

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Bobby Dossett	Darryl Hobdy	Roland Williams 
Johnathan Moore	Jason Rouse	Bobby Hamrell
Oliver Washington	Johnathan Moore	Eundranette Robinson
Michael Venable	Michael Venable	Diane Trask
		William Bell
		Salvador Boemia IV
		Danny Collins
		Michael Venable
		Nour Amous
		Derek Smith
		Daquayla Fields
		Caronda Collins
		Colin Rojas
		Malik Triplett
		Natasha Taylor
		Daniel Hall
		Robin Stills
		Donald Simoneaux
		Tia Magee
		Eric Meyers
		Andrew Tekeel
		Jerry Boyle
		Nathan Cain
		Edwin Handy
		Ryen Williams
		Jamarcus Tate

#	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	2018	Buick	Encore	0	Other	No	\$ 18,615	\$ 18,615	100%	\$1,243	\$3,093
2	2017	Buick	Encore	1	Trade on New	No	\$ 17,000	\$ 17,000	100%	\$1,574	\$150
3	2013	Cadillac	ATS	7	Trade on Used	No	\$ 7,700	\$ 7,700	100%	\$2,034	\$385
4	2013	Cadillac	CTS	10	Trade on Used	No	\$ 17,995	\$ 16,718	93%	\$192	\$245
5	2018	Cadillac	Escalade	0	Other	No	\$ 61,978	\$ 61,978	100%	\$2,483	\$1,795
6	2017	Cadillac	XT5	0	Auction/Wholesale	No	\$ 33,900	\$ 33,900	100%	\$1,875	\$2,395
7	2017	Cadillac	XT5	0	Other	No	\$ 31,500	\$ 31,500	100%	\$3,945	\$2,150
8	2014	Cadillac	XTS	0	Other	No	\$ 16,085	\$ 16,085	100%	\$2,485	\$2,209
9	2015	Chevrolet	Camaro	22	Trade on New	No	\$ 16,500	\$ 14,900	90%	\$324	\$1,723
10	2017	Chevrolet	Camaro	14	Trade on Used	No	\$ 19,995	\$ 17,895	89%	\$2,510	\$0
11	2017	Chevrolet	Colorado	28	Trade on New	No	\$ 23,995	\$ 23,455	98%	\$3,453	\$1,382
12	2016	Chevrolet	Colorado	18	Trade on New	No	\$ 26,995	\$ 25,395	94%	\$1,440	\$1,165
13	2009	Chevrolet	Corvette	12	Trade on Used	No	\$ 34,000	\$ 33,766	99%	\$4,130	\$3,057
14	2017	Chevrolet	Corvette Stingray	1	Auction/Wholesale	No	\$ 53,000	\$ 50,450	95%	\$2,007	\$2,522
15	2017	Chevrolet	Cruze	34	Auction/Wholesale	No	\$ 16,995	\$ 17,062	100%	\$986	\$1,503
16	2015	Chevrolet	Cruze	6	Auction/Wholesale	No	\$ 11,995	\$ 12,500	104%	(\$617)	\$2
17	2014	Chevrolet	Cruze	8	Auction/Wholesale	No	\$ 9,995	\$ 12,650	127%	\$3,051	\$560
18	2017	Chevrolet	Cruze	34	Trade on New	No	\$ 13,995	\$ 13,995	100%	\$2,152	\$2,058
19	2014	Chevrolet	Cruze	0	Other	No	\$ 9,990	\$ 9,990	100%	\$1,675	\$560
20	2012	Chevrolet	Cruze	2	Trade on New	No	\$ 10,995	\$ 12,161	111%	\$2,691	\$385
21	2017	Chevrolet	Cruze	59	Trade on New	No	\$ 18,000	\$ 16,000	89%	(\$3,894)	\$0
22	2017	Chevrolet	Cruze	26	Trade on New	No	\$ 13,995	\$ 13,995	100%	\$1,037	\$1,378
23	2016	Chevrolet	Equinox	0	Auction/Wholesale	No	\$ 16,747	\$ 16,747	100%	\$0	\$150
24	2017	Chevrolet	Equinox	42	Auction/Wholesale	No	\$ 20,229	\$ 17,200	85%	\$160	\$1,018
