

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
PETER	PETER	BRITT
JAMIN	JAMIN	ROBERT
		CHRIS
		CHANZ
		BLAKE

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	35	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$750	\$1,100
1	P10878	2018	CADILLAC	ESCALADE	59	Auction/Wholesale	NO	\$ 39,599	\$ 39,599	97%	\$1,776	\$0
2	P10848	2018	TOYOTA	COROLLA	61	Auction/Wholesale	NO	\$ 12,298	\$ 12,298	101%	(\$1,307)	\$2,431
3	P10860B	2017	GMC	CANYON	18	Trade on Used	NO	\$ 22,790	\$ 22,790	110%	\$3,077	\$2,235
4	P10971	2017	Chevrolet	IMPALA	2	Auction/Wholesale	NO	\$ 12,900	\$ 13,713	99%	\$0	\$1,862
5	P10803	2018	DODGE	GRAND	81	Auction/Wholesale	NO	\$ 12,288	\$ 12,288	96%	(\$435)	\$0
6	P10837A	2017	JEEP	PATRIOT	54	Auction/Wholesale	NO	\$ 13,450	\$ 13,450	107%	\$340	\$534
7	P10726	2018	DODGE	GRAND	79	Auction/Wholesale	NO	\$ 13,898	\$ 13,198	99%	(\$1,508)	\$1,739
8	P10664A	2008	Chevrolet	SUBRUBAN	25	Auction/Wholesale	NO	\$ 10,998	\$ 10,998	114%	\$3,037	\$0
9	P10913	2019	TOYOTA	CAMRY	50	Auction/Wholesale	NO	\$ 17,995	\$ 17,340	108%	(\$779)	\$485
10	P10708	2015	Chevrolet	SUBRUBAN	78	Auction/Wholesale	NO	\$ 18,100	\$ 18,085	93%	(\$1,341)	\$0
11	P10701	2019	CADILLAC	CT6	75	Auction/Wholesale	NO	\$ 38,888	\$ 38,888	102%	\$3,319	\$0
12	P10883	2019	CADILLAC	XTS	51	Auction/Wholesale	NO	\$ 21,975	\$ 22,495	99%	\$1,162	\$0
13	P10867	2018	CADILLAC	ESCALADE	51	Auction/Wholesale	NO	\$ 40,995	\$ 40,995	96%	\$1,649	\$1,898
14	P10857	2018	CADILLAC	EXCALADE	49	Auction/Wholesale	NO	\$ 41,988	\$ 41,988	95%	\$1,638	\$2,175
15	P10801	2018	DODGE	GRAND	71	Auction/Wholesale	NO	\$ 12,488	\$ 12,488	99%	(\$1,079)	\$0
16	P10779	2018	DODGE	GRAND	69	Auction/Wholesale	NO	\$ 12,999	\$ 12,999	99%	(\$977)	\$0
17	P10946	2017	GMC	SIERRA	12	Auction/Wholesale	NO	\$ 42,978	\$ 42,978	107%	\$837	\$2,259
18	P10962	2014	Chevrolet	SILVERADO	1	Auction/Wholesale	NO	\$ 25,000	\$ 25,000	112%	(\$66)	\$590
19	M6490XA	2017	Chevrolet	SONIC	55	Trade on New	NO	\$ 8,989	\$ 8,789	120%	(\$1,131)	\$1,184
20	P10947	2017	FORD	FUSION	17	Auction/Wholesale	NO	\$ 17,949	\$ 17,949	106%	\$785	\$792
21	P10891	2019	CADILLAC	ESCALADE	45	Auction/Wholesale	NO	\$ 45,495	\$ 45,495	99%	\$1,164	\$922
22	P10899	2016	Chevrolet	MALIBU	45	Auction/Wholesale	NO	\$ 13,988	\$ 14,724	101%	(\$1,560)	\$595
23	P10960	2018	CADILLAC	ESCALADE	1	Auction/Wholesale	NO	\$ 38,282	\$ 38,282	96%	\$1,691	\$2,448
24	M6415A	2017	MITSUBISHI	MIRAGE	32	Trade on New	NO	\$ 7,485	\$ 6,556	110%	\$130	\$0
25	P10716	2018	DODGE	GRAND	67	Auction/Wholesale	NO	\$ 14,590	\$ 14,590	99%	(\$549)	\$0
26	WP8404	2015	MITSUBISHI	OUTLANDER	247	Auction/Wholesale	NO	\$ 12,793	\$ 12,793	135%	\$1,254	\$1,875
27	P10800	2018	DODGE	GRAND	67	Auction/Wholesale	NO	\$ 12,282	\$ 12,282	99%	(\$1,313)	\$155

