

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Shawn Cordell	Joseph Kaufman	Shawn Cordell
Robert Grahm	Leigh Anne Morgan	Chandler Capehart
AJ Rice	Detha Yoder	Marquita Jones
Scot Carter	Shawn Cordell	Hector Jaramillo
Ed Emerson	Marc Bales	Curry Stone
	Chris Morgan	Reta Maynor
	Scot Carter	Will Winter
	Steve Wilson	Keith Martell
	Ed Emerson	Ralph Paty
	Robert Grahm	Marc Bales
		William Marus
		Brandon Pantier
		Michael Platt
		Cody Mitchell
		Fred Fortson
		Wimberly Taylor
		Marco Romero
		Harry Bridges
		Rebecca Poteet
		Jeremy Wright
		Trevor Rodick
		Christine Renz
		Patrick Shadrick
		Larry Holder
		Mary Sadler
		Scot Carter
		Christiane Renz

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	D35274TP	2020	BMW	M5	61	Auction/Wholesale	No	\$ 100,665	\$ 102,930	103%	(\$100)	\$3,464
2	438608TT	2015	Kia	Rio	11	Trade on New	No	\$ 8,778	\$ 8,000	74%	\$905	\$0
3	B78858TT	2018	Ford	F-150	20	Trade on New	No	\$ 47,964	\$ 41,900	95%	\$4,838	\$6,600
4	O43496UL	2017	Lexus	RX	44	Trade on Used	No	\$ 33,950	\$ 33,950	100%	\$4,270	\$3,347
5	391529TT	2017	Nissan	Maxima	35	Trade on New	No	\$ 22,030	\$ 22,950	97%	\$2,840	\$1,002
6	O96311TP	2017	Lexus	RX	60	Auction/Wholesale	No	\$ 37,663	\$ 42,450	108%	\$6,163	\$3,545
7	161806TP	2014	GMC	Sierra 1500	31	Auction/Wholesale	No	\$ 20,286	\$ 26,900	136%	\$4,705	\$1,050
8	O62498TP	2015	Lexus	IS 250	11	Auction/Wholesale	No	\$ 24,014	\$ 24,950	108%	\$6,122	\$0
9	O33432TP	2013	Lexus	ES 300H	20	Auction/Wholesale	No	\$ 15,658	\$ 13,500	106%	\$1,505	\$1,616
10	O52115TP	2019	Toyota	RAV4	6	Auction/Wholesale	No	\$ 33,207	\$ 34,770	105%	\$2,657	\$885
11	351686TT	2018	Jeep	Grand Cherokee	27	Trade on New	No	\$ 42,800	\$ 42,111	101%	\$3,294	\$2,456
12	338618LP	2015	Lexus	RX 350	12	Auction/Wholesale	Yes	\$ 33,950	\$ 34,123	101%	\$3,620	\$1,100
13	377753TT	2016	Toyota	4Runner	20	Trade on New	No	\$ 38,187	\$ 33,500	90%	\$2,478	\$2,592
14	282353TT	2008	Chrysler	300-Series	19	Trade on New	No	\$ 8,386	\$ 6,636	104%	\$1,462	\$0
15	43597UT	2004	Ford	F-150	17	Trade on Used	No		\$ 9,514		\$5,014	\$0
16	O83933TT	2015	Toyota	Tacoma	5	Trade on New	No	\$ 27,381	\$ 29,950	103%	\$3,522	\$3,071
17	473265TT	2015	BMW	3 Series	108	Trade on New	No	\$ 23,863	\$ 23,450	101%	\$5,905	\$4,978
18	109687UT	2021	Nissan	Murando	6	Trade on Used	No	\$ 42,145	\$ 39,986	94%	\$3,688	\$300
19	169508UT	2018	Toyota	Tacoma	20	Trade on Used	No	\$ 39,087	\$ 30,950	79%	\$3,448	\$0
20	714813UT	2016	Honda	HR-V	21	Trade on Used	No	\$ 23,950	\$ 21,350	113%	\$2,852	\$2,240
21	002771UT	2010	Toyota	Highlander	39	Trade on Used	No	\$ 11,986	\$ 9,950	90%	\$4,929	\$240
22	100462TT	2017	Chevrolet	Corvette	23	Trade on New	No	\$ 55,236	\$ 54,950	102%	\$5,860	\$0
23	153721LT	2018	Lexus	NX	17	Trade on New	Yes	\$ 36,950	\$ 36,304	98%	\$2,263	\$3,900
24	171878TT	2020	Lexus	RX	54	Trade on New	No	\$ 48,958	\$ 48,958	101%	\$5,182	\$4,145
25	243740UT	2013	Chevrolet	Silverado 1500	7	Trade on Used	No	\$ 19,961	\$ 23,950	100%	\$2,509	\$2,919
26	636257UL	2019	Honda	CR-V	25	Trade on Used	No		\$ 32,513		\$907	\$258
27	327886UT	2019	Nissan	Sentra	55	Trade on Used	No	\$ 18,329	\$ 23,100	125%	\$7,104	\$2,585

