

Desk Manager(s)	Finance Manager(s)
DAVID CAIN	DANNY HAWKINS
MATT FARLEY	ROBERT BRADLEY
STEVE BRASE	
JUSTIN BENDICKSON	

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	CB17869	2018	FORD	F350	73	Auction/Wholesale	No	\$ 59,656	\$ 56,156	88%	\$1,606	\$503
2	C102963	2004	Chevrolet	CORVETTE	93	Street/Curb Buy	No	\$ 14,675	\$ 14,175	72%	\$1,470	\$0
3	C283766	2016	Chevrolet	CRUZE	8	Auction/Wholesale	No	\$ 15,210	\$ 15,210	106%	\$1,761	\$1,176
4	C179696	2008	Chevrolet	SUBURBAN	8	Trade on New	No	\$ 16,127	\$ 15,327	102%	\$1,097	\$0
5	C519690	2014	INFINITI	QX60	8	Auction/Wholesale	No	\$ 23,493	\$ 21,714	99%	\$349	\$758
6	C661044	2016	TOYOTA	COROLLA	72	Trade on New	No	\$ 12,972	\$ 12,900	93%	\$1,151	\$1,402
7	C223864A	2018	SUBARU	OUTBACK	18	Auction/Wholesale	No	\$ 26,879	\$ 26,879	101%	\$1,449	\$2,291
8	C100385	2012	TOYOTA	4RUNNER	7	Street/Curb Buy	No	\$ 22,279	\$ 21,779	98%	\$1,901	\$0
9	C540807	2017	JEEP	WRANGLER	1	Trade on New	No	\$ 27,230	\$ 25,931	102%	\$1,670	\$750
10	C145715	2018	Chevrolet	Equinox	13	Auction/Wholesale	No	\$ 25,525	\$ 25,025	101%	\$1,053	\$1,651
11	C339433A	2016	JEEP	CHEROKEE	32	Trade on New	No	\$ 26,835	\$ 26,335	101%	\$2,295	\$2,661
12	C114032	2019	Chevrolet	3500	151	Auction/Wholesale	No	\$ 49,999	\$ 49,500	100%	\$2,377	\$0
13	C122723	2010	HYUNDAI	VERACRUZ	2	Trade on Used	No	\$ 7,850	\$ 7,850	100%	\$2,089	\$0
14	C598339	2012	TOYOTA	CAMRY	11	Trade on New	No	\$ 12,610	\$ 10,962	105%	\$4,096	\$0
15	C102831	2018	Chevrolet	CAMARO	110	Auction/Wholesale	No	\$ 35,899	\$ 35,899	97%	(\$381)	\$4,487
16	C245327	2017	GMC	SIERRA	92	Auction/Wholesale	No	\$ 57,463	\$ 55,000	97%	(\$962)	\$4,831
17	C369605	2018	Chevrolet	SUBURBAN	14	Auction/Wholesale	No	\$ 38,245	\$ 38,000	100%	\$1,650	\$320
18	C540807	2017	JEEP	WRANGLER	7	Trade on New	NO	\$ 27,230	\$ 25,931	102%	\$1,396	\$750
19	C505467	2011	DODGE	CHARGER	19	Trade on Used	No	\$ 9,999	\$ 8,285	102%	\$1,458	\$0
20	C877687	2012	TOYOTA	COROLLA	9	Trade on Used	No	\$ 11,297	\$ 11,000	99%	\$3,014	\$768
21	C911515	2014	GMC	SAVANNA	66	Auction/Wholesale	No	\$ 15,461	\$ 14,195	98%	\$134	\$410
22	C273971	2018	DODGE	JOURNEY	20	Street/Curb Buy	No	\$ 17,445	\$ 17,445	95%	\$2,621	\$951
23	C140594	2015	Chevrolet	2500	69	Auction/Wholesale	No	\$ 32,581	\$ 32,581	94%	\$2,001	\$2,143
24	C139309	2018	Chevrolet	CAMARO	8	Trade on New	No	\$ 33,193	\$ 33,193	95%	\$347	\$2,435
25	C445738	2016	JEEP	GRAND CHEROKEE	102	Street/Curb Buy	No	\$ 16,990	\$ 16,289	85%	(\$601)	\$0
26	C225453	2015	HYUNDAI	VELOSTER	15	Trade on Used	No	\$ 12,825	\$ 12,825	103%	\$200	\$1,776
27	c145011	2014	Chevrolet	IMPALA	55	Trade on New	No	\$ 12,704	\$ 11,571	115%	\$3,220	\$0
28	C132383	2018	JEEP	WRANGLER	31	Street/Curb Buy	No	\$ 41,711	\$ 40,720	98%	\$2,667	\$200
29	C272608	2012	BUICK	LACROSSE	30	Trade on Used	No	\$ 13,141	\$ 12,470	106%	\$1,747	\$496
30	C271121	2016	Chevrolet	TAHOE	9	Trade on Used	No	\$ 41,360	\$ 38,819	101%	\$1,759	\$2,443
31	C189661	2018	FORD	ECOSPORT	37	Auction/Wholesale	No	\$ 18,349	\$ 16,477	102%	(\$231)	\$0
32	C695968	2015	JEEP	CHEROKEE	25	Street/Curb Buy	No	\$ 15,668	\$ 14,420	105%	\$1,693	\$158
33	C006637	2013	ACURA	RDX	89	Trade on Used	No	\$ 16,284	\$ 15,000	92%	(\$1,053)	\$0
34	C273765A	2016	Chevrolet	SUBURBAN	26	Trade on New	No	\$ 31,148	\$ 30,500	100%	\$2,260	\$2,738
35	C005949	2017	NISSAN	ARMADA	106	Trade on New	No	\$ 32,997	\$ 32,000	99%	(\$1,553)	\$1,283
36	C382108	2018	Chevrolet	TAHOE	13	Auction/Wholesale	Yes	\$ 55,012	\$ 53,945	100%	\$200	\$2,687

