

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	P1680A	2014	Kia	Soul	14	Trade on Used	No	\$ 8,863	\$ 8,863	98%	\$2,074	\$290
2	S20510B	2015	Dodge	Challenger	9	Trade on Used	No	\$ 20,992	\$ 20,992	93%	\$6,046	\$1,675
3	S13380A	2013	Ford	F-150	16	Trade on New	No	\$ 24,495	\$ 22,500	91%	\$1,000	\$606
4	S12772A	2016	GMC	Terrain	85	Trade on New	No	\$ 14,995	\$ 14,995	82%	(\$1,186)	\$0
5	S13478A	2016	HYUNDAI	TUCSON	16	Trade on New	No	\$ 17,995	\$ 17,536	94%	\$900	\$596
6	S13229A	2016	Volkswagen	TIGUAN	71	Trade on New	No	\$ 13,497	\$ 13,200	80%	(\$381)	\$266
7	S13416A	2009	GMC	SIERRA	21	Trade on New	No	\$ 21,995	\$ 21,995	109%	\$4,363	\$613
8	S20505A	2013	AUDI	ALLROAD	21	Trade on New	NO	\$ 13,995	\$ 13,995	97%	\$2,025	\$1,407
9	S13537A	2016	HONDA	ACCORD	19	Trade on New	No	\$ 13,995	\$ 13,300	95%	\$1,093	\$0
10	S13302B	2017	NISSAN	ROGUE	20	Trade on Used	No	\$ 21,995	\$ 19,880	89%	\$1,387	\$0
11	S13270A	2017	SUBARU	FORESTER	30	Trade on New	Yes	\$ 24,495	\$ 25,750	102%	\$3,892	\$606
12	S13637A	2012	NISSAN	MAXIMA	9	Trade on New	No	\$ 12,995	\$ 13,500	90%	\$3,397	\$151
13	P1683	2017	TOYOTA	COROLLA	66	Auction/Wholesale	No	\$ 13,994	\$ 13,994	87%	(\$688)	\$0
14	S13574A	2014	SUBARU	CROSSTREK	13	Trade on New	NO	\$ 13,875	\$ 8,500	58%	(\$420)	\$0
15	S13536A	2015	CHRYSLER	TOWN & COUNTRY	1	Trade on New	NO	\$ 9,994	\$ 9,691	86%	\$1,691	\$600
16	S20497AA	2015	DODGE	CHALLENGER	63	Trade on New	No	\$ 18,994	\$ 18,000	83%	(\$1,992)	\$0
17	S13298A	2018	FORD	EXPLORER	44	Trade on New	No	\$ 22,991	\$ 22,991	91%	\$781	\$1,201
18	P1690A	2003	GMC	YUKON	27	Trade on Used	No	\$ 8,995	\$ 8,000	89%	\$1,570	\$0
19	S13437A	2015	LAND ROVER	RANGE ROVER	30	Trade on New	No	\$ 22,732	\$ 22,732	95%	\$3,748	\$0
20	S13105A	2017	HONDA	ACCORD	17	Trade on New	No	\$ 20,486	\$ 19,000	92%	\$151	\$768
21	P1669A	2017	NISSAN	ROGUE	42	Trade on Used	No	\$ 15,994	\$ 15,994	89%	\$381	\$3,466
22	S12680B	2007	HYUNDAI	ACCENT	15	Trade on Used	No	\$ 4,995	\$ 4,500	95%	\$2,189	\$0
23	S13156A	2011	TOYOTA	TACOMA	12	Trade on New	No	\$ 13,495	\$ 12,900	97%	\$1,410	\$373
24	S12887B	2013	GMC	YUKON	90	Trade on Used	No	\$ 14,753	\$ 14,000	73%	(\$1,945)	\$0
25	S13524A	2015	HONDA	ODYSSEY	11	Trade on New	No	\$ 21,675	\$ 21,250	92%	\$2,627	\$3,515
26	P1671	2015	Mercedes-Benz	GLK	64	Auction/Wholesale	No	\$ 21,992	\$ 21,992	90%	(\$1,232)	\$375
27	S20510A	2018	SUBARU	CROSSTREK	32	Trade on New	Yes	\$ 22,951	\$ 22,951	99%	(\$195)	\$1,459
28	S13552A	2008	HONDA	ACCORD	17	Trade on New	No	\$ 6,700	\$ 6,700	95%	\$1,802	\$0
29	S13515A	2011	Mercedes-Benz	C-CLASS	24	Trade on New	No	\$ 10,995	\$ 9,800	98%	\$2,259	\$0
30	S13495A	2012	CHEVROLET	CAPTIVA	20	Trade on New	No	\$ 9,992	\$ 9,600	96%	\$3,128	\$0
31	S13114A	2015	HONDA	PILOT	77	Trade on New	No	\$ 17,995	\$ 17,995	79%	(\$610)	\$0
32	P1675	2018	TOYOTA	RAV4	71	Auction/Wholesale	No	\$ 17,673	\$ 17,500	85%	(\$1,804)	\$1,807
33	S11796	2019	SUBARU	LEGACY	41	Loaner/Rental Fleet	Yes	\$ 23,991	\$ 23,991	98%	\$218	\$1,831
34	S13314A	2006	ACURA	TL	6	Trade on New	No	\$ 3,600	\$ 3,600	100%	(\$292)	\$0
35	P1685	2017	TOYOTA	COROLLA	57	Auction/Wholesale	No	\$ 13,776	\$ 13,779	87%	\$66	\$762
36	P1679	2018	FORD	FIESTA	57	Auction/Wholesale	No	\$ 10,673	\$ 10,674	86%	(\$983)	\$1,019
37	S20538A	2018	SUBARU	OUTBACK	14	Trade on New	Yes	\$ 27,875	\$ 27,875	97%	\$2,563	\$3,017

