

Desk Manager(s)	Finance Manager(s)
Dedric Jones	Haleigh Mays
Tony Morgan	

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	10694A	2017	FORD	FUSION	7	Trade on New	No	\$ 16,995	\$ 16,250	96%	\$1,906	\$1,726
2	10519A	2017	NISSAN	ROGUE	170	Trade on New	No	\$ 19,450	\$ 17,925	92%	(\$343)	\$1,267
3	P6971A	2010	CADILLAC	CTS WAGON	14	Trade on Used	No	\$ 10,995	\$ 12,900	117%	\$4,277	\$2,283
4	10716A	2015	FORD	FIESTA	35	Trade on New		\$ 6,995	\$ 4,654	66%	(\$1,123)	\$0
5	P7007	2018	FORD	FOCUS	24	Trade on Used	no	\$ 15,000	\$ 15,000	100%	(\$116)	\$327
6	P7010	2018	Toyota	CAMRY	24	Auction/Wholesale	No	\$ 21,995	\$ 21,872	99%	\$3,600	\$1,832
7	P7031	2016	Ford	Escape	4	Auction/Wholesale	No	\$ 17,495	\$ 16,711	96%	\$425	\$342
8	10687A	2012	FORD	F150	9	Trade on New	No	\$ 18,495	\$ 18,495	100%	\$2,254	\$175
9	10645C	2016	FORD	F150	17	Trade on Used	No	\$ 28,500	\$ 28,500	100%	\$773	\$1,020
10	P6978A	2012	BUICK	VERANO	54	Trade on Used	No	\$ 8,995	\$ 8,510	94%	(\$518)	\$0
11	p7027	2018	FORD	Escape	21	Auction/Wholesale	No	\$ 19,350	\$ 19,350	100%	\$2,094	\$1,762
12	10641b	2019	FORD	F150	68	Trade on Used	No	\$ 37,995	\$ 41,132	108%	\$5,383	\$975
13	10639A	2015	FORD	EDGE	31	Trade on New	No	\$ 25,918	\$ 25,918	100%	\$4,065	\$1,163
14	P6955	2017	JEEP	WRANGLER	71	Auction/Wholesale	No	\$ 30,941	\$ 30,941	100%	\$37	\$0
15	P7029	2004	FORD	SUPER DUTY	13	Auction/Wholesale	No	\$ 19,995	\$ 18,857	94%	(\$1,518)	\$1,133
16	10653e	2018	FORD	F150	18	Trade on Used	No	\$ 3,955	\$ 39,500	100%	\$1,855	\$300
17	10668A	2017	HYUNDAI	SONATA		Trade on New		\$ 19,000	\$ 19,000	100%	\$473	\$465
18	P7014	2016	LINCOLN	MKX	38	Auction/Wholesale	YES	\$ 33,995	\$ 39,964	117%	\$8,152	\$1,443
19	P7016A	2017	FORD	FUSION	31	Auction/Wholesale	No	\$ 13,995	\$ 13,436	96%	(\$396)	\$399
20	P7005	2017	FORD	FUSION	31	Auction/Wholesale	No	\$ 17,995	\$ 17,113	95%	(\$418)	\$0
21	10699A	2017	FORD	FUSION	93	Trade on New	No	\$ 16,995	\$ 16,050	94%	(\$1,596)	\$665
22	10654A	2017	FORD	FUSION	59	Trade on New	No	\$ 19,641	\$ 19,641	100%	\$2,892	\$2,540
23	10690A	2017	Chevrolet	CRUZE	105	Trade on New	No	\$ 12,995	\$ 12,232	94%	\$33	\$947
24	P7011	2018	NISSAN	ALTIMA	46	Auction/Wholesale	No	\$ 20,995	\$ 19,600	93%	(\$850)	\$1,954
25	P6977	2016	CHRYSLER	300	91	Auction/Wholesale	No	\$ 20,995	\$ 20,400	97%	\$516	\$1,867
26	10603B	2017	FORD	FIESTA	19	Trade on Used	No	\$ 11,995	\$ 11,548	96%	(\$496)	\$0
27	P7013	2017	FORD	EXPLORER	42	Auction/Wholesale	No	\$ 19,995	\$ 19,850	99%	(\$246)	\$269
28	P7030	2017	LINCOLN	MKZ	29	Auction/Wholesale	YES	\$ 32,900	\$ 32,900	100%	\$8,610	\$1,108
29												
30												
31	P7035	2018	Chevrolet	Equinox	2	Auction/Wholesale	No	\$ 20,200	\$ 20,200	100%	(\$554)	\$1,453
32	10705A	2017	FORD	FIESTA	5	Trade on New	No	\$ 11,900	\$ 11,900	100%	\$980	\$140
33	P7006	2018	FORD	EDGE	52	Auction/Wholesale	No	\$ 26,995	\$ 26,068	97%	(\$619)	\$0
34	P7017	2018	Chevrolet	IMPALA	49	Auction/Wholesale	No	\$ 23,076	\$ 23,076	100%	\$924	\$0
35	P7036	2016	FORD	Escape	24	Auction/Wholesale	No	\$ 17,200	\$ 16,582	96%	\$399	\$300
36	10766A	2012	LINCOLN	NAVIGATOR	5	Trade on New	No	\$ 19,315	\$ 19,315	100%	\$3,369	\$0

