Desk Manager(s)	Finance Manager(s)
Ryan Schlechte	Bob Chapmen
Bryan Mcconnaha	Daniel Guthrie
Donny Gay	John Dewitte

Sales Consultant(s)	New Car Franchise(s)
Leon Duplessis	Chevrolet
Todd Olsen	Chevrolet
John Mann	Chevrolet
Ray Ammari	Chevrolet
Sherry Sheffler	Chevrolet
Geoff Magnuson	Chevrolet
Tyler Morris	Chevrolet
Wendy Green	Chevrolet
Chris Bowen	Chevrolet
Sean Hooper	Chevrolet
Nick Beno	Chevrolet
Jeff Collingwood	Chevrolet
Dave Bennedict	Chevrolet
Karl Lewis	Chevrolet
Wayne Cofield	Chevrolet

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	#CF1051	2013	Acura	ATS	6	Trade on Used	No	$ 18,987	$ 17,000	100%	$155	$1,486
2	#JJ9551	2016	Chevrolet	EQUINOX	1	Trade on New	No	$ 21,522	$ 20,000	100%	$2,103	$0
3	#UA2440	2018	Chevrolet	EQUINOX	9	Auction/Wholesale	No	$ 24,938	$ 24,938	100%	$2,094	$985
4	#UA2490	2016	Chevrolet	SILVERADO 1500	0	Auction/Wholesale	No	$ 26,995	$ 26,532	100%	($35)	$839
5	#UA1921	2012	Nissan	SENTRA	17	Trade on Used	No	$ 3,987	$ 3,752	97%	$1,025	$0
6	#UA2090	2015	Chrysler	200	24	Auction/Wholesale	No	$ 10,987	$ 9,999	97%	$442	$522
7	#UA2140	2018	Kia	FORTE	25	Auction/Wholesale	No	$ 14,987	$ 15,987	95%	$1,677	$2,221
8	#UA2390	2014	Dodge	JOURNEY	11	Auction/Wholesale	No	$ 12,823	$ 12,823	100%	$1,505	$2,763
9	#UA2470	2012	Ram	1500	4	Auction/Wholesale	No	$ 18,597	$ 17,587	100%	$32	$243
10	#CF1080	2016	GMC	CANYON	22	Auction/Wholesale	No	$ 30,987	$ 28,500	97%	$150	$0
11	#CF890	2013	GMC	SIERRA 2500HD	44	Auction/Wholesale	No	$ 24,095	$ 20,303	91%	($213)	$0
12	#JJ3241	2008	Jeep	GRAND CHEROKEE	7	Trade on New	No	$ 8,987	$ 8,987	100%	$2,733	$2,179
13	#JJ5761A	2017	Chevrolet	SUBURBAN	7	Trade on New	No	$ 45,987	$ 44,000	100%	$3,782	$2,019
14	#JJ9421A	2017	Chevrolet	TAHOE	7	Trade on New	No	$ 40,987	$ 41,987	100%	$3,133	$622
15	#UA1892	2008	Chevrolet	HHR	29	Trade on Used	No	$ 5,788	$ 4,997	95%	$2,328	$0
16	#CF1070	2018	Chevrolet	MALIBU	23	Auction/Wholesale	No	$ 20,987	$ 20,987	97%	$2,238	$3,642
17	#CF721	2008	Chevrolet	SILVERADO 3500H	8	Trade on Used	No	$ 20,987	$ 20,237	100%	$1,835	$1,996
18	#HH11993	2007	Dodge	DURANGO	43	Trade on Used	No	$ 5,987	$ 4,687	91%	$70	$429
19	#KK421	2015	BMW	M3	11	Trade on New	No	$ 44,987	$ 43,000	100%	$2,056	$772
20	#JJ5381	2016	Toyota	TUNDRA	51	Trade on New	No	$ 37,995	$ 35,500	90%	($364)	$175
21	#JJ6461	2007	Toyota	HIGHLANDER	25	Trade on New	No	$ 8,987	$ 8,987	95%	$2,436	$0
22	#JJ8681	2016	Chevrolet	COLORADO	11	Trade on New	Yes	$ 29,178	$ 29,178	100%	$648	$0
23	#UA2420	2013	Hyundai	ELANTRA	14	Auction/Wholesale	No	$ 11,558	$ 11,587	100%	$1,584	$3,264
24	#CF750	2015	Ford	F-150	61	Auction/Wholesale	No	$ 28,987	$ 25,387	90%	$312	$174
25	#CF970	2015	Ram	1500	34	Auction/Wholesale	No	$ 32,987	$ 33,995	95%	$2,827	$3,350
26	#JJ5121	2015	Chevrolet	SILVERADO 1500	17	Trade on New	No	$ 24,987	$ 24,987	97%	$3,868	$1,558
27	#JJ5761	2018	Jeep	WRANGLER UNLIM	10	Trade on New	No	$ 45,987	$ 42,816	100%	$2,758	$1,265
28	#UA2441A	2004	Chevrolet	SILVERADO 1500	5	Trade on Used	No	$ 10,987	$ 11,100	100%	$3,930	$858
29	#UA1861	2011	Dodge	RAM 1500	13	Trade on Used	No	$ 11,735	$ 8,896	100%	$3,423	$0
30	#JJ3622	2006	Hyundai	ELANTRA	29	Trade on Used	No	$ 2,987	$ 2,110	95%	$429	$0
31	#JJ4531	2016	Chevrolet	SILVERADO 1500	10	Trade on New	No	$ 28,600	$ 26,200	100%	$491	$1,033
32	#JJ4691	2012	Chevrolet	IMPALA	10	Trade on New	No	$ 5,987	$ 5,813	100%	$2,152	$610
33	#KK422	2008	BMW	M3	4	Trade on Used	No	$ 24,894	$ 20,600	100%	$1,391	$299
34	#UA2270	2017	Chevrolet	TRAX	26	Auction/Wholesale	No	$ 16,949	$ 16,995	95%	$707	$2,134
35	#CF1161	2016	Chevrolet	EQUINOX	15	Trade on Used	No	$ 20,389	$ 21,995	100%	$4,537	$5,688
36	#HH12091	2015	Nissan	LEAF	11	Trade on New	No	$ 11,987	$ 11,987	100%	$2,317	$2,569