38	S11678	2019	SUBARU	OUTBACK	82	Loaner/Rental Fleet	Yes	\$	28,995	\$	28,995	97%	(\$2,540)	\$1,594
39	S20396AA	2014	CHRYSLER	300	31	Trade on New	No	\$	15,994	\$	15,994	93%	\$2,811	\$1,931
40	P1680	2018	SUBARU	FORESTER	60	Auction/Wholesale	Yes	\$	22,991	\$	23,800	98%	\$1,053	\$1,417
41	S13151B	2015	TOYOTA	PRIUS	38	Trade on Used	No	\$	13,995	\$	13,995	102%	\$4,242	\$918
42	S12954A	2012	DODGE	GRAND CARAVAN	52	Trade on New	No	\$	8,753	\$	8,000	81%	\$4,254	\$462
43	S13414A	2018	SUBARU	CROSSTREK	28	Trade on New	Yes	\$	25,431	\$	25,431	97%	\$830	\$1,823
44	S13338A	2010	FORD	EDGE	13	Trade on New	No	\$	6,994	\$	5,500	97%	\$2,365	\$0
45	S13452A	2012	BMW	335	25	Trade on New	No	\$	11,995	\$	11,995	97%	\$2,708	\$0
46	S13509A	2013	Chevrolet	Malibu	23	Trade on New	No	\$	12,995	\$	12,995	97%	\$720	\$0
47	P1676	2016	JEEP	GRAND CHEROKEE	62	Auction/Wholesale	No	\$	23,695	\$	23,000	97%	(\$334)	\$0
48	P1701	2016	TOYOTA	RAV4	22	Auction/Wholesale	No	\$	18,995	\$	18,500	100%	\$815	\$0
49	S13530A	2017	SUBARU	OUTBACK	20	Trade on New	Yes	\$	25,495	\$	25,195	100%	\$1,110	\$1,408
50	S13453AA	2007	TOYOTA	HIGHLANDER	18	Trade on New	No	\$	9,994	\$	9,500	97%	\$2,781	\$0
51	S20396A	2010	NISSAN	370Z	23	Trade on New	No	\$	14,495	\$	12,339	81%	\$500	\$100
52	S13166B	2014	NISSAN	ALTIMA	21	Trade on Used	No	\$	6,495	\$	6,495	100%	\$3,751	\$0
53	S12981B	2016	JEEP	WRANGLER	69	Trade on Used	No	\$	27,991	\$	27,500	83%	(\$434)	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	74%
Total # Retail Units	200
Avg. Days to Sale	29.1
Avg. Advertised Price (Time of Sale)	\$ 17,206
Avg. Transaction Price	\$ 16,905
Avg. Market Price at 100%	\$ 18,147
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	93%
Avg. Transactional Discount	\$ 304
Avg. Front-End Gross	\$ 1,572
Avg. Finance Gross	\$ 744
PUVR	\$ 2,288
Total Gross (Units & PUVR)	\$ 457,620
GROI	168%
% with Trade	38%
Avg. Over/Under Allowance	\$394



