

Desk Manager(s)	Finance Manager(s)
Jason High	Scott Cassidy
Dave Allen	Jackie Green
John Johnson	Ted Spangler
Robert McClurkin	

#	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	2012	TOYOTA	CAMRY	44	Trade on New	No	\$ 11,994	\$ 11,811	89%	1639	0
2	2015	HONDA	PILOT	21	Auction/Wholesale	No	\$ 24,208	\$ 24,578	99%	724	0
3	2016	HONDA	ODYSSEY	63	Auction/Wholesale	No	\$ 23,699	\$ 23,899	85%	-2148	3675
4	2015	HONDA	CIVIC	28	Auction/Wholesale	No	\$ 12,199	\$ 12,966	96%	82	3231
5	2016	TOYOTA	RAV-4	28	Trade on New	No	\$ 23,945	\$ 22,900	91%	1475	1755
6	2016	HONDA	CR-V	5	Auction/Wholesale	YES	\$ 24,866	\$ 24,578	100%	1575	1511
7	2016	HONDA	CR-V	5	Auction/Wholesale	No	\$ 17,966	\$ 17,966	102%	1603	1970
8	2015	HONDA	ODYSSEY	48	Auction/Wholesale	No	\$ 24,999	\$ 24,999	101%	958	1061
9	2016	VW	PASSAT	19	Trade on Used	No	\$ 12,350	\$ 12,350	98%	1400	1127
10	2016	HONDA	CIVIC	33	Auction/Wholesale	No	\$ 15,359	\$ 15,359	97%	0	0
11	2017	HONDA	PILOT	19	Trade on New	Yes	\$ 34,930	\$ 34,930	100%	957	2411
12	2017	HONDA	ACCORD	14	Trade on New	YES	\$ 24,680	\$ 24,300	99%	1363	771
13	2016	HONDA	ACCORD	31	Auction/Wholesale	Yes	\$ 19,364	\$ 19,366	97%	-1000	1633
14	2016	HONDA	ACCORD	70	Auction/Wholesale	Yes	\$ 14,299	\$ 14,299	87%	-2400	0
15	2016	HONDA	ACCORD	65	Auction/Wholesale	No	\$ 14,465	\$ 14,465	89%	-1850	717
16	2016	Honda	CIVIC	25	Auction/Wholesale	Yes	\$ 15,774	\$ 15,774	99%	577	345
17	2014	TOYOTA	SIENNA	17	Trade on New	No	\$ 17,950	\$ 16,928	85%	1900	478
18	2016	HONDA	CR-V	67	Auction/Wholesale	No	\$ 16,996	\$ 16,996	87%	-2000	0
19	2018	HONDA	CIVIC	67	Auction/Wholesale	No	\$ 15,994	\$ 15,924	89%	-350	1404
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23	2016	HONDA	PILOT	46	Auction/Wholesale	No	\$ 28,689	\$ 28,689	95%	-1125	2618
24	2018	LAND ROVER	EVOQUE	8	Trade on New	No	\$ 41,525	\$ 41,525	101%	7486	6376
25	2015	HONDA	ODYSSEY	26	Auction/Wholesale	No	\$ 21,655	\$ 21,655	99%	350	311
26	2015	HONDA	CIVIC	24	Auction/Wholesale	No	\$ 13,494	\$ 13,300	99%	1075	0
27	2017	HONDA	CR-V	25	Auction/Wholesale	YES	\$ 26,989	\$ 26,794	99%	250	508
28	2018	VW	TIGUAN	67	Auction/Wholesale	No	\$ 18,994	\$ 18,994	88%	-50	3102
29	2016	DODGE	RAM	38	Auction/Wholesale	No	\$ 26,242	\$ 24,100	98%	-100	3102
30	2016	HONDA	CR-V	73	Auction/Wholesale	YES	\$ 20,999	\$ 20,999	91%	-3000	0
31	2015	HONDA	PILOT	65	Auction/Wholesale	No	\$ 19,954	\$ 19,456	93%	875	1365
32	2016	HONDA	CR-V	73	Auction/Wholesale	No	\$ 20,999	\$ 20,999	91%	-1400	2092
33	2016	FORD	FUSION	68	Auction/Wholesale	No	\$ 10,986	\$ 10,986	90%	-660	1270
34	2014	FORD	FOCUS	12	Trade on New	No	\$ 11,937	\$ 11,937	100%	1447	2643
35	2017	HONDA	CIVIC	44	Auction/Wholesale	No	\$ 18,952	\$ 18,952	95%	-925	561
36	2017	HONDA	CIVIC	72	Auction/Wholesale	No	\$ 19,999	\$ 19,999	91%	-325	2972
37	2015	SUBARU	WRX	18	Trade on New	No	\$ 21,616	\$ 21,616	104%	1900	268
38	2016	HONDA	CR-V	68	Auction/Wholesale	YES	\$ 17,965	\$ 17,965	92%	-1200	1556
39	2016	HONDA	ODYSSEY	16	Trade on New	YES	\$ 27,988	\$ 27,988	101%	2800	2445
40	2016	HONDA	CIVIC	24	Auction/Wholesale	YES	\$ 16,651	\$ 16,651	100%	2600	1317
41	2013	KIA	OPTIMA	3	Trade on Used	No	\$ 9,601	\$ 9,601	101%	1960	186