28	5105808	2020	Lexus	IS	14	Trade on New	Yes	\$	40,950	\$	38,950	115%	\$5,613	\$966
29	140513UL	2016	Toyota	4Runner	12	Trade on Used	No			\$	35,950		\$3,617	\$3,151
30	722409TT	2018	Toyota	Tundra 4WD	23	Trade on New	No	\$	59,600	\$	56,900	96%	\$6,805	\$1,190
31	269734TT	2016	Toyota	Highlander	14	Trade on New	Yes	\$	28,867	\$	36,950	119%	\$6,824	\$662
32	572667UT	2018	Toyota	4Runner	5	Trade on Used	No	\$	41,889	\$	45,950	107%	\$4,251	\$2,465
33	171218LP	2015	Lexus	ES 350	19	Auction/Wholesale	Yes	\$	33,950	\$	30,568	90%	(\$626)	\$0
34	002771UT	2010	Toyota	Highlander	41	Trade on Used	No	\$	11,986	\$	9,950	90%	\$4,755	\$1,760
35	704167	2017	Toyota	RAV4	16	Trade on New	No	\$	23,842	\$	27,900	115%	\$2,264	\$0
36	501957UT	2010	Toyota	4Runner	11	Trade on Used	No	\$	19,275	\$	19,950	110%	\$4,495	\$0
37	001354LT	2018	Lexus	RX	23	Trade on New	Yes	\$	46,950	\$	42,950	92%	\$7,528	\$339
38	590174TP	2018	Toyota	4Runner	19	Auction/Wholesale	Yes	\$	45,208	\$	43,950	96%	\$3,669	\$3,977
39	931901TP	2020	Toyota	Tundra 4WD	10	Auction/Wholesale	Yes	\$	57,565	\$	54,400	94%	\$6,312	\$6,336
40	L46058UT	2016	Lincoln	Truck MKX	37	Trade on Used	No	\$	22,594	\$	25,900	107%	\$3,343	\$0
41	149825TT	2017	Lexus	GX	12	Trade on New	No	\$	40,362	\$	34,950	94%	\$2,145	\$950
42	817700TP	2019	Jeep	Compass	95	Auction/Wholesale	No	\$	26,062	\$	29,950	116%	\$3,000	\$2,535
43	926014TP	2020	Toyota	Tundra 4WD	42	Auction/Wholesale	No	\$	64,400	\$	56,950	105%	\$3,567	\$4,696
44	134249TT	2018	Toyota	Tacoma	20	Trade on New	No	\$	39,206	\$	37,950	99%	\$6,044	\$2,340
45	045589TT	2019	Honda	Ridgeline	28	Trade on New	No	\$	36,950	\$	35,880	100%	\$3,439	\$2,427
46	766988TT	2001	Toyota	Tacoma	35	Trade on New	No	\$	11,744	\$	10,626	90%	\$599	\$0
47	282160TP	2014	Chevrolet	Camero	15	Auction/Wholesale	No	\$	19,861	\$	25,450	115%	\$4,071	\$5,622
48	044537TT	2019	Honda	Pilot	63	Trade on New	No	\$	34,375	\$	34,500	98%	\$3,069	\$339
49	023149TT	2019	Honda	Pilot	7	Trade on New	No	\$	34,375	\$	36,428	107%	\$3,570	\$1,910
50	006718TT	2018	Toyota	Camry	19	Trade on New	No	\$	26,533	\$	21,750	97%	\$4,050	\$2,270
51	580262TT	2015	Toyota	Sienna	5	Trade on New	No	\$	26,500	\$	25,850	98%	\$5,255	\$4,171
52	A03307TT	2019	Ford	Explorer	56	Trade on New	No	\$	32,900	\$	33,000	95%	\$2,778	\$6,585
53	106334TT	2020	Jeep	Gladiator	2	Trade on New	No			\$	57,000		\$3,885	\$3,710