37	#JJ4521	2017	Chevrolet	SILVERADO 1500	31	Trade on New	No	$ 27,995	$ 26,995	95%	$3,265	$2,881
38	#JJ5001	2014	Ram	1500	10	Trade on New	No	$ 21,987	$ 21,987	100%	$3,387	$3,487
39	#JJ5762A	2013	Chevrolet	EQUINOX	7	Trade on Used	No	$ 14,987	$ 14,000	100%	$2,168	$0
40	#JJ9422A	2016	Jeep	GRAND CHEROKEE	7	Trade on Used	No	$ 30,983	$ 33,995	100%	$3,122	$5,138
41	#KK21	2015	Chevrolet	EQUINOX	2	Trade on New	No	$ 15,995	$ 16,903	100%	$1,152	$1,363
42	#KK331	2015	Chevrolet	SILVERADO 2500H	14	Trade on New	No	$ 25,987	$ 25,987	100%	$4,774	$2,758
43	#UA1900	2016	Mazda	CX-5	51	Auction/Wholesale	No	$ 23,872	$ 22,291	90%	$608	$2,119
44	#UA2110	2014	Ford	F-150	38	Auction/Wholesale	No	$ 23,587	$ 20,789	93%	($562)	$0
45	#CF1230	2017	Chevrolet	CRUZE	4	Auction/Wholesale	No	$ 16,987	$ 16,987	100%	$2,270	$2,864
46	#CF910	2015	GMC	SIERRA 1500	46	Auction/Wholesale	No	$ 34,279	$ 33,767	91%	$550	$3,673
47	#JJ2182	2018	Chevrolet	SILVERADO 1500	31	Trade on Used	Yes	$ 44,328	$ 43,844	95%	$1,591	$0
48	#JJ3203	2013	Honda	CIVIC	16	Trade on Used	No	$ 12,987	$ 12,987	97%	$3,203	$2,281
49	#JJ9421	2014	Ram	2500	16	Trade on New	No	$ 30,987	$ 29,142	97%	$2,425	$1,705
50	#UA2200	2012	GMC	SIERRA 2500HD	31	Auction/Wholesale	No	$ 21,995	$ 21,650	95%	$1,702	$0
51	#UA2280	2016	Chevrolet	TRAVERSE	25	Auction/Wholesale	No	$ 26,501	$ 25,701	95%	$946	$785
52	#CF1231	2008	Jeep	WRANGLER	1	Trade on Used	No	$ 17,333	$ 15,723	100%	$1,641	$150
53	#JJ4532	2006	Chevrolet	SILVERADO 1500	5	Trade on Used	No	$ 12,495	$ 12,495	100%	$3,065	$0

