

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	PW829165	2018	Chevrolet	Sorento	22	Auction/Wholesale	No	\$ 39,450	\$ 38,950	101%	\$3,866	\$2,161
2	P7590133	2017	Nissan	Rogue	92	Street/Curb Buy	No	\$ 19,897	\$ 17,576	98%	\$321	\$0
3	P844801	2018	Chevrolet	Silverado 1500	59	Auction/Wholesale	No	\$ 36,950	\$ 37,470	96%	\$3,458	\$4,441
4	p913682	2019	Ram	1500	13	Auction/Wholesale	No	\$ 44,850	\$ 44,850	110%	\$3,714	\$0
5	PW873463	2018	Nissan	Rogue	68	Auction/Wholesale	No	\$ 19,985	\$ 18,000	107%	(\$148)	\$1,286
6	pw412085	2014	Toyota	Camry	70	Auction/Wholesale	No	\$ 11,245	\$ 10,500	107%	\$1,462	\$831
7	P789634	2017	Toyota	Corolla	133	Auction/Wholesale	No	\$ 13,966	\$ 13,500	96%	\$882	\$0
8	TG21349	2012	Nissan	Frontier	14	Trade on New	No	\$ 15,850	\$ 14,900	90%	\$784	\$345
9	P848839	2008	Kia	Rio5	0	Other	No	\$ 4,621	\$ 4,621	57%	\$300	\$0
10	P852686	2018	Kia	Soul	61	Auction/Wholesale	No	\$ 13,885	\$ 13,885	101%	\$2,146	\$1,857
11	TG82839	2018	GMC	Sierra 1500	82	Trade on New	No	\$ 43,766	\$ 42,962	99%	\$2,438	\$1,266
12	TU38569	2013	Nissan	Sentra	15	Trade on Used	No	\$ 7,450	\$ 7,450	92%	\$2,940	\$2,016
13	P976932	2019	GMC	Yukon	143	Auction/Wholesale	No	\$ 45,988	\$ 45,988	83%	\$684	\$2,293
14	P7194216	2017	GMC	Yukon	61	Auction/Wholesale	No	\$ 40,950	\$ 40,950	104%	\$3,366	\$2,810
15	P772073	2017	Nissan	Titan	8	Auction/Wholesale	No	\$ 32,950	\$ 32,950	99%	\$3,004	\$2,695
16	PW708735	2017	Cadillac	XT5	44	Auction/Wholesale	No	\$ 26,686	\$ 26,686	100%	\$168	\$0
17	TG96258	2019	Toyota	4Runner	7	Trade on New	No	\$ 42,895	\$ 41,500	107%	\$2,770	\$2,381
18	TW84983	2018	Chevrolet	Express 2500	13	Trade on Used	No	\$ 24,950	\$ 23,687	93%	\$2,309	\$0
19	TK37962	2013	Buick	Encore	21	Trade on New	No	\$ 12,450	\$ 11,000	91%	\$1,301	\$0
20	TK46139	2014	Hyundai	Sonata	22	Trade on New	No	\$ 12,960	\$ 11,320	94%	\$841	\$0
21	TW73651	2017	GMC	Acadia	3	Auction/Wholesale	No	\$ 27,950	\$ 27,450	106%	\$2,776	\$3,239
22	PW894515	2018	Kia	Forte	111	Auction/Wholesale	No	\$ 13,886	\$ 13,886	94%	\$233	\$1,777
23	TG649196	2016	Volvo	XC90	28	Trade on New	No	\$ 32,450	\$ 31,986	84%	\$3,394	\$2,791
24	P5344643	2015	Chevrolet	Traverse	56	Auction/Wholesale	No	\$ 21,558	\$ 21,558	98%	(\$101)	\$2,431
25	TG75842	2017	Chevrolet	Traverse	4	Trade on New	No	\$ 23,950	\$ 23,950	104%	\$2,909	\$1,097
26	P817533	2018	Kia	Niro	1	Auction/Wholesale	No	\$ 17,950	\$ 16,000	106%	\$838	\$2,676
27	PW068473	2010	Honda	Accord	11	Auction/Wholesale	No	\$ 7,450	\$ 6,950	94%	\$2,807	\$0
28	TU26897	2012	GMC	Acadia	10	Trade on Used	No	\$ 13,950	\$ 12,500	106%	\$3,308	\$0
29	TK86944	2008	Jeep	Liberty	4	Trade on New	No	\$ 7,950	\$ 6,500	60%	\$1,491	\$0
30	P555907	2015	Chevrolet	Silverado 1500	11	Auction/Wholesale	No	\$ 33,850	\$ 33,850	98%	\$3,748	\$1,757