37	P6959	2018	DODGE	CHALLENGER	106	Other	No	\$	29,900	\$	33,000	113%	\$4,818	\$1,610
38	10743A	2018	FORD	FLEX	58	Trade on New	No	\$	24,600	\$	23,991	97%	(\$439)	\$351
39	P7018	2018	FORD	EXPLORER	54	Auction/Wholesale	No	\$	27,500	\$	26,338	96%	(\$522)	\$933
40	P7043	2007	FORD	EXPEDITION	1	Other	No	\$	9,175	\$	9,175	100%	(\$908)	\$0
41	10640A	2018	DODGE	CHALLENGER	31	Trade on New	No	\$	27,300	\$	26,810	98%	(\$165)	\$0
42	10589B	2017	FORD	F150	85	Trade on Used	No	\$	34,190	\$	34,190	100%	\$2,613	\$1,167
43	P6972	2018	DODGE	DURANGO	108	Other	No	\$	30,995	\$	29,610	96%	(\$707)	\$2,820
44	P7019	2019	JEEP	CHEROKEE	56	Auction/Wholesale	No	\$	22,500	\$	21,750	98%	(\$102)	\$1,554
45	P7038	2017	FORD	Escape	24	Auction/Wholesale	No	\$	19,500	\$	18,685	95%	(\$1,633)	\$805
46	P6944	2016	LINCOLN	MKC	142	Auction/Wholesale	YES	\$	32,600	\$	32,000	98%	(\$216)	\$1,682
47	10636A	2017	FORD	F150	34	Trade on New	No	\$	39,500	\$	39,500	100%	\$1,632	\$1,592
48	10756A	2010	JEEP	GRAND CHEROKEE	23	Trade on New	No	\$	10,500	\$	9,818	93%	(\$531)	\$807
49	P6959A	2008	FORD	F150	9	Trade on Used	No	\$	11,995	\$	11,500	96%	\$736	\$2,475
50	P7042	2018	Chevrolet	IMPALA	10	Auction/Wholesale	No	\$	21,700	\$	21,545	99%	\$614	\$800
51	P7036A	2005	FORD	MUSTAN	14	Trade on Used	No	\$	17,600	\$	16,582	94%	\$578	\$0
52	P7040	2016	FORD	FUSION	26	Auction/Wholesale	No	\$	13,995	\$	14,611	104%	\$1,160	\$609
53	P6981	2012	DODGE	GRAND CARAVAN	120	Other	No	\$	9,995	\$	9,995	100%	(\$1,581)	\$600

