

Desk Manager(s)	Finance Manager(s)
Casey Rowe	Rey Berrera
Brian Loyd	Marsha Pope
Casey Clinger	









#	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	2016	Chevrolet	COLORADO	9	Trade on New	No	\$ 27,990	\$ 26,995	100%	\$3,589	\$985
2	2017	Chevrolet	TRAVERSE	61	Auction/Wholesale	No	\$ 23,990	\$ 23,990	100%	\$5,153	(\$333)
3	2014	Chevrolet	TRAVERSE	18	Trade on New	No	\$ 20,990	\$ 19,100	100%	\$3,021	\$2,312
4	2017	Jeep	COMPASS X	109	Loaner/Rental Fleet	No	\$ 15,990	\$ 13,620	100%	(\$809)	\$201
5	2019	Chevrolet	COLORADO	17	other	No	\$ 26,030	\$ 25,250	100%	\$1,865	\$236
6	2017	Chevrolet	CRUZE	18	LBO OEM/Leasing Co.	No	\$ 18,990	\$ 18,990	100%	\$4,854	\$709
7	2019	Chevrolet	SILVERADO	21	Auction/Wholesale	No	\$ 31,990	\$ 29,755	100%	\$2,968	\$327
8	2017	Chevrolet	Equinox	132	Street/Curb Buy	Yes	\$ 18,490	\$ 18,490	100%	\$1,903	\$1,318
9	2018	Chevrolet	Equinox	67	Auction/Wholesale	No	\$ 27,990	\$ 21,009	100%	\$3,494	\$3,177
10	2017	Chevrolet	CRUZE	117	Loaner/Rental Fleet	No	\$ 14,990	\$ 14,990	100%	\$1,122	\$521
11	2017	Dodge	CHALLENGER	111	Loaner/Rental Fleet	No	\$ 19,990	\$ 18,500	100%	\$1,463	\$196
12	2018	Chevrolet	Equinox	66	Auction/Wholesale	No	\$ 27,990	\$ 24,320	100%	\$3,169	\$173
13	2018	Chevrolet	Equinox	115	Auction/Wholesale	No	\$ 23,990	\$ 22,600	100%	\$2,957	\$1,564
14	2019	Chevrolet	COLORADO	13	Loaner/Rental Fleet	No	\$ 30,990	\$ 29,499	100%	\$508	\$1,544
15	2014	Chevrolet	CRUZE	24	Trade on New	No	\$ 11,990	\$ 10,325	100%	\$2,746	\$886
16	2019	Chevrolet	COLORADO	15	Loaner/Rental Fleet	No	\$ 27,990	\$ 27,000	100%	\$1,649	\$2,236
17	2018	Chevrolet	IMPALA	258	Loaner/Rental Fleet	No	\$ 19,290	\$ 19,000	100%	\$268	\$2,001
18	2016	Chevrolet	TRAVERSE	39	Trade on New	No	\$ 16,990	\$ 16,990	100%	\$4,408	\$1,719
19	2018	Ford	F150	140	Loaner/Rental Fleet	No	\$ 31,390	\$ 29,890	100%	\$918	\$0
20	2014	Nissan	VERSA	13	Trade on New	No	\$ 7,990	\$ 7,757	100%	\$2,154	\$0
21	2018	GMC	YUKON	31	Auction/Wholesale	No	\$ 47,990	\$ 47,499	100%	\$5,971	(\$446)
22	2018	Chevrolet	SILVERADO	141	other	No	\$ 45,110	\$ 39,800	100%	\$68	\$730
23	2017	Nissan	SENTRA	30	Trade on New	No	\$ 16,990	\$ 16,990	100%	\$4,747	\$347
24	2015	Chevrolet	SILVERADO	26	Street/Curb Buy	No	\$ 46,990	\$ 46,990	100%	\$3,371	\$2,851
25	2018	Chevrolet	TRAX	13	Trade on New	No	\$ 16,990	\$ 16,990	100%	\$3,987	\$2,819
26	2010	Chevrolet	CAMARO	40	Trade on New	No	\$ 14,990	\$ 13,789	100%	\$3,405	\$138
27	2018	Dodge	GRAND CARAVAN	21	Loaner/Rental Fleet	No	\$ 18,990	\$ 18,990	100%	\$1,790	\$4,343
28	2012	Chevrolet	MALIBU	20	Trade on New	No	\$ 9,990	\$ 8,984	100%	\$3,386	\$0
29	2016	Chevrolet	Equinox	30	LBO OEM/Leasing Co.	No	\$ 20,990	\$ 20,499	100%	\$5,541	\$2,365
30	2016	Chevrolet	Equinox	53	Trade on New	No	\$ 16,990	\$ 16,990	100%	\$5,747	\$2,838
31	2015	Chevrolet	SPARK EV	256	LBO OEM/Leasing Co.	No	\$ 8,790	\$ 8,790	100%	\$1,929	\$2,125
32	2016	Chevrolet	Equinox	28	Trade on New	No	\$ 17,990	\$ 16,520	100%	\$1,761	\$1,125
33	2019	Chevrolet	Suburban	12	Auction/Wholesale	No	\$ 49,990	\$ 47,650	100%	\$3,700	\$2,371
34	2016	Chevrolet	Volt	100	LBO OEM/Leasing Co.	No	\$ 18,290	\$ 16,994	100%	\$1,296	\$2,263
35	2016	Chevrolet	Corvette	9	Trade on New	No	\$ 51,990	\$ 49,025	100%	\$4,670	\$4,062
36	2019	Chevrolet	Tahoe	15	LBO OEM/Leasing Co.	No	\$ 50,990	\$ 50,536	100%	\$7,611	\$2,050
37	2018	Jeep	Wrangler	21	Trade on New	No	\$ 34,990	\$ 32,250	102%	\$2,447	\$0
38	2018	Chevrolet	IMPALA	25	Loaner/Rental Fleet	No	\$ 22,990	\$ 22,990	102%	\$2,622	\$3,517
39	2019	Chevrolet	COLORADO	29	Loaner/Rental Fleet	No	\$ 29,990	\$ 29,990	100%	\$2,289	\$1,325
40	2016	Chevrolet	Equinox	209	Auction/Wholesale	No	\$ 16,990	\$ 16,990	100%	\$2,154	\$2,912
41	2015	Toyota	Prius	14	Trade on New	No	\$ 12,990	\$ 12,900	100%	\$3,572	\$1,070
42	2016	Chevrolet	SILVERADO	17	Trade on New	No	\$ 35,990	\$ 33,000	100%	\$2,026	\$2,582
43	2018	Honda	Accord	105	Trade on New	No	\$ 27,990	\$ 27,990	96%	\$3,546	\$0

