

Desk Manager(s)	Finance Manager(s)
Steve Farrey	Richard Baker
Ken Bowers	Russ Keith
Charlie Trammel	
Larry Simun	

#	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	Chevrolet	Suburban	89	Auction/Wholesale	No	\$ 39,990	\$ 38,464	95%	(\$1,125)	\$0
2	2017	Cadillac	CT6	14	Auction/Wholesale	Yes	\$ 59,990	\$ 59,900	97%	\$7,067	\$689
3	2016	Chevrolet	Corvette	48	Trade on New	No	\$ 56,990	\$ 54,650	94%	\$6,844	\$1,621
4	2015	Dodge	Ram	19	Trade on New	No	\$ 33,990	\$ 33,990	103%	\$3,830	\$1,387
5	2014	Jeep	Grand Cherokee	20	Trade on Used	No	\$ 20,990	\$ 18,800	105%	\$1,375	\$1,076
6	2009	Chevrolet	Silverado 2500	12	Auction/Wholesale	No	\$ 23,990	\$ 23,000	98%	\$2,300	\$1,450
7	2016	Chevrolet	Malibu	1	LBO Customer	No	\$ 15,990	\$ 15,036	94%	\$0	\$0
8	2004	Chevrolet	Silverado 3500	132	Trade on New	No	\$ 13,990	\$ 12,000	97%	(\$2,257)	\$0
9	2018	Chevrolet	Silverado 1500	37	Trade on New	No	\$ 38,990	\$ 35,300	98%	\$245	\$475
10	2014	Nissan	Altima	80	Trade on New	No	\$ 8,990	\$ 8,840	83%	\$1,399	\$3,075
11	2017	Chevrolet	Tahoe	17	Trade on Used	No	\$ 45,990	\$ 44,800	114%	\$2,300	\$3,332
12	2017	Cadillac	CTS-V	120	Auction/Wholesale	No	\$ 63,990	\$ 63,000	99%	(\$1,636)	\$545
13	2016	Cadillac	Escalade	5	LBO Customer	Yes	\$ 44,990	\$ 42,900	90%	\$3,846	\$0
14	2016	Chevrolet	Silverado 1500	60	Trade on New	No	\$ 26,990	\$ 23,990	96%	\$2,300	\$3,246
15	2018	Chevrolet	Silverado 1500	105	Trade on New	Yes	\$ 31,990	\$ 30,500	81%	(\$1,734)	\$300
16	2019	Chevrolet	Silverado 2500	29	Trade on New	No	\$ 48,990	\$ 47,975	103%	\$3,800	\$200
17	2018	Jeep	Compass	22	Trade on New	No	\$ 15,990	\$ 15,200	79%	\$225	\$0
18	2015	Chevrolet	Corvette	30	Street/Curb Buy	No	\$ 69,990	\$ 67,500	112%	\$6,396	\$0
19	2017	Honda	Pilot	13	Trade on New	No	\$ 34,990	\$ 33,000	102%	\$1,318	\$0
20	2016	Cadillac	SRX	69	Trade on Used	No	\$ 27,990	\$ 27,635	99%	\$1,400	\$285
21	2016	Honda	Civic	30	Trade on Used	No	\$ 15,990	\$ 14,200	100%	\$432	\$125
22	2019	Cadillac	XT5	12	Auction/Wholesale	No	\$ 43,990	\$ 39,500	87%	\$3,987	\$0
23	2016	Chevrolet	Camaro	11	Trade on New	No	\$ 19,990	\$ 18,550	92%	\$2,300	\$1,029
24	2010	BMW	650i	136	Trade on New	No	\$ 17,990	\$ 17,000	109%	(\$1,951)	\$1,922
25	2018	Chevrolet	Traverse	76	Auction/Wholesale	Yes	\$ 39,990	\$ 38,299	110%	\$1,305	\$0
26	2014	Chevrolet	Cruze	11	Trade on New	No	\$ 11,990	\$ 10,720	130%	\$2,274	\$400
27	2018	Toyota	Corolla	96	Trade on New	No	\$ 16,990	\$ 16,990	100%	\$213	\$919
28	2017	Cadillac	Escalade	9	Trade on New	Yes	\$ 64,990	\$ 64,990	104%	\$6,343	\$1,683
29	2018	Cadillac	XT5	83	Auction/Wholesale	Yes	\$ 44,990	\$ 43,990	93%	(\$1,785)	\$1,004
30	2009	Dodge	Ram 1500	53	Trade on Used	No	\$ 9,990	\$ 9,100	89%	\$2,311	\$600
31	2015	Chevrolet	Camaro	55	Trade on Used	No	\$ 25,990	\$ 25,500	96%	\$4,043	\$200
32	2018	Chevrolet	Equinox	96	Auction/Wholesale	Yes	\$ 23,990	\$ 23,400	92%	\$1,406	\$2,054
33	2018	Chevrolet	Camaro	63	Auction/Wholesale	No	\$ 26,990	\$ 25,500	90%	\$1,300	\$2,363
34	2015	Chevrolet	Traverse	2	Trade on New	No	\$ 17,990	\$ 15,990	92%	\$3,755	\$3,374
35	2016	Chevrolet	Traverse	0	LBO Customer	No	\$ 23,990	\$ 23,304	103%	\$0	\$1,961
36	2018	Chevrolet	Camaro	7	Trade on Used	No	\$ 25,990	\$ 23,990	88%	\$2,252	\$3,339
37	2018	Chevrolet	Equinox	104	Auction/Wholesale	Yes	\$ 23,990	\$ 22,500	92%	(\$1,371)	\$1,100
38	2013	Ford	Explorer	14	Trade on Used	No	\$ 16,990	\$ 15,700	110%	\$1,407	\$0
39	2016	Chevrolet	Silverado 2500	14	Trade on New	No	\$ 30,990	\$ 29,700	88%	\$4,053	\$0
40	2014	Chevrolet	Silverado 1500	12	Trade on New	No	\$ 23,990	\$ 22,500	82%	\$2,325	\$292
41	2018	Cadillac	Escalade	9	Trade on New	Yes	\$ 69,990	\$ 69,990	113%	\$5,286	\$0

