

Desk Manager(s)	Finance Manager(s)
Kory Warren	Bryce Toll
Nolan Crum	Nolan Crum
Bryce Toll	

#	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	2019	Chevrolet	Suburban	2	Auction/Wholesale	No	\$ 63,000	\$ 63,000	91%	\$720	\$492
2	2017	Honda	CR-V	3	Auction/Wholesale	No	\$ 27,000	\$ 28,500	109%	\$4,320	\$0
3	2012	Ford	F-150	123	Trade on New	No	\$ 20,000	\$ 20,000	99%	(\$1,240)	\$0
4	2016	Jeep	Cherokee	7	Trade on New	Yes	\$ 20,995	\$ 20,995	104%	\$3,565	\$2,418
5	2016	Toyota	4-Runner	28	Trade on New	No	\$ 26,987	\$ 26,987	102%	\$2,341	\$1,310
6	2016	Ram	1500	133	Trade on Used	Yes	\$ 22,800	\$ 22,800	94%	(\$1,470)	\$1,655
7	2016	Ram	3500	20	Trade on New	No	\$ 37,714	\$ 36,314	100%	\$5,229	\$1,754
8	2015	Ram	1500	29	Trade on Used	Yes	\$ 26,694	\$ 25,500	97%	\$1,428	\$2,001
9	2005	GMC	Sierra 1500	1	Trade on New	No	\$ 9,995	\$ 9,995	100%	\$1,947	\$1,318
10	2017	Chevrolet	Equinox	22	Auction/Wholesale	No	\$ 19,949	\$ 19,949	100%	\$3,305	\$3,351
11	2017	Jeep	Renegade	19	Trade on Used	Yes	\$ 19,476	\$ 18,000	101%	\$1,013	\$305
12	2017	Chevrolet	Malibu	28	Trade on New	No	\$ 16,766	\$ 16,766	100%	\$1,323	\$0
13	2016	Ram	1500	9	Trade on New	Yes	\$ 28,629	\$ 26,807	104%	\$1,783	\$1,418
14	2015	Chevrolet	2500	32	Auction/Wholesale	No	\$ 42,887	\$ 42,887	98%	\$2,614	\$931
15	2018	Jeep	Grand Cherokee	42	Auction/Wholesale	Yes	\$ 35,599	\$ 35,599	99%	\$1,703	\$3,551
16	2001	VW	Beetle	1	Trade on New	No	\$ 2,995	\$ 2,000	95%	\$320	\$0
17	2017	Dodge	Journey	5	Trade on New	Yes	\$ 18,500	\$ 18,500	102%	\$3,663	\$2,907
18	2015	Jeep	Renegade	20	Trade on Used	Yes	\$ 15,506	\$ 15,506	105%	\$2,404	\$495
19	2017	Jeep	Wrangler	86	Trade on New	Yes	\$ 31,112	\$ 31,112	99%	\$1,260	\$1,748
20	2017	Ram	1500	58	Trade on New	Yes	\$ 31,315	\$ 31,315	93%	\$1,581	\$536
21	2017	Toyota	Rav04	28	Trade on Used	No	\$ 18,128	\$ 17,000	96%	\$837	\$656
22	2013	Nissan	Juke	23	Trade on Used	No	\$ 12,705	\$ 12,500	104%	\$2,477	\$2,654
23	2011	Jeep	Wrangler	2	Trade on Used	No	\$ 15,000	\$ 15,000	102%	\$3,966	\$385
24	2012	Buick	Verano	18	Auction/Wholesale	No	\$ 11,043	\$ 10,078	103%	\$508	\$1,043
25	2013	Chevrolet	Suburban	17	Trade on Used	No	\$ 19,960	\$ 18,000	102%	\$460	\$658
26	2014	GMC	Sierra 1500	13	Trade on Used	No	\$ 25,995	\$ 23,400	106%	\$3,720	\$2,229
27	2017	Jeep	Compass	50	Auction/Wholesale	Yes	\$ 19,705	\$ 18,400	105%	\$321	\$1,588
28	2018	Chrysler	Pacifica	6	Trade on New	Yes	\$ 29,710	\$ 30,710	100%	\$4,734	\$3,735
29	2014	Nissan	Juke	19	Trade on Used	No	\$ 11,632	\$ 11,632	102%	\$1,942	\$1,203
30	2015	Jeep	Grand Cherokee	43	Trade on New	Yes	\$ 22,185	\$ 22,185	100%	\$2,298	\$2,679
31	2014	Jeep	Wrangler	46	Trade on New	Yes	\$ 32,053	\$ 31,105	100%	\$3,577	\$1,924
32	2002	Infiniti	G20	1	Trade on New	No	\$ 2,995	\$ 1,500	102%	\$570	\$0
33	2013	Chevrolet	Equinox	38	Trade on Used	No	\$ 13,335	\$ 12,450	100%	\$867	\$560
34	2013	GMC	Sierra 1500	11	Trade on Used	No	\$ 24,995	\$ 24,995	105%	\$4,341	\$950
35	2009	Jeep	Wrangler	9	Trade on Used	No	\$ 15,995	\$ 15,995	100%	\$2,011	\$1,818
36	2007	Honda	Ridgeline	9	Trade on Used	No	\$ 10,995	\$ 10,500	107%	\$2,739	\$0
37	2007	Ford	F-150	2	Trade on Used	No	\$ 11,995	\$ 9,500	104%	\$2,667	\$0
38	2015	Ford	Edge	18	Trade on Used	No	\$ 22,993	\$ 22,000	104%	\$3,945	\$0
39	2010	Subaru	Forester	1	Auction/Wholesale	No	\$ 8,999	\$ 8,999	102%	\$3,145	\$1,149
40	2016	Toyota	4-Runner	94	Trade on New	No	\$ 34,999	\$ 34,000	94%	(\$380)	\$1,262
41	2014	Chrysler	T&C	2	Trade on Used	Yes	\$ 16,000	\$ 17,400	102%	\$5,084	\$2,137
42	2017	Chevrolet	Cruze	55	Auction/Wholesale	No	\$ 15,250	\$ 15,250	98%	\$1,027	\$3,318
43	2018	Chrysler	300	8	Auction/Wholesale	Yes	\$ 25,000	\$ 24,000	100%	\$846	\$159