44	2016	Nissan	Sentra	34	Trade on New	No	\$ 13,990	\$ 13,500	97%	\$4,241	\$200
45	2013	Chevrolet	SILVERADO	10	Trade on New	No	\$ 22,990	\$ 21,990	110%	\$4,348	\$0
46	2015	Chevrolet	2500	8	Street/Curb Buy	No	\$ 45,990	\$ 45,499	97%	\$4,430	\$1,284
47	2017	GMC	Acadia	8	Trade on New	No	\$ 26,990	\$ 24,200	103%	\$2,769	\$506
48	2018	Chevrolet	SILVERADO	9	Trade on New	No	\$ 34,990	\$ 32,375	99%	\$3,145	\$0
49	2014	Chevrolet	SILVERADO	76	Trade on New	No	\$ 28,990	\$ 26,793	111%	\$2,250	\$0
50	2014	Chevrolet	SILVERADO	28	Trade on New	No	\$ 26,990	\$ 23,800	101%	\$2,320	\$0
51	2015	Chevrolet	SPARK EV	78	LBO OEM/Leasing Co.	No	\$ 9,990	\$ 9,555	104%	\$1,525	\$2,597
52	2017	GMC	Terrain	12	Auction/Wholesale	No	\$ 24,990	\$ 23,500	100%	\$2,280	\$724
53	2017	Chevrolet	SILVERADO	31	Trade on New	No	\$ 37,990	\$ 33,995	106%	\$6,145	\$2,634