42	2015	Chevrolet	Express	20	Auction/Wholesale	No	\$	23,990	\$	23,990	91%	\$4,191	\$3,669
43	2018	Chevrolet	Silverado 1500	101	Trade on New	No	\$	35,990	\$	34,100	82%	(\$1,236)	\$300
44	2019	Chevrolet	Silverado 2500	59	Trade on New	Yes	\$	54,990	\$	53,500	83%	\$2,417	\$4,784
45	2000	Mazda	B3000	10	Trade on New	No	\$	5,990	\$	5,000	108%	\$2,241	\$0
46	2015	Volkswagen	Passat	98	Trade on New	No	\$	7,990	\$	6,990	64%	\$188	\$0
47	2017	Chevrolet	Colorado	116	Trade on New	No	\$	26,990	\$	26,134	90%	\$1,300	\$300
48	2018	Mercedes-Benz	GLS450	40	Trade on New	No	\$	64,990	\$	61,990	91%	\$3,720	\$0
49	2018	Cadillac	XTS	63	Auction/Wholesale	Yes	\$	32,990	\$	32,990	106%	\$2,422	\$0
50	2015	Lexus	NX200	31	Trade on Used	No	\$	23,990	\$	20,800	95%	\$504	\$0
51	2005	Chevrolet	Trailblazer	10	Trade on New	No	\$	4,990	\$	4,475	77%	\$1,300	\$0
52	2012	Cadillac	SRX	12	Trade on New	No	\$	17,990	\$	17,990	113%	\$3,694	\$0
53	2018	Cadillac	CTS-V	2	Auction/Wholesale	No	\$	67,990	\$	64,732	97%	\$5,222	\$600

