

Desk Manager(s)	Finance Manager(s)
Royce Bissell	Brad Collins
Chase Porter	Paul Harris
Paul Harris	









#	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	2013	Chevrolet	Tahoe	27	Trade on New	No	\$ 20,500	\$ 18,500	101%	\$2,161	\$573
2	2015	Mazda	Mazda3	19	Trade on New	No	\$ 11,000	\$ 10,900	74%	\$3,311	\$1,126
3	2017	Chrysler	Pacifica	24	Auction/Wholesale	No	\$ 31,500	\$ 30,672	89%	\$2,258	\$1,671
4	2010	Mazda	Mazda3	70	Trade on New	No	\$ 6,939	\$ 6,000	117%	\$2,233	\$289
5	2014	Dodge	Journey	105	Trade on New	No	\$ 10,349	\$ 9,799	93%	(\$189)	\$108
6	2015	Nissan	Rogue	57	Trade on Used	No	\$ 14,500	\$ 12,898	97%	(\$1,337)	\$2,374
7	2016	Chevrolet	Equinox	51	Trade on New	No	\$ 14,400	\$ 14,400	92%	\$671	\$2,828
8	2015	Chrysler	200	0	Auction/Wholesale	No	\$ 15,009	\$ 15,009	114%	\$394	\$1,136
9	2019	Ram	1500	16	Auction/Wholesale	No	\$ 37,000	\$ 34,236	90%	\$300	\$0
10	2018	Ram	2500	113	Auction/Wholesale	No	\$ 36,449	\$ 36,449	78%	(\$2,270)	\$2,360
11	2017	Dodge	Charger	0	Trade on Used	No	\$ 25,290	\$ 21,590	110%	\$1,263	\$1,026
12	2016	Dodge	Charger	49	Trade on New	No	\$ 20,208	\$ 19,999	95%	\$1,468	\$1,539
13	2012	GMC	Terrain	0	Trade on Used	No	\$ 11,290	\$ 11,290	104%	\$1,485	\$473
14	2016	GMC	Sierra	27	Trade on Used	No	\$ 29,379	\$ 29,379	98%	\$1,482	\$1,512
15	2018	Mazda	CX-5	52	Auction/Wholesale	No	\$ 22,995	\$ 22,995	88%	(\$348)	\$0
16	2019	Jeep	Compass	38	Auction/Wholesale	No	\$ 24,641	\$ 25,636	98%	\$595	\$3,032
17	2018	Alfa Romeo	Stelvio	39	Auction/Wholesale	No	\$ 29,315	\$ 29,315	88%	\$1,724	\$962
18	2018	Dodge	Journey	53	Auction/Wholesale	No	\$ 18,500	\$ 18,500	84%	\$594	\$1,006
19	2015	Ram	1500	38	Trade on New	No	\$ 24,700	\$ 24,700	95%	\$785	\$2,931
20	2012	Chevrolet	Equinox	0	Trade on Used	No	\$ 10,481	\$ 10,481	86%	\$1,731	\$1,093
21	2019	Jeep	Cherokee	111	Trade on New	No	\$ 19,129	\$ 19,129	68%	(\$1,217)	\$1,474
22	2019	Jeep	Grand Cherokee	28	Auction/Wholesale	No	\$ 37,000	\$ 37,000	91%	\$1,048	\$2,697
23	2019	Ram	1500	56	Auction/Wholesale	No	\$ 32,990	\$ 32,990	81%	\$777	\$2,536
24	2017	Jeep	Renegade	131	Trade on Used	No	\$ 16,240	\$ 16,240	81%	(\$941)	\$352
25	2016	Chevrolet	Malibu	53	Trade on Used	No	\$ 13,600	\$ 13,600	85%	\$671	\$2,976
26	2017	Nissan	Rogue	16	Trade on Used	No	\$ 15,626	\$ 15,617	86%	\$1,477	\$3,208
27	2014	Ford	Edge	148	Trade on Used	No	\$ 12,057	\$ 12,057	86%	\$568	\$2,822
28	2017	Ram	2500	6	Trade on New	No	\$ 37,500	\$ 37,500	108%	\$4,054	\$3,637
29	2014	Ram	1500	16	Trade on New	No	\$ 20,000	\$ 17,000	99%	\$3,085	\$171
30	2016	Buick	Enclave	4	Trade on Used	No	\$ 25,500	\$ 25,500	102%	\$2,064	\$197
31	2017	Chevrolet	Malibu	64	Trade on New	No	\$ 14,500	\$ 14,500	93%	\$1,054	\$315
32	2016	GMC	Sierra	3	Auction/Wholesale	No	\$ 25,888	\$ 25,888	86%	\$2,056	\$1,404
33	2018	Mazda	CX-5	60	Auction/Wholesale	No	\$ 23,000	\$ 22,200	85%	(\$802)	\$895
34	2011	Honda	Accord	62	Trade on New	No	\$ 7,195	\$ 7,195	70%	\$1,246	\$0
35	2016	Ford	Transit	5	Auction/Wholesale	No	\$ 30,000	\$ 29,716	116%	\$2,191	\$0
36	2008	Ram	2500	333	Trade on New	No	\$ 13,000	\$ 13,000	65%	(\$7,260)	\$1,320
37	2016	Ford	Fiesta	5	Trade on New	No	\$ 9,500	\$ 9,200	88%	\$1,997	\$655
38	2015	Dodge	Challenger	0	Auction/Wholesale	No	\$ 25,980	\$ 25,980	91%	\$0	\$3,256
39	2018	Jeep	Wrangler	38	Auction/Wholesale	No	\$ 24,200	\$ 24,200	85%	(\$300)	\$1,266
40	2018	Jeep	Compass	0	Trade on Used	No	\$ 21,890	\$ 21,630	97%	\$2,582	\$310
41	2017	GMC	Sierra	11	Trade on New	No	\$ 39,000	\$ 39,000	103%	\$2,109	\$2,176