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Scoreboard		<i>(Click on the blue head</i>	
Desk Manager	Totals	BRYAN SMITH	
% Retailed of Non-New Franchise	74%	83%	
Total # Retail Units	200	104	
Avg. Days to Sale	29.1	29.0	
Avg. Advertised Price (Time of Sale)	\$ 17,206	\$ 15,562	
Avg. Transaction Price	\$ 16,905	\$ 15,207	
Avg. Market Price at 100%	\$ 18,147	\$ 16,590	
Avg. Price to Market % (Time of Sale)	95%	94%	
Avg. Transaction to Market	93%	92%	
Avg. Transactional Discount	\$ 304	\$ 359	
Avg. Front-End Gross	\$ 1,572	\$ 1,552	
Avg. Finance Gross	\$ 744	\$ 638	
PUVR	\$ 2,288	\$ 2,188	
Total Gross (Units & PUVR)	\$ 457,620	\$ 227,580	
GROI	168%	179%	
% with Trade	38%	31%	
Avg. Over/Under Allowance	394	453	



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LANDON MONTGOMERY	COLIN LAWRENCE	
68%	58%	#DIV/0!
63	33	0
27.2	32.9	#DIV/0!
\$ 18,512	\$ 19,890	#DIV/0!
\$ 18,273	\$ 19,642	#DIV/0!
\$ 19,449	\$ 20,952	#DIV/0!
95%	95%	#DIV/0!
94%	94%	#DIV/0!
\$ 242	\$ 248	#DIV/0!
\$ 1,781	\$ 1,234	#DIV/0!
\$ 906	\$ 769	#DIV/0!
\$ 2,606	\$ 2,002	#DIV/0!
\$ 164,178	\$ 66,079	#DIV/0!
189%	112%	#DIV/0!
51%	36%	#DIV/0!
355	338	#DIV/0!

Scoreboard*(Click on the blue head*

Sales Consultant	Totals	NAJMI COREY HAYDAR
% Retailed of Non-New Franchise	74%	69%
Total # Retail Units	200	16
Avg. Days to Sale	29.1	23.6
Avg. Advertised Price (Time of Sale)	\$ 17,206	\$ 15,446
Avg. Transaction Price	\$ 16,905	\$ 15,130
Avg. Market Price at 100%	\$ 18,147	\$ 16,463
Avg. Price to Market % (Time of Sale)	95%	94%
Avg. Transaction to Market	93%	92%
Avg. Transactional Discount	\$ 304	\$ 316
Avg. Front-End Gross	\$ 1,572	\$ 1,524
Avg. Finance Gross	\$ 744	\$ 353
PUVR	\$ 2,288	\$ 1,877
Total Gross (Units & PUVR)	\$ 457,620	\$ 30,031
GROI	168%	189%
% with Trade	38%	38%
Avg. Over/Under Allowance	394	133



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JACKSON BARBER	MATTHEW TAYLOR HARRI	RAMUN BALL
65%	75%	82%
17	12	11
29.1	28.0	31.4
\$ 18,255	\$ 14,171	\$ 17,286
\$ 18,005	\$ 13,906	\$ 16,593
\$ 19,320	\$ 15,048	\$ 18,175
94%	94%	95%
93%	92%	91%
\$ 250	\$ 265	\$ 693
\$ 1,215	\$ 2,356	\$ 987
\$ 657	\$ 694	\$ 510
\$ 1,872	\$ 3,050	\$ 1,497
\$ 31,823	\$ 36,600	\$ 16,464
129%	282%	104%
24%	33%	36%
438	1,375	639

number for each column.)

