

Desk Manager(s)	Finance Manager(s)
Kevin Reynolds JR	Logan Fincham
David Penton	Tracy Cosner
John Reynolds	Lynn Frye
Logan Fincham	

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	18457q	2008	Mercury	Grand Marquis	61	Trade on Used	No	\$ 5,000	\$ 5,000	85%	\$636	\$0
2	17820a	2017	Nissan	Rogue	24	Trade on New	No	\$ 19,405	\$ 18,995	96%	\$3,074	\$512
3	18992a	2012	Honda	Civic	18	Trade on New	No	\$ 8,600	\$ 7,500	95%	\$309	\$1,183
4	18568c	2015	Subaru	Forester	25	Trade on Used	No	\$ 15,700	\$ 15,698	96%	\$672	\$640
5	16811b	2010	Hyundai	Accent	90	Trade on Used	No	\$ 5,000	\$ 4,657	87%	\$1,200	\$0
6	36786p	2017	Jeep	Cherokee	2	Auction/Wholesale	No	\$ 26,800	\$ 26,800	96%	\$999	\$2,124
7	36766p	2016	Chevrolet	Silverado	35	Auction/Wholesale	Yes	\$ 28,807	\$ 28,807	94%	\$2,015	\$2,929
8	36785p	2018	Buick	Cascada	7	Street/Curb Buy	No	\$ 26,399	\$ 26,399	103%	\$3,348	\$700
9	19029a	2015	GMC	Sierra	1	Trade on New	No	\$ 28,200	\$ 28,200	96%	\$1,283	\$2,589
10	36788p	2014	Subaru	Crosstrek	4	Trade on New	No	\$ 17,552	\$ 17,552	96%	\$3,545	\$2,160
11	18851a	2013	Subaru	Terrain	29	Trade on New	No	\$ 11,902	\$ 11,902	93%	\$2,070	\$1,350
12	18847a	2019	Subaru	Crosstrek	22	Trade on New	Yes	\$ 23,155	\$ 23,115	96%	\$1,499	\$1,674
13	19221a	2014	Subaru	Outback	8	Trade on New	No	\$ 20,000	\$ 20,000	96%	\$3,213	\$1,448
14	19232a	2006	Honda	Civic	2	Trade on New	No	\$ 5,000	\$ 5,000	112%	\$2,150	\$0
15	18750c	2018	Chevrolet	Silverado	8	Trade on Used	No	\$ 34,380	\$ 34,380	95%	\$1,519	\$1,969
16	18786a	2015	Nissan	Altima	39	Trade on New	No	\$ 14,380	\$ 14,380	92%	\$1,391	\$2,016
17	18577q	2016	Subaru	Impreza	36	Trade on Used	No	\$ 18,800	\$ 18,800	93%	\$1,935	\$2,292
18	36728p	2016	Toyota	Tacoma	88	Auction/Wholesale	No	\$ 29,995	\$ 29,995	88%	\$312	\$3,065
19	18299a	2018	Buick	Tour X	14	Loaner/Rental Fleet	No	\$ 30,500	\$ 30,500	89%	(\$240)	\$1,683
20	19035a	2017	Subaru	Forester	62	Trade on New	No	\$ 19,750	\$ 19,750	90%	\$304	\$2,724
21	19248	2008	Subaru	Outback	2	Trade on New	No	\$ 400	\$ 400	100%	(\$13)	\$0
22	19192a	2016	Subaru	Crosstrek	14	Trade on New	No	\$ 20,066	\$ 20,566	96%	\$1,303	\$2,146
23	19222a	2011	Chevrolet	Silverado	36	Trade on New	No	\$ 20,297	\$ 19,037	96%	\$500	\$1,113
24	19034b	2011	Honda	Pilot	37	Trade on Used	No	\$ 10,558	\$ 10,158	96%	\$979	\$1,215
25	36780p	2016	Subaru	Forester	10	Auction/Wholesale	No	\$ 16,924	\$ 16,924	95%	\$1,424	\$2,262
26	36729q	2015	Ford	Fusion	44	Trade on New	No	\$ 11,410	\$ 11,410	93%	\$1,174	\$1,037
27	18944a	2016	Chevrolet	Silverado	36	Trade on Used	Yes	\$ 30,163	\$ 29,763	95%	\$1,228	\$0
28	18520a	2017	Ford	Explorer	46	Trade on Used	No	\$ 27,523	\$ 27,523	92%	\$1,554	\$1,950
29	18792b	2017	Honda	HRV	46	Trade on Used	No	\$ 17,177	\$ 17,000	92%	\$1,074	\$85
30	18750d	2012	GMC	Sierra	4	Trade on Used	No	\$ 21,000	\$ 20,824	100%	\$1,900	\$2,326
31	36750s	2017	Subaru	Forester	21	Trade on Used	No	\$ 26,000	\$ 25,907	96%	\$1,545	\$2,244
32	19219a	2015	GMC	Sierra	15	Trade on New	No	\$ 28,500	\$ 28,135	96%	\$2,278	\$1,716
33	36781p	2016	Subaru	Crosstrek	12	Auction/Wholesale	No	\$ 19,366	\$ 19,000	96%	\$1,400	\$693
34	19111a	2012	Toyota	4 Runner	42	Trade on New	No	\$ 19,000	\$ 18,918	92%	\$1,139	\$0
35	19251a	2017	Subaru	Outback	4	Trade on New	No	\$ 24,775	\$ 24,775	96%	\$3,164	\$1,100
36	19147a	2015	Subaru	Crosstrek	11	Trade on New	No	\$ 23,734	\$ 23,734	96%	\$1,840	\$1,960