## Scoreboard Totals

% Retailed of Non-New Franchise	25%
Total # Retail Units	67
Average Days to Sale	52.3
Average Advertised Price (Time of Sale)	\$ 25,952
Average Transaction Price	\$ 24,714
Average Market Price at 100%	\$ 25,726
Average Price to Market % (Time of Sale)	101%
Average Transaction to Market	96%
Average Transactional Discount	\$ 1,238
Average Front End Gross	\$ 3,069
Average Finance Gross	\$ 1,317
PUVR	\$ 4,385
Total Gross (Units & PUVR)	\$ 293,821
GROI	122%



MY

Scoreboard		
Desk Manager	Totals	Casey Rowe
% Retailed of Non-New Franchise	25%	19%
Total # Retail Units	67	31
Average Days to Sale	52.3	55.5
Average Advertised Price (Time of Sale)	\$ 25,952	\$ 24,542
Average Transaction Price	\$ 24,714	\$ 23,090
Average Market Price at 100%	\$ 25,726	\$ 24,180
Average Price to Market % (Time of Sale)	101%	101%
Average Transaction to Market %	96%	95%
Average Transactional Discount	\$ 1,238	\$ 1,452
Average Front End Gross	\$ 3,069	\$ 2,662
Average Finance Gross	\$ 1,317	\$ 1,605
PUVR	\$ 4,385	\$ 4,267
Total Gross (Units & PUVR)	\$ 293,821	\$ 132,273
GROI	122%	120%



Brian Loyd	Casey Clinger	
33%	0%	#DIV/0!
33	3	0
51.5	29.7	#DIV/0!
\$ 28,062	\$ 17,323	#DIV/0!
\$ 27,006	\$ 16,280	#DIV/0!
\$ 27,979	\$ 17,117	#DIV/0!
100%	101%	#DIV/0!
97%	95%	#DIV/0!
\$ 1,055	\$ 1,043	#DIV/0!
\$ 3,453	\$ 3,043	#DIV/0!
\$ 1,039	\$ 1,388	#DIV/0!
\$ 4,493	\$ 4,431	#DIV/0!
\$ 148,256	\$ 13,293	#DIV/0!
116%	330%	#DIV/0!







Scoreboard		
Sales Consultant	Totals	Wade Hedrick
% Retailed of Non-New Franchise	25%	25%
Total # Retail Units	67	4
Average Days to Sale	52.3	65.8
Average Advertised Price (Time of Sale)	\$ 25,952	\$ 22,490
Average Transaction Price	\$ 24,714	\$ 21,994
Average Market Price at 100%	\$ 25,726	\$ 22,490
Average Price to Market % (Time of Sale)	101%	100%
Average Transaction to Market %	96%	98%
Average Transactional Discount	\$ 1,238	\$ 496
Average Front End Gross	\$ 3,069	\$ 3,035
Average Finance Gross	\$ 1,317	\$ 1,620
PUVR	\$ 4,385	\$ 4,655
Total Gross (Units & PUVR)	\$ 293,821	\$ 18,618
GROI	122%	116%



Louis Lamoure	Luis Chavez	Patty Chavez
20%	17%	38%
5	6	8
29.2	46.7	63.6
\$ 24,190	\$ 21,657	\$ 34,505
\$ 22,947	\$ 20,548	\$ 31,965
\$ 23,868	\$ 21,503	\$ 34,417
101%	101%	100%
96%	96%	93%
\$ 1,243	\$ 1,109	\$ 2,540
\$ 3,560	\$ 2,729	\$ 3,018
\$ 1,689	\$ 1,002	\$ 676
\$ 5,249	\$ 3,731	\$ 3,695
\$ 26,244	\$ 22,387	\$ 29,558
282%	140%	65%