37	c301886	2018	Chevrolet	TAHOE	47	Auction/Wholesale	No	\$	46,999	\$	46,199	101%	\$1,552	\$3,545
38	C267012	2016	GMC	ACADIA	18	Auction/Wholesale	Yes	\$	28,794	\$	28,494	100%	(\$221)	\$252
39	C298919	2017	Chevrolet	COLORADO	22	Trade on New	No	\$	23,429	\$	22,617	100%	\$315	\$2,492
40	C588997	2017	RAM	1500	85	Auction/Wholesale	No	\$	51,997	\$	50,149	103%	(\$965)	\$540
41	C161666	2011	Mercedes-Benz	SL63	6	Street/Curb Buy	No	\$	39,910	\$	39,000	102%	\$3,739	\$0
42	C511607	2014	Chevrolet	SILVERADO	16	Trade on New	No	\$	27,317	\$	26,087	95%	\$2,897	\$0
43	C136987	2006	GMC	ENVOY	16	Trade on New	No	\$	8,549	\$	6,549	103%	\$703	\$0
44	C005439	2017	BUICK	ENCORE	60	Trade on New	No	\$	15,209	\$	14,375	101%	\$1,574	\$0
45	C199921	2018	DODGE	CHALLENGER	11	Auction/Wholesale	No	\$	37,759	\$	37,759	99%	\$0	\$1,600
46	C568597	2015	DODGE	3500	2	Trade on Used	No	\$	35,900	\$	35,900	110%	\$6,609	\$2,632
47	C525718	2011	CHRYSLER	200	42	Trade on Used	No	\$	7,795	\$	7,149	107%	\$734	\$808
48	C263116	2014	DODGE	JOURNEY	91	Trade on Used	No	\$	9,461	\$	9,461	80%	\$1,000	\$0
49	C180767	2018	Chevrolet	SILVERADO	10	Auction/Wholesale	No	\$	36,678	\$	36,087	102%	\$1,401	\$300
50	C103604	2012	FORD	TAURUS	20	Trade on New	No	\$	9,330	\$	9,031	99%	\$1,204	\$0
51	C525946	2015	JEEP	WRANGLER	20	Trade on New	No	\$	32,890	\$	32,390	99%	\$3,222	\$1,863
52	C122296	2016	Chevrolet	SONIC	16	Trade on New	No	\$	11,725	\$	10,912	103%	\$1,716	\$1,821
53	C134815	2016	GMC	SIERRA	17	Trade on New	No	\$	51,003	\$	51,003	97%	\$2,907	\$2,480

