

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Al Dixon	Heath Edwards	Carl Zepniewski
Justin Grable	Dudley Sewell	Mike Evans
Mike Church	Corey Moore	Mike Russell
Seth Armstrong		JB Brock
Tom Cecil		Andy Burks
Steve Byrnes		Kevin Abbott
		Travis Stephens
		Ryan Hudson
		Adam Grieving
		John Nickell
		Marc Miller
		Dave Kubilus
		Mendy Parker
		Ryan Hall
		Coty Burress
		Ryan Simpson
		Josh Bryant
		Tim Hendershot
		Jeff Hounshell
		Jeff Taylor

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	718889C	2018	Jeep	Compass	46	Trade on Used	Yes	\$ 20,995	\$ 22,690	96%	\$2,193	\$3,434
2	PU6665A	2008	Ram	1500	9	Trade on Used	No	\$ 11,995	\$ 11,607	85%	\$3,307	\$0
3	PU6544A	2014	Subaru	Crosstrek	59	Trade on Used	No	\$ 16,995	\$ 16,750	91%	\$550	\$1
4	PU6684	2018	Chrysler	Pacifica		LBO Customer	Yes	\$ 21,979	\$ 21,979	88%	(\$354)	\$4,407
5	793033A	2017	Ram	1500	7	Trade on New	Yes	\$ 41,995	\$ 46,131	99%	4503.31	0
6	788894B	2002	Ram	1500	4	Trade on Used	No	\$ 7,995	\$ 7,409	89%	2595.29	0
7	745571B	2019	Jeep	Cherokee	32	Trade on Used	Yes	\$ 22,995	\$ 22,995	90%	978.7	4116.35
8	571358A	2016	Ford	F 150	75	Trade on New	No	\$ 30,995	\$ 30,995	95%	-35.96	2962.27
9	PU6685	2019	Ram	1500		LBO Customer	Yes	\$ 30,300	\$ 30,300	90%	439.76	2882.05
10	M78638C	2019	Jeep	Grand Cherokee	5	Trade on Used	Yes	\$ 22,995	\$ 22,267	99%	249.5	0
11	PU6542	2016	Ram	1500	80	Auction/Wholesale		\$ 27,995	\$ 27,995	90%	1191	5463.27
12	PU6466	2014	GMC	Terrain	36	Auction/Wholesale	No	\$ 14,995	\$ 14,000	97%	81.6	241.44
13	PU6451	2014	Ford	F 150	59	Auction/Wholesale	No	\$ 27,500	\$ 27,500	100%	1203.82	4444.83
14	120336B	2010	Jeep	Commander	16	Trade on Used	No	\$ 11,995	\$ 12,297	102%	3917.06	0
15	PU6671A	2015	Ford	Fusion	18	Trade on Used	No	\$ 12,500	\$ 12,250	89%	2321	942.76
16	PU6632A	2012	Chevrolet	Suburban	18	Trade on Used	No	\$ 12,695	\$ 12,529	92%	-467.75	235.54
17	PU6542A	2013	Honda	Civic	1	Trade on Used	No	\$ 13,995	\$ 13,995	95%	2395	456.79
18	PU6536	2018	Nissan	Rogue	38	Auction/Wholesale	No	\$ 19,500	\$ 19,250	95%	-1437.84	814.95
19	PU6672	2019	Chevrolet	Silverado	31	Auction/Wholesale	No	\$ 41,500	\$ 41,500	96%	2550	0
20	PU6407B	2017	Toyota	Yaris	39	Trade on Used	No	\$ 12,795	\$ 12,595	90%	804.83	210.95
21	788663A	2013	Chevrolet	Silverado	37	Trade on New	No	\$ 31,995	\$ 31,995	94%	795	0
22	689270A	2020	Ram	2500	7	Trade on New	Yes	\$ 61,995	\$ 62,990	96%	6091	0
23	793045A	2015	Chevrolet	Silverado	20	Trade on New	No	\$ 28,995	\$ 28,995	98%	299.02	1
24	788664B	2011	Audi	Q5	14	Trade on Used	No	\$ 16,995	\$ 16,995	97%	4660	0
25	PU6625	2019	Ram	1500	32	Auction/Wholesale	Yes	\$ 29,995	\$ 29,995	98%	-88.73	987
26	PU6563	2013	Ram	1500	97	Auction/Wholesale	No	\$ 20,995	\$ 20,796	96%	-988.34	3112.18
27	PU6639A	2014	Ram	1500	56	Trade on Used	No	\$ 19,500	\$ 19,500	92%	802.9	3060.36
28	788641A	2016	Dodge	Durango	42	Trade on New	Yes	\$ 22,995	\$ 22,435	92%	3661.59	2945
29	565460A	2020	Hyundai	Sonata	20	Trade on New	No	\$ 21,500	\$ 21,500	95%	-1235	1751.96