31	TK91340	2019	Jeep	Cherokee	24	Trade on New	No	\$	22,938	\$	22,938	98%	\$2,300	\$0
32	PW716722	2017	Jeep	Wrangler Unlimit	78	Auction/Wholesale	No	\$	32,820	\$	32,820	102%	\$1,984	\$1,780
33	PW911673	2009	Kia	Optima	21	Auction/Wholesale	No	\$	6,950	\$	5,703	126%	\$750	\$0
34	P833872	2018	Kia	Optima	57	Auction/Wholesale	No	\$	14,779	\$	14,779	103%	\$3,590	\$602
35	TK62005	2016	Kia	Forte	19	Trade on New	No	\$	9,450	\$	8,450	95%	\$2,204	\$0
36	P020124	2020	Kia	Sportage	46	Auction/Wholesale	No	\$	29,450	\$	28,500	89%	\$2,659	\$0
37	TK79146	2017	Kia	Soul	27	Auction/Wholesale	No	\$	12,785	\$	11,848	97%	\$2,432	\$531
38	P800151	2018	Kia	Optima	24	Auction/Wholesale	No	\$	16,950	\$	15,625	104%	\$1,222	\$2,399
39	P9634099	2019	Kia	Soul	107	Auction/Wholesale	No	\$	15,947	\$	15,947	100%	\$1,768	\$1,872
40	TG12184	2011	GMC	Acadia	18	Trade on New	No	\$	11,950	\$	11,850	98%	\$2,998	\$0
41	P127267	2011	GMC	Acadia	26	Auction/Wholesale	No	\$	12,450	\$	12,100	98%	\$1,272	\$998
42	TK88223	2018	Kia	Sedona	62	Trade on New	No	\$	23,850	\$	23,350	103%	\$2,709	\$2,691
43	TU48171	2004	Chevrolet	Silverado 1500	4	Trade on Used	No	\$	9,850	\$	9,850	113%	\$3,391	\$0
44	P503802	2015	Honda	CR-V	126	Auction/Wholesale	No	\$	18,868	\$	18,000	99%	(\$217)	\$125
45	TU51153	2015	Jeep	Cherokee	57	Trade on Used	No	\$	15,950	\$	15,950	98%	\$2,753	\$1,835
46	PW067527	2020	Hyundai	Elantra	63	Auction/Wholesale	No	\$	16,450	\$	16,450	99%	\$1,236	\$2,777
47	TK18223	2021	Kia	Sportage	5	Trade on New	No	\$	21,850	\$	21,200	84%	\$2,880	\$653
48	P739844	2017	GMC	Terrain	146	Auction/Wholesale	No	\$	21,988	\$	21,988	85%	\$160	\$2,141
49	TK63651	2016	Toyota	RAV4	13	Auction/Wholesale	No	\$	16,850	\$	16,850	102%	\$2,177	\$1,360
50	P243201	2012	Buick	LaCrosse	34	Auction/Wholesale	No	\$	12,850	\$	11,861	99%	\$851	\$381
51	P774112	2017	Chevrolet	Cruze	142	Auction/Wholesale	No	\$	12,788	\$	12,788	106%	\$4	\$1,524
52	P786655	2017	Hyundai	Tucson	66	Auction/Wholesale	No	\$	19,988	\$	19,988	97%	\$2,093	\$0
53	P802921	2018	Kia	Sorento	3	Auction/Wholesale	No	\$	18,950	\$	18,000	101%	\$1,852	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	62%
Total # Retail Units	199
Avg. Days to Sale	47.1
Avg. Advertised Price (Time of Sale)	\$ 21,915
Avg. Transaction Price	\$ 21,478
Avg. Market Price at 100%	\$ 22,184
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	97%
Avg. Transactional Discount	#VALUE!
Avg. Front-End Gross	\$ 2,408
Avg. Finance Gross	\$ 1,293
PUVR	\$ 3,701
Total Gross (Units & PUVR)	\$ 736,430
GROI	132%
% with Trade	40%
Avg. Over/Under Allowance	(\$599)