37	19178a	2016	Subaru	Crosstrek	10	Trade on New	No	\$	17,177	\$	17,500	95%	\$1,147	\$882
38	19118a	2015	Chevrolet	Silverado	1	Trade on New	No	\$	32,001	\$	32,001	96%	\$1,860	\$1,201
39	19179a	2016	Subaru	Crosstrek	23	Trade on New	No	\$	17,690	\$	17,900	96%	\$1,098	\$0
40	18247a	2019	Buick	Enclave	37	Loaner/Rental Fleet	No	\$	40,506	\$	40,506	93%	(\$325)	\$1,200
41	19246a	2018	Subaru	Forester	3	Trade on New	No	\$	22,507	\$	22,307	96%	\$3,529	\$2,864
42	18847b	2016	Subaru	Crosstrek	10	Trade on New	No	\$	18,630	\$	18,630	96%	\$1,381	\$2,548
43	36798p	2016	Chevrolet	Colorado	11	Auction/Wholesale	No	\$	26,900	\$	25,600	104%	\$4,048	\$1,850
44	19210a	2012	Subaru	Forester	5	Trade on New	No	\$	15,344	\$	15,144	105%	\$3,235	\$0
45	36787p	2016	Subaru	Legacy	16	Auction/Wholesale	No	\$	20,363	\$	20,063	102%	\$2,846	\$0
46	19229a	2012	Subaru	Outback	9	Trade on New	No	\$	11,849	\$	11,849	96%	\$1,831	\$1,095
47	36793p	2014	Subaru	Forester	6	Auction/Wholesale	No	\$	13,326	\$	13,326	96%	\$3,204	\$0
48	19118b	2008	Chevrolet	Silverado	5	Trade on Used	No	\$	14,572	\$	14,072	105%	\$3,746	\$1,403
49	36768p	2016	Chevrolet	Traverse	56	Auction/Wholesale	Yes	\$	18,990	\$	18,990	88%	\$1,570	\$945
50	19217	2015	Chevrolet	Suburban	36	Trade on New	No	\$	33,500	\$	33,500	98%	\$2,574	\$1,130
51	192772a	2013	Subaru	Outback	1	Trade on New	No	\$	20,000	\$	20,000	102%	\$2,129	\$146
52	19191a	2015	Subaru	Forester	1	Trade on New	No	\$	14,661	\$	14,661	100%	\$4,775	\$2,302
53	19101a	2011	Chevrolet	Tahoe	3	Trade on New	No	\$	20,000	\$	19,500	100%	\$3,109	\$1,602