30	144732A	2019	Ram	1500	25	Trade on New	Yes	\$	53,995	\$	21,990	97%	-3832.4	6433.09
31	788892C	2017	Toyota	Camry	4	Trade on Used	No	\$	17,995	\$	17,995	95%	1396	3121
32	614251A	2018	Honda	Civic	25	Trade on New	No	\$	20,000	\$	20,500	96%	485	818
33	PU6581A	2017	Chevrolet	Colorado	38	Trade on Used	No	\$	24,995	\$	24,750	94%	-751.67	0
34	571358B	2013	Hyundai	Elantra	5	Trade on Used	No	\$	9,995	\$	9,720	99%	2334.81	0
35	670900A	2012	Ram	2500	15	Trade on New	No	\$	29,995	\$	29,995	98%	-131.54	1120
36	683557B	2018	Hyundai	Elantra	72	Trade on Used	No	\$	14,750	\$	14,750	88%	503.9	4677.32
37	PU6687	2020	Ram	2500	2	Auction/Wholesale	Yes	\$	59,995	\$	61,193	98%	7342.99	4772
38	797357A	2018	Jeep	Compass	32	Trade on New	Yes	\$	22,995	\$	23,990	93%	1166.17	3998.29
39	R137	2020	Dodge	Durango		Other	Yes	\$	43,885	\$	43,885	90%	-500	965
40	198766B	2019	Chevrolet	Silverado	35	Trade on Used	No	\$	34,500	\$	34,500	94%	985	647.81
41	680316A	2015	Chevrolet	Suburban	6	Trade on New	No	\$	29,995	\$	29,995	95%	5953	726.8
42	PU6290C	2015	Dodge	Dart	35	Trade on Used	No	\$	11,995	\$	11,385	91%	815.94	0
43	599703A	2017	Jeep	Cherokee	26	Trade on New	Yes	\$	16,795	\$	16,320	93%	105	2349
44	761071A	2018	Jeep	Grand Cherokee	47	Trade on New	Yes	\$	33,500	\$	33,500	92%	-465	870.75
45	808429A	2018	Jeep	Wrangler	7	Trade on New	Yes	\$	38,500	\$	38,500	101%	3600	1563
46	PU6472	2015	Ram	1500	43	Auction/Wholesale	No	\$	26,995	\$	26,995	94%	-2735.86	6838.24
47	150541A	2018	Jeep	Grand Cherokee	12	Trade on New	Yes	\$	35,995	\$	35,995	100%	4095	0
48	639598A	2019	Ram	1500	90	Trade on New	Yes	\$	37,695	\$	38,690	96%	2480	3277.68
49	212634C	2020	Kia	Soul	49	Trade on Used	No	\$	17,995	\$	17,500	90%	-1015	0
50	PU6356A	2006	Nissan	Frontier	44	Trade on Used	No	\$	11,500	\$	11,500	92%	1228.02	0
51	676680C	2006	Chevrolet	Silverado	9	Trade on Used	No	\$	10,995	\$	10,350	95%	2521	2130
52	PU6672A	2007	Jeep	Wrangler	3	Trade on Used	No	\$	15,500	\$	15,500	90%	2906.5	840
53	655335A	2014	Ram	2500	50	Trade on New	No	\$	47,995	\$	47,995	96%	2642.82	4469.25

Scoreboard Totals

% Retailed of Non-Franchise Make	48%
Total # Retail Units	200
Avg. Days to Sale	35.7
Avg. Advertised Price (Time of Sale)	\$ 26,273
Avg. Transaction Price	\$ 26,257
Avg. Market Price at 100%	\$ 27,801
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 16
Avg. Front-End Gross	\$ 975
Avg. Finance Gross	\$ 2,131
PUVR	\$ 3,106
Total Gross (Units & PUVR)	\$ 621,190
GROI	119%
% with Trade	40%
Avg. Over/Under Allowance	\$357



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	48%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	35.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,273	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,257	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,801	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 16	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 975	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,131	#DIV/0!	#DIV/0!
PUVR	\$ 3,106	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 621,190	#DIV/0!	#DIV/0!
GROI	119%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	357	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	48%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	35.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,273	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,257	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,801	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 16	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 975	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,131	#DIV/0!	#DIV/0!
PUVR	\$ 3,106	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 621,190	#DIV/0!	#DIV/0!
GROI	119%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	357	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	48%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	35.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,273	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,257	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,801	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 16	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 975	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,131	#DIV/0!	#DIV/0!
PUVR	\$ 3,106	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 621,190	#DIV/0!	#DIV/0!
GROI	119%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	357	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	64	134
Avg. Days to Sale	35.7	37.3	34.4
Avg. Advertised Price (Time of Sale)	\$ 26,273	\$ 34,809	\$ 22,173
Avg. Transaction Price	\$ 26,257	\$ 34,804	\$ 22,173
Avg. Market Price at 100%	\$ 27,801	\$ 36,556	\$ 23,489
Avg. Price to Market % (Time of Sale)	95%	95%	94%
Avg. Transaction to Market	94%	95%	94%
Avg. Transactional Discount	\$ 16	\$ 5	\$ 20
Avg. Front-End Gross	\$ 975	\$ 1,386	\$ 778
Avg. Finance Gross	\$ 2,131	\$ 2,839	\$ 1,749
PUVR	\$ 3,106	\$ 4,225	\$ 2,527
Total Gross (Units & PUVR)	\$ 621,190	\$ 270,426	\$ 338,613
GROI	119%	117%	119%
% with Trade	40%	48%	34%
Avg. Over/Under Allowance	357	646	139



