

Desk Manager(s)	Finance Manager(s)
Corey Poindexter	Kelly Brown
Matt Donovan	Anthony Metzalar
Hutch Vaughn	Gardner Taylor
Eric Perryman	

Sales Consultant(s)	New Car Franchise(s)
Larry Anderson NADA ACADEMY	Toyota
Antonio Ponder	Mazda
Tracey Surrat	
Robert Jackson	
Mike Urig	
Mike Grawboski	
Rick Sheapard	
Bev Merriweather	
Ashe Aariff	
Keith Christmas	
Helen Scott	
Jody Cunningham	
Chris Huges	
Kandy Jennings	
Dion Blackburn	
Grant Austin	
Cam Beam	
Zacc mase	
Keylee Love	
Charles Lawrence	
India Wright	

#	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	2004	NISSAN	FRONTIER	40	Trade on New	No	\$ 13,981	\$ 13,981	103%	\$1,339	\$965
2	2016	TOYOTA	COROLLA	28	Trade on New	Yes	\$ 13,500	\$ 12,750	98%	\$2,518	\$291
3	2015	Dodge	RAM	78	Trade on New	No	\$ 17,987	\$ 17,987	89%	(\$1,572)	\$0
4	2017	TOYOTA	SIENNA	57	Trade on New	Yes	\$ 30,994	\$ 30,994	99%	(\$26)	\$0
5	2016	TOYOTA	Rav 4	61	Auction/Wholesale	Yes	\$ 19,925	\$ 17,909	102%	(\$764)	\$3,567
6	2018	TOYOTA	LAND CRUISER	11	Auction/Wholesale	Yes	\$ 70,431	\$ 70,431	108%	\$4,495	\$7,205
7	2016	NISSAN	ROUGE	43	Trade on New	No	\$ 15,691	\$ 15,691	99%	\$309	\$797
8	2010	TOYOTA	COROLLA	51	Trade on New	No	\$ 5,998	\$ 5,998	100%	\$1,010	\$0
9	2018	TOYOTA	4RUNNER	14	Auction/Wholesale	Yes	\$ 39,997	\$ 39,150	98%	\$720	\$2,331
10	2018	TOYOTA	TUNDRA	14	Auction/Wholesale	Yes	\$ 44,980	\$ 43,655	102%	\$626	\$0
11	2008	KIA	SPECTRA	25	Trade on New	No	\$ 5,997	\$ 5,897	109%	\$1,026	\$0
12	2018	TOYOTA	Rav 4	53	Trade on New	Yes	\$ 24,980	\$ 24,586	102%	(\$213)	\$1,594
13	2013	TOYOTA	Rav 4	17	Trade on New	Yes	\$ 14,997	\$ 14,447	99%	\$736	\$1,893
14	2012	TOYOTA	CAMRY	43	Trade on New	Yes	\$ 10,981	\$ 10,981	99%	\$2,825	\$215
15	2018	TOYOTA	CAMRY	46	Trade on New	Yes	\$ 20,981	\$ 18,981	103%	(\$1,531)	\$3,256
16	2017	TOYOTA	TACOMA	27	Trade on New	Yes	\$ 29,225	\$ 28,541	107%	\$580	\$1,117
17	2017	TOYOTA	TACOMA	23	Auction/Wholesale	Yes	\$ 31,981	\$ 28,088	102%	\$1,255	\$935
18	2017	JEEP	GRAND CHEROKEE	37	Trade on New	No	\$ 27,455	\$ 27,455	99%	\$291	\$2,543
19	2016	TOYOTA	RAV HYBRID	8	Trade on New	Yes	\$ 26,981	\$ 25,888	106%	\$1,629	\$0
20	2018	TOYOTA	CAMRY	15	Auction/Wholesale	Yes	\$ 21,498	\$ 21,000	105%	\$822	\$150
21	2018	TOYOTA	COROLLA	18	Auction/Wholesale	Yes	\$ 15,724	\$ 15,416	102%	\$491	\$3,625
22	2016	TOYOTA	COROLLA	16	Other	Yes	\$ 10,997	\$ 10,997	99%	\$199	\$522
23	2017	TOYOTA	COROLLA	2	Trade on New	Yes	\$ 22,686	\$ 22,301	105%	\$1,027	\$326
24	2007	Chevrolet	IMPALA	22	Trade on New	No	\$ 4,994	\$ 4,486	110%	\$760	\$250
25	2015	TOYOTA	HIGHLANDER	16	Trade on New	Yes	\$ 27,525	\$ 26,430	103%	\$1,698	\$698
26	2006	TOYOTA	LAND CRUISER	6	Trade on New	No	\$ 18,981	\$ 18,981	105%	\$3,749	\$0
27	2016	TOYOTA	TUNDRA	10	Trade on New	Yes	\$ 29,591	\$ 26,390	100%	\$208	\$538
28	2018	JEEP	WRANGLER	48	Trade on New	No	\$ 29,981	\$ 29,014	99%	(\$190)	\$35
29	2015	AUDI	Q3	39	Trade on New	No	\$ 24,000	\$ 20,781	103%	\$1,503	\$365
30	2018	TOYOTA	SIENNA	22	Auction/Wholesale	Yes	\$ 37,000	\$ 33,996	108%	\$1,848	\$4,243
31	2018	TOYOTA	TACOMA	18	Trade on New	Yes	\$ 31,175	\$ 29,997	102%	\$2,075	\$1,618
32	2016	TOYOTA	HIGHLANDER	58	Trade on New	Yes	\$ 28,997	\$ 28,300	93%	(\$122)	\$1,984
33	2018	TOYOTA	SEQUOIA	24	Auction/Wholesale	Yes	\$ 57,725	\$ 55,695	101%	\$3,806	\$250
34	2012	TOYOTA	CAMRY	25	Trade on New	No	\$ 8,992	\$ 8,992	109%	\$1,017	\$367
35	2016	TOYOTA	COROLLA	79	Trade on New	Yes	\$ 16,825	\$ 14,999	99%	(\$753)	\$1,053
36	2017	CADILLAC	XT5	18	Trade on New	No	\$ 33,957	\$ 33,658	102%	\$1,103	\$0
37	2015	TOYOTA	HIGHLANDER	91	Auction/Wholesale	Yes	\$ 24,981	\$ 24,882	89%	(\$2,027)	\$1,194
38	2008	HONDA	CIVIC	105	Trade on New	No	\$ 4,994	\$ 4,994	85%	(\$1,544)	\$647
39	2013	HYUNDAI	VELOSTER	18	Trade on New	No	\$ 9,994	\$ 9,851	102%	\$909	\$0
40	2011	Dodge	DAKOTA	21	Trade on New	No	\$ 13,997	\$ 13,501	108%	\$1,915	\$0
41	2018	TOYOTA	SIENNA	27	Auction/Wholesale	Yes	\$ 26,997	\$ 26,997	102%	\$843	\$337

