson	Desk Manager	Finance Manager	Control (Days in Stock)	Control (Source)	Control (CPO)
\$2,500	244%	Desiree Da	Michael Ha	Mike Lucki	30	Trade on N	No
\$9,597	1158%	Cooper Oli	Jamie Guill	Tyler Kuyke	30	Trade on U	Yes
\$4,563	84%	Jared Bertr	Jamie Guill	Tyler Kuyke	60	Street/Curb	Buy
\$4,994	163%	William Slu	Jamie Guill	Tyler Kuyke	30	Auction/Wholesale	
\$953	19%	Drew Pruit	Jamie Guill	Marcos Ra	90	Loaner/Rental Fleet	
\$1,637	51%	Shane Will	Jamie Guill	Marcos Ra	90	LBO Customer	
\$4,964	210%	William Slu	Jamie Guill	Marcos Ra	45	LBO OEM/Leasing Co.	
\$4,328	182%	Todd Howa	Jamie Guill	Marcos Ra	30	Other	
\$0	0%	Cavin Cour	Jamie Guill	Marcos Ra	90		
BLANK	#VALUE!	Jared Bertr	Jamie Guill	Marcos Ra	45		
BLANK	#VALUE!	Ryan Dicke	Jamie Guill	Marcos Ra	30		
BLANK	#VALUE!	Damon Th	Jamie Guill	Marcos Ra	30		
BLANK	#VALUE!	Shane Will	Jamie Guill	Marcos Ra	90		
BLANK	#VALUE!	Chan Maya	Jamie Guill	Marcos Ra	60		
BLANK	#VALUE!	Chan Maya	Jamie Guill	Marcos Ra	30		
BLANK	#VALUE!	Damon Th	Jamie Guill	Marcos Ra	45		
BLANK	#VALUE!	Chan Maya	Jamie Guill	Marcos Ra	91		
BLANK	#VALUE!	Ryan Davis	Jamie Guill	Marcos Ra	30		
BLANK	#VALUE!	Justin Strat	Jamie Guill	Marcos Ra	30		
BLANK	#VALUE!	Cavin Cour	Jamie Guill	Marcos Ra	30		
BLANK	#VALUE!	William Slu	Jamie Guill	Marcos Ra	60		
BLANK	#VALUE!	Ashley Rat	Jamie Guill	Marcos Ra	60		