Scoreboard Totals

% Retailed of Non-Franchise Make	96%
Total # Retail Units	56
Avg. Days to Sale	42.4
Avg. Advertised Price (Time of Sale)	\$ 21,519
Avg. Transaction Price	\$ 21,974
Avg. Market Price at 100%	\$ 21,910
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ (514)
Avg. Front-End Gross	\$ 930
Avg. Finance Gross	\$ 852
PUVR	\$ 1,764
Total Gross (Units & PUVR)	\$ 98,758
GROI	68%
% with Trade	36%
Avg. Over/Under Allowance	(\$1,024)



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	
% Retailed of Non-New Franchise	96%	#DIV/0!
Total # Retail Units	56	0
Avg. Days to Sale	42.4	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,519	#DIV/0!
Avg. Transaction Price	\$ 21,974	#DIV/0!
Avg. Market Price at 100%	\$ 21,910	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!
Avg. Transactional Discount	\$ (514)	#DIV/0!
Avg. Front-End Gross	\$ 930	#DIV/0!
Avg. Finance Gross	\$ 852	#DIV/0!
PUVR	\$ 1,764	#DIV/0!
Total Gross (Units & PUVR)	\$ 98,758	#DIV/0!
GROI	68%	#DIV/0!
% with Trade	36%	#DIV/0!
Avg. Over/Under Allowance	(\$1,024)	#DIV/0!



Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	96%	#DIV/0!
Total # Retail Units	56	0
Avg. Days to Sale	42.4	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,519	#DIV/0!
Avg. Transaction Price	\$ 21,974	#DIV/0!
Avg. Market Price at 100%	\$ 21,910	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!
Avg. Transactional Discount	\$ (514)	#DIV/0!
Avg. Front-End Gross	\$ 930	#DIV/0!
Avg. Finance Gross	\$ 852	#DIV/0!
PUVR	\$ 1,764	#DIV/0!
Total Gross (Units & PUVR)	\$ 98,758	#DIV/0!
GROI	68%	#DIV/0!
% with Trade	36%	#DIV/0!
Avg. Over/Under Allowance	(\$1,024)	#DIV/0!



Scoreboard*(Click on the blue head*

Finance Manager	Totals	
% Retailed of Non-New Franchise	96%	#DIV/0!
Total # Retail Units	56	0
Avg. Days to Sale	42.4	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,519	#DIV/0!
Avg. Transaction Price	\$ 21,974	#DIV/0!
Avg. Market Price at 100%	\$ 21,910	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!
Avg. Transactional Discount	\$ (514)	#DIV/0!
Avg. Front-End Gross	\$ 930	#DIV/0!
Avg. Finance Gross	\$ 852	#DIV/0!
PUVR	\$ 1,764	#DIV/0!
Total Gross (Units & PUVR)	\$ 98,758	#DIV/0!
GROI	68%	#DIV/0!
% with Trade	36%	#DIV/0!
Avg. Over/Under Allowance	(\$1,024)	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	56	4
Avg. Days to Sale	42.4	52.5
Avg. Advertised Price (Time of Sale)	\$ 21,519	\$ 31,749
Avg. Transaction Price	\$ 21,974	\$ 33,091
Avg. Market Price at 100%	\$ 21,910	\$ 30,680
Avg. Price to Market % (Time of Sale)	98%	103%
Avg. Transaction to Market	100%	108%
Avg. Transactional Discount	\$ (514)	\$ (1,342)
Avg. Front-End Gross	\$ 930	\$ 3,990
Avg. Finance Gross	\$ 852	\$ 1,116
PUVR	\$ 1,764	\$ 5,105
Total Gross (Units & PUVR)	\$ 98,758	\$ 20,421
GROI	68%	106%
% with Trade	36%	4%
Avg. Over/Under Allowance	(\$1,024)	348151%