44	2017	Jeep	Grand Cherokee	95	Trade on New	Yes	\$ 27,500	\$ 27,500	102%	\$500	\$1,565
45	2017	Jeep	Grand Cherokee	125	Loaner/Rental Fleet	Yes	\$ 34,000	\$ 34,000	100%	\$300	\$2,908
46	2018	Jeep	Compass	34	Trade on New	Yes	\$ 18,000	\$ 17,365	96%	\$1,511	\$1,816
47	2007	Audi	S4	5	Street/Curb Buy	No	\$ 8,000	\$ 7,000	108%	\$820	\$0
48	2017	Jeep	Grand Cherokee	6	Trade on New	Yes	\$ 35,000	\$ 35,000	102%	\$2,997	\$1,221
49	2017	Dodge	Grand Caravan	1	Auction/Wholesale	Yes	\$ 25,000	\$ 25,000	107%	\$2,155	\$1,451
50	2017	Chevrolet	Silverado 1500	72	Auction/Wholesale	No	\$ 41,750	\$ 41,500	100%	\$340	\$2,621
51	2017	Fiat	500X	54	Trade on Used	Yes	\$ 12,500	\$ 12,500	99%	\$1,636	\$405
52	2012	Buick	Regal	28	Trade on New	No	\$ 10,500	\$ 9,500	99%	\$969	\$1,376
53	2011	Chevrolet	Avalanche	110	Trade on Used	No	\$ 20,491	\$ 20,250	87%	\$315	\$0

Scoreboard Totals

% Retailed of Non-New Franchise	49%
Total # Retail Units	79
Average Days to Sale	32.8
Average Advertised Price (Time of Sale)	\$ 22,800
Average Transaction Price	\$ 22,402
Average Market Price at 100%	\$ 20,334
Average Price to Market % (Time of Sale)	112%
Average Transaction to Market	110%
Average Transactional Discount	\$ 398
Average Front End Gross	\$ 1,817
Average Finance Gross	\$ 1,171
PUVR	\$ 2,988
Total Gross (Units & PUVR)	\$ 236,091
GROI	146%



EMY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	49%	#DIV/0!
Total # Retail Units	79	0
Average Days to Sale	32.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 22,800	#DIV/0!
Average Transaction Price	\$ 22,402	#DIV/0!
Average Market Price at 100%	\$ 20,334	#DIV/0!
Average Price to Market % (Time of Sale)	112%	#DIV/0!
Average Transaction to Market %	110%	#DIV/0!
Average Transactional Discount	\$ 398	#DIV/0!
Average Front End Gross	\$ 1,817	#DIV/0!
Average Finance Gross	\$ 1,171	#DIV/0!
PUVR	\$ 2,988	#DIV/0!
Total Gross (Units & PUVR)	\$ 236,091	#DIV/0!
GROI	146%	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	49%	#DIV/0!
Total # Retail Units	79	0
Average Days to Sale	32.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 22,800	#DIV/0!
Average Transaction Price	\$ 22,402	#DIV/0!
Average Market Price at 100%	\$ 20,334	#DIV/0!
Average Price to Market % (Time of Sale)	112%	#DIV/0!
Average Transaction to Market %	110%	#DIV/0!
Average Transactional Discount	\$ 398	#DIV/0!
Average Front End Gross	\$ 1,817	#DIV/0!
Average Finance Gross	\$ 1,171	#DIV/0!
PUVR	\$ 2,988	#DIV/0!
Total Gross (Units & PUVR)	\$ 236,091	#DIV/0!
GROI	146%	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	49%	#DIV/0!
Total # Retail Units	79	0
Average Days to Sale	32.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 22,800	#DIV/0!
Average Transaction Price	\$ 22,402	#DIV/0!
Average Market Price at 100%	\$ 20,334	#DIV/0!
Average Price to Market % (Time of Sale)	112%	#DIV/0!
Average Transaction to Market %	110%	#DIV/0!
Average Transactional Discount	\$ 398	#DIV/0!
Average Front End Gross	\$ 1,817	#DIV/0!
Average Finance Gross	\$ 1,171	#DIV/0!
PUVR	\$ 2,988	#DIV/0!
Total Gross (Units & PUVR)	\$ 236,091	#DIV/0!
GROI	146%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	79	38
Average Days to Sale	32.8	41.7
Average Advertised Price (Time of Sale)	\$ 22,800	\$ 26,364
Average Transaction Price	\$ 22,402	\$ 26,072
Average Market Price at 100%	\$ 20,334	\$ 25,293
Average Price to Market % (Time of Sale)	112%	104%
Average Transaction to Market %	110%	103%
Average Transactional Discount	\$ 398	\$ 292
Average Front End Gross	\$ 1,817	\$ 1,695
Average Finance Gross	\$ 1,171	\$ 1,356
PUVR	\$ 2,988	\$ 3,052
Total Gross (Units & PUVR)	\$ 236,091	\$ 115,968
GROI	146%	101%