Scoreboard Totals

% Retailed of Non-Franchise Make	25%
Total # Retail Units	88
Avg. Days to Sale	21.2
Avg. Advertised Price (Time of Sale)	\$ 20,338
Avg. Transaction Price	\$ 19,977
Avg. Market Price at 100%	\$ 21,253
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 364
Avg. Front-End Gross	\$ 1,716
Avg. Finance Gross	\$ 1,383
PUVR	\$ 3,122
Total Gross (Units & PUVR)	\$ 274,696
GROI	266%
% with Trade	19%
Avg. Over/Under Allowance	\$0



MY

Scoreboard	<i>(Click on the blue head</i>	
Desk Manager	Totals	Kevin Reynolds JR
% Retailed of Non-New Franchise	25%	31%
Total # Retail Units	88	45
Avg. Days to Sale	21.2	21.4
Avg. Advertised Price (Time of Sale)	\$ 20,338	\$ 21,006
Avg. Transaction Price	\$ 19,977	\$ 20,417
Avg. Market Price at 100%	\$ 21,253	\$ 21,938
Avg. Price to Market % (Time of Sale)	96%	96%
Avg. Transaction to Market	94%	93%
Avg. Transactional Discount	\$ 364	\$ 589
Avg. Front-End Gross	\$ 1,716	\$ 1,864
Avg. Finance Gross	\$ 1,383	\$ 1,422
PUVR	\$ 3,122	\$ 3,285
Total Gross (Units & PUVR)	\$ 274,696	\$ 147,832
GROI	266%	270%
% with Trade	19%	20%
Avg. Over/Under Allowance	0	0



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David Penton	Logan Fincham	John Reynolds
17%	22%	14%
18	18	7
16.4	28.9	11.7
\$ 19,408	\$ 20,101	\$ 19,045
\$ 19,361	\$ 20,000	\$ 18,679
\$ 20,241	\$ 22,372	\$ 20,161
96%	90%	94%
96%	89%	93%
\$ 26	\$ 106	\$ 366
\$ 1,942	\$ 1,476	\$ 801
\$ 1,505	\$ 1,088	\$ 1,576
\$ 3,440	\$ 2,677	\$ 2,376
\$ 61,914	\$ 48,189	\$ 16,635
389%	167%	391%
11%	22%	29%
0	0	0

Scoreboard*(Click on the blue head*

Sales Consultant	Totals	Maria Schramm
% Retailed of Non-New Franchise	25%	40%
Total # Retail Units	88	5
Avg. Days to Sale	21.2	11.0
Avg. Advertised Price (Time of Sale)	\$ 20,338	\$ 15,052
Avg. Transaction Price	\$ 19,977	\$ 14,712
Avg. Market Price at 100%	\$ 21,253	\$ 15,562
Avg. Price to Market % (Time of Sale)	96%	97%
Avg. Transaction to Market	94%	95%
Avg. Transactional Discount	\$ 364	\$ 340
Avg. Front-End Gross	\$ 1,716	\$ 2,029
Avg. Finance Gross	\$ 1,383	\$ 1,187
PUVR	\$ 3,122	\$ 3,216
Total Gross (Units & PUVR)	\$ 274,696	\$ 16,081
GROI	266%	715%
% with Trade	19%	0%
Avg. Over/Under Allowance	0	0



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Thomas Payette	Randy Ward	Jermaine Wormley
23%	30%	9%
13	10	11
22.7	34.5	11.1
\$ 17,418	\$ 24,136	\$ 20,109
\$ 18,169	\$ 23,812	\$ 20,093
\$ 18,142	\$ 25,503	\$ 20,753
96%	95%	97%
100%	93%	97%
\$ (848)	\$ 324	\$ 16
\$ 1,915	\$ 1,582	\$ 1,687
\$ 1,098	\$ 1,601	\$ 1,173
\$ 2,965	\$ 3,182	\$ 2,861
\$ 38,548	\$ 31,824	\$ 31,466
259%	139%	462%
23%	0%	9%
0	0	0

number for each column.)