Scoreboard

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Desk Manager	Totals	Buddy Folden
% Retailed of Non-New Franchise	62%	#DIV/0!
Total # Retail Units	199	0
Avg. Days to Sale	47.1	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,915	#DIV/0!
Avg. Transaction Price	\$ 21,478	#DIV/0!
Avg. Market Price at 100%	\$ 22,184	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!
Avg. Front-End Gross	\$ 2,408	#DIV/0!
Avg. Finance Gross	\$ 1,293	#DIV/0!
PUVR	\$ 3,701	#DIV/0!
Total Gross (Units & PUVR)	\$ 736,430	#DIV/0!
GROI	132%	#DIV/0!
% with Trade	40%	#DIV/0!
Avg. Over/Under Allowance	-599	#DIV/0!



r to access the dropdown list, then scroll up to select your staff member for each column.)

Jayson Lynch	Woody Smith		
#DIV/0!	62%	#DIV/0!	#DIV/0!
0	199	0	0
#DIV/0!	47.1	#DIV/0!	#DIV/0!
#DIV/0!	\$ 21,915	#DIV/0!	#DIV/0!
#DIV/0!	\$ 21,478	#DIV/0!	#DIV/0!
#DIV/0!	#VALUE!	#DIV/0!	#DIV/0!
#DIV/0!	#VALUE!	#DIV/0!	#DIV/0!
#DIV/0!	#VALUE!	#DIV/0!	#DIV/0!
#DIV/0!	#VALUE!	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,408	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,293	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,701	#DIV/0!	#DIV/0!
#DIV/0!	\$ 736,430	#DIV/0!	#DIV/0!
#DIV/0!	132%	#DIV/0!	#DIV/0!
#DIV/0!	40%	#DIV/0!	#DIV/0!
#DIV/0!	-599	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	DARBY
% Retailed of Non-New Franchise	62%	53%
Total # Retail Units	199	55
Avg. Days to Sale	47.1	53.1
Avg. Advertised Price (Time of Sale)	\$ 21,915	\$ 21,009
Avg. Transaction Price	\$ 21,478	\$ 20,703
Avg. Market Price at 100%	\$ 22,184	\$ 21,675
Avg. Price to Market % (Time of Sale)	99%	97%
Avg. Transaction to Market	97%	96%
Avg. Transactional Discount	#VALUE!	\$ 306
Avg. Front-End Gross	\$ 2,408	\$ 2,375
Avg. Finance Gross	\$ 1,293	\$ 1,390
PUVR	\$ 3,701	\$ 3,765
Total Gross (Units & PUVR)	\$ 736,430	\$ 207,080
GROI	132%	123%
% with Trade	40%	40%
Avg. Over/Under Allowance	-599	-148



r to access the dropdown list, then scroll up to select your staff member for each column.)

FOUTZ	Hodge	Hart	Powell
60%	67%	56%	79%
10	48	25	29
44.8	40.1	41.3	50.1
\$ 22,875	\$ 23,786	\$ 21,979	\$ 22,452
\$ 22,722	\$ 23,425	\$ 21,454	\$ 22,126
\$ 22,526	\$ 24,225	\$ 22,411	\$ 23,237
102%	98%	98%	97%
101%	97%	96%	95%
\$ 153	\$ 361	\$ 525	\$ 325
\$ 2,519	\$ 2,764	\$ 2,426	\$ 2,445
\$ 1,683	\$ 1,407	\$ 1,222	\$ 1,235
\$ 4,202	\$ 4,171	\$ 3,648	\$ 3,681
\$ 42,019	\$ 200,207	\$ 91,207	\$ 106,736
149%	160%	148%	119%
50%	46%	36%	38%
-1,320	-657	-389	-59