28	P10563A	2016	FORD	F150	56	Trade on Used	NO	\$	30,499	\$	30,499	107%	\$656	\$240
29	P10860A	2019	FORD	EXPLORER	20	Trade on Used	NO	\$	28,253	\$	27,556	93%	\$1,397	\$4,710
30	P10790	2018	DODGE	GRAND	64	Auction/Wholesale	NO	\$	12,999	\$	12,999	99%	(\$1,039)	\$386
31	P10911	2019	DODGE	JOURNEY	37	Auction/Wholesale	NO	\$	17,499	\$	17,499	99%	(\$472)	\$1,510
32	p10914	2019	Chevrolet	malibu	37	Auction/Wholesale	NO	\$	16,264	\$	16,500	103%	(\$163)	\$284
33	P10748	2018	DODGE	GRAND	61	Auction/Wholesale	NO	\$	13,699	\$	17,155	99%	(\$1,923)	\$590
34	P10682	2018	RAM	3500	77	Auction/Wholesale	NO	\$	34,979	\$	34,979	103%	\$1,078	\$0
35	P10907	2015	Volkswagen	BEETLE	36	Auction/Wholesale	NO	\$	16,996	\$	16,996	108%	\$372	\$595
36	P10943	2016	DODGE	CHARGER	3	Auction/Wholesale	NO	\$	12,500	\$	14,500	124%	\$3,750	\$1,852
37							NO							
38							NO							
39							NO							
40							NO							
41							NO							
42							NO							
43							NO							
44							NO							
45							NO							
46							NO							
47							NO							
48							NO							
49							NO							
50							NO							
51							NO							
52							NO							
53							NO							

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	36
Avg. Days to Sale	51.5
Avg. Advertised Price (Time of Sale)	\$ 21,310
Avg. Transaction Price	\$ 21,437
Avg. Market Price at 100%	\$ 20,551
Avg. Price to Market % (Time of Sale)	104%
Avg. Transaction to Market	104%
Avg. Transactional Discount	\$ (127)
Avg. Front-End Gross	\$ 374
Avg. Finance Gross	\$ 954
PUVR	\$ 1,328
Total Gross (Units & PUVR)	\$ 47,816
GROI	43%
% with Trade	8%
Avg. Over/Under Allowance	\$0



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	36	0
Avg. Days to Sale	51.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,310	#DIV/0!
Avg. Transaction Price	\$ 21,437	#DIV/0!
Avg. Market Price at 100%	\$ 20,551	#DIV/0!
Avg. Price to Market % (Time of Sale)	104%	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!
Avg. Transactional Discount	\$ (127)	#DIV/0!
Avg. Front-End Gross	\$ 374	#DIV/0!
Avg. Finance Gross	\$ 954	#DIV/0!
PUVR	\$ 1,328	#DIV/0!
Total Gross (Units & PUVR)	\$ 47,816	#DIV/0!
GROI	43%	#DIV/0!
% with Trade	8%	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!



Scoreboard

(Click on the blue head

Sales Consultant	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	36	0
Avg. Days to Sale	51.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,310	#DIV/0!
Avg. Transaction Price	\$ 21,437	#DIV/0!
Avg. Market Price at 100%	\$ 20,551	#DIV/0!
Avg. Price to Market % (Time of Sale)	104%	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!
Avg. Transactional Discount	\$ (127)	#DIV/0!
Avg. Front-End Gross	\$ 374	#DIV/0!
Avg. Finance Gross	\$ 954	#DIV/0!
PUVR	\$ 1,328	#DIV/0!
Total Gross (Units & PUVR)	\$ 47,816	#DIV/0!
GROI	43%	#DIV/0!
% with Trade	8%	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!



Scoreboard

(Click on the blue head

Finance Manager	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	36	0
Avg. Days to Sale	51.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,310	#DIV/0!
Avg. Transaction Price	\$ 21,437	#DIV/0!
Avg. Market Price at 100%	\$ 20,551	#DIV/0!
Avg. Price to Market % (Time of Sale)	104%	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!
Avg. Transactional Discount	\$ (127)	#DIV/0!
Avg. Front-End Gross	\$ 374	#DIV/0!
Avg. Finance Gross	\$ 954	#DIV/0!
PUVR	\$ 1,328	#DIV/0!
Total Gross (Units & PUVR)	\$ 47,816	#DIV/0!
GROI	43%	#DIV/0!
% with Trade	8%	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	36	0
Avg. Days to Sale	51.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,310	#DIV/0!
Avg. Transaction Price	\$ 21,437	#DIV/0!
Avg. Market Price at 100%	\$ 20,551	#DIV/0!
Avg. Price to Market % (Time of Sale)	104%	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!
Avg. Transactional Discount	\$ (127)	#DIV/0!
Avg. Front-End Gross	\$ 374	#DIV/0!
Avg. Finance Gross	\$ 954	#DIV/0!
PUVR	\$ 1,328	#DIV/0!
Total Gross (Units & PUVR)	\$ 47,816	#DIV/0!
GROI	43%	#DIV/0!
% with Trade	8%	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!