Scoreboard Totals	
% Retailed of Non-Franchise Make	56%
Total # Retail Units	200
Avg. Days to Sale	19.2
Avg. Advertised Price (Time of Sale)	$ 21,229
Avg. Transaction Price	$ 20,390
Avg. Market Price at 100%	$ 21,834
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	93%
Avg. Transactional Discount	$ 830
Avg. Front-End Gross	$ 1,846
Avg. Finance Gross	$ 1,325
PUVR	$ 3,184
Total Gross (Units & PUVR)	$ 636,748
GROI	293%
% with Trade	45%
Avg. Over/Under Allowance	($390)

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Desk Manager	Totals	
% Retailed of Non-New Franchise	56%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	19.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	$ 21,229	#DIV/0!
Avg. Transaction Price	$ 20,390	#DIV/0!
Avg. Market Price at 100%	$ 21,834	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!
Avg. Transactional Discount	$ 830	#DIV/0!
Avg. Front-End Gross	$ 1,846	#DIV/0!
Avg. Finance Gross	$ 1,325	#DIV/0!
PUVR	$ 3,184	#DIV/0!
Total Gross (Units & PUVR)	$ 636,748	#DIV/0!
GROI	293%	#DIV/0!
% with Trade	45%	#DIV/0!
Avg. Over/Under Allowance	-390	#DIV/0!

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Sales Consultant	Totals	
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Total # Retail Units	200	0
Avg. Days to Sale	19.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	$ 21,229	#DIV/0!
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Avg. Front-End Gross	$ 1,846	#DIV/0!
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PUVR	$ 3,184	#DIV/0!
Total Gross (Units & PUVR)	$ 636,748	#DIV/0!
GROI	293%	#DIV/0!
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Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	56%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	19.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	$ 21,229	#DIV/0!
Avg. Transaction Price	$ 20,390	#DIV/0!
Avg. Market Price at 100%	$ 21,834	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!
Avg. Transactional Discount	$ 830	#DIV/0!
Avg. Front-End Gross	$ 1,846	#DIV/0!
Avg. Finance Gross	$ 1,325	#DIV/0!
PUVR	$ 3,184	#DIV/0!
Total Gross (Units & PUVR)	$ 636,748	#DIV/0!
GROI	293%	#DIV/0!
% with Trade	45%	#DIV/0!
Avg. Over/Under Allowance	-390	#DIV/0!

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Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	11
Avg. Days to Sale	19.2	20.9
Avg. Advertised Price (Time of Sale)	$ 21,229	$ 29,581
Avg. Transaction Price	$ 20,390	$ 28,859
Avg. Market Price at 100%	$ 21,834	$ 30,672
Avg. Price to Market % (Time of Sale)	97%	96%
Avg. Transaction to Market	93%	94%
Avg. Transactional Discount	$ 830	$ 723
Avg. Front-End Gross	$ 1,846	$ 1,426
Avg. Finance Gross	$ 1,325	$ 1,597
PUVR	$ 3,184	$ 3,023
Total Gross (Units & PUVR)	$ 636,748	$ 33,251
GROI	293%	180%
% with Trade	45%	33%
Avg. Over/Under Allowance	-390	-279

