

Desk Manager(s)	Finance Manager(s)
Terry	Joey
Tom	Marc
Jamin	Jason
Brandon	



Sales Consultant(s)	New Car Franchise(s)
Ian  ACADEMY	Cadillac
Ethan	Subaru
Billy	
Pat	
Garth	
David	
Ariana	
Linda	
Carlo	
Ted	
John	
Mark	
Brian	
Bryer	
Kody	
Scott	





#	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	HONDA	ODYSSEY	38	Trade on Used	No	\$ 19,771	\$ 19,771	97%	\$436	\$5,811
2	2018	SUBARU	CROSSTREK	5	Trade on New	Yes	\$ 28,500	\$ 27,215	94%	\$676	\$2,169
3	2016	CADILLAC	CT6	26	Auction/Wholesale	Yes	\$ 34,971	\$ 34,971	95%	\$3,589	\$2,277
4	2016	CADILLAC	XTS	22	Auction/Wholesale	No	\$ 22,971	\$ 22,971	94%	\$1,866	\$0
5	2015	DODGE	CHALLENGER HC	17	Auction/Wholesale	No	\$ 53,971	\$ 53,971	97%	\$1,704	\$3,202
6	2018	SUBARU	WRX STI	36	Trade on New	Yes	\$ 31,971	\$ 31,971	96%	\$641	\$2,941
7	2013	NISSAN	SENTRA	22	Trade on New	No	\$ 6,974	\$ 6,974	93%	\$215	\$2,067
8	2013	NISSAN	AUSTIN WHITE	12	Trade on New	No	\$ 8,971	\$ 8,329	97%	\$460	\$388
9	2005	LEXUS	ES330	8	Trade on New	No	\$ 5,971	\$ 5,971	97%	\$976	\$0
10	2015	LAND ROVER	RANGE ROVER	34	Trade on New	No	\$ 42,971	\$ 42,971	95%	\$2,896	\$5,010
11	2017	SUBARU	LEGACY	47	Trade on New	No	\$ 22,771	\$ 22,771	94%	\$896	\$0
12	2015	SUBARU	FORESTER	31	Trade on New	No	\$ 16,771	\$ 16,771	97%	\$840	\$0
13	2011	BMW	328 WAGON	24	Trade on New	No	\$ 7,971	\$ 7,971	NM	\$1,553	\$0
14	2004	GMC	SAVANA	8	Trade on New	No	\$ 6,971	\$ 6,121	NM	\$2,040	\$0
15	2012	CADILLAC	SRX	4	Trade on New	No	\$ 11,971	\$ 11,971	107%	\$2,400	\$0
16	2018	CADILLAC	ESCALADE	18	Trade on New	Yes	\$ 68,971	\$ 68,971	95%	\$1,277	\$0
17	2017	JEEP	CHEROKEE	11	Auction/Wholesale	No	\$ 19,971	\$ 19,971	96%	(\$46)	\$2,674
18	2017	CADILLAC	XT5	6	Trade on New	Yes	\$ 29,971	\$ 29,971	95%	\$233	\$0
19	2016	CADILLAC	ESCALADE	31	Trade on New	Yes	\$ 48,991	\$ 48,491	93%	\$630	\$1,330
20	2015	SUBARU	FORESTER	35	Trade on New	No	\$ 16,771	\$ 16,521	98%	\$889	\$0
21	2016	CADILLAC	SRX	55	Auction/Wholesale	Yes	\$ 219,671	\$ 21,781	93%	(\$712)	\$0
22	2015	CADILLAC	SRX	41	Trade on New	Yes	\$ 21,971	\$ 21,971	92%	\$624	\$0
23	2015	JEEP	RENEGADE	37	Trade on Used	No	\$ 12,971	\$ 12,690	84%	\$271	\$0
24	2013	TOYOTA	AVALON	19	Trade on New	No	\$ 11,971	\$ 11,714	94%	\$875	\$0
25	2015	VW	GOLF	13	Trade on New	No	\$ 13,971	\$ 13,677	97%	\$658	\$0
26	2016	TOYOTA	HIGHLANDER	21	Trade on New	No	\$ 28,971	\$ 28,971	98%	\$1,352	\$0
27	2018	JEEP	GRAND CHEROKEE	20	Trade on Used	No	\$ 23,971	\$ 23,971	88%	\$928	\$1,782
28	2017	CADILLAC	XT5	43	Trade on New	Yes	\$ 28,971	\$ 29,971	102%	\$1,148	\$4,042
29	2016	CHEVROLET	SUBURBAN	49	Trade on New	No	\$ 40,971	\$ 40,971	MTS	(\$987)	\$4,494
30	2016	GMC	YUKON	7	Trade on New	No	\$ 36,871	\$ 36,871	99%	\$167	\$3,254
31	2019	CADILLAC	CTS	29	Auction/Wholesale	Yes	\$ 34,971	\$ 34,763	98%	\$441	\$0
32	2015	INFINITI	Q50	36	Trade on New	No	\$ 17,971	\$ 17,471	92%	\$500	\$900
33	2015	CADILLAC	ESV	25	Auction/Wholesale	Yes	\$ 53,971	\$ 53,971	MTS	\$2,894	\$0
34	2015	CADILLAC	ESCALADE	8	Trade on Used	Yes	\$ 45,971	\$ 45,971	93%	\$1,254	\$0
35	2015	SUBARU	CROSSTREK	31	Trade on New	No	\$ 17,571	\$ 17,309	108%	\$399	\$0
36	2016	CADILLAC	SRX	62	Auction/Wholesale	Yes	\$ 20,971	\$ 20,971	96%	(\$1,447)	\$3,719
37	2015	DODGE	CHALLENGER HC	31	Street/Curb Buy	No	\$ 25,571	\$ 25,571	96%	\$763	\$4,214
38	2016	AUDI	A4	70	Trade on Used	No	\$ 20,571	\$ 20,571	MTS	(\$859)	\$0
39	2016	SUBARU	CROSSTREK	55	Trade on New	Yes	\$ 19,971	\$ 19,971	92%	(\$860)	\$1,112
40	2015	JEEP	GRAND CHEROKEE	16	Trade on New	No	\$ 28,851	\$ 28,351	97%	\$511	\$0
41	2014	JEEP	GRAND CHEROKEE	23	Trade on New	No	\$ 21,671	\$ 21,671	MTS	\$360	\$2,696