Tommy Inthisen	Steve Few	Doug Stacy
0%	24%	27%
2	21	11
6.0	20.9	31.7
\$ 39,265	\$ 19,028	\$ 21,443
\$ 38,565	\$ 18,950	\$ 21,391
\$ 42,257	\$ 19,849	\$ 22,885
93%	96%	94%
91%	95%	93%
\$ 700	\$ 78	\$ 53
\$ 1,988	\$ 1,713	\$ 1,594
\$ 3,375	\$ 1,692	\$ 1,100
\$ 5,363	\$ 3,404	\$ 2,694
\$ 10,725	\$ 71,489	\$ 29,636
834%	309%	143%
0%	33%	36%
0	0	0

Brad Ennis		
40%	#DIV/0!	#DIV/0!
10	0	0
17.2	#DIV/0!	#DIV/0!
\$ 22,828	#DIV/0!	#DIV/0!
\$ 19,552	#DIV/0!	#DIV/0!
\$ 23,970	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!
82%	#DIV/0!	#DIV/0!
\$ 3,276	#DIV/0!	#DIV/0!
\$ 2,097	#DIV/0!	#DIV/0!
\$ 1,186	#DIV/0!	#DIV/0!
\$ 3,283	#DIV/0!	#DIV/0!
\$ 32,832	#DIV/0!	#DIV/0!
351%	#DIV/0!	#DIV/0!
10%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

Scoreboard		<i>(Click on the blue head</i>	
Finance Manager	Totals	Logan Fincham	
% Retailed of Non-New Franchise	25%	25%	
Total # Retail Units	88	4	
Avg. Days to Sale	21.2	25.5	
Avg. Advertised Price (Time of Sale)	\$ 20,338	\$ 19,293	
Avg. Transaction Price	\$ 19,977	\$ 19,293	
Avg. Market Price at 100%	\$ 21,253	\$ 20,612	
Avg. Price to Market % (Time of Sale)	96%	94%	
Avg. Transaction to Market	94%	94%	
Avg. Transactional Discount	\$ 364	\$ -	
Avg. Front-End Gross	\$ 1,716	\$ 1,794	
Avg. Finance Gross	\$ 1,383	\$ 1,302	
PUVR	\$ 3,122	\$ 3,095	
Total Gross (Units & PUVR)	\$ 274,696	\$ 12,380	
GROI	266%	226%	
% with Trade	19%	0%	
Avg. Over/Under Allowance	0	0	



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Tracy Cosner	Lynn Frye	
29%	22%	#DIV/0!
35	49	0
17.0	23.8	#DIV/0!
\$ 19,895	\$ 20,740	#DIV/0!
\$ 19,207	\$ 20,583	#DIV/0!
\$ 21,200	\$ 21,864	#DIV/0!
94%	95%	#DIV/0!
91%	94%	#DIV/0!
\$ 708	\$ 151	#DIV/0!
\$ 1,834	\$ 1,625	#DIV/0!
\$ 1,157	\$ 1,550	#DIV/0!
\$ 3,060	\$ 3,167	#DIV/0!
\$ 107,105	\$ 155,195	#DIV/0!
337%	233%	#DIV/0!
0%	6%	#DIV/0!
0	0	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	88	7
Avg. Days to Sale	21.2	28.7
Avg. Advertised Price (Time of Sale)	\$ 20,338	\$ 26,985
Avg. Transaction Price	\$ 19,977	\$ 26,894
Avg. Market Price at 100%	\$ 21,253	\$ 28,551
Avg. Price to Market % (Time of Sale)	96%	95%
Avg. Transaction to Market	94%	94%
Avg. Transactional Discount	\$ 364	\$ 91
Avg. Front-End Gross	\$ 1,716	\$ 1,954
Avg. Finance Gross	\$ 1,383	\$ 1,790
PUVR	\$ 3,122	\$ 3,744
Total Gross (Units & PUVR)	\$ 274,696	\$ 26,209
GROI	266%	175%
% with Trade	19%	7%
Avg. Over/Under Allowance	0	0



No	
	81
	20.5
\$	19,380
\$	19,380
\$	20,923
	93%
	93%
\$	388
\$	1,695
\$	1,348
\$	3,066
\$	248,377
	278%
	73%
	0