42	2017	Jeep	Wrangler	22	Trade on New	No	\$ 31,000	\$ 31,000	96%	\$3,037	\$604
43	2014	Ram	1500	7	Trade on Used	No	\$ 24,000	\$ 24,000	104%	\$2,021	\$0
44	2012	Chevrolet	Captiva	10	Trade on Used	No	\$ 7,700	\$ 6,914	134%	\$1,646	\$0
45	2017	Chrysler	Pacifica	101	Auction/Wholesale	No	\$ 29,700	\$ 29,700	87%	(\$1,844)	\$3,968
46	2010	Chevrolet	Silverado	37	Trade on New	No	\$ 16,900	\$ 16,900	102%	\$1,537	\$2,316
47	2014	Chevrolet	Camaro	57	Trade on New	No	\$ 13,650	\$ 13,650	76%	\$1,637	\$0
48	2019	Ford	Expedition	12	Trade on New	No	\$ 55,500	\$ 55,500	90%	\$2,995	\$2,110
49	2015	GMC	Terrain	0	Trade on New	No	\$ 15,990	\$ 15,990	97%	\$1,518	\$0
50	2007	Chevrolet	Silverado	0	Trade on Used	No	\$ 9,990	\$ 9,990	105%	\$2,522	\$0
51	2019	Dodge	Durango	78	Auction/Wholesale	No	\$ 32,995	\$ 32,500	79%	\$356	\$1,609
52	2013	Nissan	Juke	26	Trade on Used	No	\$ 11,500	\$ 11,000	98%	\$2,029	\$601
53	2019	Jeep	Cherokee	51	Auction/Wholesale	No	\$ 22,700	\$ 21,950	83%	\$1,110	\$1,511

## Scoreboard Totals

% Retailed of Non-New Franchise	53%
Total # Retail Units	72
Avg. Days to Sale	39.2
Avg. Advertised Price (Time of Sale)	\$ 20,465
Avg. Transaction Price	\$ 20,128
Avg. Market Price at 100%	\$ 22,035
Avg. Price to Market % (Time of Sale)	93%
Avg. Transaction to Market	91%
Avg. Transactional Discount	\$ 337
Avg. Front-End Gross	\$ 1,011
Avg. Finance Gross	\$ 1,201
PUVR	\$ 2,211
Total Gross (Units & PUVR)	\$ 159,225
GROI	101%



MY

**Scoreboard***(Click on the blue head*

<b>Desk Manager</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	53%	#DIV/0!
Total # Retail Units	72	0
Avg. Days to Sale	39.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,465	#DIV/0!
Avg. Transaction Price	\$ 20,128	#DIV/0!
Avg. Market Price at 100%	\$ 22,035	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!
Avg. Transactional Discount	\$ 337	#DIV/0!
Avg. Front-End Gross	\$ 1,011	#DIV/0!
Avg. Finance Gross	\$ 1,201	#DIV/0!
PUVR	\$ 2,211	#DIV/0!
Total Gross (Units & PUVR)	\$ 159,225	#DIV/0!
GROI	101%	#DIV/0!











**Scoreboard***(Click on the blue head*

<b>Sales Consultant</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	53%	#DIV/0!
Total # Retail Units	72	0
Avg. Days to Sale	39.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,465	#DIV/0!
Avg. Transaction Price	\$ 20,128	#DIV/0!
Avg. Market Price at 100%	\$ 22,035	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!
Avg. Transactional Discount	\$ 337	#DIV/0!
Avg. Front-End Gross	\$ 1,011	#DIV/0!
Avg. Finance Gross	\$ 1,201	#DIV/0!
PUVR	\$ 2,211	#DIV/0!
Total Gross (Units & PUVR)	\$ 159,225	#DIV/0!
GROI	101%	#DIV/0!











































Scoreboard		(Click on the blue head
Finance Manager	Totals	
% Retailed of Non-New Franchise	53%	#DIV/0!
Total # Retail Units	72	0
Avg. Days to Sale	39.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,465	#DIV/0!
Avg. Transaction Price	\$ 20,128	#DIV/0!
Avg. Market Price at 100%	\$ 22,035	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!
Avg. Transactional Discount	\$ 337	#DIV/0!
Avg. Front-End Gross	\$ 1,011	#DIV/0!
Avg. Finance Gross	\$ 1,201	#DIV/0!
PUVR	\$ 2,211	#DIV/0!
Total Gross (Units & PUVR)	\$ 159,225	#DIV/0!
GROI	101%	#DIV/0!