42	2014	CADILLAC	ESCALADE	16	Trade on New	No	\$	26,943	\$	26,943	MTS		\$260	\$2,731
43	2015	CADILLAC	ESCALADE	42	Trade on New	No	\$	44,571	\$	44,571		94%	\$933	\$0
44	2016	CADILLAC	SRX	34	Auction/Wholesale	No	\$	20,671	\$	20,671		100%	\$1,487	\$2,280
45	2016	CADILLAC	CTS	30	Auction/Wholesale	Yes	\$	25,871	\$	25,871		96%	\$1,176	\$5,830
46	2011	CADILLAC	CTS	10	Trade on Used	No	\$	14,971	\$	14,771		98%	\$1,913	\$0
47	2016	CADILLAC	ESCALADE	17	Trade on New	Yes	\$	17,971	\$	47,760		99%	\$313	\$2,371
48	2016	AUDI	A3	30	Trade on New	No	\$	17,471	\$	17,971		94%	\$1,875	\$0
49	2016	TOYOTA	4RUNNER	58	Trade on New	No	\$	28,971	\$	29,971		92%	(\$1,092)	\$487
50	2013	CADILLAC	SRX	5	Trade on New	No	\$	12,971	\$	12,510		89%	\$658	\$996
51	2013	MINI	COOPER	56	Trade on New	No	\$	8,771	\$	8,771	MTS		(\$999)	\$2,324
52	2012	CADILLAC	SRX	14	Trade on Used	No	\$	15,971	\$	14,971	MTS		\$2,596	\$1,463
53	2018	SUBARU	OUTBACK	29	Trade on New	Yes	\$	22,571	\$	22,571		96%	\$1,916	\$2,681

## Scoreboard Totals

% Retailed of Non-New Franchise	46%
Total # Retail Units	76
Avg. Days to Sale	28.5
Avg. Advertised Price (Time of Sale)	\$ 28,130
Avg. Transaction Price	\$ 25,771
Avg. Market Price at 100%	\$ 29,399
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	88%
Avg. Transactional Discount	\$ 2,358
Avg. Front-End Gross	\$ 884
Avg. Finance Gross	\$ 1,494
PUVR	\$ 2,378
Total Gross (Units & PUVR)	\$ 180,739
GROI	117%



MY

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

<b>Desk Manager</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	46%	#DIV/0!
Total # Retail Units	76	0
Avg. Days to Sale	28.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,130	#DIV/0!
Avg. Transaction Price	\$ 25,771	#DIV/0!
Avg. Market Price at 100%	\$ 29,399	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	88%	#DIV/0!
Avg. Transactional Discount	\$ 2,358	#DIV/0!
Avg. Front-End Gross	\$ 884	#DIV/0!
Avg. Finance Gross	\$ 1,494	#DIV/0!
PUVR	\$ 2,378	#DIV/0!
Total Gross (Units & PUVR)	\$ 180,739	#DIV/0!
GROI	117%	#DIV/0!











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

<b>Sales Consultant</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	46%	#DIV/0!
Total # Retail Units	76	0
Avg. Days to Sale	28.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,130	#DIV/0!
Avg. Transaction Price	\$ 25,771	#DIV/0!
Avg. Market Price at 100%	\$ 29,399	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	88%	#DIV/0!
Avg. Transactional Discount	\$ 2,358	#DIV/0!
Avg. Front-End Gross	\$ 884	#DIV/0!
Avg. Finance Gross	\$ 1,494	#DIV/0!
PUVR	\$ 2,378	#DIV/0!
Total Gross (Units & PUVR)	\$ 180,739	#DIV/0!
GROI	117%	#DIV/0!











































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

<b>Finance Manager</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	46%	#DIV/0!
Total # Retail Units	76	0
Avg. Days to Sale	28.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,130	#DIV/0!
Avg. Transaction Price	\$ 25,771	#DIV/0!
Avg. Market Price at 100%	\$ 29,399	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	88%	#DIV/0!
Avg. Transactional Discount	\$ 2,358	#DIV/0!
Avg. Front-End Gross	\$ 884	#DIV/0!
Avg. Finance Gross	\$ 1,494	#DIV/0!
PUVR	\$ 2,378	#DIV/0!
Total Gross (Units & PUVR)	\$ 180,739	#DIV/0!
GROI	117%	#DIV/0!