Keck	Campbell		
0%	0%	#DIV/0!	#DIV/0!
3	2	0	0
11.0	30.5	#DIV/0!	#DIV/0!
\$ 16,950	\$ 15,900	#DIV/0!	#DIV/0!
\$ 15,668	\$ 15,482	#DIV/0!	#DIV/0!
\$ 16,221	\$ 16,477	#DIV/0!	#DIV/0!
104%	96%	#DIV/0!	#DIV/0!
97%	94%	#DIV/0!	#DIV/0!
\$ 1,282	\$ 418	#DIV/0!	#DIV/0!
\$ 1,528	\$ 2,869	#DIV/0!	#DIV/0!
\$ 892	\$ 2,756	#DIV/0!	#DIV/0!
\$ 2,420	\$ 5,625	#DIV/0!	#DIV/0!
\$ 7,260	\$ 11,250	#DIV/0!	#DIV/0!
505%	429%	#DIV/0!	#DIV/0!
33%	0%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	Matt Smith
% Retailed of Non-New Franchise	62%	62%
Total # Retail Units	199	150
Avg. Days to Sale	47.1	47.5
Avg. Advertised Price (Time of Sale)	\$ 21,915	\$ 21,720
Avg. Transaction Price	\$ 21,478	\$ 21,325
Avg. Market Price at 100%	\$ 22,184	\$ 22,152
Avg. Price to Market % (Time of Sale)	99%	98%
Avg. Transaction to Market	97%	96%
Avg. Transactional Discount	#VALUE!	\$ 394
Avg. Front-End Gross	\$ 2,408	\$ 2,424
Avg. Finance Gross	\$ 1,293	\$ 1,229
PUVR	\$ 3,701	\$ 3,653
Total Gross (Units & PUVR)	\$ 736,430	\$ 547,944
GROI	132%	130%
% with Trade	40%	0%
Avg. Over/Under Allowance	-599	-719



r to access the dropdown list, then scroll up to select your staff member for each column.)

Eric Matthews			
63%	#DIV/0!	#DIV/0!	#DIV/0!
49	0	0	0
46.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,525	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,943	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,357	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,490	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,847	#DIV/0!	#DIV/0!	#DIV/0!
\$ 188,486	#DIV/0!	#DIV/0!	#DIV/0!
137%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
-194	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	199	0
Avg. Days to Sale	47.1	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,915	#DIV/0!
Avg. Transaction Price	\$ 21,478	#DIV/0!
Avg. Market Price at 100%	\$ 22,184	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!
Avg. Front-End Gross	\$ 2,408	#DIV/0!
Avg. Finance Gross	\$ 1,293	#DIV/0!
PUVR	\$ 3,701	#DIV/0!
Total Gross (Units & PUVR)	\$ 736,430	#DIV/0!
GROI	132%	#DIV/0!
% with Trade	40%	#DIV/0!
Avg. Over/Under Allowance	-599	#DIV/0!



No
199
47.1
\$ 21,478
\$ 21,478
#VALUE!
#VALUE!
#VALUE!
#VALUE!
\$ 2,408
\$ 1,293
\$ 3,701
\$ 736,430
132%
168%
-599

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	199	75
Avg. Days to Sale	47.1	46.1
Avg. Advertised Price (Time of Sale)	\$ 21,915	\$ 21,330
Avg. Transaction Price	\$ 21,478	\$ 21,027
Avg. Market Price at 100%	\$ 22,184	\$ 21,922
Avg. Price to Market % (Time of Sale)	99%	97%
Avg. Transaction to Market	97%	96%
Avg. Transactional Discount	#VALUE!	\$ 303
Avg. Front-End Gross	\$ 2,408	\$ 2,571
Avg. Finance Gross	\$ 1,293	\$ 1,509
PUVR	\$ 3,701	\$ 4,080
Total Gross (Units & PUVR)	\$ 736,430	\$ 306,011
GROI	132%	151%
% with Trade	40%	0%
Avg. Over/Under Allowance	-599	-306

