

Desk Manager(s)	Finance Manager(s)
JOHNNIE BURNS	NATHAN STANLEY
STEVEN SANCHEZ	CAROLYN FAULKINBERRY
CAROLYN FAULKINBERRY	









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	N254191B	2014	CHEVROLET	EQUINOX	24	Trade on New	No	\$ 13,030	\$ 13,030	98%	\$1,828	\$2,176
2	N183455D	2016	KIA	SOUL	48	Trade on Used	No	\$ 13,998	\$ 13,998	98%	\$1,090	\$0
3	U577380	2017	CHRYSLER	300	15	Loaner/Rental Fleet	No	\$ 23,999	\$ 23,999	105%	\$150	\$0
4	U253561	2018	NISSAN	ALTIMA	26	Loaner/Rental Fleet	No	\$ 17,995	\$ 17,995	100%	\$2,942	\$4,189
5	U157992	2018	CHEVROLET	CRUZE	36	Loaner/Rental Fleet	No	\$ 14,734	\$ 14,734	100%	\$346	\$0
6	U119581	2018	BUICK	REGAL	56	Auction/Wholesale	No	\$ 16,961	\$ 16,961	98%	\$1,198	\$2,561
7	N120111A	2017	CHEVROLET	SILVERADO	39	Trade on New	Yes	\$ 30,995	\$ 30,538	105%	\$2,969	\$2,835
8	U157523	2018	CHEVROLET	IMPALA	29	Loaner/Rental Fleet	No	\$ 17,995	\$ 17,495	98%	\$347	\$0
9	N256942A	2014	FORD	EXPLORER	22	Trade on New	No	\$ 18,634	\$ 18,364	98%	\$143	\$2,296
10	U211927	2018	CHEVROLET	MALIBU	39	Loaner/Rental Fleet	No	\$ 16,269	\$ 16,269	98%	\$699	\$1,126
11	U175101	2018	NISSAN	ALTIMA	32	Loaner/Rental Fleet	No	\$ 15,598	\$ 15,598	98%	\$849	\$1,497
12	U245515	2017	CHEVROLET	COLORADO	40	Street/Curb Buy	No	\$ 27,817	\$ 27,817	102%	\$884	\$1,541
13	U203856	2018	CHEVROLET	MALIBU	42	Loaner/Rental Fleet	No	\$ 16,233	\$ 16,233	98%	\$470	\$651
14	U135754	2018	CHEVROLET	IMPALA	42	Loaner/Rental Fleet	No	\$ 17,859	\$ 17,859	100%	\$599	\$2,856
15	U229513	2017	NISSAN	ALTIMA	117	Loaner/Rental Fleet	No	\$ 12,987	\$ 12,987	90%	(\$85)	\$831
16	N216650A	2017	CHEVROLET	SILVERADO	49	Trade on New	Yes	\$ 30,495	\$ 30,000	98%	\$1,764	\$2,174
17	N119956A	2019	CHEVROLET	SILVERADO	17	Trade on New	No	\$ 40,945	\$ 40,945	98%	\$3,134	\$2,658
18	N246643A	2014	DODGE	CHARGER	22	Trade on New	No	\$ 13,500	\$ 13,985	98%	\$1,183	\$1,484
19	N195125A	2013	TOYOTA	TUNDRA	21	Trade on New	No	\$ 28,737	\$ 29,495	100%	\$2,951	\$1,858
20	P290134	2017	GMC	CANYON	37	Street/Curb Buy	No	\$ 32,700	\$ 32,700	98%	\$1,995	\$1,403
21	U737442	2015	DODGE	JOURNEY	41	Trade on Used	No	\$ 13,500	\$ 13,500	95%	\$151	\$252
22	U170374	2018	CHEVROLET	IMPALA	1	Loaner/Rental Fleet	No	\$ 19,895	\$ 19,591	98%	\$374	\$0
23	U108645	2018	NISSAN	ALTIMA	44	Loaner/Rental Fleet	No	\$ 15,894	\$ 15,894	98%	\$849	\$2,602
24	U200932	2018	DODGE	G. CARAVAN	34	Loaner/Rental Fleet	No	\$ 15,547	\$ 15,547	95%	\$642	\$0
25	N205146A	2014	RAM	1500	30	Trade on New	No	\$ 27,578	\$ 27,578	98%	\$379	\$779
26	N113707B	2014	DODGE	CHARGER	56	Trade on New	No	\$ 17,999	\$ 17,999	95%	\$101	\$1,163
27	N391286A	2017	CHEVROLET	SILVERADO	38	Trade on New	No	\$ 38,566	\$ 38,566	100%	\$3,474	\$6,279
28	U160254	2016	BUICK	ENCLANVE	42	Trade on New	Yes	\$ 26,157	\$ 26,157	98%	\$1,223	\$1,810
29	U160254	2018	CHEVROLET	CRUZE	55	Loaner/Rental Fleet	No	\$ 14,595	\$ 14,595	98%	\$148	\$2,078
30	N120039A	2015	CHEVROLET	SILVERADO	26	Trade on New	No	\$ 21,992	\$ 21,992	98%	\$2,534	\$3,361
31	N258624A	2018	CHEVROLET	TAHOE	13	Trade on New	Yes	\$ 35,035	\$ 35,035	98%	\$2,891	\$1,360
32	N116137A	2016	TOYOTA	COROLLA	60	Trade on New	No	\$ 12,400	\$ 12,995	95%	\$840	\$1,151
33	U198900	2018	GMC	YUKON	12	Auction/Wholesale	Yes	\$ 54,614	\$ 54,614	98%	\$623	\$1,000
34	U203822	2018	CHRYSLER	300	21	Loaner/Rental Fleet	No	\$ 25,995	\$ 25,995	100%	\$97	\$0
35	N185702A	2017	JEEP	CHEROKEE	7	Trade on New	No	\$ 17,436	\$ 17,436	98%	\$509	\$1,742
36	N297271A	2017	NISSAN	FRONTIER	36	Trade on New	No	\$ 19,302	\$ 19,302	98%	\$943	\$2,041