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	103	96
Avg. Days to Sale	35.7	36.2	35.5
Avg. Advertised Price (Time of Sale)	\$ 26,273	\$ 29,277	\$ 22,672
Avg. Transaction Price	\$ 26,257	\$ 29,241	\$ 22,672
Avg. Market Price at 100%	\$ 27,801	\$ 30,791	\$ 24,044
Avg. Price to Market % (Time of Sale)	95%	95%	94%
Avg. Transaction to Market	94%	95%	94%
Avg. Transactional Discount	\$ 16	\$ 36	\$ 6
Avg. Front-End Gross	\$ 975	\$ 1,202	\$ 678
Avg. Finance Gross	\$ 2,131	\$ 2,489	\$ 1,769
PUVR	\$ 3,106	\$ 3,691	\$ 2,447
Total Gross (Units & PUVR)	\$ 621,190	\$ 380,175	\$ 234,924
GROI	119%	125%	110%
% with Trade	40%	30%	48%
Avg. Over/Under Allowance	357	500	148



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	64	71
% of Retail Units	100%	32%	36%
% Retailed of Non-New Franchise	48%	39%	59%
Avg. Days to Sale	35.7	34.5	33.1
Avg. Transaction Price	\$ 26,257	\$ 32,705	\$ 19,761
Avg. Transaction to Market %	94%	94%	93%
Avg. Transactional Discount	\$ 16	\$ 386	\$ 87
Avg. Front End Gross	\$ 975	\$ 1,294	\$ 1,210
Avg. Finance Gross	\$ 2,131	\$ 2,105	\$ 1,492
PUVR	\$ 3,106	\$ 3,399	\$ 2,702
Total Gross (Units & PUVR)	\$ 621,190	\$ 217,555	\$ 191,839
GROI	119%	109%	149%
% with Trade	40%	55%	30%
Avg. Over/Under Allowance	357	570	502



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	54	0	7
0%	27%	0%	4%
#DIV/0!	50%	#DIV/0!	0%
#DIV/0!	41.8	#DIV/0!	1.0
#DIV/0!	\$ 26,580	#DIV/0!	\$ 26,992
#DIV/0!	111%	#DIV/0!	90%
#DIV/0!	\$ (512)	#DIV/0!	\$ 0
#DIV/0!	\$ 568	#DIV/0!	\$ (828)
#DIV/0!	\$ 2,672	#DIV/0!	\$ 3,729
#DIV/0!	\$ 3,239	#DIV/0!	\$ 2,900
#DIV/0!	\$ 174,932	#DIV/0!	\$ 20,303
#DIV/0!	105%	#DIV/0!	3868%
#DIV/0!	43%	#DIV/0!	0%
#DIV/0!	-74	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	4
0%	0%	2%
#DIV/0!	#DIV/0!	50%
#DIV/0!	#DIV/0!	1.0
#DIV/0!	#DIV/0!	\$ 32,733
#DIV/0!	#DIV/0!	93%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 337
#DIV/0!	#DIV/0!	\$ 3,803
#DIV/0!	#DIV/0!	\$ 4,140
#DIV/0!	#DIV/0!	\$ 16,562
#DIV/0!	#DIV/0!	4554%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	99	31
% of Retail Units	100%	50%	16%
% Retailed of Non-New Franchise	48%	47%	52%
Avg. Days to Sale	35.7	15.0	37.1
Avg. Transaction Price	\$ 26,257	\$ 26,149	\$ 23,536
Avg. Transaction to Market %	94%	95%	92%
Avg. Transactional Discount	\$ 16	\$ 236	\$ 67
Avg. Front End Gross	\$ 975	\$ 1,767	\$ 737
Avg. Finance Gross	\$ 2,131	\$ 1,796	\$ 1,912
PUVR	\$ 3,106	\$ 3,563	\$ 2,650
Total Gross (Units & PUVR)	\$ 621,190	\$ 352,724	\$ 82,135
GROI	119%	327%	109%
% with Trade	40%	48%	26%
Avg. Over/Under Allowance	357	308	690



46-60 days	61-90 days	90+ days
24	28	9
12%	14%	5%
58%	57%	22%
53.0	71.6	100.7
\$ 29,357	\$ 25,682	\$ 29,081
128%	93%	91%
\$ (777)	\$ (89)	\$ (120)
\$ 349	\$ 34	\$ (520)
\$ 2,470	\$ 2,679	\$ 2,565
\$ 2,819	\$ 2,713	\$ 2,046
\$ 67,657	\$ 75,964	\$ 18,412
65%	53%	25%
33%	46%	22%
284	326	900