No	
	41
	24.6
\$	19,000
\$	19,000
\$	19,525
	97%
	97%
\$	498
\$	1,930
\$	1,000
\$	2,930
\$	120,123
	226%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	79	40
Average Days to Sale	32.8	35.9
Average Advertised Price (Time of Sale)	\$ 22,800	\$ 25,878
Average Transaction Price	\$ 22,402	\$ 25,574
Average Market Price at 100%	\$ 20,334	\$ 24,774
Average Price to Market % (Time of Sale)	112%	104%
Average Transaction to Market %	110%	103%
Average Transactional Discount	\$ 398	\$ 305
Average Front End Gross	\$ 1,817	\$ 1,880
Average Finance Gross	\$ 1,171	\$ 1,378
PUVR	\$ 2,988	\$ 3,259
Total Gross (Units & PUVR)	\$ 236,091	\$ 130,340
GROI	146%	128%



No	
	39
	29.6
\$	19,148
\$	19,148
\$	19,762
	97%
	97%
\$	495
\$	1,752
\$	959
\$	2,712
\$	105,751
	172%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	79	28
% of Retail Units	100%	35%
% Retailed of Off-Brand	49%	43%
Average Days to Sale	32.8	32.6
Average Transaction Price	\$ 22,402	\$ 23,352
Average Transaction to Market %	110%	128%
Average Transactional Discount	\$ 398	\$ 450
Average Front End Gross	\$ 1,817	\$ 1,796
Average Finance Gross	\$ 1,171	\$ 1,220
PUVR	\$ 2,988	\$ 3,016
Total Gross (Units & PUVR)	\$ 236,091	\$ 84,447
GROI	146%	143%



Trade on Used	Street/Curb buy	Auction/wholesale
25	3	19
32%	4%	24%
56%	67%	58%
26.0	14.7	34.3
\$ 17,247	\$ 15,665	\$ 27,269
98%	102%	99%
\$ 663	\$ -	\$ 122
\$ 2,231	\$ 3,269	\$ 1,378
\$ 908	\$ 143	\$ 1,619
\$ 3,139	\$ 3,412	\$ 2,997
\$ 78,466	\$ 10,236	\$ 56,946
252%	535%	115%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
3	1	0
4%	1%	0%
0%	0%	#DIV/0!
110.7	1.0	#DIV/0!
\$ 33,667	\$ 18,600	#DIV/0!
102%	100%	#DIV/0!
\$ -	\$ -	#DIV/0!
\$ 500	\$ -	#DIV/0!
\$ 1,064	\$ 1,304	#DIV/0!
\$ 1,564	\$ 1,304	#DIV/0!
\$ 4,692	\$ 1,304	#DIV/0!
15%	2524%	#DIV/0!

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	79	51
% of Retail Units	100%	65%
% Retailed of Off-Brand	49%	55%
Average Days to Sale	32.8	12.1
Average Transaction Price	\$ 22,402	\$ 19,820
Average Transaction to Market %	110%	115%
Average Transactional Discount	\$ 398	\$ 528
Average Front End Gross	\$ 1,817	\$ 2,318
Average Finance Gross	\$ 1,171	\$ 1,107
PUVR	\$ 2,988	\$ 3,426
Total Gross (Units & PUVR)	\$ 236,091	\$ 174,701
GROI	146%	513%



31-45 days	46-60 days	61-90 days	90+ days
8	7	4	9
10%	9%	5%	11%
50%	14%	50%	44%
37.0	51.7	79.0	111.1
\$ 23,873	\$ 23,724	\$ 30,153	\$ 31,250
100%	98%	99%	96%
\$ 65	\$ 322	\$ 63	\$ 171
\$ 1,674	\$ 1,454	\$ 625	\$ (84)
\$ 1,581	\$ 1,387	\$ 1,512	\$ 853
\$ 3,255	\$ 2,841	\$ 2,137	\$ 768
\$ 26,041	\$ 19,886	\$ 8,548	\$ 6,915
133%	83%	32%	8%