37	N150222A	2018	CHEVROLET	COLORADO	12	Trade on New	No	\$	19,881	\$	19,881	98%	\$2,087	\$0
38	U629876	2018	NISSAN	PATHFINDER	25	Loaner/Rental Fleet	No	\$	26,445	\$	26,445	98%	(\$294)	\$2,689
39	U120399	2018	CHRYSLER	PACIFICA	72	Loaner/Rental Fleet	No	\$	21,885	\$	21,885	95%	(\$811)	\$2,716
40	P245978	2014	DODGE	JOURNEY	1	Street/Curb Buy	No	\$	11,499	\$	11,499	98%	\$1,251	\$1,430
41	U433370	2017	GMC	SIERRE	29	Auction/Wholesale	Yes	\$	38,395	\$	38,395	100%	\$1,123	\$2,534
42	U177703	2017	CHEVROLET	BOLT	78	Auction/Wholesale	Yes	\$	22,826	\$	22,826	100%	\$51	\$660
43	FND64101A	2015	FORD	F350	35	Trade on New	No	\$	43,987	\$	43,500	98%	\$3,440	\$1,342
44	FE40572A	2018	FORD	RAPTOR	59	Trade on New	Yes	\$	62,119	\$	62,119	98%	\$938	\$723
45	FPA97215	2018	FORD	TRANSIT	43	Loaner/Rental Fleet	Yes	\$	28,798	\$	28,500	100%	\$1,565	\$4,754
46	FB57856A	2013	TOYOTA	TUNDRA	63	Trade on New	No	\$	17,499	\$	17,107	98%	\$2,529	\$0
47	FN242114A	2016	DODGE	DART	45	Trade on New	No	\$	12,379	\$	12,379	98%	(\$229)	\$697
48	FDF12427A	2016	RAM	3500	22	Trade on New	No	\$	48,559	\$	48,559	97%	\$7,884	\$5,115
49	FNA95887A	2018	CHEVROLET	SILVERADO	36	Trade on New	No	\$	34,081	\$	34,081	98%	\$1,998	\$2,750
50	FDD36729A	2017	FORD	FIESTA	42	Trade on New	No	\$	11,437	\$	11,437	98%	\$1,298	\$401
51	FDE73138B	2016	FORD	MUSTANG	39	Trade on Used	No	\$	24,088	\$	24,798	97%	\$421	\$0
52	FC56011A	2019	FORD	RAPTOR	19	Trade on New	Yes	\$	69,405	\$	69,405	98%	\$0	\$3,987
53	FA65342A	2014	NISSAN	ARMADA	25	Trade on New	No	\$	26,988	\$	26,036	98%	\$2,830	\$0