BLANK	#VALUE!	Chan Maya	Jamie Guill	Marcos Ra	90
BLANK	#VALUE!	Chan Maya	Jamie Guill	Tyler Kuyke	30
BLANK	#VALUE!	Cavin Cour	Jamie Guill	Marcos Ra	30
BLANK	#VALUE!	Shane Will	Jamie Guill	Tyler Kuyke	45
BLANK	#VALUE!	Judd Bares	Jamie Guill	Tyler Kuyke	45
BLANK	#VALUE!	Judd Bares	Jamie Guill	Tyler Kuyke	0
BLANK	#VALUE!	Damon Th	Jamie Guill	Marcos Ra	60
BLANK	#VALUE!	Jared Bertr	Jamie Guill	Tyler Kuyke	30
BLANK	#VALUE!	Drew Pruit	Jamie Guill	Tyler Kuyke	30
\$3,111	25%	Chan Maya	Jamie Guill	Tyler Kuyke	91
\$3,572	65%	RYAN DICK	Jamie Guill	Tyler Kuyke	90
\$565	82%		Jamie Guill	Tyler Kuyke	60
\$3,830	206%	Cooper Oli	Jamie Guill	Marcos Ra	90
\$2,136	52%	BRENT SLU	Jamie Guill	Marcos Ra	60
\$415	22%	Ashley Rat	Jamie Guill	Tyler Kuyke	90
\$1,811	966%	Cooper Oli	Jamie Guill	Marcos Ra	30
\$5,534	136%	Ashley Rat	Jamie Guill	Marcos Ra	45
\$2,005	319%	Ashley Rat	Jamie Guill	Tyler Kuyke	30
\$6,467	1288%	Ryan Dicke	Jamie Guill	Tyler Kuyke	30
\$1,869	64%	BRENT SLU	Jamie Guill	Tyler Kuyke	60
\$775	303%	RYAN DAVI	Jamie Guill	Marcos Ra	30
\$6,947	376%	Ryan Davis	Jamie Guill	Marcos Ra	30
\$2,562	282%	Damon Th	Jamie Guill	Marcos Ra	30
\$2,857	118%	Damon Th	Jamie Guill	Marcos Ra	45
\$3,307	147%	Cooper Oli	Jamie Guill	Marcos Ra	45
\$2,442	82%	Ashley Rat	Jamie Guill	Tyler Kuyke	45
\$2,128	69%	Justin Strat	Jamie Guill	Marcos Ra	90
\$4,465	100%	Jared Bertr	Jamie Guill	Marcos Ra	45
\$3,568	82%	Justin Strat	Jamie Guill	Marcos Ra	45
\$700	6%	Ashley Rat	Jamie Guill	Marcos Ra	91
\$1,795	165%	Ryan Davis	Jamie Guill	Tyler Kuyke	30
\$4,039	67%	Chan Maya	Jamie Guill	Marcos Ra	90
\$3,367	125%	Judd Bares	Jamie Guill	Marcos Ra	45
\$1,713	100%	Cooper Oli	Jamie Guill	Tyler Kuyke	30
\$2,846	322%	Ashley Rat	Jamie Guill	Marcos Ra	30
\$5,096	925%	Drew Pruit	Jamie Guill	Marcos Ra	30
\$1,095	9%	RYAN DAVI	Jamie Guill	Tyler Kuyke	90
\$4,489	2394%	Cavin Cour	Jamie Guill	Tyler Kuyke	30
(\$2,130)	-33%	Shane Will	Jamie Guill	Tyler Kuyke	91
\$1,149	196%	RYAN DICK	Jamie Guill	Tyler Kuyke	30
(\$163)	-4%	Cooper Oli	Jamie Guill	Tyler Kuyke	90
\$4,731	210%	RYAN DICK	Jamie Guill	Tyler Kuyke	30
\$3,689	395%	William Slu	Jamie Guill	Tyler Kuyke	60
(\$1,248)	-21%	Chan Maya	Jamie Guill	Tyler Kuyke	60
\$319	172%	Chan Maya	Jamie Guill	Tyler Kuyke	45