Carl Tatum	Grant Harrington	Roy Hines
0%	43%	33%
6	7	6
69.3	63.4	21.0
\$ 31,347	\$ 25,276	\$ 23,657
\$ 29,859	\$ 23,753	\$ 23,063
\$ 31,281	\$ 24,777	\$ 23,061
100%	102%	103%
95%	96%	100%
\$ 1,488	\$ 1,523	\$ 593
\$ 2,503	\$ 3,559	\$ 3,085
\$ 2,050	\$ 969	\$ 2,019
\$ 4,553	\$ 4,528	\$ 5,104
\$ 27,315	\$ 31,696	\$ 30,627
79%	108%	379%

Blake Hedrick	Troy Meier	Brian Maldonado
0%	50%	0%
3	2	3
56.3	183.5	38.0
\$ 25,657	\$ 17,640	\$ 21,657
\$ 25,193	\$ 16,310	\$ 19,035
\$ 25,474	\$ 17,640	\$ 21,585
101%	100%	100%
99%	92%	88%
\$ 463	\$ 1,330	\$ 2,622
\$ 2,623	\$ (271)	\$ 2,958
\$ 2,135	\$ 1,101	\$ 58
\$ 4,758	\$ 830	\$ 3,016
\$ 14,274	\$ 1,661	\$ 9,048
121%	10%	150%

Brian Foote	Pete Puga	Antonio
0%	43%	67%
7	7	3
49.7	40.1	14.3
\$ 26,061	\$ 25,333	\$ 25,990
\$ 25,680	\$ 24,501	\$ 24,580
\$ 25,776	\$ 25,250	\$ 25,806
101%	100%	101%
100%	97%	95%
\$ 382	\$ 832	\$ 1,410
\$ 3,773	\$ 3,952	\$ 2,140
\$ 1,199	\$ 1,326	\$ 1,408
\$ 4,973	\$ 5,277	\$ 3,548
\$ 34,808	\$ 36,942	\$ 10,643
140%	193%	363%

































Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	25%	#DIV/0!
Total # Retail Units	67	0
Average Days to Sale	52.3	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 25,952	#DIV/0!
Average Transaction Price	\$ 24,714	#DIV/0!
Average Market Price at 100%	\$ 25,726	#DIV/0!
Average Price to Market % (Time of Sale)	101%	#DIV/0!
Average Transaction to Market %	96%	#DIV/0!
Average Transactional Discount	\$ 1,238	#DIV/0!
Average Front End Gross	\$ 3,069	#DIV/0!
Average Finance Gross	\$ 1,317	#DIV/0!
PUVR	\$ 4,385	#DIV/0!
Total Gross (Units & PUVR)	\$ 293,821	#DIV/0!
GROI	122%	#DIV/0!









## Scoreboard

CPO	Totals	Yes
Total # Retail Units	67	1
Average Days to Sale	52.3	132.0
Average Advertised Price (Time of Sale)	\$ 25,952	\$ 18,490
Average Transaction Price	\$ 24,714	\$ 18,490
Average Market Price at 100%	\$ 25,726	\$ 18,490
Average Price to Market % (Time of Sale)	101%	100%
Average Transaction to Market %	96%	100%
Average Transactional Discount	\$ 1,238	\$ -
Average Front End Gross	\$ 3,069	\$ 1,903
Average Finance Gross	\$ 1,317	\$ 1,318
PUVR	\$ 4,385	\$ 3,221
Total Gross (Units & PUVR)	\$ 293,821	\$ 3,221
GROI	122%	48%



No	
	66
	51.1
\$	24,808
\$	24,808
\$	25,844
	96%
	96%
\$	1,257
\$	3,086
\$	1,317
\$	4,403
\$	290,600
	125%