42	2018	TOYOTA	TACOMA	28	Auction/Wholesale	Yes	\$	33,375	\$	30,651	107%	\$2,003	\$365
43	2012	HONDA	CIVIC	26	Trade on New	No	\$	8,999	\$	8,376	105%	\$1,144	\$1,026
44	2013	HONDA	CIVIC HYBRID	13	Trade on New	No	\$	12,000	\$	11,885	107%	\$2,754	\$515
45	2006	CADILLAC	DTS	28	Trade on New	No	\$	7,995	\$	5,200	99%	\$208	\$0
46	2018	TOYOTA	CAMRY	29	Auction/Wholesale	Yes	\$	27,981	\$	26,000	103%	\$298	\$3,280
47	2019	TOYOTA	COROLLA	63	Trade on New	No	\$	17,981	\$	16,647	99%	\$1,057	\$0
48	2018	TOYOTA	CAMRY	29	Auction/Wholesale	Yes	\$	25,900	\$	23,323	108%	\$2,908	\$1,250
49	2017	TOYOTA	HIGHLANDER	22	Trade on New	Yes	\$	26,275	\$	25,987	102%	(\$1,201)	\$2,532
50	2015	Dodge	DART	57	Trade on New	No	\$	8,994	\$	8,807	99%	\$279	\$0
51	2018	TOYOTA	COROLLA	81	Trade on New	Yes	\$	14,292	\$	13,961	95%	(\$1,381)	\$3,262
52	2016	TOYOTA	PRIUS	68	Trade on New	Yes	\$	13,997	\$	13,633	97%	(\$1,301)	\$0
53	2016	HONDA	ACCORD	18	Trade on New	No	\$	19,386	\$	18,100	102%	\$473	\$613