42	2018	HONDA	CLARITY	32	Trade on Used	Yes	\$ 25,276	\$ 25,276	97%	985	3508
43	2018	HONDA	ACCORD	36	Loaner/Rental Fleet	Yes	\$ 20,661	\$ 21,393	95%	381	680
44	2015	HONDA	CR-V	72	Auction/Wholesale	No	\$ 16,997	\$ 16,997	92%	-484	2751
45	2015	HONDA	CIVIC	37	Auction/Wholesale	No	\$ 13,421	\$ 13,421	95%	247	232
46	2014	CHEVROLET	CRUZE	24	Trade on New	No	\$ 11,777	\$ 10,441	97%	408	1106
47	2016	HONDA	CR-V	25	Auction/Wholesale	No	\$ 18,724	\$ 18,527	100%	444	1516
48	2017	HONDA	RIDGELINE	48	Auction/Wholesale	No	\$ 33,117	\$ 33,117	93%	-332	2001
49	2010	TOYOTA	COROLLA	6	Trade on Used	No	\$ 7,893	\$ 7,893	101%	2825	0
50	2015	CHRYSLER	T&C	49	Auction/Wholesale	No	\$ 18,994	\$ 18,994	91%	-109	3050
51	2016	HONDA	CIVIC	8	Auction/Wholesale	No	\$ 16,983	\$ 16,983	102%	788	2925
52	2013	GMC	ACADIA	52	Trade on New	No	\$ 14,934	\$ 14,934	89%	-654	812
53	2016	HONDA	HR-V	18	Auction/Wholesale	No	\$ 21,610	\$ 21,495	99%	2051	2415

Scoreboard Totals

% Retailed of Non-New Franchise	100%
Total # Retail Units	200
Avg. Days to Sale	32.3
Avg. Advertised Price (Time of Sale)	\$ 18,705
Avg. Transaction Price	\$ 18,372
Avg. Market Price at 100%	\$ 19,212
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 281
Avg. Front-End Gross	\$ 720
Avg. Finance Gross	\$ 1,480
PUVR	\$ 2,195
Total Gross (Units & PUVR)	\$ 439,002
GROI	133%