Scoreboard Totals

% Retailed of Non-Franchise Make	61%
Total # Retail Units	161
Avg. Days to Sale	31.8
Avg. Advertised Price (Time of Sale)	\$ 30,052
Avg. Transaction Price	\$ 30,292
Avg. Market Price at 100%	\$ 29,852
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ (4,906)
Avg. Front-End Gross	\$ 3,504
Avg. Finance Gross	\$ 2,144
PUVR	\$ 5,635
Total Gross (Units & PUVR)	\$ 907,296
GROI	210%
% with Trade	52%
Avg. Over/Under Allowance	(\$110)



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	61%	#DIV/0!
Total # Retail Units	161	0
Avg. Days to Sale	31.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,052	#DIV/0!
Avg. Transaction Price	\$ 30,292	#DIV/0!
Avg. Market Price at 100%	\$ 29,852	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!
Avg. Transactional Discount	\$ (4,906)	#DIV/0!
Avg. Front-End Gross	\$ 3,504	#DIV/0!
Avg. Finance Gross	\$ 2,144	#DIV/0!
PUVR	\$ 5,635	#DIV/0!
Total Gross (Units & PUVR)	\$ 907,296	#DIV/0!
GROI	210%	#DIV/0!
% with Trade	52%	#DIV/0!
Avg. Over/Under Allowance	-110	#DIV/0!



Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	61%	#DIV/0!
Total # Retail Units	161	0
Avg. Days to Sale	31.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,052	#DIV/0!
Avg. Transaction Price	\$ 30,292	#DIV/0!
Avg. Market Price at 100%	\$ 29,852	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!
Avg. Transactional Discount	\$ (4,906)	#DIV/0!
Avg. Front-End Gross	\$ 3,504	#DIV/0!
Avg. Finance Gross	\$ 2,144	#DIV/0!
PUVR	\$ 5,635	#DIV/0!
Total Gross (Units & PUVR)	\$ 907,296	#DIV/0!
GROI	210%	#DIV/0!
% with Trade	52%	#DIV/0!
Avg. Over/Under Allowance	-110	#DIV/0!



Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	61%	#DIV/0!
Total # Retail Units	161	0
Avg. Days to Sale	31.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,052	#DIV/0!
Avg. Transaction Price	\$ 30,292	#DIV/0!
Avg. Market Price at 100%	\$ 29,852	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!
Avg. Transactional Discount	\$ (4,906)	#DIV/0!
Avg. Front-End Gross	\$ 3,504	#DIV/0!
Avg. Finance Gross	\$ 2,144	#DIV/0!
PUVR	\$ 5,635	#DIV/0!
Total Gross (Units & PUVR)	\$ 907,296	#DIV/0!
GROI	210%	#DIV/0!
% with Trade	52%	#DIV/0!
Avg. Over/Under Allowance	-110	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	161	17
Avg. Days to Sale	31.8	20.6
Avg. Advertised Price (Time of Sale)	\$ 30,052	\$ 39,939
Avg. Transaction Price	\$ 30,292	\$ 43,011
Avg. Market Price at 100%	\$ 29,852	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!
Avg. Transactional Discount	\$ (4,906)	\$ (12,470)
Avg. Front-End Gross	\$ 3,504	\$ 3,849
Avg. Finance Gross	\$ 2,144	\$ 2,793
PUVR	\$ 5,635	\$ 6,477
Total Gross (Units & PUVR)	\$ 907,296	\$ 110,111
GROI	210%	263%
% with Trade	52%	44%
Avg. Over/Under Allowance	-110	278