Scoreboard Totals

% Retailed of Non-New Franchise	29%
Total # Retail Units	147
Average Days to Sale	33.1
Average Advertised Price (Time of Sale)	\$ 21,500
Average Transaction Price	\$ 20,750
Average Market Price at 100%	\$ 21,049
Average Price to Market % (Time of Sale)	102%
Average Transaction to Market	99%
Average Transactional Discount	\$ 750
Average Front End Gross	\$ 772
Average Finance Gross	\$ 1,163
PUVR	\$ 1,935
Total Gross (Units & PUVR)	\$ 284,378
GROI	101%



MY

Scoreboard		<i>(Click on the blue head</i>	
Desk Manager	Totals		
% Retailed of Non-New Franchise	29%		#DIV/0!
Total # Retail Units	147		0
Average Days to Sale	33.1		#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,500		#DIV/0!
Average Transaction Price	\$ 20,750		#DIV/0!
Average Market Price at 100%	\$ 21,049		#DIV/0!
Average Price to Market % (Time of Sale)	102%		#DIV/0!
Average Transaction to Market %	99%		#DIV/0!
Average Transactional Discount	\$ 750		#DIV/0!
Average Front End Gross	\$ 772		#DIV/0!
Average Finance Gross	\$ 1,163		#DIV/0!
PUVR	\$ 1,935		#DIV/0!
Total Gross (Units & PUVR)	\$ 284,378		#DIV/0!
GROI	101%		#DIV/0!



Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	29%	#DIV/0!
Total # Retail Units	147	0
Average Days to Sale	33.1	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,500	#DIV/0!
Average Transaction Price	\$ 20,750	#DIV/0!
Average Market Price at 100%	\$ 21,049	#DIV/0!
Average Price to Market % (Time of Sale)	102%	#DIV/0!
Average Transaction to Market %	99%	#DIV/0!
Average Transactional Discount	\$ 750	#DIV/0!
Average Front End Gross	\$ 772	#DIV/0!
Average Finance Gross	\$ 1,163	#DIV/0!
PUVR	\$ 1,935	#DIV/0!
Total Gross (Units & PUVR)	\$ 284,378	#DIV/0!
GROI	101%	#DIV/0!



Scoreboard		<i>(Click on the blue head</i>	
Finance Manager	Totals		
% Retailed of Non-New Franchise	29%		#DIV/0!
Total # Retail Units	147		0
Average Days to Sale	33.1		#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,500		#DIV/0!
Average Transaction Price	\$ 20,750		#DIV/0!
Average Market Price at 100%	\$ 21,049		#DIV/0!
Average Price to Market % (Time of Sale)	102%		#DIV/0!
Average Transaction to Market %	99%		#DIV/0!
Average Transactional Discount	\$ 750		#DIV/0!
Average Front End Gross	\$ 772		#DIV/0!
Average Finance Gross	\$ 1,163		#DIV/0!
PUVR	\$ 1,935		#DIV/0!
Total Gross (Units & PUVR)	\$ 284,378		#DIV/0!
GROI	101%		#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	147	85
Average Days to Sale	33.1	32.2
Average Advertised Price (Time of Sale)	\$ 21,500	\$ 25,688
Average Transaction Price	\$ 20,750	\$ 24,775
Average Market Price at 100%	\$ 21,049	\$ 25,243
Average Price to Market % (Time of Sale)	102%	102%
Average Transaction to Market %	99%	98%
Average Transactional Discount	\$ 750	\$ 913
Average Front End Gross	\$ 772	\$ 664
Average Finance Gross	\$ 1,163	\$ 1,487
PUVR	\$ 1,935	\$ 2,151
Total Gross (Units & PUVR)	\$ 284,378	\$ 182,851
GROI	101%	97%