MY

Scoreboard		<i>(Click on the blue head</i>	
Desk Manager	Totals	Dave Allen	
% Retailed of Non-New Franchise	100%	100%	
Total # Retail Units	200	82	
Avg. Days to Sale	32.3	31.7	
Avg. Advertised Price (Time of Sale)	\$ 18,705	\$ 18,097	
Avg. Transaction Price	\$ 18,372	\$ 17,610	
Avg. Market Price at 100%	\$ 19,212	\$ 18,593	
Avg. Price to Market % (Time of Sale)	97%	97%	
Avg. Transaction to Market	96%	95%	
Avg. Transactional Discount	\$ 281	\$ 488	
Avg. Front-End Gross	\$ 720	\$ 756	
Avg. Finance Gross	\$ 1,480	\$ 1,407	
PUVR	\$ 2,195	\$ 2,163	
Total Gross (Units & PUVR)	\$ 439,002	\$ 177,381	
GROI	133%	139%	



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John Johnson	Jason High	
100%	100%	#DIV/0!
107	10	0
32.5	36.8	#DIV/0!
\$ 19,172	\$ 17,676	#DIV/0!
\$ 18,941	\$ 17,561	#DIV/0!
\$ 19,745	\$ 18,990	#DIV/0!
97%	93%	#DIV/0!
96%	92%	#DIV/0!
\$ 139	\$ 115	#DIV/0!
\$ 676	\$ 793	#DIV/0!
\$ 1,539	\$ 1,351	#DIV/0!
\$ 2,205	\$ 2,144	#DIV/0!
\$ 235,936	\$ 21,436	#DIV/0!
129%	119%	#DIV/0!

Scoreboard*(Click on the blue head*

Sales Consultant	Totals	Ray Forsee
% Retailed of Non-New Franchise	100%	100%
Total # Retail Units	200	48
Avg. Days to Sale	32.3	28.2
Avg. Advertised Price (Time of Sale)	\$ 18,705	\$ 18,758
Avg. Transaction Price	\$ 18,372	\$ 18,590
Avg. Market Price at 100%	\$ 19,212	\$ 19,254
Avg. Price to Market % (Time of Sale)	97%	97%
Avg. Transaction to Market	96%	97%
Avg. Transactional Discount	\$ 281	\$ 168
Avg. Front-End Gross	\$ 720	\$ 757
Avg. Finance Gross	\$ 1,480	\$ 1,382
PUVR	\$ 2,195	\$ 2,139
Total Gross (Units & PUVR)	\$ 439,002	\$ 102,681
GROI	133%	147%



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Steve Burden	Brandon Shaffer	Will Parks
100%	100%	100%
34	21	17
30.4	27.5	32.9
\$ 19,248	\$ 19,909	\$ 19,370
\$ 18,314	\$ 19,025	\$ 19,402
\$ 19,724	\$ 20,374	\$ 19,638
98%	98%	99%
93%	93%	99%
\$ 640	\$ 885	\$ (32)
\$ 918	\$ 766	\$ 1,066
\$ 1,436	\$ 1,866	\$ 1,739
\$ 2,329	\$ 2,632	\$ 2,805
\$ 79,170	\$ 55,274	\$ 47,680
151%	181%	158%

ember for each column.)

Jay England	Mike Wilmoth	Stacy Ferrence
100%	100%	100%
22	14	9
36.5	31.4	36.8
\$ 17,891	\$ 20,511	\$ 15,341
\$ 17,768	\$ 20,491	\$ 15,212
\$ 18,661	\$ 21,030	\$ 16,021
96%	98%	96%
95%	97%	95%
\$ 124	\$ 20	\$ 129
\$ 374	\$ 831	\$ 420
\$ 1,073	\$ 1,592	\$ 2,078
\$ 1,446	\$ 2,423	\$ 2,498
\$ 31,816	\$ 33,926	\$ 22,482
80%	135%	161%

