

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
tegan	bill	cody
mike	steven	angel
gary		paul
		steven
		colby
		kaden
		jaron

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	187999t	2018	Ram	3500	22	Trade on New	No	\$ 58,495	\$ 58,495	100%	\$3,600	\$1,371
2	183203t	2018	Ram	1500	86	Auction/Wholesale	No	\$ 31,995	\$ 30,480	90%	\$2,487	\$0
3	171520t	2017	Ford	explorer	95	Auction/Wholesale	No	\$ 25,495	\$ 24,637	107%	\$1,077	\$0
4	120322t	2012	Ram	2500	14	Trade on Used	No	\$ 18,495	\$ 17,500	85%	\$1,835	\$1,130
5	161142t	2016	Ram	promaster	4	Auction/Wholesale	No	\$ 15,995	\$ 15,995	85%	\$1,378	\$934
6	194851t	2019	Subaru	crosstreck	16	Trade on New	No	\$ 23,995	\$ 21,000	98%	\$447	\$0
7	050120t	2005	Chevrolet	3500	52	Trade on New	No	\$ 27,995	\$ 25,500	85%	\$2,980	\$726
8	171426t	2017	Ford	f-250	31	Trade on New	No	\$ 42,495	\$ 41,495	93%	\$3,725	\$1,500
9	187622t	2018	Chevrolet	tahoe	51	Trade on New	No	\$ 41,495	\$ 41,000	103%	\$1,171	\$981
10	116752t	2011	Ram	1500	31	Trade on Used	No	\$ 19,995	\$ 16,877	103%	\$650	\$440
11	156442d	2015	Chevrolet	1500	1	Auction/Wholesale	No	\$ 37,995	\$ 35,889	108%	\$1,269	\$1,231
12	188274t	2018	Buick	encore	62	Trade on New	No	\$ 18,995	\$ 16,995	128%	\$373	\$794
13	047074t	2004	Dodge	2500	34	Trade on New	No	\$ 13,995	\$ 12,500	100%	\$3,345	\$0
14	167337c	2016	Toyota	corolla	1	Street/Curb Buy	No	\$ 13,495	\$ 11,495	103%	\$1,645	\$2,059
15	196056t	2019	Ford	fiesta	110	Loaner/Rental Fleet	No	\$ 14,495	\$ 13,424	110%	\$0	\$0
16	173887t	2017	Ford	f-350	66	Trade on New	No	\$ 61,495	\$ 61,995	104%	\$3,097	\$3,566
17	192367t	2019	Chevrolet	equinox	61	Auction/Wholesale	No	\$ 19,995	\$ 19,995	97%	\$1,598	\$953
18	189560t	2018	Ford	f-350	24	Trade on New	No	\$ 59,495	\$ 57,900	111%	\$4,144	\$958
19	119005t	2011	Ram	1500	21	Trade on New	No	\$ 11,495	\$ 10,995	85%	\$2,329	\$180
20	177798t	2017	Jeep	renegade	24	Trade on New	No	\$ 17,995	\$ 16,865	111%	\$1,295	\$0
21	180009t	2018	Ram	2500	51	Trade on New	No	\$ 53,995	\$ 50,500	97%	\$3,200	\$3,296
22	974706t	1997	Cadillac	eldorado	40	Street/Curb Buy	No	\$ 4,995	\$ 3,995	85%	\$215	\$0
23	164468t	2016	Lincoln	mkz	103	Trade on New	No	\$ 20,995	\$ 16,900	120%	\$700	\$500
24	048889d	2004	Cadillac	cts	63	Street/Curb Buy	No	\$ 3,995	\$ 3,500	85%	\$533	\$0
25	127620t	2012	Hyundai	sonata	61	Trade on Used	No	\$ 8,995	\$ 8,076	85%	\$1,880	\$299
26	146618t	2014	Jeep	Grand Cherokee	59	Trade on New	No	\$ 19,495	\$ 19,495	101%	\$1,775	\$2,426
27	148937t	2014	Honda	Accord	75	Trade on New	No	\$ 14,495	\$ 13,972	108%	\$1,974	\$873
28	140765t	2014	Ford	excaped	58	Trade on New	No	\$ 14,495	\$ 14,495	99%	\$3,234	\$2,490
29	167966t	2016	Jeep	renegade	37	Trade on Used	No	\$ 15,495	\$ 15,495	97%	\$3,305	\$373
30	070103t	2007	GMC	yukon	88	Trade on Used	No	\$ 10,995	\$ 7,617	86%	\$3,021	\$0