No	
	62
	34.3
\$	15,231
\$	15,231
\$	15,474
	98%
	98%
\$	527
\$	919
\$	718
\$	1,638
\$	101,527
	113%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	147	104
Average Days to Sale	33.1	30.5
Average Advertised Price (Time of Sale)	\$ 21,500	\$ 23,460
Average Transaction Price	\$ 20,750	\$ 22,659
Average Market Price at 100%	\$ 21,049	\$ 22,959
Average Price to Market % (Time of Sale)	102%	102%
Average Transaction to Market %	99%	99%
Average Transactional Discount	\$ 750	\$ 801
Average Front End Gross	\$ 772	\$ 836
Average Finance Gross	\$ 1,163	\$ 1,310
PUVR	\$ 1,935	\$ 2,146
Total Gross (Units & PUVR)	\$ 284,378	\$ 223,141
GROI	101%	112%

No	
	43
	39.4
\$	16,132
\$	16,132
\$	16,682
	97%
	97%
\$	626
\$	616
\$	808
\$	1,424
\$	61,237
	81%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	147	108
% of Retail Units	100%	73%
% Retailed of Off-Brand	29%	39%
Average Days to Sale	33.1	34.4
Average Transaction Price	\$ 20,750	\$ 18,175
Average Transaction to Market %	99%	99%
Average Transactional Discount	\$ 750	\$ 613
Average Front End Gross	\$ 772	\$ 732
Average Finance Gross	\$ 1,163	\$ 970
PUVR	\$ 1,935	\$ 1,702
Total Gross (Units & PUVR)	\$ 284,378	\$ 183,820
GROI	101%	98%



Trade on Used	Street/Curb buy	Auction/wholesale
0	0	38
0%	0%	26%
#DIV/0!	#DIV/0!	3%
#DIV/0!	#DIV/0!	29.9
#DIV/0!	#DIV/0!	\$ 28,326
#DIV/0!	#DIV/0!	98%
#DIV/0!	#DIV/0!	\$ 1,159
#DIV/0!	#DIV/0!	\$ 899
#DIV/0!	#DIV/0!	\$ 1,728
#DIV/0!	#DIV/0!	\$ 2,627
#DIV/0!	#DIV/0!	\$ 99,837
#DIV/0!	#DIV/0!	111%

Other	
	1
	1%
	0%
	16.0
\$	10,997
	99%
\$	-
\$	199
\$	522
\$	721
\$	721
	148%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	147	81
% of Retail Units	100%	55%
% Retailed of Off-Brand	29%	22%
Average Days to Sale	33.1	16.4
Average Transaction Price	\$ 20,750	\$ 21,424
Average Transaction to Market %	99%	101%
Average Transactional Discount	\$ 750	\$ 750
Average Front End Gross	\$ 772	\$ 1,268
Average Finance Gross	\$ 1,163	\$ 1,101
PUVR	\$ 1,935	\$ 2,369
Total Gross (Units & PUVR)	\$ 284,378	\$ 191,921
GROI	101%	242%



31-45 days	46-60 days	61-90 days	90+ days
29	14	20	3
20%	10%	14%	2%
38%	29%	45%	33%
38.2	52.6	70.1	97.7
\$ 22,147	\$ 19,887	\$ 17,334	\$ 15,842
99%	96%	92%	88%
\$ 849	\$ 781	\$ 641	\$ 372
\$ 968	\$ 228	\$ (757)	\$ (1,801)
\$ 1,561	\$ 721	\$ 1,179	\$ 927
\$ 2,530	\$ 950	\$ 421	\$ (874)
\$ 73,360	\$ 13,293	\$ 8,425	\$ (2,621)
108%	33%	12%	-20%