Scoreboard Totals

% Retailed of Non-Franchise Make	64%
Total # Retail Units	135
Avg. Days to Sale	38.7
Avg. Advertised Price (Time of Sale)	\$ 24,606
Avg. Transaction Price	\$ 23,998
Avg. Market Price at 100%	\$ 25,176
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 587
Avg. Front-End Gross	\$ 1,323
Avg. Finance Gross	\$ 1,121
PUVR	\$ 2,454
Total Gross (Units & PUVR)	\$ 331,326
GROI	95%
% with Trade	40%
Avg. Over/Under Allowance	(\$54)



MY

Scoreboard		<i>(Click on the blue head</i>	
Desk Manager	Totals	DAVID CAIN	
% Retailed of Non-New Franchise	64%	60%	
Total # Retail Units	135	94	
Avg. Days to Sale	38.7	39.3	
Avg. Advertised Price (Time of Sale)	\$ 24,606	\$ 26,162	
Avg. Transaction Price	\$ 23,998	\$ 25,527	
Avg. Market Price at 100%	\$ 25,176	\$ 26,527	
Avg. Price to Market % (Time of Sale)	98%	99%	
Avg. Transaction to Market	95%	96%	
Avg. Transactional Discount	\$ 587	\$ 606	
Avg. Front-End Gross	\$ 1,323	\$ 1,431	
Avg. Finance Gross	\$ 1,121	\$ 1,183	
PUVR	\$ 2,454	\$ 2,632	
Total Gross (Units & PUVR)	\$ 331,326	\$ 247,447	
GROI	95%	94%	
% with Trade	40%	43%	
Avg. Over/Under Allowance	-54	-70	



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MATT FARLEY	STEVE BRASE	JUSTIN BENDICKSON
82%	71%	67%
22	7	12
36.0	37.4	38.8
\$ 19,017	\$ 21,441	\$ 24,506
\$ 18,421	\$ 20,576	\$ 24,243
\$ 19,435	\$ 21,717	\$ 25,236
98%	99%	97%
95%	95%	96%
\$ 596	\$ 865	\$ 263
\$ 734	\$ 1,290	\$ 1,578
\$ 874	\$ 1,135	\$ 1,078
\$ 1,609	\$ 2,424	\$ 2,656
\$ 35,393	\$ 16,971	\$ 31,871
87%	113%	102%
32%	0%	58%
-189	0	292

Scoreboard	<i>(Click on the blue head</i>	
Finance Manager	Totals	DANNY HAWKINS
% Retailed of Non-New Franchise	64%	62%
Total # Retail Units	135	61
Avg. Days to Sale	38.7	45.0
Avg. Advertised Price (Time of Sale)	\$ 24,606	\$ 25,925
Avg. Transaction Price	\$ 23,998	\$ 25,383
Avg. Market Price at 100%	\$ 25,176	\$ 26,649
Avg. Price to Market % (Time of Sale)	98%	97%
Avg. Transaction to Market	95%	95%
Avg. Transactional Discount	\$ 587	\$ 542
Avg. Front-End Gross	\$ 1,323	\$ 1,107
Avg. Finance Gross	\$ 1,121	\$ 1,121
PUVR	\$ 2,454	\$ 2,228
Total Gross (Units & PUVR)	\$ 331,326	\$ 135,909
GROI	95%	70%
% with Trade	40%	0%
Avg. Over/Under Allowance	-54	24



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ROBERT BRADLEY		
66%	#DIV/0!	#DIV/0!
74	0	0
33.4	#DIV/0!	#DIV/0!
\$ 23,518	#DIV/0!	#DIV/0!
\$ 22,856	#DIV/0!	#DIV/0!
\$ 23,574	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!
\$ 625	#DIV/0!	#DIV/0!
\$ 1,502	#DIV/0!	#DIV/0!
\$ 1,121	#DIV/0!	#DIV/0!
\$ 2,646	#DIV/0!	#DIV/0!
\$ 195,800	#DIV/0!	#DIV/0!
125%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
-118	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	135	5
Avg. Days to Sale	38.7	20.0
Avg. Advertised Price (Time of Sale)	\$ 24,606	\$ 37,585
Avg. Transaction Price	\$ 23,998	\$ 36,636
Avg. Market Price at 100%	\$ 25,176	\$ 37,786
Avg. Price to Market % (Time of Sale)	98%	99%
Avg. Transaction to Market	95%	97%
Avg. Transactional Discount	\$ 587	\$ 948
Avg. Front-End Gross	\$ 1,323	\$ 1,562
Avg. Finance Gross	\$ 1,121	\$ 1,471
PUVR	\$ 2,454	\$ 3,033
Total Gross (Units & PUVR)	\$ 331,326	\$ 15,165
GROI	95%	149%
% with Trade	40%	0%
Avg. Over/Under Allowance	-54	0