No
200
51.5
\$ 21,437
\$ 21,437
#DIV/0!
#DIV/0!
#DIV/0!
\$ (127)
\$ 374
\$ 954
\$ 1,328
\$ 265,644
43%
6%
0

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	36	0
Avg. Days to Sale	51.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,310	#DIV/0!
Avg. Transaction Price	\$ 21,437	#DIV/0!
Avg. Market Price at 100%	\$ 20,551	#DIV/0!
Avg. Price to Market % (Time of Sale)	104%	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!
Avg. Transactional Discount	\$ (127)	#DIV/0!
Avg. Front-End Gross	\$ 374	#DIV/0!
Avg. Finance Gross	\$ 954	#DIV/0!
PUVR	\$ 1,328	#DIV/0!
Total Gross (Units & PUVR)	\$ 47,816	#DIV/0!
GROI	43%	#DIV/0!
% with Trade	8%	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!

No	
	36
	51.5
\$	21,437
\$	21,437
\$	20,945
	102%
	102%
\$	(127)
\$	374
\$	954
\$	1,328
\$	47,816
	43%
	8%
	0

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	36	2	3
% of Retail Units	100%	6%	8%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	51.5	43.5	31.3
Avg. Transaction Price	\$ 21,437	\$ 7,673	\$ 26,948
Avg. Transaction to Market %	104%	107%	103%
Avg. Transactional Discount	\$ (127)	\$ 565	\$ 232
Avg. Front End Gross	\$ 374	\$ (501)	\$ 1,710
Avg. Finance Gross	\$ 954	\$ 592	\$ 2,395
PUVR	\$ 1,328	\$ 92	\$ 4,105
Total Gross (Units & PUVR)	\$ 47,816	\$ 183	\$ 12,315
GROI	43%	10%	175%
% with Trade	8%	0%	67%
Avg. Over/Under Allowance	0	#DIV/0!	0



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
0	31	0	0
0%	86%	0%	0%
#DIV/0!	100%	#DIV/0!	#DIV/0!
#DIV/0!	53.9	#DIV/0!	#DIV/0!
#DIV/0!	\$ 21,792	#DIV/0!	#DIV/0!
#DIV/0!	105%	#DIV/0!	#DIV/0!
#DIV/0!	\$ (206)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 301	#DIV/0!	#DIV/0!
#DIV/0!	\$ 838	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,139	#DIV/0!	#DIV/0!
#DIV/0!	\$ 35,318	#DIV/0!	#DIV/0!
#DIV/0!	35%	#DIV/0!	#DIV/0!
#DIV/0!	3%	#DIV/0!	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	36	9	6
% of Retail Units	100%	25%	17%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	51.5	11.0	38.7
Avg. Transaction Price	\$ 21,437	\$ 23,752	\$ 19,628
Avg. Transaction to Market %	104%	109%	102%
Avg. Transactional Discount	\$ (127)	\$ (235)	\$ (7)
Avg. Front End Gross	\$ 374	\$ 1,612	\$ (88)
Avg. Finance Gross	\$ 954	\$ 1,861	\$ 651
PUVR	\$ 1,328	\$ 3,473	\$ 563
Total Gross (Units & PUVR)	\$ 47,816	\$ 31,256	\$ 3,377
GROI	43%	479%	27%
% with Trade	8%	11%	0%
Avg. Over/Under Allowance	0	0	#DIV/0!



46-60 days	61-90 days	90+ days
8	12	1
22%	33%	3%
100%	100%	100%
53.1	70.8	247.0
\$ 26,894	\$ 17,687	\$ 12,793
103%	101%	135%
\$ 42	\$ (228)	\$ -
\$ 664	\$ (590)	\$ 1,254
\$ 815	\$ 442	\$ 1,875
\$ 1,478	\$ (148)	\$ 3,129
\$ 11,827	\$ (1,773)	\$ 3,129
37%	-4%	36%
25%	0%	0%
0	#DIV/0!	#DIV/0!