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	88	64
Avg. Days to Sale	21.2	16.6
Avg. Advertised Price (Time of Sale)	\$ 20,338	\$ 21,793
Avg. Transaction Price	\$ 19,977	\$ 21,367
Avg. Market Price at 100%	\$ 21,253	\$ 22,754
Avg. Price to Market % (Time of Sale)	96%	96%
Avg. Transaction to Market	94%	94%
Avg. Transactional Discount	\$ 364	\$ 426
Avg. Front-End Gross	\$ 1,716	\$ 1,854
Avg. Finance Gross	\$ 1,383	\$ 1,441
PUVR	\$ 3,122	\$ 3,295
Total Gross (Units & PUVR)	\$ 274,696	\$ 210,902
GROI	266%	334%
% with Trade	19%	3%
Avg. Over/Under Allowance	0	0

No	
	22
	32.5
\$	16,659
\$	16,659
\$	18,023
	92%
	92%
\$	185
\$	1,301
\$	1,315
\$	2,616
\$	57,551
	174%
	68%
	0

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	88	41
% of Retail Units	100%	47%
% Retailed of Non-New Franchise	25%	22%
Avg. Days to Sale	21.2	16.1
Avg. Transaction Price	\$ 19,977	\$ 17,873
Avg. Transaction to Market %	94%	95%
Avg. Transactional Discount	\$ 364	\$ 152
Avg. Front End Gross	\$ 1,716	\$ 1,918
Avg. Finance Gross	\$ 1,383	\$ 1,262
PUVR	\$ 3,122	\$ 3,170
Total Gross (Units & PUVR)	\$ 274,696	\$ 129,961
GROI	266%	396%
% with Trade	19%	22%
Avg. Over/Under Allowance	0	0



Trade on Used	Street/Curb buy	Auction/wholesale
17	3	18
19%	3%	20%
35%	33%	33%
31.4	5.0	23.2
\$ 17,342	\$ 32,414	\$ 21,437
147%	96%	95%
\$ (646)	\$ 467	\$ 165
\$ 1,476	\$ 2,772	\$ 1,570
\$ 1,161	\$ 2,117	\$ 1,569
\$ 2,763	\$ 4,889	\$ 3,139
\$ 46,963	\$ 14,666	\$ 56,496
183%	1086%	228%
24%	0%	22%
0	0	0

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
7	0	2
8%	0%	2%
0%	#DIV/0!	0%
25.4	#DIV/0!	29.5
\$ 28,237	#DIV/0!	\$ 24,820
85%	#DIV/0!	95%
\$ 4,457	#DIV/0!	\$ -
\$ 1,557	#DIV/0!	\$ (103)
\$ 1,752	#DIV/0!	\$ 1,672
\$ 3,309	#DIV/0!	\$ 1,569
\$ 23,162	#DIV/0!	\$ 3,138
166%	#DIV/0!	77%
0%	#DIV/0!	0%
0	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	88	64
% of Retail Units	100%	73%
% Retailed of Non-New Franchise	25%	17%
Avg. Days to Sale	21.2	10.2
Avg. Transaction Price	\$ 19,977	\$ 19,450
Avg. Transaction to Market %	94%	110%
Avg. Transactional Discount	\$ 364	\$ (45)
Avg. Front End Gross	\$ 1,716	\$ 1,923
Avg. Finance Gross	\$ 1,383	\$ 1,392
PUVR	\$ 3,122	\$ 3,315
Total Gross (Units & PUVR)	\$ 274,696	\$ 212,154
GROI	266%	600%
% with Trade	19%	22%
Avg. Over/Under Allowance	0	0



31-45 days	46-60 days	61-90 days	90+ days
13	5	6	0
15%	6%	7%	0%
38%	60%	50%	#DIV/0!
38.1	51.0	76.5	#DIV/0!
\$ 21,405	\$ 23,564	\$ 19,515	#DIV/0!
88%	91%	88%	#DIV/0!
\$ 2,588	\$ 35	\$ 69	#DIV/0!
\$ 1,447	\$ 1,014	\$ 679	#DIV/0!
\$ 1,356	\$ 1,071	\$ 1,598	#DIV/0!
\$ 2,803	\$ 2,085	\$ 2,277	#DIV/0!
\$ 36,436	\$ 10,423	\$ 13,662	#DIV/0!
124%	62%	55%	#DIV/0!
8%	40%	0%	#DIV/0!
0	0	0	#DIV/0!