Scoreboard Totals

% Retailed of Non-New Franchise	27%
Total # Retail Units	200
Average Days to Sale	45.4
Average Advertised Price (Time of Sale)	\$ 30,064
Average Transaction Price	\$ 28,882
Average Market Price at 100%	\$ 29,818
Average Price to Market % (Time of Sale)	101%
Average Transaction to Market	97%
Average Transactional Discount	\$ 1,182
Average Front End Gross	\$ 1,765
Average Finance Gross	\$ 857
PUVR	\$ 2,622
Total Gross (Units & PUVR)	\$ 524,473
GROI	72%



MY

Scoreboard		<i>(Click on the blue head</i>	
Desk Manager	Totals		
% Retailed of Non-New Franchise	27%		#DIV/0!
Total # Retail Units	200		0
Average Days to Sale	45.4		#DIV/0!
Average Advertised Price (Time of Sale)	\$ 30,064		#DIV/0!
Average Transaction Price	\$ 28,882		#DIV/0!
Average Market Price at 100%	\$ 29,818		#DIV/0!
Average Price to Market % (Time of Sale)	101%		#DIV/0!
Average Transaction to Market %	97%		#DIV/0!
Average Transactional Discount	\$ 1,182		#DIV/0!
Average Front End Gross	\$ 1,765		#DIV/0!
Average Finance Gross	\$ 857		#DIV/0!
PUVR	\$ 2,622		#DIV/0!
Total Gross (Units & PUVR)	\$ 524,473		#DIV/0!
GROI	72%		#DIV/0!



Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	45.4	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 30,064	#DIV/0!
Average Transaction Price	\$ 28,882	#DIV/0!
Average Market Price at 100%	\$ 29,818	#DIV/0!
Average Price to Market % (Time of Sale)	101%	#DIV/0!
Average Transaction to Market %	97%	#DIV/0!
Average Transactional Discount	\$ 1,182	#DIV/0!
Average Front End Gross	\$ 1,765	#DIV/0!
Average Finance Gross	\$ 857	#DIV/0!
PUVR	\$ 2,622	#DIV/0!
Total Gross (Units & PUVR)	\$ 524,473	#DIV/0!
GROI	72%	#DIV/0!



Scoreboard		<i>(Click on the blue head</i>	
Finance Manager	Totals		
% Retailed of Non-New Franchise	27%		#DIV/0!
Total # Retail Units	200		0
Average Days to Sale	45.4		#DIV/0!
Average Advertised Price (Time of Sale)	\$ 30,064		#DIV/0!
Average Transaction Price	\$ 28,882		#DIV/0!
Average Market Price at 100%	\$ 29,818		#DIV/0!
Average Price to Market % (Time of Sale)	101%		#DIV/0!
Average Transaction to Market %	97%		#DIV/0!
Average Transactional Discount	\$ 1,182		#DIV/0!
Average Front End Gross	\$ 1,765		#DIV/0!
Average Finance Gross	\$ 857		#DIV/0!
PUVR	\$ 2,622		#DIV/0!
Total Gross (Units & PUVR)	\$ 524,473		#DIV/0!
GROI	72%		#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	53
Average Days to Sale	45.4	57.6
Average Advertised Price (Time of Sale)	\$ 30,064	\$ 39,216
Average Transaction Price	\$ 28,882	\$ 37,973
Average Market Price at 100%	\$ 29,818	\$ 39,939
Average Price to Market % (Time of Sale)	101%	98%
Average Transaction to Market %	97%	95%
Average Transactional Discount	\$ 1,182	\$ 1,244
Average Front End Gross	\$ 1,765	\$ 1,695
Average Finance Gross	\$ 857	\$ 837
PUVR	\$ 2,622	\$ 2,532
Total Gross (Units & PUVR)	\$ 524,473	\$ 134,186
GROI	72%	42%