STEPHEN LINDSEY		
75%	#DIV/0!	#DIV/0!
8	0	0
35.8	#DIV/0!	#DIV/0!
\$ 20,380	#DIV/0!	#DIV/0!
\$ 20,020	#DIV/0!	#DIV/0!
\$ 21,402	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!
\$ 360	#DIV/0!	#DIV/0!
\$ 450	#DIV/0!	#DIV/0!
\$ 927	#DIV/0!	#DIV/0!
\$ 1,377	#DIV/0!	#DIV/0!
\$ 11,013	#DIV/0!	#DIV/0!
69%	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!
50	#DIV/0!	#DIV/0!

Scoreboard		<i>(Click on the blue head</i>	
Finance Manager	Totals	WILL JENNINGS	
% Retailed of Non-New Franchise	74%	81%	
Total # Retail Units	200	48	
Avg. Days to Sale	29.1	26.1	
Avg. Advertised Price (Time of Sale)	\$ 17,206	\$ 15,601	
Avg. Transaction Price	\$ 16,905	\$ 15,440	
Avg. Market Price at 100%	\$ 18,147	\$ 16,491	
Avg. Price to Market % (Time of Sale)	95%	95%	
Avg. Transaction to Market	93%	94%	
Avg. Transactional Discount	\$ 304	\$ 164	
Avg. Front-End Gross	\$ 1,572	\$ 1,815	
Avg. Finance Gross	\$ 744	\$ 416	
PUVR	\$ 2,288	\$ 2,114	
Total Gross (Units & PUVR)	\$ 457,620	\$ 101,451	
GROI	168%	189%	
% with Trade	38%	0%	
Avg. Over/Under Allowance	394	559	



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SHAWN NEWSOM		SCOTT CROSTHWAIT		
	70%		74%	#DIV/0!
	76		76	0
	32.0		28.0	#DIV/0!
\$	18,427	\$	16,997	#DIV/0!
\$	18,062	\$	16,672	#DIV/0!
\$	19,743	\$	17,766	#DIV/0!
	93%		96%	#DIV/0!
	91%		94%	#DIV/0!
\$	370	\$	325	#DIV/0!
\$	1,428	\$	1,562	#DIV/0!
\$	948	\$	747	#DIV/0!
\$	2,376	\$	2,309	#DIV/0!
\$	180,565	\$	175,517	#DIV/0!
	148%		178%	#DIV/0!
	0%		0%	#DIV/0!
	190		484	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	43
Avg. Days to Sale	29.1	21.4
Avg. Advertised Price (Time of Sale)	\$ 17,206	\$ 24,332
Avg. Transaction Price	\$ 16,905	\$ 24,254
Avg. Market Price at 100%	\$ 18,147	\$ 24,991
Avg. Price to Market % (Time of Sale)	95%	97%
Avg. Transaction to Market	93%	97%
Avg. Transactional Discount	\$ 304	\$ 78
Avg. Front-End Gross	\$ 1,572	\$ 1,428
Avg. Finance Gross	\$ 744	\$ 942
PUVR	\$ 2,288	\$ 2,370
Total Gross (Units & PUVR)	\$ 457,620	\$ 101,917
GROI	168%	164%
% with Trade	38%	112%
Avg. Over/Under Allowance	394	471

No	
	157
	31.2
\$	14,892
\$	14,892
\$	16,331
	91%
	91%
\$	367
\$	1,611
\$	690
\$	2,265
\$	355,657
	176%
	167%
	358