Ed Horton	A.J Lezotte	Luke Hohl
100%	100%	100%
9	8	4
39.8	45.5	45.0
\$ 19,445	\$ 20,228	\$ 26,344
\$ 19,300	\$ 20,237	\$ 26,278
\$ 20,261	\$ 21,714	\$ 27,318
96%	93%	96%
95%	93%	96%
\$ 145	\$ (9)	\$ 66
\$ 278	\$ 415	\$ 1,850
\$ 1,466	\$ 1,122	\$ 3,654
\$ 1,743	\$ 1,537	\$ 5,503
\$ 15,688	\$ 12,298	\$ 22,013
82%	60%	168%

Nate Brodnick	Eric Westley	Hao WU
#DIV/0!	100%	#DIV/0!
0	12	0
#DIV/0!	37.6	#DIV/0!
#DIV/0!	\$ 14,559	#DIV/0!
#DIV/0!	\$ 14,307	#DIV/0!
#DIV/0!	\$ 15,213	#DIV/0!
#DIV/0!	96%	#DIV/0!
#DIV/0!	94%	#DIV/0!
#DIV/0!	\$ 252	#DIV/0!
#DIV/0!	\$ 495	#DIV/0!
#DIV/0!	\$ 891	#DIV/0!
#DIV/0!	\$ 1,386	#DIV/0!
#DIV/0!	\$ 16,628	#DIV/0!
#DIV/0!	93%	#DIV/0!

Scoreboard		<i>(Click on the blue head</i>	
Finance Manager	Totals	Scott Cassidy	
% Retailed of Non-New Franchise	100%	100%	
Total # Retail Units	200	48	
Avg. Days to Sale	32.3	34.4	
Avg. Advertised Price (Time of Sale)	\$ 18,705	\$ 19,152	
Avg. Transaction Price	\$ 18,372	\$ 19,042	
Avg. Market Price at 100%	\$ 19,212	\$ 19,768	
Avg. Price to Market % (Time of Sale)	97%	97%	
Avg. Transaction to Market	96%	96%	
Avg. Transactional Discount	\$ 281	\$ 110	
Avg. Front-End Gross	\$ 720	\$ 617	
Avg. Finance Gross	\$ 1,480	\$ 1,819	
PUVR	\$ 2,195	\$ 2,436	
Total Gross (Units & PUVR)	\$ 439,002	\$ 116,932	
GROI	133%	134%	



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Ted Spangler	Jackie Green	
100%	100%	#DIV/0!
79	72	0
31.9	31.7	#DIV/0!
\$ 18,840	\$ 18,490	#DIV/0!
\$ 18,697	\$ 17,789	#DIV/0!
\$ 19,370	\$ 19,102	#DIV/0!
97%	97%	#DIV/0!
97%	93%	#DIV/0!
\$ 142	\$ 555	#DIV/0!
\$ 824	\$ 692	#DIV/0!
\$ 1,509	\$ 1,243	#DIV/0!
\$ 2,332	\$ 1,917	#DIV/0!
\$ 184,259	\$ 138,053	#DIV/0!
141%	122%	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	48
Avg. Days to Sale	32.3	33.1
Avg. Advertised Price (Time of Sale)	\$ 18,705	\$ 23,221
Avg. Transaction Price	\$ 18,372	\$ 22,417
Avg. Market Price at 100%	\$ 19,212	\$ 23,647
Avg. Price to Market % (Time of Sale)	97%	98%
Avg. Transaction to Market	96%	95%
Avg. Transactional Discount	\$ 281	\$ 803
Avg. Front-End Gross	\$ 720	\$ 739
Avg. Finance Gross	\$ 1,480	\$ 1,510
PUVR	\$ 2,195	\$ 2,249
Total Gross (Units & PUVR)	\$ 439,002	\$ 107,957
GROI	133%	109%



No	
	150
	31.7
\$	17,098
\$	17,098
\$	17,917
	95%
	95%
\$	121
\$	719
\$	1,479
\$	2,191
\$	328,642
	146%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	0
Avg. Days to Sale	32.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 18,705	#DIV/0!
Avg. Transaction Price	\$ 18,372	#DIV/0!
Avg. Market Price at 100%	\$ 19,212	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 281	#DIV/0!
Avg. Front-End Gross	\$ 720	#DIV/0!
Avg. Finance Gross	\$ 1,480	#DIV/0!
PUVR	\$ 2,195	#DIV/0!
Total Gross (Units & PUVR)	\$ 439,002	#DIV/0!
GROI	133%	#DIV/0!



