

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
JON DUNCAN	CRAIG PETRIE	TYLER GOOD
JEREMY JORDAN	TYLER GOOD	JOHN BELL
		JOHN BUTLER
		LEW TODD
		MALIBU HOPE
		ANDREW DIONNE
		BOB WESE
		STEVE STONE
		KIM WHITE
		RODNEY JACKSON

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	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	L52963A	2015	Cadillac	ATS	48	Trade on New	No	\$ 20,785	\$ 20,785	116%	\$1,723	\$982
2	M05698A	2017	Cadillac	ESCALADE ESV	28	Trade on New	No	\$ 45,995	\$ 45,995	100%	\$2,784	\$0
3	P8799	2020	Cadillac	CT6	18	Auction/Wholesale	No	\$ 49,881	\$ 49,247	94%	\$3,306	\$1,300
4	M28415A	2020	Cadillac	ESCALADE ESV	6	Trade on New	No	\$ 78,999	\$ 78,999	96%	\$12,917	\$8,459
5	DL61120A	2017	Buick	ENCLAVE	23	Trade on New	No	\$ 25,525	\$ 24,637	101%	\$724	\$688
6	ZL32169A	2020	Mercedes-Benz	GLA250	80	Trade on New	No	\$ 30,697	\$ 30,697	88%	\$335	\$2,249
7	20083A	2010	Cadillac	ESCALADE ESV	25	Trade on New	No	\$ 25,500	\$ 25,500	100%	\$3,525	\$0
8	X8810	2019	Lincoln	MKZ	17	Auction/Wholesale	No	\$ 25,429	\$ 24,247	79%	\$237	\$423
9	DL34010A	2020	Ford	EXPLORER	75	Trade on New	No	\$ 30,937	\$ 30,937	81%	(\$679)	\$710
10	DL37657A	2017	Cadillac	ESCALADE ESV	30	Trade on New	Yes	\$ 59,999	\$ 56,317	111%	\$1,413	\$100
11	P8808	2017	Cadillac	XT5	23	Auction/Wholesale	No	\$ 32,922	\$ 32,922	110%	\$625	\$1,100
12	P8798A	2017	Cadillac	ATS	29	Trade on Used	No	\$ 22,576	\$ 22,576	108%	\$3,284	\$342
13	P8746	2018	Cadillac	XT5	92	Auction/Wholesale	No	\$ 25,489	\$ 25,295	85%	(\$830)	\$100
14	DL55971A	2018	Cadillac	XT5	28	Trade on New	No	\$ 33,679	\$ 33,000	103%	\$1,416	\$0
15	X8786	2017	Toyota	TACOMA	51	Auction/Wholesale	No	\$ 33,500	\$ 33,500	100%	(\$3,214)	\$2,460
16	XH8826A	2014	Cadillac	XTS	8	Trade on Used	No	\$ 23,898	\$ 23,000	120%	\$4,226	\$3,166
17	L37522A	2020	Cadillac	XT4	25	Trade on New	No	\$ 36,538	\$ 36,538	94%	\$4,033	\$1,643
18	P8813	2018	Lexus	GX460	23	Auction/Wholesale	No	\$ 39,456	\$ 39,156	96%	\$1,587	\$657
19	DL06172A	2019	Cadillac	XT4	49	Trade on New	No	\$ 33,855	\$ 33,500	96%	\$3,057	\$1,996
20	P8801	2017	Cadillac	ESCALADE ESV	52	Auction/Wholesale	No	\$ 53,299	\$ 53,299	94%	\$4,341	\$3,236
21	X8809	2015	Jeep	WRANGLER	33	Auction/Wholesale	No	\$ 28,106	\$ 28,106	109%	\$801	\$1,772
22	M93146A	2020	Hyundai	PALISADE	77	Trade on New	NO	\$ 41,072	\$ 41,072	92%	\$287	\$6,306
23	P8854	2014	Cadillac	CTS	2	Auction/Wholesale	No	\$ 48,412	\$ 47,500	96%	\$2,150	\$5,595
24	PS8818	2014	Cadillac	ESCALADE ESV	33	Street/Curb Buy	No	\$ 32,995	\$ 32,550	127%	\$4,334	\$1,169
25	P8828	2020	Lincoln	AVIATOR	23	Auction/Wholesale	No	\$ 67,433	\$ 67,433	95%	\$6,763	\$0
26	DL16131A	2020	Cadillac	XT6	48	Trade on New	No	\$ 50,780	\$ 50,001	91%	\$1,876	\$700
27	P8855	2016	Cadillac	ESCALADE ESV	7	Auction/Wholesale	No	\$ 41,055	\$ 40,250	103%	\$3,643	\$2,492