\$894	14%	Chan Maya	Jamie Guill	Tyler Kuyke	60
(\$166)	-59%	Chan Maya	Jamie Guill	Tyler Kuyke	30
\$2,972	479%	Ashley Rat	Jamie Guill	Tyler Kuyke	45
\$1,481	26%	Judd Bares	Jamie Guill	Marcos Ra	90
\$1,326	65%	Judd Bares	Jamie Guill	Marcos Ra	30
\$1,044	126%	Shane Will	Jamie Guill	Marcos Ra	90
\$1,234	269%	Ryan Davis	Jamie Guill	Tyler Kuyke	30
\$1,833	237%	Ashley Rat	Jamie Guill	Tyler Kuyke	30
(\$263)	-2%	RYAN DICK	Jamie Guill	Tyler Kuyke	91
\$872	55%	BRENT SLU	Jamie Guill	Tyler Kuyke	60
(\$300)	-524%		Jamie Guill	Tyler Kuyke	30
\$834	41%	Chan Maya	Jamie Guill	Marcos Ra	45
\$896	8%	BRENT SLU	Jamie Guill	Marcos Ra	91
\$1,827	283%	Chan Maya	Jamie Guill	Tyler Kuyke	30
\$857	114%	Shane Will	Jamie Guill	Tyler Kuyke	30
\$3,233	1123%	Chan Maya	Jamie Guill	Marcos Ra	30
\$3,280	300%	BRENT SLU	Jamie Guill	Tyler Kuyke	30
\$3,176	512%	Chan Maya	Jamie Guill	Marcos Ra	30
\$2,304	48%	Shane Will	Jamie Guill	Marcos Ra	90
\$768	165%	BRENT SLU	Jamie Guill	Tyler Kuyke	30
\$2,254	492%	BRENT SLU	Jamie Guill	Tyler Kuyke	30
\$1,861	187%	Ryan Dicke	Jamie Guill	Tyler Kuyke	30
\$1,233	1121%	Ashley Rat	Jamie Guill	Tyler Kuyke	30
\$5,328	266%	Cooper Oli	Jamie Guill	Marcos Ra	30
\$2,128	49%	DRAKE DI	Jamie Guill	Marcos Ra	45
\$1,785	391%	RYAN DAVI	Jamie Guill	Tyler Kuyke	30
\$3,165	143%	Damon Tho	Jamie Guill	Tyler Kuyke	30
\$2,627	202%	Chan Maya	Jamie Guill	Tyler Kuyke	30
\$505	66%	BRENT SLU	Jamie Guill	Marcos Ra	30
\$1,774	2057%	Ashley Rat	Jamie Guill	Tyler Kuyke	30
\$2,146	147%	RYAN DICK	Jamie Guill	Marcos Ra	30
\$4,303	581%	Chan Maya	Jamie Guill	Marcos Ra	30
\$1,784	94%	DRAKE DI	Jamie Guill	Tyler Kuyke	30
\$1,131	52%	Cavin Cour	Jamie Guill	Tyler Kuyke	60
\$2,456	198%	Chan Maya	Jamie Guill	Marcos Ra	30
\$2,320	829%	Damon Tho	Jamie Guill	Marcos Ra	30
\$1,052	584%	Cavin Cour	Jamie Guill	Tyler Kuyke	30
\$1,400	3243%	BRENT SLU	Jamie Guill	Marcos Ra	30
\$194	262%	BRENT SLU	Jamie Guill	Tyler Kuyke	30
\$2,233	42%	BRENT SLU	Jamie Guill	Tyler Kuyke	60
\$4,699	406%	Jared Bertr	Jamie Guill	Tyler Kuyke	30
\$807	828%	BRENT SLU	Jamie Guill	Marcos Ra	30
\$3,491	50%	Cavin Cour	Jamie Guill	Marcos Ra	60
\$655	684%	Damon Tho	Jamie Guill	Tyler Kuyke	30
\$4,839	1566%	Damon Tho	Jamie Guill	Tyler Kuyke	30