## Scoreboard

CPO	Totals	Yes
Total # Retail Units	72	0
Avg. Days to Sale	39.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,465	#DIV/0!
Avg. Transaction Price	\$ 20,128	#DIV/0!
Avg. Market Price at 100%	\$ 22,035	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!
Avg. Transactional Discount	\$ 337	#DIV/0!
Avg. Front-End Gross	\$ 1,011	#DIV/0!
Avg. Finance Gross	\$ 1,201	#DIV/0!
PUVR	\$ 2,211	#DIV/0!
Total Gross (Units & PUVR)	\$ 159,225	#DIV/0!
GROI	101%	#DIV/0!



No	
	72
	39.2
\$	20,128
\$	20,128
\$	22,424
	90%
	90%
\$	337
\$	1,011
\$	1,201
\$	2,211
\$	159,225
	101%

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	72	34
Avg. Days to Sale	39.2	49.0
Avg. Advertised Price (Time of Sale)	\$ 20,465	\$ 23,618
Avg. Transaction Price	\$ 20,128	\$ 23,182
Avg. Market Price at 100%	\$ 22,035	\$ 26,281
Avg. Price to Market % (Time of Sale)	93%	90%
Avg. Transaction to Market	91%	88%
Avg. Transactional Discount	\$ 337	\$ 435
Avg. Front-End Gross	\$ 1,011	\$ 527
Avg. Finance Gross	\$ 1,201	\$ 1,385
PUVR	\$ 2,211	\$ 1,911
Total Gross (Units & PUVR)	\$ 159,225	\$ 64,982
GROI	101%	61%



No	
	38
	30.3
\$	17,394
\$	17,394
\$	18,972
	92%
	92%
\$	250
\$	1,444
\$	1,036
\$	2,480
\$	94,243
	169%

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	72	28
% of Retail Units	100%	39%
% Retailed of Off-Brand	53%	61%
Avg. Days to Sale	39.2	44.7
Avg. Transaction Price	\$ 20,128	\$ 18,808
Avg. Transaction to Market %	91%	90%
Avg. Transactional Discount	\$ 337	\$ 331
Avg. Front End Gross	\$ 1,011	\$ 1,419
Avg. Finance Gross	\$ 1,201	\$ 1,149
PUVR	\$ 2,211	\$ 2,568
Total Gross (Units & PUVR)	\$ 159,225	\$ 71,902
GROI	101%	110%



Trade on Used	Street/Curb buy	Auction/wholesale
21	0	23
29%	0%	32%
62%	#DIV/0!	35%
27.8	#DIV/0!	42.9
\$ 15,036	#DIV/0!	\$ 26,383
91%	#DIV/0!	89%
\$ 481	#DIV/0!	\$ 214
\$ 1,088	#DIV/0!	\$ 443
\$ 855	#DIV/0!	\$ 1,579
\$ 1,943	#DIV/0!	\$ 2,022
\$ 40,809	#DIV/0!	\$ 46,514
168%	#DIV/0!	64%





## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	72	28
% of Retail Units	100%	39%
% Retailed of Off-Brand	53%	57%
Avg. Days to Sale	39.2	15.2
Avg. Transaction Price	\$ 20,128	\$ 21,516
Avg. Transaction to Market %	91%	92%
Avg. Transactional Discount	\$ 337	\$ 531
Avg. Front End Gross	\$ 1,011	\$ 1,888
Avg. Finance Gross	\$ 1,201	\$ 1,005
PUVR	\$ 2,211	\$ 2,893
Total Gross (Units & PUVR)	\$ 159,225	\$ 81,003
GROI	101%	319%



31-45 days	46-60 days	61-90 days	90+ days
7	12	6	7
10%	17%	8%	10%
43%	58%	67%	14%
38.1	54.2	72.7	148.9
\$ 22,444	\$ 19,478	\$ 18,364	\$ 19,482
96%	84%	85%	79%
\$ (142)	\$ 280	\$ 239	\$ 79
\$ 965	\$ 457	\$ 740	\$ (1,879)
\$ 1,798	\$ 1,367	\$ 808	\$ 1,772
\$ 2,763	\$ 1,824	\$ 1,548	\$ (107)
\$ 19,342	\$ 21,883	\$ 9,286	\$ (749)
116%	62%	42%	-1%