No	
	130
	39.4
\$	23,512
\$	23,512
\$	24,484
	96%
	96%
\$	573
\$	1,314
\$	1,108
\$	2,432
\$	316,115
	95%
	137%
	-56

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	135	46
Avg. Days to Sale	38.7	38.7
Avg. Advertised Price (Time of Sale)	\$ 24,606	\$ 29,399
Avg. Transaction Price	\$ 23,998	\$ 28,755
Avg. Market Price at 100%	\$ 25,176	\$ 29,989
Avg. Price to Market % (Time of Sale)	98%	98%
Avg. Transaction to Market	95%	96%
Avg. Transactional Discount	\$ 587	\$ 644
Avg. Front-End Gross	\$ 1,323	\$ 1,483
Avg. Finance Gross	\$ 1,121	\$ 1,500
PUVR	\$ 2,454	\$ 2,983
Total Gross (Units & PUVR)	\$ 331,326	\$ 137,199
GROI	95%	97%
% with Trade	40%	0%
Avg. Over/Under Allowance	-54	43

No	
	87
	37.6
\$	21,226
\$	21,226
\$	22,338
	95%
	95%
\$	557
\$	1,234
\$	941
\$	2,175
\$	189,218
	98%
	62%
	-106

Scoreboard

Source	Totals	Trade on New	Trade on Used	Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.	Other
Total # Retail Units	135	50	34	12	39	0	0	0	0
% of Retail Units	100%	37%	25%	9%	29%	0%	0%	0%	0%
% Retailed of Non-New Franchise	64%	70%	74%	92%	41%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Days to Sale	38.7	33.2	30.5	34.2	54.1	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 23,998	\$ 20,981	\$ 16,240	\$ 18,521	\$ 36,314	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market %	95%	96%	93%	91%	96%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 587	\$ 445	\$ 602	\$ 887	\$ 674	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 1,323	\$ 1,486	\$ 1,633	\$ 1,665	\$ 740	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,121	\$ 1,108	\$ 854	\$ 290	\$ 1,626	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	\$ 2,454	\$ 2,594	\$ 2,487	\$ 2,000	\$ 2,373	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 331,326	\$ 129,681	\$ 84,567	\$ 23,995	\$ 92,547	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
GROI	95%	134%	181%	114%	43%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	40%	42%	35%	17%	49%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-54	-113	-85	0	33	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Age	Totals	0-30 days
Total # Retail Units	135	72
% of Retail Units	100%	53%
% Retailed of Non-New Franchise	64%	63%
Avg. Days to Sale	38.7	13.9
Avg. Transaction Price	\$ 23,998	\$ 21,705
Avg. Transaction to Market %	95%	95%
Avg. Transactional Discount	\$ 587	\$ 622
Avg. Front End Gross	\$ 1,323	\$ 1,887
Avg. Finance Gross	\$ 1,121	\$ 884
PUVR	\$ 2,454	\$ 2,771
Total Gross (Units & PUVR)	\$ 331,326	\$ 199,495
GROI	95%	332%
% with Trade	40%	42%
Avg. Over/Under Allowance	-54	-65



31-45 days	46-60 days	61-90 days	90+ days
17	9	17	17
13%	7%	13%	13%
88%	44%	65%	59%
36.1	52.3	77.8	106.6
\$ 20,773	\$ 24,280	\$ 28,116	\$ 31,306
95%	98%	92%	92%
\$ 675	\$ 436	\$ 514	\$ 564
\$ 1,362	\$ 1,135	\$ 530	\$ (286)
\$ 1,399	\$ 1,334	\$ 1,097	\$ 1,589
\$ 2,761	\$ 2,469	\$ 1,627	\$ 1,303
\$ 46,935	\$ 22,220	\$ 27,667	\$ 22,149
132%	70%	27%	14%
18%	44%	41%	53%
76	-150	-88	-59