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	50
Avg. Days to Sale	29.1	19.9
Avg. Advertised Price (Time of Sale)	\$ 17,206	\$ 23,025
Avg. Transaction Price	\$ 16,905	\$ 22,791
Avg. Market Price at 100%	\$ 18,147	\$ 23,854
Avg. Price to Market % (Time of Sale)	95%	97%
Avg. Transaction to Market	93%	96%
Avg. Transactional Discount	\$ 304	\$ 235
Avg. Front-End Gross	\$ 1,572	\$ 1,645
Avg. Finance Gross	\$ 744	\$ 886
PUVR	\$ 2,288	\$ 2,532
Total Gross (Units & PUVR)	\$ 457,620	\$ 126,589
GROI	168%	201%
% with Trade	38%	48%
Avg. Over/Under Allowance	394	558

No	
	148
	32.4
\$	14,943
\$	14,943
\$	16,306
	92%
	92%
\$	327
\$	1,513
\$	693
\$	2,206
\$	326,455
	164%
	35%
	247

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	130
% of Retail Units	100%	65%
% Retailed of Non-New Franchise	74%	74%
Avg. Days to Sale	29.1	26.8
Avg. Transaction Price	\$ 16,905	\$ 17,175
Avg. Transaction to Market %	93%	93%
Avg. Transactional Discount	\$ 304	\$ 308
Avg. Front End Gross	\$ 1,572	\$ 1,924
Avg. Finance Gross	\$ 744	\$ 727
PUVR	\$ 2,288	\$ 2,651
Total Gross (Units & PUVR)	\$ 457,620	\$ 344,633
GROI	168%	207%
% with Trade	38%	41%
Avg. Over/Under Allowance	394	362



Trade on Used	Street/Curb buy	Auction/wholesale
36	0	21
18%	0%	11%
89%	#DIV/0!	95%
27.1	#DIV/0!	48.8
\$ 11,741	#DIV/0!	\$ 17,835
88%	#DIV/0!	92%
\$ 500	#DIV/0!	\$ 107
\$ 1,828	#DIV/0!	\$ 43
\$ 593	#DIV/0!	\$ 1,017
\$ 2,266	#DIV/0!	\$ 1,060
\$ 81,590	#DIV/0!	\$ 22,255
256%	#DIV/0!	44%
22%	#DIV/0!	43%
650	#DIV/0!	278

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
13	0	0
7%	0%	0%
0%	#DIV/0!	#DIV/0!
24.9	#DIV/0!	#DIV/0!
\$ 26,997	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!
\$ 64	#DIV/0!	#DIV/0!
\$ (195)	#DIV/0!	#DIV/0!
\$ 895	#DIV/0!	#DIV/0!
\$ 700	#DIV/0!	#DIV/0!
\$ 9,098	#DIV/0!	#DIV/0!
37%	#DIV/0!	#DIV/0!
46%	#DIV/0!	#DIV/0!
500	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	121
% of Retail Units	100%	61%
% Retailed of Non-New Franchise	74%	64%
Avg. Days to Sale	29.1	14.5
Avg. Transaction Price	\$ 16,905	\$ 16,467
Avg. Transaction to Market %	93%	93%
Avg. Transactional Discount	\$ 304	\$ 386
Avg. Front End Gross	\$ 1,572	\$ 2,082
Avg. Finance Gross	\$ 744	\$ 696
PUVR	\$ 2,288	\$ 2,778
Total Gross (Units & PUVR)	\$ 457,620	\$ 336,127
GROI	168%	418%
% with Trade	38%	39%
Avg. Over/Under Allowance	394	502



31-45 days	46-60 days	61-90 days	90+ days
35	23	21	0
18%	12%	11%	0%
89%	87%	95%	#DIV/0!
38.8	52.3	71.0	#DIV/0!
\$ 18,351	\$ 18,234	\$ 15,558	#DIV/0!
94%	93%	87%	#DIV/0!
\$ 176	\$ 177	\$ 190	#DIV/0!
\$ 1,534	\$ 830	\$ (492)	#DIV/0!
\$ 1,044	\$ 750	\$ 514	#DIV/0!
\$ 2,578	\$ 1,580	\$ 21	#DIV/0!
\$ 90,218	\$ 36,331	\$ 451	#DIV/0!
130%	60%	1%	#DIV/0!
46%	43%	14%	#DIV/0!
-88	771	0	#DIV/0!