## Scoreboard Totals

% Retailed of Non-Franchise Make	39%
Total # Retail Units	135
Avg. Days to Sale	38.7
Avg. Advertised Price (Time of Sale)	\$ 25,275
Avg. Transaction Price	\$ 25,310
Avg. Market Price at 100%	\$ 25,894
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ (36)
Avg. Front-End Gross	\$ 1,314
Avg. Finance Gross	\$ 1,549
PUVR	\$ 2,868
Total Gross (Units & PUVR)	\$ 387,148
GROI	105%
% with Trade	35%
Avg. Over/Under Allowance	\$86



EMY

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

<b>Desk Manager</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	39%	#DIV/0!
Total # Retail Units	135	0
Avg. Days to Sale	38.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,275	#DIV/0!
Avg. Transaction Price	\$ 25,310	#DIV/0!
Avg. Market Price at 100%	\$ 25,894	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ (36)	#DIV/0!
Avg. Front-End Gross	\$ 1,314	#DIV/0!
Avg. Finance Gross	\$ 1,549	#DIV/0!
PUVR	\$ 2,868	#DIV/0!
Total Gross (Units & PUVR)	\$ 387,148	#DIV/0!
GROI	105%	#DIV/0!
% with Trade	35%	#DIV/0!
Avg. Over/Under Allowance	86	#DIV/0!











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

<b>Sales Consultant</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	39%	#DIV/0!
Total # Retail Units	135	0
Avg. Days to Sale	38.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,275	#DIV/0!
Avg. Transaction Price	\$ 25,310	#DIV/0!
Avg. Market Price at 100%	\$ 25,894	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ (36)	#DIV/0!
Avg. Front-End Gross	\$ 1,314	#DIV/0!
Avg. Finance Gross	\$ 1,549	#DIV/0!
PUVR	\$ 2,868	#DIV/0!
Total Gross (Units & PUVR)	\$ 387,148	#DIV/0!
GROI	105%	#DIV/0!
% with Trade	35%	#DIV/0!
Avg. Over/Under Allowance	86	#DIV/0!











































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

<b>Finance Manager</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	39%	#DIV/0!
Total # Retail Units	135	0
Avg. Days to Sale	38.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,275	#DIV/0!
Avg. Transaction Price	\$ 25,310	#DIV/0!
Avg. Market Price at 100%	\$ 25,894	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ (36)	#DIV/0!
Avg. Front-End Gross	\$ 1,314	#DIV/0!
Avg. Finance Gross	\$ 1,549	#DIV/0!
PUVR	\$ 2,868	#DIV/0!
Total Gross (Units & PUVR)	\$ 387,148	#DIV/0!
GROI	105%	#DIV/0!
% with Trade	35%	#DIV/0!
Avg. Over/Under Allowance	86	#DIV/0!









## Scoreboard

<b>CPO</b>	<b>Totals</b>	<b>Yes</b>
Total # Retail Units	135	30
Avg. Days to Sale	38.7	42.7
Avg. Advertised Price (Time of Sale)	\$ 25,275	\$ 33,929
Avg. Transaction Price	\$ 25,310	\$ 33,917
Avg. Market Price at 100%	\$ 25,894	\$ 34,858
Avg. Price to Market % (Time of Sale)	98%	97%
Avg. Transaction to Market	98%	97%
Avg. Transactional Discount	\$ (36)	\$ 11
Avg. Front-End Gross	\$ 1,314	\$ 1,253
Avg. Finance Gross	\$ 1,549	\$ 2,239
PUVR	\$ 2,868	\$ 3,492
Total Gross (Units & PUVR)	\$ 387,148	\$ 104,773
GROI	105%	87%
% with Trade	35%	40%
Avg. Over/Under Allowance	86	29

No	
	105
	37.6
\$	22,851
\$	22,851
\$	23,541
	97%
	97%
\$	(49)
\$	1,331
\$	1,352
\$	2,686
\$	282,011
	113%
	80%
	119