No
124
47.8
\$ 21,750
\$ 21,750
#VALUE!
#VALUE!
#VALUE!
#VALUE!
\$ 2,309
\$ 1,162
\$ 3,471
\$ 430,420
120%
64%
-799

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	199	61	37
% of Retail Units	100%	31%	19%
% Retailed of Non-New Franchise	62%	57%	65%
Avg. Days to Sale	47.1	27.8	21.0
Avg. Transaction Price	\$ 21,478	\$ 21,353	\$ 17,147
Avg. Transaction to Market %	97%	95%	#VALUE!
Avg. Transactional Discount	#VALUE!	\$ 466	#VALUE!
Avg. Front End Gross	\$ 2,408	\$ 2,912	\$ 2,794
Avg. Finance Gross	\$ 1,293	\$ 1,340	\$ 888
PUVR	\$ 3,701	\$ 4,252	\$ 3,681
Total Gross (Units & PUVR)	\$ 736,430	\$ 259,383	\$ 136,215
GROI	132%	258%	369%
% with Trade	40%	41%	38%
Avg. Over/Under Allowance	-599	-1,350	-361



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
1	99	0	0
1%	50%	0%	0%
100%	65%	#DIV/0!	#DIV/0!
92.0	68.6	#DIV/0!	#DIV/0!
\$ 17,576	\$ 23,383	#DIV/0!	#DIV/0!
87%	97%	#DIV/0!	#DIV/0!
\$ 2,321	\$ 338	#DIV/0!	#DIV/0!
\$ 321	\$ 1,995	#DIV/0!	#DIV/0!
\$ -	\$ 1,442	#DIV/0!	#DIV/0!
\$ 321	\$ 3,436	#DIV/0!	#DIV/0!
\$ 321	\$ 340,211	#DIV/0!	#DIV/0!
7%	77%	#DIV/0!	#DIV/0!
0%	40%	#DIV/0!	#DIV/0!
#DIV/0!	-214	#DIV/0!	#DIV/0!

BO OEM/Leasing co	Other
0	1
0%	1%
#DIV/0!	0%
#DIV/0!	0.0
#DIV/0!	\$ 4,621
#DIV/0!	57%
#DIV/0!	\$ 0
#DIV/0!	\$ 300
#DIV/0!	\$ -
#DIV/0!	\$ 300
#DIV/0!	\$ 300
#DIV/0!	#DIV/0!
#DIV/0!	0%
#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	199	110	17
% of Retail Units	100%	55%	9%
% Retailed of Non-New Franchise	62%	62%	65%
Avg. Days to Sale	47.1	12.8	39.4
Avg. Transaction Price	\$ 21,478	\$ 19,881	\$ 20,312
Avg. Transaction to Market %	97%	#VALUE!	97%
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ 162
Avg. Front End Gross	\$ 2,408	\$ 2,862	\$ 2,394
Avg. Finance Gross	\$ 1,293	\$ 1,195	\$ 1,349
PUVR	\$ 3,701	\$ 4,057	\$ 3,743
Total Gross (Units & PUVR)	\$ 736,430	\$ 446,248	\$ 63,638
GROI	132%	574%	168%
% with Trade	40%	35%	47%
Avg. Over/Under Allowance	-599	-487	-52



46-60 days	61-90 days	90+ days
11	24	36
6%	12%	18%
64%	71%	58%
53.2	73.9	140.0
\$ 26,112	\$ 24,232	\$ 24,124
98%	96%	93%
\$ 14	\$ 757	\$ 233
\$ 2,710	\$ 1,775	\$ 1,413
\$ 1,707	\$ 1,409	\$ 1,399
\$ 4,418	\$ 3,185	\$ 2,812
\$ 48,597	\$ 76,429	\$ 101,219
115%	64%	30%
55%	50%	39%
-246	-1,534	-575