\$847	12%	Damon Th	Jamie Guill	Marcos Ra	91
\$3,757	3607%	Jared Bertr	Jamie Guill	Marcos Ra	30
\$1,638	95%	Damon Th	Jamie Guill	Marcos Ra	30
\$1,866	124%	Jared Bertr	Jamie Guill	Tyler Kuyke	30
\$11,578	4347%	Ryan Davis	Jamie Guill	Marcos Ra	30
\$1,914	4212%	Ryan Davis	Jamie Guill	Tyler Kuyke	30
\$1,253	514%	Jared Bertr	Jamie Guill	Marcos Ra	30
\$3,423	136%	BRENT SLU	Jamie Guill	Marcos Ra	30
\$2,575	785%	Ryan Davis	Jamie Guill	Marcos Ra	30
(\$1,507)	-16%	Chan Maya	Jamie Guill	Tyler Kuyke	90
(\$458)	-15%	Shane Will	Jamie Guill	Tyler Kuyke	90
\$2,535	1067%	Damon Th	Jamie Guill	Marcos Ra	30
\$4,593	756%	Jared Bertr	Jamie Guill	Tyler Kuyke	30
\$3,811	2224%	DRAKE DI	Jamie Guill	Tyler Kuyke	30
\$4,220	1752%	Damon Th	Jamie Guill	Tyler Kuyke	30
\$4,436	520%	William Slu	Jamie Guill	Marcos Ra	30
\$2,062	151%	Jared Bertr	Jamie Guill	Tyler Kuyke	45
\$1,532	43%	Cooper Oli	Jamie Guill	Tyler Kuyke	60
\$3,899	670%	DRAKE DI	Jamie Guill	Tyler Kuyke	30
(\$2,109)	-22%	Jared Bertr	Jamie Guill	Tyler Kuyke	91
\$4,736	942%	DRAKE DI	Jamie Guill	Tyler Kuyke	30
\$1,346	87%	DRAKE DI	Jamie Guill	Tyler Kuyke	30
\$815	16%	Shane Will	Jamie Guill	Tyler Kuyke	90
\$604	10%	Justin Strat	Jamie Guill	Marcos Ra	90
\$892	43%	William Slu	Jamie Guill	Marcos Ra	90
\$2,312	1209%	Shane Will	Jamie Guill	Tyler Kuyke	30
\$2,964	125%	Judd Bares	Jamie Guill	Marcos Ra	30
(\$616)	-24%	Cooper Oli	Jamie Guill	Tyler Kuyke	30
\$832	143%	William Slu	Jamie Guill	Marcos Ra	30
\$1,383	93%	Chan Maya	Jamie Guill	Tyler Kuyke	30
\$2,651	316%	Cavin Cour	Jamie Guill	Marcos Ra	30
\$4,545	8587%	William Slu	Jamie Guill	Tyler Kuyke	30
\$2,341	46%	Jared Bertr	Jamie Guill	Marcos Ra	90
\$1,166	154%	Judd Bares	Jamie Guill	Marcos Ra	30
\$600	18%	Shane Will	Jamie Guill	Marcos Ra	30
\$2,164	1633%	RYAN DICK	Jamie Guill	Marcos Ra	30
\$2,870	165%	Damon Th	Jamie Guill	Marcos Ra	30
\$7,028	5518%	Shane Will	Jamie Guill	Marcos Ra	30
\$3,267	606%	Chan Maya	Jamie Guill	Tyler Kuyke	30
\$2,198	199%	Damon Th	Jamie Guill	Marcos Ra	30
\$7,601	114%	Justin Strat	Jamie Guill	Tyler Kuyke	45
\$1,759	179%	DRAKE DI	Jamie Guill	Tyler Kuyke	30
(\$284)	-3%	Jared Bertr	Jamie Guill	Tyler Kuyke	91
\$2,870	51%	Damon Th	Jamie Guill	Marcos Ra	90
\$3,569	897%	BRENT SLU	Jamie Guill	Marcos Ra	30