No	
	200
	32.3
\$	18,372
\$	18,372
\$	19,280
	95%
	95%
\$	281
\$	720
\$	1,480
\$	2,195
\$	439,002
	133%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	46
% of Retail Units	100%	23%
% Retailed of Off-Brand	100%	100%
Avg. Days to Sale	32.3	22.6
Avg. Transaction Price	\$ 18,372	\$ 17,757
Avg. Transaction to Market %	96%	96%
Avg. Transactional Discount	\$ 281	\$ 142
Avg. Front End Gross	\$ 720	\$ 1,686
Avg. Finance Gross	\$ 1,480	\$ 1,238
PUVR	\$ 2,195	\$ 2,925
Total Gross (Units & PUVR)	\$ 439,002	\$ 134,529
GROI	133%	263%



Trade on Used	Street/Curb buy	Auction/wholesale
27	0	118
14%	0%	59%
100%	#DIV/0!	100%
20.7	#DIV/0!	37.6
\$ 11,932	#DIV/0!	\$ 19,642
96%	#DIV/0!	95%
\$ 701	#DIV/0!	\$ 266
\$ 1,262	#DIV/0!	\$ 282
\$ 1,208	#DIV/0!	\$ 1,657
\$ 2,470	#DIV/0!	\$ 1,929
\$ 66,685	#DIV/0!	\$ 227,612
359%	#DIV/0!	94%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
8	1	0
4%	1%	0%
100%	100%	#DIV/0!
52.9	1.0	#DIV/0!
\$ 24,935	\$ 19,565	#DIV/0!
98%	100%	#DIV/0!
\$ (92)	\$ -	#DIV/0!
\$ (118)	\$ 39	#DIV/0!
\$ 1,220	\$ 1,059	#DIV/0!
\$ 1,102	\$ 1,098	#DIV/0!
\$ 8,812	\$ 1,098	#DIV/0!
30%	2020%	#DIV/0!

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	198	84
% of Retail Units	100%	42%
% Retailed of Off-Brand	100%	100%
Avg. Days to Sale	31.5	15.2
Avg. Transaction Price	\$ 18,261	\$ 17,558
Avg. Transaction to Market %	96%	#DIV/0!
Avg. Transactional Discount	\$ 127	\$ 144
Avg. Front End Gross	\$ 718	\$ 1,475
Avg. Finance Gross	\$ 1,490	\$ 1,383
PUVR	\$ 2,339	\$ 2,857
Total Gross (Units & PUVR)	\$ 463,106	\$ 240,018
GROI	147%	384%



31-45 days	46-60 days	61-90 days	90+ days
37	25	16	0
19%	13%	8%	0%
100%	100%	100%	#DIV/0!
38.3	52.6	67.8	#DIV/0!
\$ 16,855	\$ 22,559	\$ 18,664	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 297	\$ (84)	\$ 44	#DIV/0!
\$ 375	\$ (137)	\$ (982)	#DIV/0!
\$ 1,535	\$ 1,765	\$ 1,545	#DIV/0!
\$ 1,910	\$ 1,628	\$ 564	#DIV/0!
\$ 70,671	\$ 40,703	\$ 9,016	#DIV/0!
107%	49%	16%	#DIV/0!