25	2018	Chevrolet	Equinox	34	Trade on New	No	\$ 19,995	\$ 18,575	93%	\$2,454	\$2,202
26	2013	Chevrolet	Equinox	1,925	Trade on New	No	\$ 22,900	\$ 12,000	52%	\$2,376	\$1,065
27	2017	Chevrolet	Equinox	3	Trade on New	No	\$ 16,995	\$ 16,990	100%	\$496	\$560
28	2016	Chevrolet	Equinox	60	Auction/Wholesale	No	\$ 19,995	\$ 18,490	92%	\$10,000	\$1,828
29	2016	Chevrolet	Equinox	49	Auction/Wholesale	No	\$ 22,995	\$ 19,793	86%	(\$300)	\$1,705
30	2017	Chevrolet	Equinox	0	Other	No	\$ 20,944	\$ 20,944	100%	\$3,911	\$2,268
31	218	Chevrolet	Equinox	30	Trade on Used	No	\$ 22,400	\$ 22,400	100%	\$400	\$400
32	2017	Chevrolet	Express 3500	145	Auction/Wholesale	No	\$ 26,750	\$ 24,841	93%	\$887	\$0
33	2005	Chevrolet	Express	4,807	Auction/Wholesale	No	\$ 22,308	\$ 7,763	35%	\$3,689	\$0
34	2018	Chevrolet	Impala	142	Auction/Wholesale	No	\$ 22,500	\$ 20,000	89%	(\$665)	\$391
35	2015	Chevrolet	Impala	26	Trade on New	No	\$ 17,495	\$ 15,620	89%	\$1,491	\$1,283
36	2018	Chevrolet	Malibu	58	Auction/Wholesale	No	\$ 19,995	\$ 18,200	91%	\$568	\$1,571
37	2016	Chevrolet	Malibu	6	Auction/Wholesale	No	\$ 18,495	\$ 15,850	86%	\$1,470	\$0
38	2017	Chevrolet	Malibu	15	Auction/Wholesale	No	\$ 17,995	\$ 19,150	106%	\$1,196	\$560
39	2018	Chevrolet	Malibu	17	Auction/Wholesale	No	\$ 17,995	\$ 19,790	110%	\$1,360	\$385
40	2016	Chevrolet	Malibu	7	Trade on New	No	\$ 15,999	\$ 15,200	95%	\$1,323	\$560
41	2015	Chevrolet	Malibu	19	Auction/Wholesale	No	\$ 14,995	\$ 13,140	88%	\$1,233	\$1,217
42	2016	Chevrolet	Malibu	54	Trade on New	No	\$ 14,710	\$ 14,995	102%	(\$7,127)	\$1,338
43	2016	Chevrolet	Malibu Limited	13	Trade on New	No	\$ 13,995	\$ 12,800	91%	\$285	\$560
44	2016	Chevrolet	Silverado 1500	0	Other	No	\$ 26,995	\$ 26,995	100%	\$1,466	\$700
45	2014	Chevrolet	Silverado 1500	0	Other	No	\$ 15,995	\$ 15,995	100%	\$4,295	\$961
46	2014	Chevrolet	Silverado 1500	0	Auction/Wholesale	No	\$ 26,000	\$ 26,000	100%	(\$200)	\$1,583
47	2014	Chevrolet	Silverado 1500	59	Trade on New	no	\$ 29,995	\$ 27,316	91%	\$2,417	\$250
48	2015	Chevrolet	Silverado 1500	26	Auction/Wholesale	no	\$ 29,995	\$ 29,281	98%	\$950	\$1,350
49	2009	Chevrolet	Silverado 1500	1	Trade on New	No	\$ 13,000	\$ 13,000	100%	\$4,982	\$560
50	2018	Chevrolet	Silverado 1500	0	Auction/Wholesale	No	\$ 35,500	\$ 35,500	100%	\$255	\$3,715
51	2012	Chevrolet	Silverado 1500	228	Trade on New	No	\$ 15,988	\$ 12,517	78%	(\$161)	\$1,034
52	2018	Chevrolet	Silverado 1500	31	Trade on New	No	\$ 34,199	\$ 33,900	99%	\$3,900	\$2,422
53	2015	Chevrolet	Silverado 1500	36	Trade on New	No	\$ 34,000	\$ 31,450	93%	\$2,345	\$795

