

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
MIKE MULLETT	SAM ABOU	COLT ANDERSON
SHAWN SMITH	JOHNATHEN HENRY	BRYON MILLER
CARTER ROBERTSON	JOHN LIJEDAHL	MICHAEL ZUNIGA
CHRIS ALLEN		TANNER ROBERTSON
		JOHN HART
		JAMIE WITTMANN
		MARK SISNEROS
		SCOTT ROYBAL
		JORDAN PUENTE
		KACY JAMES
		SPENCER MOLLMAN
		ANDREW MARCELLI
		PAULA CRUZ
		JENNIFER JELINSKI
		RYAN KELLY
		AUSTIN
		TYLER LAREZ






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	G319148A	2016	GMC	TERRAIN	45	Trade on New	No	\$ 21,977	\$ 21,977	101%	\$1,900	\$0
2	G312966A	2016	FORD	EXPEDIATION	14	Trade on New	NO	\$ 24,995	\$ 24,725	91%	\$5,824	\$150
3	N717020	2020	NISSAN	FRONTER	165	Loaner/Rental Fleet	YES	\$ 35,995	\$ 35,688	109%	\$2,162	\$0
4	P11131	2013	FORD	F250	21	TRADE ON USED	No	\$ 24,995	\$ 22,825	95%	\$5,674	\$0
5	S275879A	2016	SUBARU	CROSSTREK	7	TRADE ON NEW	No	\$ 18,950	\$ 18,950	105%	\$2,939	\$0
6	S238976A	2013	MAZDA	CX9	64	TRADE ON NEW	No	\$ 11,977	\$ 11,977	87%	\$226	\$1,080
7	S225648C	2015	FORD	CMAX	93	TRADE ON USED	No	\$ 10,977	\$ 10,977	83%	(\$666)	\$837
8	73062	2014	DODGE	CHALLENGER	69	TRADE ON USED	No	\$ 14,995	\$ 13,876	87%	\$886	\$1,640
9	G199965B	2012	TOYOTA	HIGHLANDER	12	TRADE ON USED	No	\$ 16,950	\$ 16,650	103%	\$3,179	\$213
10	G201564B	2015	GMC	ACADIA	22	TRADE ON USED	No	\$ 21,025	\$ 22,995	94%	\$2,396	\$2,577
11	S103245A	2011	SUBARU	OUTBACK	19	TRADE ON NEW	No	\$ 12,950	\$ 12,950	102%	\$2,041	\$411
12	G126018A	2005	GMC	SIERRA 2500	29	TRADE ON NEW	No	\$ 17,995	\$ 17,400	102%	\$1,143	\$175
13	G314840A	2007	NISSAN	XTERRA	10	TRADE ON NEW	No	\$ 7,995	\$ 7,500	95%	\$1,033	\$0
14	G201189A	2016	GMC	YUKON	16	TRADE ON NEW	No	\$ 47,995	\$ 46,966	97%	\$4,273	\$849
15	G117094A	2011	Chevrolet	SILVERADO	24	TRADE ON NEW	No	\$ 15,995	\$ 15,000	98%	\$2,371	\$232
16	P11032	2018	TOYOTA	4RUNNER	69	TRADE ON USED	No	\$ 42,977	\$ 42,977	100%	\$1,752	\$652
17	N298034A	2016	NISSAN	FRONTIER	38	TRADE ON NEW	No	\$ 27,995	\$ 26,350	95%	\$974	\$1,678
18	N532448A	2019	SUBARU	IMPREZA	29	TRADE ON NEW	YES	\$ 2,295	\$ 21,950	97%	\$2,863	\$2,285
19	P10841	2017	FORD	FOCUS	122	Auction/Wholesale	No	\$ 11,977	\$ 11,977	93%	\$1,317	\$0
20	74011	2014	Chevrolet	CRUZ	26	Other	No	\$ 8,995	\$ 7,015	81%	\$962	\$885
21	G303494C	2016	SUBARU	WRX	39	TRADE ON USED	No	\$ 26,995	\$ 25,086	93%	\$1,266	\$0
22	S441677A	2014	Chevrolet	SILVERADO	2	TRADE ON NEW	No	\$ 31,950	\$ 3,195	105%	\$3,503	\$0
23	S263284B	2016	FORD	FUSION	38	TRADE ON USED	No	\$ 14,995	\$ 13,966	93%	\$1,047	\$0
24	B03065A	2011	BUICK	LACROSSE	16	TRADE ON NEW	No	\$ 9,995	\$ 8,966	89%	\$2,763	\$0
25	C150783A	2007	GMC	YUKON	19	TRADE ON NEW	No	\$ 9,995	\$ 8,764	97%	\$850	\$612
26	G136721B	2004	Chevrolet	SILVERADO	31	TRADE ON USED	No	\$ 11,995	\$ 10,950	105%	\$5,286	\$0
27	G121169A	2019	GMC	SIERRA 1500	78	TRADE ON NEW	YES	\$ 55,977	\$ 55,977	106%	\$237	\$0
28	G224312	2018	FORD	F150	138	TRADE ON USED	No	\$ 42,977	\$ 42,977	107%	(\$589)	\$2,174
29	S293441A	2017	TOYOTA	TACOMA	58	TRADE ON NEW	No	\$ 32,950	\$ 32,950	98%	\$1,270	\$502
30	P11931	2011	TOYOTA	TACOMA	45	TRADE ON USED	No	\$ 18,995	\$ 17,966	101%	\$4,109	\$0