No
144
33.2
\$ 28,790
\$ 28,790
#DIV/0!
#DIV/0!
#DIV/0!
\$ (4,014)
\$ 3,464
\$ 2,072
\$ 5,536
\$ 797,185
209%
223%
-158

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	161	63
Avg. Days to Sale	31.8	23.2
Avg. Advertised Price (Time of Sale)	\$ 30,052	\$ 31,882
Avg. Transaction Price	\$ 30,292	\$ 31,100
Avg. Market Price at 100%	\$ 29,852	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!
Avg. Transactional Discount	\$ (4,906)	\$ (3,773)
Avg. Front-End Gross	\$ 3,504	\$ 3,635
Avg. Finance Gross	\$ 2,144	\$ 2,579
PUVR	\$ 5,635	\$ 6,214
Total Gross (Units & PUVR)	\$ 907,296	\$ 391,464
GROI	210%	310%
% with Trade	52%	14%
Avg. Over/Under Allowance	-110	-194



No	
	98
	37.4
\$	29,772
\$	29,772
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	(5,635)
\$	3,421
\$	1,862
\$	5,264
\$	515,832
	170%
	76%
	-62

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	161	82	47
% of Retail Units	100%	51%	29%
% Retailed of Non-New Franchise	61%	57%	60%
Avg. Days to Sale	31.8	30.0	26.9
Avg. Transaction Price	\$ 30,292	\$ 28,673	\$ 25,787
Avg. Transaction to Market %	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (4,906)	\$ (4,065)	\$ (5,326)
Avg. Front End Gross	\$ 3,504	\$ 3,287	\$ 3,514
Avg. Finance Gross	\$ 2,144	\$ 2,061	\$ 1,584
PUVR	\$ 5,635	\$ 5,348	\$ 5,098
Total Gross (Units & PUVR)	\$ 907,296	\$ 438,531	\$ 239,603
GROI	210%	224%	265%
% with Trade	52%	50%	47%
Avg. Over/Under Allowance	-110	13	-337



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
0	32	0	0
0%	20%	0%	0%
#DIV/0!	72%	#DIV/0!	#DIV/0!
#DIV/0!	44.0	#DIV/0!	#DIV/0!
#DIV/0!	\$ 41,054	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ (6,447)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 4,049	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,213	#DIV/0!	#DIV/0!
#DIV/0!	\$ 7,161	#DIV/0!	#DIV/0!
#DIV/0!	\$ 229,161	#DIV/0!	#DIV/0!
#DIV/0!	143%	#DIV/0!	#DIV/0!
#DIV/0!	63%	#DIV/0!	#DIV/0!
#DIV/0!	-125	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	161	103	24
% of Retail Units	100%	64%	15%
% Retailed of Non-New Franchise	61%	54%	54%
Avg. Days to Sale	31.8	15.3	37.2
Avg. Transaction Price	\$ 30,292	\$ 29,984	\$ 28,560
Avg. Transaction to Market %	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (4,906)	\$ (6,414)	\$ (3,611)
Avg. Front End Gross	\$ 3,504	\$ 3,465	\$ 3,354
Avg. Finance Gross	\$ 2,144	\$ 2,081	\$ 2,004
PUVR	\$ 5,635	\$ 5,545	\$ 5,359
Total Gross (Units & PUVR)	\$ 907,296	\$ 571,163	\$ 128,607
GROI	210%	435%	182%
% with Trade	52%	47%	71%
Avg. Over/Under Allowance	-110	-139	-59



46-60 days	61-90 days	90+ days
13	8	13
8%	5%	8%
77%	100%	85%
53.6	66.8	109.8
\$ 35,553	\$ 29,728	\$ 31,012
111%	105%	111%
\$ (1,778)	\$ 158	\$ (1,604)
\$ 4,396	\$ 2,366	\$ 3,905
\$ 2,296	\$ 1,208	\$ 3,321
\$ 6,692	\$ 3,574	\$ 7,226
\$ 86,998	\$ 28,589	\$ 93,943
126%	65%	76%
46%	50%	62%
1,333	171	-1,263