No	
	50
	41.7
\$	21,491
\$	21,491
\$	21,424
	100%
	100%
\$	(515)
\$	735
\$	856
\$	1,562
\$	78,120
	63%
	41%
	-150568%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	56	0
Avg. Days to Sale	42.4	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,519	#DIV/0!
Avg. Transaction Price	\$ 21,974	#DIV/0!
Avg. Market Price at 100%	\$ 21,910	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!
Avg. Transactional Discount	\$ (514)	#DIV/0!
Avg. Front-End Gross	\$ 930	#DIV/0!
Avg. Finance Gross	\$ 852	#DIV/0!
PUVR	\$ 1,764	#DIV/0!
Total Gross (Units & PUVR)	\$ 98,758	#DIV/0!
GROI	68%	#DIV/0!
% with Trade	36%	#DIV/0!
Avg. Over/Under Allowance	(\$1,024)	#DIV/0!

No	
	54
	40.6
\$	22,155
\$	22,155
\$	21,864
	101%
	101%
\$	(514)
\$	935
\$	828
\$	1,764
\$	95,231
	71%
	31%
	-102432%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	56	17
% of Retail Units	100%	30%
% Retailed of Non-New Franchise	96%	88%
Avg. Days to Sale	42.4	44.6
Avg. Transaction Price	\$ 21,974	\$ 22,046
Avg. Transaction to Market %	100%	93%
Avg. Transactional Discount	\$ (514)	\$ 389
Avg. Front End Gross	\$ 930	\$ 933
Avg. Finance Gross	\$ 852	\$ 696
PUVR	\$ 1,764	\$ 1,542
Total Gross (Units & PUVR)	\$ 98,758	\$ 26,220
GROI	68%	56%
% with Trade	36%	24%
Avg. Over/Under Allowance	(\$1,024)	-208353%



Trade on Used	Street/Curb buy	Auction/wholesale
12	0	23
21%	0%	41%
100%	#DIV/0!	100%
33.4	#DIV/0!	38.3
\$ 21,220	#DIV/0!	\$ 22,580
174%	#DIV/0!	98%
\$ (2,995)	#DIV/0!	\$ 177
\$ 1,309	#DIV/0!	\$ 820
\$ 866	#DIV/0!	\$ 890
\$ 2,175	#DIV/0!	\$ 1,711
\$ 26,100	#DIV/0!	\$ 39,344
110%	#DIV/0!	71%
33%	#DIV/0!	43%
-131950%	#DIV/0!	4937%

Other	
	4
	7%
	100%
	83.8
\$	20,445
	104%
\$	(429)
\$	406
\$	1,258
\$	1,663
\$	6,652
	35%
	50%
	-314710%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	56	26
% of Retail Units	100%	46%
% Retailed of Non-New Franchise	96%	96%
Avg. Days to Sale	42.4	13.6
Avg. Transaction Price	\$ 21,974	\$ 21,126
Avg. Transaction to Market %	100%	134%
Avg. Transactional Discount	\$ (514)	\$ (1,232)
Avg. Front End Gross	\$ 930	\$ 1,150
Avg. Finance Gross	\$ 852	\$ 826
PUVR	\$ 1,764	\$ 1,975
Total Gross (Units & PUVR)	\$ 98,758	\$ 51,354
GROI	68%	247%
% with Trade	36%	35%
Avg. Over/Under Allowance	(\$1,024)	-50719%



31-45 days	46-60 days	61-90 days	90+ days
8	9	4	8
14%	16%	7%	14%
100%	100%	100%	88%
34.1	52.7	73.8	116.9
\$ 23,406	\$ 20,364	\$ 30,135	\$ 21,402
95%	95%	100%	98%
\$ (194)	\$ 592	\$ (484)	\$ 170
\$ 1,438	\$ 226	\$ 1,809	\$ 116
\$ 608	\$ 815	\$ 536	\$ 1,432
\$ 2,046	\$ 1,041	\$ 2,344	\$ 1,548
\$ 16,367	\$ 9,370	\$ 9,376	\$ 12,382
92%	35%	38%	22%
13%	67%	0%	38%
-400000%	-178640%	#DIV/0!	12294%