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	135	80
Avg. Days to Sale	38.7	40.3
Avg. Advertised Price (Time of Sale)	\$ 25,275	\$ 26,042
Avg. Transaction Price	\$ 25,310	\$ 26,058
Avg. Market Price at 100%	\$ 25,894	\$ 26,639
Avg. Price to Market % (Time of Sale)	98%	98%
Avg. Transaction to Market	98%	98%
Avg. Transactional Discount	\$ (36)	\$ (16)
Avg. Front-End Gross	\$ 1,314	\$ 1,399
Avg. Finance Gross	\$ 1,549	\$ 1,537
PUVR	\$ 2,868	\$ 2,936
Total Gross (Units & PUVR)	\$ 387,148	\$ 234,902
GROI	105%	101%
% with Trade	35%	21%
Avg. Over/Under Allowance	86	78

No	
	53
	36.5
\$	24,626
\$	24,626
\$	25,270
	97%
	97%
\$	(66)
\$	1,181
\$	1,584
\$	2,764
\$	146,510
	111%
	57%
	100

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	135	69
% of Retail Units	100%	51%
% Retailed of Non-New Franchise	39%	35%
Avg. Days to Sale	38.7	36.3
Avg. Transaction Price	\$ 25,310	\$ 26,732
Avg. Transaction to Market %	98%	98%
Avg. Transactional Discount	\$ (36)	\$ (36)
Avg. Front End Gross	\$ 1,314	\$ 1,744
Avg. Finance Gross	\$ 1,549	\$ 1,638
PUVR	\$ 2,868	\$ 3,373
Total Gross (Units & PUVR)	\$ 387,148	\$ 232,760
GROI	105%	125%
% with Trade	35%	35%
Avg. Over/Under Allowance	86	-11



Trade on Used	Street/Curb buy	Auction/wholesale
13	6	12
10%	4%	9%
31%	50%	42%
34.3	25.8	46.7
\$ 19,581	\$ 26,393	\$ 29,161
98%	98%	97%
\$ (171)	\$ 91	\$ 18
\$ 1,220	\$ 1,988	\$ 819
\$ 620	\$ 1,789	\$ 1,725
\$ 1,903	\$ 3,778	\$ 2,544
\$ 24,735	\$ 22,665	\$ 30,529
102%	199%	67%
23%	50%	33%
0	-83	0

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
35	0	0
26%	0%	0%
49%	#DIV/0!	#DIV/0!
44.7	#DIV/0!	#DIV/0!
\$ 23,128	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!
\$ (29)	#DIV/0!	#DIV/0!
\$ 555	#DIV/0!	#DIV/0!
\$ 1,616	#DIV/0!	#DIV/0!
\$ 2,171	#DIV/0!	#DIV/0!
\$ 75,999	#DIV/0!	#DIV/0!
76%	#DIV/0!	#DIV/0!
37%	#DIV/0!	#DIV/0!
342	#DIV/0!	#DIV/0!



## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	135	61
% of Retail Units	100%	45%
% Retailed of Non-New Franchise	39%	44%
Avg. Days to Sale	38.7	19.0
Avg. Transaction Price	\$ 25,310	\$ 25,726
Avg. Transaction to Market %	98%	98%
Avg. Transactional Discount	\$ (36)	\$ (49)
Avg. Front End Gross	\$ 1,314	\$ 1,616
Avg. Finance Gross	\$ 1,549	\$ 1,601
PUVR	\$ 2,868	\$ 3,216
Total Gross (Units & PUVR)	\$ 387,148	\$ 196,183
GROI	105%	237%
% with Trade	35%	33%
Avg. Over/Under Allowance	86	23



31-45 days	46-60 days	61-90 days	90+ days
37	18	13	6
27%	13%	10%	4%
32%	28%	46%	50%
38.2	53.2	70.9	130.2
\$ 24,269	\$ 25,076	\$ 24,583	\$ 29,772
98%	97%	97%	95%
\$ (31)	\$ 64	\$ (136)	\$ -
\$ 1,421	\$ 1,427	\$ 195	\$ (325)
\$ 1,814	\$ 946	\$ 1,370	\$ 1,586
\$ 3,235	\$ 2,372	\$ 1,565	\$ 1,261
\$ 119,710	\$ 42,704	\$ 20,345	\$ 7,564
126%	64%	32%	12%
46%	17%	23%	67%
188	417	-250	0