Desk Manager(s)	Finance Manager(s)
Jason High	Scott Cassidy
Dave Allen	Jackie Green
John Johnson	Ted Spangler
Robert McClurkin	

#	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
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30	2016	HONDA	CR-V	73	Auction/Wholesale	YES	\$ 20,999	\$ 20,999	91%	-3000	0
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33		FORD	FUSION							-660	1270
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43		HONDA	ACCORD	36					381	680
44		HONDA	CR-V	72					-484	2751
45		HONDA	CIVIC	37					247	232
46		CHEVROLET	CRUZE	24					408	1106
47		HONDA	CR-V	25					444	1516
48		HONDA	RIDGELINE	48					-332	2001
49		TOYOTA	COROLLA	6					2825	0
50		CHRYSLER	T&C	49					-109	3050
51		HONDA	CIVIC	8					788	2925
52		GMC	ACADIA	52					-654	812
53		HONDA	HR-V	18					2051	2415

Scoreboard Totals

% Retailed of Non-New Franchise	100%
Total # Retail Units	198
Avg. Days to Sale	31.5
Avg. Advertised Price (Time of Sale)	\$ 18,490
Avg. Transaction Price	\$ 18,261
Avg. Market Price at 100%	\$ 19,081
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 127
Avg. Front-End Gross	\$ 718
Avg. Finance Gross	\$ 1,490
PUVR	\$ 2,339
Total Gross (Units & PUVR)	\$ 463,106
GROI	147%



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	Dave Allen
% Retailed of Non-New Franchise	100%	100%
Total # Retail Units	198	38
Avg. Days to Sale	31.5	35.4
Avg. Advertised Price (Time of Sale)	\$ 18,490	\$ 16,891
Avg. Transaction Price	\$ 18,261	\$ 16,808
Avg. Market Price at 100%	\$ 19,081	\$ 17,414
Avg. Price to Market % (Time of Sale)	97%	97%
Avg. Transaction to Market	96%	97%
Avg. Transactional Discount	\$ 127	\$ 83
Avg. Front-End Gross	\$ 718	\$ 708
Avg. Finance Gross	\$ 1,490	\$ 1,511
PUVR	\$ 2,339	\$ 2,220
Total Gross (Units & PUVR)	\$ 463,106	\$ 84,344
GROI	147%	134%



der to access the dropdown list, then scroll up to select the staff m

John Johnson	Jason High	
100%	100%	#DIV/0!
57	9	0
27.7	36.6	#DIV/0!
\$ 19,615	\$ 18,243	#DIV/0!
\$ 19,289	\$ 18,114	#DIV/0!
#DIV/0!	\$ 19,629	#DIV/0!
#DIV/0!	93%	#DIV/0!
#DIV/0!	92%	#DIV/0!
\$ 157	\$ 128	#DIV/0!
\$ 955	\$ 908	#DIV/0!
\$ 1,501	\$ 1,347	#DIV/0!
\$ 2,435	\$ 2,255	#DIV/0!
\$ 138,801	\$ 20,295	#DIV/0!
164%	123%	#DIV/0!

Scoreboard		<i>(Click on the blue head</i>	
Sales Consultant	Totals	Ray Forsee	
% Retailed of Non-New Franchise	100%	100%	
Total # Retail Units	198	21	
Avg. Days to Sale	31.5	23.7	
Avg. Advertised Price (Time of Sale)	\$ 18,490	\$ 18,437	
Avg. Transaction Price	\$ 18,261	\$ 18,209	
Avg. Market Price at 100%	\$ 19,081	\$ 18,756	
Avg. Price to Market % (Time of Sale)	97%	98%	
Avg. Transaction to Market	96%	97%	
Avg. Transactional Discount	\$ 127	\$ 229	
Avg. Front-End Gross	\$ 718	\$ 750	
Avg. Finance Gross	\$ 1,490	\$ 1,370	
PUVR	\$ 2,339	\$ 2,120	
Total Gross (Units & PUVR)	\$ 463,106	\$ 44,521	
GROI	147%	177%	