Scoreboard Totals

% Retailed of Non-New Franchise	100%
Total # Retail Units	159
Average Days to Sale	112.3
Average Advertised Price (Time of Sale)	\$ 23,195
Average Transaction Price	\$ 22,322
Average Market Price at 100%	\$ 23,983
Average Price to Market % (Time of Sale)	97%
Average Transaction to Market	93%
Average Transactional Discount	\$ 872
Average Front End Gross	\$ 1,667
Average Finance Gross	\$ 1,148
PUVR	\$ 2,815
Total Gross (Units & PUVR)	\$ 447,568
GROI	40%



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Scoreboard		
Desk Manager	Totals	Bobby Dossett
% Retailed of Non-New Franchise	100%	99%
Total # Retail Units	159	117
Average Days to Sale	112.3	131.4
Average Advertised Price (Time of Sale)	\$ 23,195	\$ 23,032
Average Transaction Price	\$ 22,322	\$ 21,985
Average Market Price at 100%	\$ 23,983	\$ 24,782
Average Price to Market % (Time of Sale)	97%	93%
Average Transaction to Market %	93%	89%
Average Transactional Discount	\$ 872	\$ 1,047
Average Front End Gross	\$ 1,667	\$ 1,708
Average Finance Gross	\$ 1,148	\$ 1,164
PUVR	\$ 2,815	\$ 2,872
Total Gross (Units & PUVR)	\$ 447,568	\$ 336,005
GROI	40%	36%



Johnathan Moore	Oliver Washington	Michael Venable
#DIV/0!	100%	100%
0	29	5
#DIV/0!	31.3	26.6
#DIV/0! \$	22,985	\$ 26,727
#DIV/0! \$	22,524	\$ 25,671
#DIV/0! \$	23,857	\$ 27,880
#DIV/0!	96%	96%
#DIV/0!	94%	92%
#DIV/0! \$	462	\$ 1,056
#DIV/0! \$	1,869	\$ 1,712
#DIV/0! \$	1,398	\$ 936
#DIV/0! \$	3,267	\$ 2,648
#DIV/0! \$	94,735	\$ 13,239
#DIV/0!	167%	140%

Scoreboard		
Sales Consultant	Totals	Robert Sanders
% Retailed of Non-New Franchise	100%	100%
Total # Retail Units	159	10
Average Days to Sale	112.3	27.1
Average Advertised Price (Time of Sale)	\$ 23,195	\$ 22,662
Average Transaction Price	\$ 22,322	\$ 22,242
Average Market Price at 100%	\$ 23,983	\$ 23,162
Average Price to Market % (Time of Sale)	97%	98%
Average Transaction to Market %	93%	96%
Average Transactional Discount	\$ 872	\$ 420
Average Front End Gross	\$ 1,667	\$ 1,978
Average Finance Gross	\$ 1,148	\$ 1,206
PUVR	\$ 2,815	\$ 3,185
Total Gross (Units & PUVR)	\$ 447,568	\$ 31,846
GROI	40%	190%



Bobby Hammell	Eundranette Robinson	Eundranette Robinson
100%	100%	100%
6	6	6
19.7	12.2	12.2
\$ 31,915	\$ 13,680	\$ 13,680
\$ 31,216	\$ 13,425	\$ 13,425
\$ 32,725	\$ 14,171	\$ 14,171
98%	97%	97%
95%	95%	95%
\$ 699	\$ 255	\$ 255
\$ 2,171	\$ 522	\$ 522
\$ 1,218	\$ 1,117	\$ 1,117
\$ 3,389	\$ 1,639	\$ 1,639
\$ 20,331	\$ 9,835	\$ 9,835
199%	361%	361%

Diane Trask		
100%	#DIV/0!	#DIV/0!
29	0	0
73.0	#DIV/0!	#DIV/0!
\$ 27,839	#DIV/0!	#DIV/0!
\$ 26,965	#DIV/0!	#DIV/0!
\$ 29,189	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!
\$ 874	#DIV/0!	#DIV/0!
\$ 1,904	#DIV/0!	#DIV/0!
\$ 1,138	#DIV/0!	#DIV/0!
\$ 3,042	#DIV/0!	#DIV/0!
\$ 88,219	#DIV/0!	#DIV/0!
56%	#DIV/0!	#DIV/0!

Scoreboard		
Finance Manager	Totals	Darryl Hobby
% Retailed of Non-New Franchise	100%	99%
Total # Retail Units	159	110
Average Days to Sale	112.3	143.3
Average Advertised Price (Time of Sale)	\$ 23,195	\$ 22,655
Average Transaction Price	\$ 22,322	\$ 21,737
Average Market Price at 100%	\$ 23,983	\$ 24,285
Average Price to Market % (Time of Sale)	97%	93%
Average Transaction to Market %	93%	90%
Average Transactional Discount	\$ 872	\$ 918
Average Front End Gross	\$ 1,667	\$ 1,697
Average Finance Gross	\$ 1,148	\$ 1,013
PUVR	\$ 2,815	\$ 2,710
Total Gross (Units & PUVR)	\$ 447,568	\$ 298,099
GROI	40%	31%