31	110237t	2011	Ford	explorer	37	Trade on Used	No	\$	12,495	\$	12,495	91%	\$2,830	\$0
32	142869t	2014	Ford	focus	1	Auction/Wholesale	No	\$	8,995	\$	5,500	104%	\$1,039	\$0
33	034740t	2003	Chevrolet	tahoe	31	Trade on New	No	\$	7,995	\$	6,873	85%	\$3,963	\$0
34	141191t	2014	Ford	fusion	65	Trade on Used	No	\$	10,495	\$	8,995	85%	\$2,240	\$0
35	148767t	2014	Chevrolet	cruze	19	Trade on Used	No	\$	7,995	\$	7,995	90%	\$1,296	\$1,746
36	166889t	2016	Dodge	durango	41	Trade on New	No	\$	28,495	\$	28,495	104%	\$2,425	\$1,442
37	184785t	2018	Mitsubishi	mirage	2	Auction/Wholesale	No	\$	8,995	\$	8,495	104%	\$1,889	\$0
38	190249t	2019	Toyota	highlander	1	Auction/Wholesale	No	\$	38,495	\$	35,995	108%	\$3,145	\$3,203
39	158731c	2015	Ford	f-350	72	Street/Curb Buy	No	\$	37,995	\$	34,995	106%	\$1,065	\$0
40	062575t	2006	Chevrolet	colorado	2	Trade on Used	No	\$	9,495	\$	8,677	85%	\$1,012	\$161
41	153056t	2015	Honda	civic	12	Trade on New	No	\$	11,495	\$	10,799	91%	\$1,235	\$870
42	177380t	2017	Chevrolet	silverado	111	Auction/Wholesale	No	\$	32,995	\$	31,995	103%	\$2,271	\$2,546
43	179562d	2017	Ford	escape	150	Street/Curb Buy	No	\$	21,995	\$	16,995	95%	\$1	\$311
44	126358t	2012	Toyota	camry	14	Trade on New	No	\$	8,995	\$	8,600	101%	\$1,000	\$793
45	162280t	2016	Ford	f-150	107	Auction/Wholesale	No	\$	27,995	\$	26,995	95%	\$64	\$0
46	055140t	2005	Ford	escape	3	Auction/Wholesale	No	\$	6,995	\$	5,326	127%	\$2,718	\$0
47	079067d	2007	GMC	yukon	7	Street/Curb Buy	No	\$	8,995	\$	8,128	85%	\$30	\$0
48	176813t	2017	Ram	1500	108	Auction/Wholesale	No	\$	37,995	\$	37,995	109%	\$4,103	\$0
49	090460t	2009	GMC	3500	14	Trade on New	No	\$	22,495	\$	20,000	85%	\$5,266	\$0
50	185147t	2018	Dodge	grand caravan	194	Trade on New	No	\$	15,995	\$	15,995	96%	\$1,448	\$2,936
51	099572t	2009	Ford	f-150	1	Trade on Used	No	\$	15,495	\$	13,768	113%	\$4,218	\$547
52	103611t	2010	Dodge	1500	72	Trade on New	No	\$	15,995	\$	13,995	88%	\$3,361	\$2,510
53	146014d	2014	Buick	enclave	1	Auction/Wholesale	No	\$	16,995	\$	16,500	104%	\$978	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	42%
Total # Retail Units	200
Avg. Days to Sale	39.5
Avg. Advertised Price (Time of Sale)	\$ 27,540
Avg. Transaction Price	\$ 25,614
Avg. Market Price at 100%	\$ 27,190
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 1,926
Avg. Front-End Gross	\$ 2,221
Avg. Finance Gross	\$ 1,105
PUVR	\$ 3,309
Total Gross (Units & PUVR)	\$ 661,772
GROI	118%
% with Trade	39%
Avg. Over/Under Allowance	(\$43)



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	42%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	39.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,540	#DIV/0!
Avg. Transaction Price	\$ 25,614	#DIV/0!
Avg. Market Price at 100%	\$ 27,190	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 1,926	#DIV/0!
Avg. Front-End Gross	\$ 2,221	#DIV/0!
Avg. Finance Gross	\$ 1,105	#DIV/0!
PUVR	\$ 3,309	#DIV/0!
Total Gross (Units & PUVR)	\$ 661,772	#DIV/0!
GROI	118%	#DIV/0!
% with Trade	39%	#DIV/0!
Avg. Over/Under Allowance	-43	#DIV/0!



Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	42%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	39.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,540	#DIV/0!
Avg. Transaction Price	\$ 25,614	#DIV/0!
Avg. Market Price at 100%	\$ 27,190	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 1,926	#DIV/0!
Avg. Front-End Gross	\$ 2,221	#DIV/0!
Avg. Finance Gross	\$ 1,105	#DIV/0!
PUVR	\$ 3,309	#DIV/0!
Total Gross (Units & PUVR)	\$ 661,772	#DIV/0!
GROI	118%	#DIV/0!
% with Trade	39%	#DIV/0!
Avg. Over/Under Allowance	-43	#DIV/0!



Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	42%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	39.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,540	#DIV/0!
Avg. Transaction Price	\$ 25,614	#DIV/0!
Avg. Market Price at 100%	\$ 27,190	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 1,926	#DIV/0!
Avg. Front-End Gross	\$ 2,221	#DIV/0!
Avg. Finance Gross	\$ 1,105	#DIV/0!
PUVR	\$ 3,309	#DIV/0!
Total Gross (Units & PUVR)	\$ 661,772	#DIV/0!
GROI	118%	#DIV/0!
% with Trade	39%	#DIV/0!
Avg. Over/Under Allowance	-43	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	0
Avg. Days to Sale	39.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,540	#DIV/0!
Avg. Transaction Price	\$ 25,614	#DIV/0!
Avg. Market Price at 100%	\$ 27,190	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 1,926	#DIV/0!
Avg. Front-End Gross	\$ 2,221	#DIV/0!
Avg. Finance Gross	\$ 1,105	#DIV/0!
PUVR	\$ 3,309	#DIV/0!
Total Gross (Units & PUVR)	\$ 661,772	#DIV/0!
GROI	118%	#DIV/0!
% with Trade	39%	#DIV/0!
Avg. Over/Under Allowance	-43	#DIV/0!



No	
	200
	39.5
\$	25,614
\$	25,614
\$	27,677
	93%
	93%
\$	1,926
\$	2,221
\$	1,105
\$	3,309
\$	661,772
	118%
	195%
	-43

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	116
Avg. Days to Sale	39.5	48.7
Avg. Advertised Price (Time of Sale)	\$ 27,540	\$ 29,611
Avg. Transaction Price	\$ 25,614	\$ 27,640
Avg. Market Price at 100%	\$ 27,190	\$ 29,878
Avg. Price to Market % (Time of Sale)	101%	99%
Avg. Transaction to Market	94%	93%
Avg. Transactional Discount	\$ 1,926	\$ 1,972
Avg. Front-End Gross	\$ 2,221	\$ 2,390
Avg. Finance Gross	\$ 1,105	\$ 1,241
PUVR	\$ 3,309	\$ 3,609
Total Gross (Units & PUVR)	\$ 661,772	\$ 418,684
GROI	118%	96%
% with Trade	39%	0%
Avg. Over/Under Allowance	-43	-171

No	
	84
	26.6
\$	22,816
\$	22,816
\$	24,637
	93%
	93%
\$	1,863
\$	1,987
\$	918
\$	2,894
\$	243,088
	171%
	92%
	133

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	68	45
% of Retail Units	100%	34%	23%
% Retailed of Non-New Franchise	42%	28%	58%
Avg. Days to Sale	39.5	45.2	31.0
Avg. Transaction Price	\$ 25,614	\$ 28,735	\$ 17,780
Avg. Transaction to Market %	94%	91%	90%
Avg. Transactional Discount	\$ 1,926	\$ 2,032	\$ 1,537
Avg. Front End Gross	\$ 2,221	\$ 2,525	\$ 1,961
Avg. Finance Gross	\$ 1,105	\$ 1,304	\$ 799
PUVR	\$ 3,309	\$ 3,791	\$ 2,742
Total Gross (Units & PUVR)	\$ 661,772	\$ 257,768	\$ 123,380
GROI	118%	105%	179%
% with Trade	39%	40%	40%
Avg. Over/Under Allowance	-43	-204	-249



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
12	71	4	0
6%	36%	2%	0%
50%	46%	0%	#DIV/0!
43.2	23.8	302.5	#DIV/0!
\$ 20,464	\$ 28,890	\$ 17,980	#DIV/0!
87%	94%	98%	#DIV/0!
\$ 1,906	\$ 1,965	\$ 3,890	#DIV/0!
\$ 1,145	\$ 2,475	\$ (1,311)	#DIV/0!
\$ 703	\$ 1,153	\$ 1,523	#DIV/0!
\$ 1,848	\$ 3,628	\$ 212	#DIV/0!
\$ 22,173	\$ 257,604	\$ 848	#DIV/0!
75%	190%	1%	#DIV/0!
25%	39%	25%	#DIV/0!
-12	233	0	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	118	24
% of Retail Units	100%	59%	12%
% Retailed of Non-New Franchise	42%	48%	33%
Avg. Days to Sale	39.5	9.0	36.9
Avg. Transaction Price	\$ 25,614	\$ 26,869	\$ 21,569
Avg. Transaction to Market %	94%	92%	90%
Avg. Transactional Discount	\$ 1,926	\$ 2,007	\$ 1,426
Avg. Front End Gross	\$ 2,221	\$ 2,525	\$ 1,896
Avg. Finance Gross	\$ 1,105	\$ 998	\$ 1,061
PUVR	\$ 3,309	\$ 3,522	\$ 2,957
Total Gross (Units & PUVR)	\$ 661,772	\$ 415,647	\$ 70,957
GROI	118%	527%	134%
% with Trade	39%	42%	42%
Avg. Over/Under Allowance	-43	28	-250



46-60 days	61-90 days	90+ days
14	20	24
7%	10%	12%
43%	40%	21%
52.2	70.5	158.7
\$ 27,594	\$ 22,814	\$ 24,666
94%	87%	94%
\$ 1,151	\$ 1,956	\$ 2,454
\$ 2,851	\$ 1,696	\$ 1,121
\$ 1,986	\$ 916	\$ 1,383
\$ 4,837	\$ 2,612	\$ 2,504
\$ 67,723	\$ 52,238	\$ 60,096
121%	59%	23%
36%	30%	29%
10	-222	-69