der to access the dropdown list, then scroll up to select the staff m

Steve Burden	Brandon Shaffer	Will Parks
100%	100%	100%
18	11	8
28.4	28.4	35.5
\$ 17,523	\$ 19,444	\$ 19,238
\$ 16,773	\$ 19,232	\$ 19,263
\$ 17,886	\$ 19,924	\$ 19,628
98%	98%	98%
94%	97%	98%
\$ 80	\$ 212	\$ (25)
\$ 998	\$ 899	\$ 548
\$ 1,628	\$ 2,272	\$ 1,676
\$ 2,593	\$ 3,171	\$ 2,225
\$ 46,666	\$ 34,884	\$ 17,796
196%	209%	117%

ember for each column.)

Jay England	Mike Wilmoth	Stacy Ferrence
100%	100%	100%
14	9	3
36.5	28.9	25.3
\$ 17,064	\$ 19,986	\$ 16,581
\$ 16,898	\$ 19,962	\$ 16,418
\$ 18,161	\$ 20,277	\$ 16,898
94%	99%	98%
93%	98%	97%
\$ 166	\$ 24	\$ 163
\$ 409	\$ 1,150	\$ 1,619
\$ 734	\$ 1,831	\$ 1,991
\$ 1,142	\$ 2,981	\$ 3,610
\$ 15,993	\$ 26,831	\$ 10,829
67%	186%	312%

Ed Horton	A.J Lezotte	Luke Hohl
100%	100%	100%
3	6	3
51.0	45.7	45.0
\$ 24,467	\$ 20,034	\$ 26,828
\$ 24,402	\$ 20,046	\$ 26,741
\$ 26,498	\$ 21,825	\$ 27,690
92%	92%	97%
92%	92%	97%
\$ 65	\$ (12)	\$ 88
\$ 999	\$ 291	\$ 2,322
\$ 929	\$ 957	\$ 3,917
\$ 1,928	\$ 1,247	\$ 6,239
\$ 5,785	\$ 7,483	\$ 18,717
56%	49%	187%

Nate Brodnick	Eric Westley	Hao WU
#DIV/0!	100%	#DIV/0!
0	8	0
#DIV/0!	30.1	#DIV/0!
#DIV/0!	\$ 13,070	#DIV/0!
#DIV/0!	\$ 12,897	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ 173	#DIV/0!
#DIV/0!	\$ 1,110	#DIV/0!
#DIV/0!	\$ 707	#DIV/0!
#DIV/0!	\$ 1,665	#DIV/0!
#DIV/0!	\$ 13,323	#DIV/0!
#DIV/0!	154%	#DIV/0!

Scoreboard*(Click on the blue head*

Finance Manager	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	198	0
Avg. Days to Sale	31.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 18,490	#DIV/0!
Avg. Transaction Price	\$ 18,261	#DIV/0!
Avg. Market Price at 100%	\$ 19,081	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 127	#DIV/0!
Avg. Front-End Gross	\$ 718	#DIV/0!
Avg. Finance Gross	\$ 1,490	#DIV/0!
PUVR	\$ 2,339	#DIV/0!
Total Gross (Units & PUVR)	\$ 463,106	#DIV/0!
GROI	147%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	198	18
Avg. Days to Sale	31.5	32.8
Avg. Advertised Price (Time of Sale)	\$ 18,490	\$ 23,684
Avg. Transaction Price	\$ 18,261	\$ 23,541
Avg. Market Price at 100%	\$ 19,081	\$ 24,091
Avg. Price to Market % (Time of Sale)	97%	98%
Avg. Transaction to Market	96%	98%
Avg. Transactional Discount	\$ 127	\$ 143
Avg. Front-End Gross	\$ 718	\$ 552
Avg. Finance Gross	\$ 1,490	\$ 1,455
PUVR	\$ 2,339	\$ 2,007
Total Gross (Units & PUVR)	\$ 463,106	\$ 36,134
GROI	147%	94%