No
189
19.1
$ 19,898
$ 19,898
$ 21,393
93%
93%
$ 836
$ 1,871
$ 1,309
$ 3,193
$ 603,517
303%
429%
-399

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	86
Avg. Days to Sale	19.2	14.2
Avg. Advertised Price (Time of Sale)	$ 21,229	$ 22,625
Avg. Transaction Price	$ 20,390	$ 22,167
Avg. Market Price at 100%	$ 21,834	$ 23,068
Avg. Price to Market % (Time of Sale)	97%	98%
Avg. Transaction to Market	93%	96%
Avg. Transactional Discount	$ 830	$ 457
Avg. Front-End Gross	$ 1,846	$ 1,964
Avg. Finance Gross	$ 1,325	$ 1,523
PUVR	$ 3,184	$ 3,487
Total Gross (Units & PUVR)	$ 636,748	$ 299,840
GROI	293%	399%
% with Trade	45%	8%
Avg. Over/Under Allowance	-390	-469

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112
23.3
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73%
-319

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	71
% of Retail Units	100%	36%
% Retailed of Non-New Franchise	56%	45%
Avg. Days to Sale	19.2	16.5
Avg. Transaction Price	$ 20,390	$ 23,118
Avg. Transaction to Market %	93%	95%
Avg. Transactional Discount	$ 830	$ 612
Avg. Front End Gross	$ 1,846	$ 2,279
Avg. Finance Gross	$ 1,325	$ 1,429
PUVR	$ 3,184	$ 3,730
Total Gross (Units & PUVR)	$ 636,748	$ 264,864
GROI	293%	353%
% with Trade	45%	51%
Avg. Over/Under Allowance	-390	-427

NADA ACADEMY

Trade on Used	Street/Curb buy	Auction/wholesale
53	0	76
27%	0%	38%
68%	#DIV/0!	58%
19.8	#DIV/0!	21.3
$ 14,927	#DIV/0!	$ 21,652
88%	#DIV/0!	94%
$ 1,163	#DIV/0!	$ 802
$ 1,591	#DIV/0!	$ 1,620
$ 968	#DIV/0!	$ 1,475
$ 2,577	#DIV/0!	$ 3,095
$ 136,599	#DIV/0!	$ 235,226
314%	#DIV/0!	241%
36%	#DIV/0!	45%
-438	#DIV/0!	-325

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Age	Totals	0-30 days
Total # Retail Units	200	146
% of Retail Units	100%	73%
% Retailed of Non-New Franchise	56%	48%
Avg. Days to Sale	19.2	11.3
Avg. Transaction Price	$ 20,390	$ 19,749
Avg. Transaction to Market %	93%	96%
Avg. Transactional Discount	$ 830	$ 509
Avg. Front End Gross	$ 1,846	$ 2,080
Avg. Finance Gross	$ 1,325	$ 1,350
PUVR	$ 3,184	$ 3,430
Total Gross (Units & PUVR)	$ 636,748	$ 500,832
GROI	293%	555%
% with Trade	45%	44%
Avg. Over/Under Allowance	-390	-323

NADA ACADEMY

31-45 days	46-60 days	61-90 days	90+ days
30	15	3	1
15%	8%	2%	1%
83%	80%	100%	0%
38.3	50.7	64.7	91.0
$ 22,627	$ 19,975	$ 24,801	$ 28,989
85%	81%	78%	84%
$ 1,535	$ 1,997	$ 3,852	$ 1,998
$ 1,926	$ 560	$ 413	$ (3,028)
$ 1,140	$ 1,407	$ 1,144	$ 2,936
$ 3,066	$ 1,967	$ 1,557	$ (92)
$ 91,985	$ 29,507	$ 4,671	$ (92)
127%	70%	35%	-1%
53%	40%	67%	0%
-679	-387	500	#DIV/0!