\$2,968	262%	Shane Will	Jamie Guill	Marcos Ra	30
\$5,077	531%	RYAN DICK	Jamie Guill	Tyler Kuyke	30
\$807	95%	BRENT SLU	Jamie Guill	Marcos Ra	30
\$1,414	49%	Shane Will	Jamie Guill	Tyler Kuyke	90
\$655	52%	Jared Bertr	Jamie Guill	Marcos Ra	45
\$2,222	249%	Cooper Oli	Jamie Guill	Tyler Kuyke	30
\$2,102	405%	Damon Th	Jamie Guill	Tyler Kuyke	30
\$3,433	1783%	Chan Maya	Jamie Guill	Tyler Kuyke	30
\$2,544	469%	Jared Bertr	Jamie Guill	Tyler Kuyke	30
(\$2,528)	-30%	Cooper Oli	Jamie Guill	Tyler Kuyke	91
\$3,540	144%	Cavin Cour	Jamie Guill	Marcos Ra	30
\$3,234	504%	Cooper Oli	Jamie Guill	Tyler Kuyke	30
\$322	18%	Jared Bertr	Jamie Guill	Tyler Kuyke	30
\$2,750	246%	Chan Maya	Jamie Guill	Marcos Ra	30
\$884	1224%	Jared Bertr	Jamie Guill	Marcos Ra	30
\$5,742	1000%	Ashley Rat	Jamie Guill	Tyler Kuyke	30
\$908	12%	Chan Maya	Jamie Guill	Tyler Kuyke	90
\$2,069	58%	Shane Will	Jamie Guill	Tyler Kuyke	30
\$1,377	2286%	Jared Bertr	Jamie Guill	Tyler Kuyke	30
\$3,433	123%	BRENT SLU	Jamie Guill	Marcos Ra	45
\$1,211	19%	Ryan Davis	Jamie Guill	Tyler Kuyke	60
\$1,816	511%	DRAKE DI	Jamie Guill	Marcos Ra	30
\$1,643	105%	Cooper Oli	Jamie Guill	Marcos Ra	30
\$5,390	60%	Chan Maya	Jamie Guill	Marcos Ra	90
\$1,217	1353%	Ryan Davis	Jamie Guill	Tyler Kuyke	30
\$3,950	5783%	Damon Th	Jamie Guill	Tyler Kuyke	30
\$265	34%	Cooper Oli	Jamie Guill	Marcos Ra	30
\$2,486	87%	Shane Will	Jamie Guill	Marcos Ra	45
(\$301)	-371%	William Slu	Jamie Guill	Tyler Kuyke	30
\$764	256%	DRAKE DI	Jamie Guill	Marcos Ra	30
\$2,291	194%	DRAKE DI	Jamie Guill	Marcos Ra	60
(\$34)	#DIV/0!	Shane Will	Jamie Guill	Marcos Ra	0
\$1,280	162%	BRENT SLU	Jamie Guill	Tyler Kuyke	30
(\$534)	-5%	BRENT SLU	Jamie Guill	Tyler Kuyke	91
(\$2,560)	-8%	RYAN DICK	Jamie Guill	Marcos Ra	91
\$937	646%	Damon Th	Jamie Guill	Marcos Ra	30
\$1,355	638%	Jared Bertr	Jamie Guill	Marcos Ra	30
(\$301)	-465%	BRENT SLU	Jamie Guill	Tyler Kuyke	30
\$2,253	736%	DRAKE DI	Jamie Guill	Tyler Kuyke	30
\$1,883	3671%	Shane Will	Jamie Guill	Marcos Ra	30
\$3,643	164%	RYAN DICK	Jamie Guill	Tyler Kuyke	30
\$1,674	63%	Cooper Oli	Jamie Guill	Marcos Ra	30
\$1,000	33%	Cooper Oli	Jamie Guill	ory	90
\$1,490	716%	BRENT SLU	Jamie Guill	Marcos Ra	30

**Control
(Age)**

- 0-30 days
- 31-45 days
- 46-60 days
- 61-90 days
- 90+ days

Scoreboard Totals

% Retailed of Non-New Franchise	45%
Total # Retail Units	199
Average Days to Sale	33.7
Average Advertised Price (Time of Sale)	\$ 29,814
Average Transaction Price	\$ 27,355
Average Market Price at 100%	#DIV/0!
Average Price to Market % (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ 2,729
Average Front End Gross	\$ 1,064
Average Finance Gross	\$ 1,254
PUVR	\$ 2,220
Total Gross (Units & PUVR)	\$ 441,759
GROI	87%



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	45%	#DIV/0!
Total # Retail Units	199	0
Average Days to Sale	33.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 29,814	#DIV/0!
Average Transaction Price	\$ 27,355	#DIV/0!
Average Market Price at 100%	#DIV/0!	#DIV/0!
Average Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction to Market %	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ 2,729	#DIV/0!
Average Front End Gross	\$ 1,064	#DIV/0!
Average Finance Gross	\$ 1,254	#DIV/0!
PUVR	\$ 2,220	#DIV/0!
Total Gross (Units & PUVR)	\$ 441,759	#DIV/0!
GROI	87%	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	45%	#DIV/0!
Total # Retail Units	199	0
Average Days to Sale	33.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 29,814	#DIV/0!
Average Transaction Price	\$ 27,355	#DIV/0!
Average Market Price at 100%	#DIV/0!	#DIV/0!
Average Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction to Market %	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ 2,729	#DIV/0!
Average Front End Gross	\$ 1,064	#DIV/0!
Average Finance Gross	\$ 1,254	#DIV/0!
PUVR	\$ 2,220	#DIV/0!
Total Gross (Units & PUVR)	\$ 441,759	#DIV/0!
GROI	87%	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	45%	#DIV/0!
Total # Retail Units	199	0
Average Days to Sale	33.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 29,814	#DIV/0!
Average Transaction Price	\$ 27,355	#DIV/0!
Average Market Price at 100%	#DIV/0!	#DIV/0!
Average Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction to Market %	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ 2,729	#DIV/0!
Average Front End Gross	\$ 1,064	#DIV/0!
Average Finance Gross	\$ 1,254	#DIV/0!
PUVR	\$ 2,220	#DIV/0!
Total Gross (Units & PUVR)	\$ 441,759	#DIV/0!
GROI	87%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	199	0
Average Days to Sale	33.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 29,814	#DIV/0!
Average Transaction Price	\$ 27,355	#DIV/0!
Average Market Price at 100%	#DIV/0!	#DIV/0!
Average Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction to Market %	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ 2,729	#DIV/0!
Average Front End Gross	\$ 1,064	#DIV/0!
Average Finance Gross	\$ 1,254	#DIV/0!
PUVR	\$ 2,220	#DIV/0!
Total Gross (Units & PUVR)	\$ 441,759	#DIV/0!
GROI	87%	#DIV/0!