31	N389866A	2016	NISSAN	ROGUE	3	TRADE ON NEW	No	\$	16,950	\$	16,950	102%	\$3,449	\$1,155
32	P11770	2013	JEEP	WRANGLER	6	Auction/Wholesale	NO	\$	31,995	\$	30,950	99%	(\$674)	\$747
33	G303494D	2017	Chevrolet	SILVERADO	16	TRADE ON USED	No	\$	37,995	\$	36,950	98%	\$877	\$1,978
34	G188154A	2017	NISSAN	TITAN	64	TRADE ON NEW	No	\$	36,995	\$	35,807	101%	\$7,348	\$150
35	S155018A	2014	SUBARU	OUTBACK	4	TRADE ON NEW	No	\$	14,950	\$	12,950	87%	\$1,007	\$139
36	S413924A	2016	SUBARU	OUTBACK	43	TRADE ON NEW	No	\$	19,950	\$	19,450	101%	\$471	\$270
37	S109953A	2018	SUBARU	CROSSTREK	29	TRADE ON NEW	YES	\$	20,950	\$	20,950	102%	\$3,302	\$0
38	P11371	2015	GMC	SIERRA	89	TRADE ON USED	No	\$	23,977	\$	23,977	98%	\$256	\$0
39	P12020	2013	FORD	F150	14	Auction/Wholesale	NO	\$	16,995	\$	16,466	102%	\$3,513	\$0
40	S140211A	2019	TOYOTA	HIGHLANDER	34	TRADE ON NEW	No	\$	40,950	\$	40,950	98%	\$4,254	\$0
41	N274179A	2016	FORD	F150	112	TRADE ON NEW	No	\$	23,977	\$	23,977	92%	(\$1,867)	\$618
42	73971	2019	GMC	SIERRA 3500	29	Other	NO	\$	45,995	\$	44,466	97%	\$4,166	\$0
43	P11000	2019	TOYOTA	CAMRY	158	Auction/Wholesale	NO	\$	18,976	\$	18,976	91%	\$106	\$1,819
44	G303494E	2015	MAZDA	3	30	TRADE ON USED	No	\$	14,995	\$	14,995	101%	\$391	\$175
45	P12090	2018	SUBARU	OUTBACK	0	LBO Customer	NO	\$	16,897	\$	16,897	100%	\$0	\$962
46	G134279A	2019	GMC	SIERRA 3500	47	TRADE ON NEW	YES	\$	66,950	\$	64,977	94%	\$1,273	\$866
47	G142939A	2004	LINCOLN	NAVIGATOR	15	TRADE ON NEW	No	\$	3,995	\$	3,466	98%	(\$66)	\$0
48	B087631A	2012	TOYOTA	VENZA	24	TRADE ON NEW	No	\$	15,995	\$	14,966	99%	\$899	\$0
49	G303494G	2012	Chevrolet	SILVERADO	7	TRADE ON NEW	NO	\$	18,995	\$	18,216	96%	\$2,965	\$0
50	G121484A	2015	GMC	SIERRA	72	TRADE ON NEW	No	\$	24,995	\$	24,907	101%	\$2,141	\$0
51	G226557B	2013	LEXUS	250I	75	TRADE ON USED	No	\$	9,977	\$	9,977	98%	\$1,098	\$0
52	C200442A	2019	CADILLAC	ESCALADE	14	TRADE ON NEW	YES	\$	68,995	\$	68,927	100%	\$4,855	\$4,963
53	N5626654A	2011	GMC	ACADIA	16	TRADE ON NEW	No	\$	8,995	\$	8,300	98%	\$1,696	\$0

## Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	133
Avg. Days to Sale	45.3
Avg. Advertised Price (Time of Sale)	\$ 22,120
Avg. Transaction Price	\$ 21,206
Avg. Market Price at 100%	\$ 22,345
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 914
Avg. Front-End Gross	\$ 2,123
Avg. Finance Gross	\$ 618
PUVR	\$ 2,741
Total Gross (Units & PUVR)	\$ 364,545
GROI	103%
% with Trade	33%
Avg. Over/Under Allowance	(\$265)



## Scoreboard

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Desk Manager	Totals	MIKE MULLETT
% Retailed of Non-New Franchise	100%	100%
Total # Retail Units	133	89
Avg. Days to Sale	45.3	32.6
Avg. Advertised Price (Time of Sale)	\$ 22,120	\$ 20,823
Avg. Transaction Price	\$ 21,206	\$ 20,009
Avg. Market Price at 100%	\$ 22,345	\$ 21,243
Avg. Price to Market % (Time of Sale)	99%	98%
Avg. Transaction to Market	95%	94%
Avg. Transactional Discount	\$ 914	\$ 814
Avg. Front-End Gross	\$ 2,123	\$ 2,173
Avg. Finance Gross	\$ 618	\$ 602
PUVR	\$ 2,741	\$ 2,775
Total Gross (Units & PUVR)	\$ 364,545	\$ 246,997
GROI	103%	153%
% with Trade	33%	29%
Avg. Over/Under Allowance	-265	-432









## Scoreboard

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Sales Consultant	Totals	COLT ANDERSON
% Retailed of Non-New Franchise	100%	100%
Total # Retail Units	133	12
Avg. Days to Sale	45.3	120.3
Avg. Advertised Price (Time of Sale)	\$ 22,120	\$ 30,231
Avg. Transaction Price	\$ 21,206	\$ 29,390
Avg. Market Price at 100%	\$ 22,345	\$ 30,670
Avg. Price to Market % (Time of Sale)	99%	99%
Avg. Transaction to Market	95%	96%
Avg. Transactional Discount	\$ 914	\$ 841
Avg. Front-End Gross	\$ 2,123	\$ 1,209
Avg. Finance Gross	\$ 618	\$ 260
PUVR	\$ 2,741	\$ 1,470
Total Gross (Units & PUVR)	\$ 364,545	\$ 17,634
GROI	103%	15%
% with Trade	33%	42%
Avg. Over/Under Allowance	-265	-250

































## Scoreboard

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Finance Manager	Totals	SAM ABOU
% Retailed of Non-New Franchise	100%	100%
Total # Retail Units	133	63
Avg. Days to Sale	45.3	51.1
Avg. Advertised Price (Time of Sale)	\$ 22,120	\$ 27,566
Avg. Transaction Price	\$ 21,206	\$ 26,608
Avg. Market Price at 100%	\$ 22,345	\$ 28,280
Avg. Price to Market % (Time of Sale)	99%	97%
Avg. Transaction to Market	95%	94%
Avg. Transactional Discount	\$ 914	\$ 958
Avg. Front-End Gross	\$ 2,123	\$ 2,023
Avg. Finance Gross	\$ 618	\$ 733
PUVR	\$ 2,741	\$ 2,756
Total Gross (Units & PUVR)	\$ 364,545	\$ 173,619
GROI	103%	73%
% with Trade	33%	0%
Avg. Over/Under Allowance	-265	-509









## Scoreboard

CPO	Totals	Yes
Total # Retail Units	133	17
Avg. Days to Sale	45.3	129.2
Avg. Advertised Price (Time of Sale)	\$ 22,120	\$ 36,484
Avg. Transaction Price	\$ 21,206	\$ 37,138
Avg. Market Price at 100%	\$ 22,345	\$ 37,093
Avg. Price to Market % (Time of Sale)	99%	98%
Avg. Transaction to Market	95%	100%
Avg. Transactional Discount	\$ 914	\$ (654)
Avg. Front-End Gross	\$ 2,123	\$ 2,584
Avg. Finance Gross	\$ 618	\$ 965
PUVR	\$ 2,741	\$ 3,549
Total Gross (Units & PUVR)	\$ 364,545	\$ 60,333
GROI	103%	27%
% with Trade	33%	7%
Avg. Over/Under Allowance	-265	-444