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	67	50
Average Days to Sale	52.3	53.9
Average Advertised Price (Time of Sale)	\$ 25,952	\$ 26,451
Average Transaction Price	\$ 24,714	\$ 25,106
Average Market Price at 100%	\$ 25,726	\$ 26,202
Average Price to Market % (Time of Sale)	101%	101%
Average Transaction to Market %	96%	96%
Average Transactional Discount	\$ 1,238	\$ 1,346
Average Front End Gross	\$ 3,069	\$ 3,091
Average Finance Gross	\$ 1,317	\$ 1,534
PUVR	\$ 4,385	\$ 4,625
Total Gross (Units & PUVR)	\$ 293,821	\$ 231,250
GROI	122%	123%

No	
	17
	47.7
\$	23,562
\$	23,562
\$	24,359
	97%
	97%
\$	923
\$	3,002
\$	679
\$	3,681
\$	62,572
	118%

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	67	31
% of Retail Units	100%	46%
% Retailed of Off-Brand	25%	29%
Average Days to Sale	52.3	26.5
Average Transaction Price	\$ 24,714	\$ 21,781
Average Transaction to Market %	96%	95%
Average Transactional Discount	\$ 1,238	\$ 1,371
Average Front End Gross	\$ 3,069	\$ 3,325
Average Finance Gross	\$ 1,317	\$ 1,187
PUVR	\$ 4,385	\$ 4,513
Total Gross (Units & PUVR)	\$ 293,821	\$ 139,894
GROI	122%	281%



Trade on Used	Street/Curb buy	Auction/wholesale
0	3	12
0%	4%	18%
#DIV/0!	0%	17%
#DIV/0!	55.3	71.0
#DIV/0!	\$ 36,993	\$ 28,944
#DIV/0!	99%	95%
#DIV/0!	\$ 164	\$ 1,796
#DIV/0!	\$ 3,235	\$ 3,451
#DIV/0!	\$ 1,818	\$ 1,146
#DIV/0!	\$ 5,053	\$ 4,596
#DIV/0!	\$ 15,158	\$ 55,156
#DIV/0!	89%	81%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
13	0	6
19%	0%	9%
46%	#DIV/0!	0%
77.7	#DIV/0!	82.8
\$ 25,531	#DIV/0!	\$ 20,894
98%	#DIV/0!	98%
\$ 743	#DIV/0!	\$ 446
\$ 2,055	#DIV/0!	\$ 3,793
\$ 1,472	#DIV/0!	\$ 2,018
\$ 3,527	#DIV/0!	\$ 5,811
\$ 45,848	#DIV/0!	\$ 34,866
64%	#DIV/0!	121%

Other	
	2
	3%
	0%
	79.0
\$	32,525
	93%
\$	3,045
\$	967
\$	483
\$	1,449
\$	2,899
	20%

## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	67	38
% of Retail Units	100%	57%
% Retailed of Off-Brand	25%	26%
Average Days to Sale	52.3	17.6
Average Transaction Price	\$ 24,714	\$ 26,071
Average Transaction to Market %	96%	97%
Average Transactional Discount	\$ 1,238	\$ 1,157
Average Front End Gross	\$ 3,069	\$ 3,243
Average Finance Gross	\$ 1,317	\$ 1,428
PUVR	\$ 4,385	\$ 4,671
Total Gross (Units & PUVR)	\$ 293,821	\$ 177,480
GROI	122%	366%



31-45 days	46-60 days	61-90 days	90+ days
8	1	5	15
12%	1%	7%	22%
25%	0%	0%	33%
36.6	53.0	69.6	142.9
\$ 25,883	\$ 16,990	\$ 21,133	\$ 22,361
96%	100%	93%	96%
\$ 1,232	\$ -	\$ 2,657	\$ 1,057
\$ 4,553	\$ 5,747	\$ 3,118	\$ 1,641
\$ 914	\$ 2,838	\$ 1,123	\$ 1,214
\$ 5,467	\$ 8,585	\$ 4,241	\$ 2,855
\$ 43,734	\$ 8,585	\$ 21,204	\$ 42,818
208%	343%	104%	32%