## Scoreboard

CPO	Totals	Yes
Total # Retail Units	76	22
Avg. Days to Sale	28.5	30.8
Avg. Advertised Price (Time of Sale)	\$ 28,130	\$ 42,269
Avg. Transaction Price	\$ 25,771	\$ 34,583
Avg. Market Price at 100%	\$ 29,399	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	88%	#DIV/0!
Avg. Transactional Discount	\$ 2,358	\$ 7,686
Avg. Front-End Gross	\$ 884	\$ 817
Avg. Finance Gross	\$ 1,494	\$ 1,640
PUVR	\$ 2,378	\$ 2,456
Total Gross (Units & PUVR)	\$ 180,739	\$ 54,038
GROI	117%	83%



No	
	54
	27.5
\$	22,181
\$	22,181
	#VALUE!
	#VALUE!
	#VALUE!
\$	188
\$	911
\$	1,435
\$	2,346
\$	126,701
	138%

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	76	41
Avg. Days to Sale	28.5	30.9
Avg. Advertised Price (Time of Sale)	\$ 28,130	\$ 33,694
Avg. Transaction Price	\$ 25,771	\$ 29,478
Avg. Market Price at 100%	\$ 29,399	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	88%	#DIV/0!
Avg. Transactional Discount	\$ 2,358	\$ 4,216
Avg. Front-End Gross	\$ 884	\$ 949
Avg. Finance Gross	\$ 1,494	\$ 1,307
PUVR	\$ 2,378	\$ 2,256
Total Gross (Units & PUVR)	\$ 180,739	\$ 92,511
GROI	117%	89%

No	
	35
	25.6
\$	21,429
\$	21,429
	#VALUE!
	#VALUE!
	#VALUE!
\$	182
\$	807
\$	1,714
\$	2,521
\$	88,228
	165%

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	76	49
% of Retail Units	100%	64%
% Retailed of Off-Brand	46%	43%
Avg. Days to Sale	28.5	28.1
Avg. Transaction Price	\$ 25,771	\$ 25,290
Avg. Transaction to Market %	88%	#VALUE!
Avg. Transactional Discount	\$ 2,358	\$ (500)
Avg. Front End Gross	\$ 884	\$ 968
Avg. Finance Gross	\$ 1,494	\$ 1,317
PUVR	\$ 2,378	\$ 2,285
Total Gross (Units & PUVR)	\$ 180,739	\$ 111,954
GROI	117%	116%



Trade on Used	Street/Curb buy	Auction/wholesale
12	2	13
16%	3%	17%
67%	50%	38%
26.8	15.5	33.3
\$ 21,255	\$ 24,921	\$ 31,883
#VALUE!	#DIV/0!	#DIV/0!
\$ 341	\$ -	\$ 15,358
\$ 815	\$ 382	\$ 707
\$ 1,497	\$ 4,431	\$ 1,710
\$ 2,312	\$ 4,812	\$ 2,417
\$ 27,740	\$ 9,624	\$ 31,421
146%	448%	82%





## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	76	42
% of Retail Units	100%	55%
% Retailed of Off-Brand	46%	52%
Avg. Days to Sale	28.5	15.1
Avg. Transaction Price	\$ 25,771	\$ 24,403
Avg. Transaction to Market %	88%	#VALUE!
Avg. Transactional Discount	\$ 2,358	\$ (479)
Avg. Front End Gross	\$ 884	\$ 1,324
Avg. Finance Gross	\$ 1,494	\$ 1,288
PUVR	\$ 2,378	\$ 2,612
Total Gross (Units & PUVR)	\$ 180,739	\$ 109,719
GROI	117%	255%



31-45 days	46-60 days	61-90 days	90+ days
17	8	7	0
22%	11%	9%	0%
35%	50%	29%	#DIV/0!
36.2	53.5	69.3	#DIV/0!
\$ 25,844	\$ 27,329	\$ 33,041	#DIV/0!
#VALUE!	#VALUE!	#VALUE!	#DIV/0!
\$ 47	\$ 24,805	\$ 16	#DIV/0!
\$ 1,271	\$ (942)	\$ (555)	#DIV/0!
\$ 2,260	\$ 1,052	\$ 816	#DIV/0!
\$ 3,531	\$ 111	\$ 261	#DIV/0!
\$ 60,029	\$ 884	\$ 1,824	#DIV/0!
136%	3%	4%	#DIV/0!