No	
	147
	41.0
\$	25,605
\$	25,605
\$	26,668
	96%
	96%
\$	1,159
\$	1,790
\$	865
\$	2,655
\$	390,287
	91%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	146
Average Days to Sale	45.4	46.7
Average Advertised Price (Time of Sale)	\$ 30,064	\$ 32,817
Average Transaction Price	\$ 28,882	\$ 31,654
Average Market Price at 100%	\$ 29,818	\$ 33,005
Average Price to Market % (Time of Sale)	101%	99%
Average Transaction to Market %	97%	96%
Average Transactional Discount	\$ 1,182	\$ 1,163
Average Front End Gross	\$ 1,765	\$ 1,911
Average Finance Gross	\$ 857	\$ 870
PUVR	\$ 2,622	\$ 2,781
Total Gross (Units & PUVR)	\$ 524,473	\$ 406,001
GROI	72%	68%



No	
	54
	42.1
\$	21,388
\$	21,388
\$	22,561
	95%
	95%
\$	1,232
\$	1,370
\$	824
\$	2,194
\$	118,472
	88%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	87
% of Retail Units	100%	44%
% Retailed of Off-Brand	27%	31%
Average Days to Sale	45.4	46.2
Average Transaction Price	\$ 28,882	\$ 29,222
Average Transaction to Market %	97%	94%
Average Transactional Discount	\$ 1,182	\$ 1,261
Average Front End Gross	\$ 1,765	\$ 1,947
Average Finance Gross	\$ 857	\$ 849
PUVR	\$ 2,622	\$ 2,796
Total Gross (Units & PUVR)	\$ 524,473	\$ 243,217
GROI	72%	74%



Trade on Used	Street/Curb buy	Auction/wholesale
38	6	55
19%	3%	28%
53%	17%	9%
42.2	29.5	53.3
\$ 21,251	\$ 40,438	\$ 32,616
93%	100%	98%
\$ 1,160	\$ 1,219	\$ 1,028
\$ 1,505	\$ 3,524	\$ 1,523
\$ 915	\$ 541	\$ 863
\$ 2,420	\$ 4,065	\$ 2,386
\$ 91,947	\$ 24,387	\$ 131,251
97%	123%	49%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
0	14	0
0%	7%	0%
#DIV/0!	7%	#DIV/0!
#DIV/0!	25.0	#DIV/0!
#DIV/0!	\$ 27,865	#DIV/0!
#DIV/0!	101%	#DIV/0!
#DIV/0!	\$ 1,330	#DIV/0!
#DIV/0!	\$ 1,541	#DIV/0!
#DIV/0!	\$ 864	#DIV/0!
#DIV/0!	\$ 2,405	#DIV/0!
#DIV/0!	\$ 33,671	#DIV/0!
#DIV/0!	124%	#DIV/0!

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	92
% of Retail Units	100%	46%
% Retailed of Off-Brand	27%	26%
Average Days to Sale	45.4	14.8
Average Transaction Price	\$ 28,882	\$ 28,935
Average Transaction to Market %	97%	95%
Average Transactional Discount	\$ 1,182	\$ 1,325
Average Front End Gross	\$ 1,765	\$ 2,632
Average Finance Gross	\$ 857	\$ 832
PUVR	\$ 2,622	\$ 3,463
Total Gross (Units & PUVR)	\$ 524,473	\$ 318,612
GROI	72%	290%



31-45 days	46-60 days	61-90 days	90+ days
21	16	38	29
11%	8%	19%	15%
38%	25%	34%	14%
37.0	53.4	73.7	113.4
\$ 27,778	\$ 29,178	\$ 28,377	\$ 29,854
94%	94%	100%	93%
\$ 1,831	\$ 1,687	\$ 640	\$ 791
\$ 1,889	\$ 2,043	\$ 1,011	\$ 5
\$ 499	\$ 1,167	\$ 920	\$ 873
\$ 2,388	\$ 3,211	\$ 1,931	\$ 878
\$ 50,153	\$ 51,371	\$ 73,365	\$ 25,470
84%	74%	33%	9%