No	
	83
	30.3
\$	17,153
\$	17,153
\$	18,086
	95%
	95%
\$	134
\$	936
\$	1,512
\$	2,439
\$	202,476
	169%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	198	0
Avg. Days to Sale	31.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 18,490	#DIV/0!
Avg. Transaction Price	\$ 18,261	#DIV/0!
Avg. Market Price at 100%	\$ 19,081	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 127	#DIV/0!
Avg. Front-End Gross	\$ 718	#DIV/0!
Avg. Finance Gross	\$ 1,490	#DIV/0!
PUVR	\$ 2,339	#DIV/0!
Total Gross (Units & PUVR)	\$ 463,106	#DIV/0!
GROI	147%	#DIV/0!



No	
	198
	31.5
\$	18,261
\$	18,261
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	127
\$	718
\$	1,490
\$	2,339
\$	463,106
	147%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	198	27
% of Retail Units	100%	14%
% Retailed of Off-Brand	100%	100%
Avg. Days to Sale	31.5	23.0
Avg. Transaction Price	\$ 18,261	\$ 18,835
Avg. Transaction to Market %	96%	95%
Avg. Transactional Discount	\$ 127	\$ 164
Avg. Front End Gross	\$ 718	\$ 1,853
Avg. Finance Gross	\$ 1,490	\$ 1,135
PUVR	\$ 2,339	\$ 2,988
Total Gross (Units & PUVR)	\$ 463,106	\$ 80,672
GROI	147%	249%



Trade on Used	Street/Curb buy	Auction/wholesale
17	0	55
9%	0%	28%
100%	#DIV/0!	100%
22.4	#DIV/0!	37.0
\$ 12,541	#DIV/0!	\$ 19,149
97%	#DIV/0!	95%
\$ 126	#DIV/0!	\$ 118
\$ 1,232	#DIV/0!	\$ 306
\$ 1,399	#DIV/0!	\$ 1,684
\$ 2,632	#DIV/0!	\$ 1,968
\$ 44,740	#DIV/0!	\$ 108,245
337%	#DIV/0!	100%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
3	1	0
2%	1%	0%
100%	100%	#DIV/0!
62.7	1.0	#DIV/0!
\$ 29,096	\$ 19,565	#DIV/0!
96%	100%	#DIV/0!
\$ -	\$ -	#DIV/0!
\$ 169	\$ 39	#DIV/0!
\$ 1,758	\$ 1,059	#DIV/0!
\$ 1,928	\$ 1,098	#DIV/0!
\$ 5,783	\$ 1,098	#DIV/0!
38%	2020%	#DIV/0!

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	198	84
% of Retail Units	100%	42%
% Retailed of Off-Brand	100%	100%
Avg. Days to Sale	31.5	15.2
Avg. Transaction Price	\$ 18,261	\$ 17,558
Avg. Transaction to Market %	96%	#DIV/0!
Avg. Transactional Discount	\$ 127	\$ 144
Avg. Front End Gross	\$ 718	\$ 1,475
Avg. Finance Gross	\$ 1,490	\$ 1,383
PUVR	\$ 2,339	\$ 2,857
Total Gross (Units & PUVR)	\$ 463,106	\$ 240,018
GROI	147%	384%



31-45 days	46-60 days	61-90 days	90+ days
37	25	16	0
19%	13%	8%	0%
100%	100%	100%	#DIV/0!
38.3	52.6	67.8	#DIV/0!
\$ 16,855	\$ 22,559	\$ 18,664	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 297	\$ (84)	\$ 44	#DIV/0!
\$ 375	\$ (137)	\$ (982)	#DIV/0!
\$ 1,535	\$ 1,765	\$ 1,545	#DIV/0!
\$ 1,910	\$ 1,628	\$ 564	#DIV/0!
\$ 70,671	\$ 40,703	\$ 9,016	#DIV/0!
107%	49%	16%	#DIV/0!