Jason Rouse	Johnathan Moore	
100%	100%	#DIV/0!
43	4	0
24.6	15.5	#DIV/0!
\$ 24,978	\$ 15,508	#DIV/0!
\$ 23,983	\$ 15,347	#DIV/0!
\$ 26,363	\$ 15,726	#DIV/0!
95%	99%	#DIV/0!
91%	98%	#DIV/0!
\$ 995	\$ 161	#DIV/0!
\$ 1,775	\$ 989	#DIV/0!
\$ 1,529	\$ 1,615	#DIV/0!
\$ 3,304	\$ 2,604	#DIV/0!
\$ 142,079	\$ 10,415	#DIV/0!
201%	394%	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	159	0
Average Days to Sale	112.3	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 23,195	#DIV/0!
Average Transaction Price	\$ 22,322	#DIV/0!
Average Market Price at 100%	\$ 23,983	#DIV/0!
Average Price to Market % (Time of Sale)	97%	#DIV/0!
Average Transaction to Market %	93%	#DIV/0!
Average Transactional Discount	\$ 872	#DIV/0!
Average Front End Gross	\$ 1,667	#DIV/0!
Average Finance Gross	\$ 1,148	#DIV/0!
PUVR	\$ 2,815	#DIV/0!
Total Gross (Units & PUVR)	\$ 447,568	#DIV/0!
GROI	40%	#DIV/0!



No	
	160
	112.3
\$	22,322
\$	22,322
\$	24,685
	90%
	90%
\$	872
\$	1,667
\$	1,148
\$	2,815
\$	450,383
	40%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	159	0
Average Days to Sale	112.3	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 23,195	#DIV/0!
Average Transaction Price	\$ 22,322	#DIV/0!
Average Market Price at 100%	\$ 23,983	#DIV/0!
Average Price to Market % (Time of Sale)	97%	#DIV/0!
Average Transaction to Market %	93%	#DIV/0!
Average Transactional Discount	\$ 872	#DIV/0!
Average Front End Gross	\$ 1,667	#DIV/0!
Average Finance Gross	\$ 1,148	#DIV/0!
PUVR	\$ 2,815	#DIV/0!
Total Gross (Units & PUVR)	\$ 447,568	#DIV/0!
GROI	40%	#DIV/0!



No	
	159
	112.9
\$	22,434
\$	22,434
\$	24,790
	90%
	90%
\$	869
\$	1,665
\$	1,155
\$	2,821
\$	448,468
	40%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	159	61
% of Retail Units	100%	38%
% Retailed of Off-Brand	100%	98%
Average Days to Sale	112.3	107.3
Average Transaction Price	\$ 22,322	\$ 22,964
Average Transaction to Market %	93%	90%
Average Transactional Discount	\$ 872	\$ 1,167
Average Front End Gross	\$ 1,667	\$ 1,648
Average Finance Gross	\$ 1,148	\$ 1,001
PUVR	\$ 2,815	\$ 2,648
Total Gross (Units & PUVR)	\$ 447,568	\$ 161,544
GROI	40%	39%



Trade on Used	Street/Curb buy	Auction/wholesale
12	0	52
8%	0%	33%
100%	#DIV/0!	100%
19.8	#DIV/0!	122.1
\$ 18,597	#DIV/0!	\$ 22,667
91%	#DIV/0!	97%
\$ 1,071	#DIV/0!	\$ 710
\$ 1,621	#DIV/0!	\$ 1,652
\$ 805	#DIV/0!	\$ 1,321
\$ 2,426	#DIV/0!	\$ 2,973
\$ 29,109	#DIV/0!	\$ 154,594
238%	#DIV/0!	39%

Other	
	35
	22%
	100%
	137.8
\$	21,968
	110%
\$	532
\$	1,738
\$	1,266
\$	3,004
\$	105,136
	36%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	159	72
% of Retail Units	100%	45%
% Retailed of Off-Brand	100%	99%
Average Days to Sale	112.3	13.6
Average Transaction Price	\$ 22,322	\$ 20,271
Average Transaction to Market %	93%	95%
Average Transactional Discount	\$ 872	\$ 578
Average Front End Gross	\$ 1,667	\$ 1,987
Average Finance Gross	\$ 1,148	\$ 853
PUVR	\$ 2,815	\$ 2,839
Total Gross (Units & PUVR)	\$ 447,568	\$ 204,431
GROI	40%	370%



31-45 days	46-60 days	61-90 days	90+ days
13	13	13	13
8%	8%	8%	8%
100%	100%	100%	100%
35.5	54.5	72.8	1134.8
\$ 25,067	\$ 22,087	\$ 27,347	\$ 19,908
92%	89%	88%	68%
\$ 1,155	\$ 1,348	\$ 1,847	\$ 4,312
\$ 2,012	\$ 901	\$ 1,260	\$ 1,208
\$ 1,728	\$ 1,266	\$ 1,788	\$ 518
\$ 3,740	\$ 2,167	\$ 3,047	\$ 1,725
\$ 48,619	\$ 28,170	\$ 39,614	\$ 22,430
151%	65%	55%	3%