Scoreboard Totals

% Retailed of Non-Franchise Make	31%
Total # Retail Units	36
Avg. Days to Sale	36.3
Avg. Advertised Price (Time of Sale)	\$ 38,445
Avg. Transaction Price	\$ 38,025
Avg. Market Price at 100%	\$ 38,757
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 420
Avg. Front-End Gross	\$ 2,218
Avg. Finance Gross	\$ 1,988
PUVR	\$ 4,206
Total Gross (Units & PUVR)	\$ 151,415
GROI	110%
% with Trade	44%
Avg. Over/Under Allowance	(\$14)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	31%	#DIV/0!	#DIV/0!
Total # Retail Units	36	0	0
Avg. Days to Sale	36.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 38,445	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 38,025	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,757	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 420	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,218	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,988	#DIV/0!	#DIV/0!
PUVR	\$ 4,206	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 151,415	#DIV/0!	#DIV/0!
GROI	110%	#DIV/0!	#DIV/0!
% with Trade	44%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-14	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	31%	#DIV/0!	#DIV/0!
Total # Retail Units	36	0	0
Avg. Days to Sale	36.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 38,445	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 38,025	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,757	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 420	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,218	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,988	#DIV/0!	#DIV/0!
PUVR	\$ 4,206	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 151,415	#DIV/0!	#DIV/0!
GROI	110%	#DIV/0!	#DIV/0!
% with Trade	44%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-14	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	31%	#DIV/0!	#DIV/0!
Total # Retail Units	36	0	0
Avg. Days to Sale	36.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 38,445	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 38,025	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,757	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 420	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,218	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,988	#DIV/0!	#DIV/0!
PUVR	\$ 4,206	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 151,415	#DIV/0!	#DIV/0!
GROI	110%	#DIV/0!	#DIV/0!
% with Trade	44%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-14	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	36	1	35
Avg. Days to Sale	36.3	30.0	36.5
Avg. Advertised Price (Time of Sale)	\$ 38,445	\$ 59,999	\$ 37,503
Avg. Transaction Price	\$ 38,025	\$ 56,317	\$ 37,503
Avg. Market Price at 100%	\$ 38,757	\$ 54,053	\$ 38,834
Avg. Price to Market % (Time of Sale)	99%	111%	97%
Avg. Transaction to Market	98%	104%	97%
Avg. Transactional Discount	\$ 420	\$ 3,682	\$ 326
Avg. Front-End Gross	\$ 2,218	\$ 1,413	\$ 2,241
Avg. Finance Gross	\$ 1,988	\$ 100	\$ 2,042
PUVR	\$ 4,206	\$ 1,513	\$ 4,283
Total Gross (Units & PUVR)	\$ 151,415	\$ 1,513	\$ 149,902
GROI	110%	32%	113%
% with Trade	44%	0%	44%
Avg. Over/Under Allowance	-14	#DIV/0!	-14

Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	36	25	11
Avg. Days to Sale	36.3	35.2	38.9
Avg. Advertised Price (Time of Sale)	\$ 38,445	\$ 40,219	\$ 34,170
Avg. Transaction Price	\$ 38,025	\$ 39,722	\$ 34,170
Avg. Market Price at 100%	\$ 38,757	\$ 40,390	\$ 36,682
Avg. Price to Market % (Time of Sale)	99%	100%	93%
Avg. Transaction to Market	98%	98%	93%
Avg. Transactional Discount	\$ 420	\$ 498	\$ 242
Avg. Front-End Gross	\$ 2,218	\$ 2,720	\$ 1,075
Avg. Finance Gross	\$ 1,988	\$ 2,174	\$ 1,567
PUVR	\$ 4,206	\$ 4,894	\$ 2,642
Total Gross (Units & PUVR)	\$ 151,415	\$ 122,358	\$ 29,057
GROI	110%	126%	72%
% with Trade	44%	0%	145%
Avg. Over/Under Allowance	-14	-24	5



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	36	19	3
% of Retail Units	100%	53%	8%
% Retailed of Non-New Franchise	31%	26%	33%
Avg. Days to Sale	36.3	40.6	16.3
Avg. Transaction Price	\$ 38,025	\$ 38,744	\$ 24,400
Avg. Transaction to Market %	98%	97%	107%
Avg. Transactional Discount	\$ 420	\$ 481	\$ 395
Avg. Front End Gross	\$ 2,218	\$ 2,432	\$ 3,353
Avg. Finance Gross	\$ 1,988	\$ 2,270	\$ 1,758
PUVR	\$ 4,206	\$ 4,703	\$ 5,112
Total Gross (Units & PUVR)	\$ 151,415	\$ 89,348	\$ 15,335
GROI	110%	108%	462%
% with Trade	44%	47%	67%
Avg. Over/Under Allowance	-14	-26	0



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
1	13	0	0
3%	36%	0%	0%
0%	38%	#DIV/0!	#DIV/0!
33.0	34.9	#DIV/0!	#DIV/0!
\$ 32,550	\$ 40,540	#DIV/0!	#DIV/0!
125%	95%	#DIV/0!	#DIV/0!
\$ 445	\$ 333	#DIV/0!	#DIV/0!
\$ 4,334	\$ 1,479	#DIV/0!	#DIV/0!
\$ 1,169	\$ 1,693	#DIV/0!	#DIV/0!
\$ 5,503	\$ 3,171	#DIV/0!	#DIV/0!
\$ 5,503	\$ 41,229	#DIV/0!	#DIV/0!
184%	81%	#DIV/0!	#DIV/0!
0%	38%	#DIV/0!	#DIV/0!
#DIV/0!	2	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	36	21	2
% of Retail Units	100%	58%	6%
% Retailed of Non-New Franchise	31%	29%	50%
Avg. Days to Sale	36.3	19.2	33.0
Avg. Transaction Price	\$ 38,025	\$ 39,515	\$ 30,328
Avg. Transaction to Market %	98%	99%	117%
Avg. Transactional Discount	\$ 420	\$ 573	\$ 223
Avg. Front End Gross	\$ 2,218	\$ 3,347	\$ 2,568
Avg. Finance Gross	\$ 1,988	\$ 1,688	\$ 1,471
PUVR	\$ 4,206	\$ 5,035	\$ 4,038
Total Gross (Units & PUVR)	\$ 151,415	\$ 105,729	\$ 8,076
GROI	110%	238%	145%
% with Trade	44%	48%	0%
Avg. Over/Under Allowance	-14	-21	#DIV/0!



46-60 days	61-90 days	90+ days
7	5	1
19%	14%	3%
14%	60%	0%
51.6	76.8	92.0
\$ 39,593	\$ 35,197	\$ 25,295
98%	91%	84%
\$ 205	\$ 200	\$ 194
\$ 1,086	\$ (472)	\$ (830)
\$ 1,749	\$ 4,171	\$ 100
\$ 2,835	\$ 3,700	\$ (730)
\$ 19,842	\$ 18,498	\$ (730)
50%	49%	-11%
43%	40%	100%
0	0	0