No	
	116
	33.0
\$	18,872
\$	18,872
\$	20,354
	93%
	93%
\$	1,143
\$	2,055
\$	568
\$	2,623
\$	304,212
	151%
	106%
	-219

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	133	0
Avg. Days to Sale	45.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,120	#DIV/0!
Avg. Transaction Price	\$ 21,206	#DIV/0!
Avg. Market Price at 100%	\$ 22,345	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!
Avg. Transactional Discount	\$ 914	#DIV/0!
Avg. Front-End Gross	\$ 2,123	#DIV/0!
Avg. Finance Gross	\$ 618	#DIV/0!
PUVR	\$ 2,741	#DIV/0!
Total Gross (Units & PUVR)	\$ 364,545	#DIV/0!
GROI	103%	#DIV/0!
% with Trade	33%	#DIV/0!
Avg. Over/Under Allowance	-265	#DIV/0!



No	
	133
	45.3
\$	21,206
\$	21,206
\$	22,493
	94%
	94%
\$	914
\$	2,123
\$	618
\$	2,741
\$	364,545
	103%
	26%
	-265

## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	133	71	25
% of Retail Units	100%	53%	19%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	45.3	29.6	38.7
Avg. Transaction Price	\$ 21,206	\$ 22,248	\$ 19,728
Avg. Transaction to Market %	95%	104%	93%
Avg. Transactional Discount	\$ 914	\$ 1,062	\$ 774
Avg. Front End Gross	\$ 2,123	\$ 2,504	\$ 2,413
Avg. Finance Gross	\$ 618	\$ 467	\$ 673
PUVR	\$ 2,741	\$ 2,971	\$ 3,086
Total Gross (Units & PUVR)	\$ 364,545	\$ 210,938	\$ 77,151
GROI	103%	162%	146%
% with Trade	33%	34%	44%
Avg. Over/Under Allowance	-265	-359	-329



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
5	19	4	5
4%	14%	3%	4%
100%	100%	100%	100%
42.0	62.1	371.3	0.0
\$ 10,973	\$ 22,712	\$ 23,580	\$ 18,004
86%	94%	96%	100%
\$ 815	\$ 898	\$ 385	\$ -
\$ 1,106	\$ 1,085	\$ 2,148	\$ -
\$ 437	\$ 1,138	\$ 138	\$ 1,357
\$ 1,543	\$ 2,223	\$ 2,286	\$ 1,357
\$ 7,714	\$ 42,242	\$ 9,143	\$ 6,784
121%	57%	9%	#DIV/0!
0%	37%	50%	0%
#DIV/0!	79	0	#DIV/0!

BO OEM/Leasing co	Other
0	4
0%	3%
#DIV/0!	100%
#DIV/0!	20.5
#DIV/0!	\$ 19,224
#DIV/0!	91%
#DIV/0!	\$ 1,010
#DIV/0!	\$ 2,357
#DIV/0!	\$ 287
#DIV/0!	\$ 2,643
#DIV/0!	\$ 10,573
#DIV/0!	241%
#DIV/0!	0%
#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	133	74	15
% of Retail Units	100%	56%	11%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	45.3	13.4	36.9
Avg. Transaction Price	\$ 21,206	\$ 18,799	\$ 22,553
Avg. Transaction to Market %	95%	104%	93%
Avg. Transactional Discount	\$ 914	\$ 1,076	\$ 1,023
Avg. Front End Gross	\$ 2,123	\$ 2,936	\$ 2,426
Avg. Finance Gross	\$ 618	\$ 574	\$ 669
PUVR	\$ 2,741	\$ 3,510	\$ 3,096
Total Gross (Units & PUVR)	\$ 364,545	\$ 259,771	\$ 46,435
GROI	103%	503%	134%
% with Trade	33%	31%	33%
Avg. Over/Under Allowance	-265	-309	-252



46-60 days	61-90 days	90+ days
7	19	13
5%	14%	10%
100%	100%	100%
53.1	71.8	211.5
\$ 31,119	\$ 25,528	\$ 22,935
94%	93%	92%
\$ 988	\$ 690	\$ 501
\$ 742	\$ 1,273	\$ (59)
\$ 564	\$ 414	\$ 855
\$ 1,306	\$ 1,688	\$ 796
\$ 9,144	\$ 32,064	\$ 10,348
28%	33%	6%
57%	37%	38%
-375	-44	-300