No	
	198
	33.8
\$	27,369
\$	27,369
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	2,736
\$	1,054
\$	1,252
\$	2,206
\$	436,869
	86%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	199	109
Average Days to Sale	33.7	33.6
Average Advertised Price (Time of Sale)	\$ 29,814	\$ 33,814
Average Transaction Price	\$ 27,355	\$ 31,483
Average Market Price at 100%	#DIV/0!	#DIV/0!
Average Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction to Market %	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ 2,729	\$ 2,971
Average Front End Gross	\$ 1,064	\$ 1,218
Average Finance Gross	\$ 1,254	\$ 1,391
PUVR	\$ 2,220	\$ 2,507
Total Gross (Units & PUVR)	\$ 441,759	\$ 273,300
GROI	87%	85%



No	
	90
	33.8
\$	22,680
\$	22,680
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	2,455
\$	881
\$	1,090
\$	1,894
\$	170,491
	89%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	199	167
% of Retail Units	100%	84%
% Retailed of Off-Brand	45%	41%
Average Days to Sale	33.7	35.7
Average Transaction Price	\$ 27,355	\$ 27,814
Average Transaction to Market %	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ 2,729	\$ 2,732
Average Front End Gross	\$ 1,064	\$ 1,110
Average Finance Gross	\$ 1,254	\$ 1,336
PUVR	\$ 2,220	\$ 2,343
Total Gross (Units & PUVR)	\$ 441,759	\$ 391,210
GROI	87%	85%



Trade on Used	Street/Curb buy	Auction/wholesale
26	2	4
13%	1%	2%
62%	100%	75%
27.1	11.5	3.3
\$ 27,232	\$ 16,400	\$ 16,999
#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,196	\$ 1,188	\$ 375
\$ 890	\$ 2,089	\$ (221)
\$ 923	\$ 834	\$ 283
\$ 1,814	\$ 2,923	\$ 62
\$ 47,155	\$ 5,846	\$ 247
88%	558%	40%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	199	120
% of Retail Units	100%	60%
% Retailed of Off-Brand	45%	48%
Average Days to Sale	33.7	12.4
Average Transaction Price	\$ 27,355	\$ 27,442
Average Transaction to Market %	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ 2,729	\$ 2,368
Average Front End Gross	\$ 1,064	\$ 1,424
Average Finance Gross	\$ 1,254	\$ 1,194
PUVR	\$ 2,220	\$ 2,619
Total Gross (Units & PUVR)	\$ 441,759	\$ 314,229
GROI	87%	277%



31-45 days	46-60 days	61-90 days	90+ days
21	18	26	12
11%	9%	13%	6%
29%	44%	50%	42%
38.3	50.1	75.5	122.7
\$ 27,761	\$ 28,123	\$ 24,153	\$ 31,754
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,302	\$ 2,271	\$ 4,531	\$ 3,468
\$ 1,454	\$ 846	\$ 518	\$ (1,440)
\$ 1,647	\$ 1,014	\$ 1,191	\$ 1,465
\$ 3,101	\$ 1,860	\$ 1,709	\$ 25
\$ 65,121	\$ 33,482	\$ 44,433	\$ 303
105%	48%	34%	0%