

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Terry Smith	Chris Blackwell	Grant Smith
Jacob Schoon	Moussa Gueye	Scott Tullar
	Jacob Schoon	Adam St John
		Greg Hymer
		Richard Branam
		JD Hershberger

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	V340A	2020	Chevrolet	Traverse	11	Trade on New	Yes	\$ 48,800	\$ 48,800	102%	\$7,386	\$5,533
2	P4924	2018	Chevrolet	Colorado	15	LBO Customer	No	\$ 23,000	\$ 23,000	94%	\$10,185	\$1,873
3	V197B	2018	Jeep	Renegade	45	Trade on Used	No	\$ 20,024	\$ 20,024	100%	\$2,973	\$640
4	V280A	2019	Toyota	Tacoma	110	Trade on New	No	\$ 41,000	\$ 39,097	101%	(\$427)	\$3,560
5	P4928	2015	Chrysler	Town and Country	14	Street/Curb Buy	No	\$ 15,800	\$ 15,000	101%	\$1,609	\$1,336
6	P4815	2018	Ford	F-150	143	Auction/Wholesale	No	\$ 40,829	\$ 40,829	97%	(\$814)	\$1,832
7	V250A	2019	GMC	Terrain	147	Trade on New	Yes	\$ 26,750	\$ 26,750	98%	\$3,693	\$2,653
8	P4926	2018	Chevrolet	Colorado	22	LBO Customer	No	\$ 23,000	\$ 20,000	106%	\$9,081	\$1,413
9	P4758	2019	Chevrolet	Equinox	202	Auction/Wholesale	Yes	\$ 26,400	\$ 26,900	90%	\$1,786	\$3,492
10	V275C	2017	Jeep	Wrangler	26	Trade on Used	No	\$ 44,900	\$ 44,900	102%	\$2,146	\$2,719
11	P4919	2017	Chevrolet	Silverado	33	Auction/Wholesale	No	\$ 35,000	\$ 34,000	102%	\$2,562	\$0
12	P4865B	2013	GMC	Acadia	21	Trade on Used	No	\$ 14,500	\$ 13,500	105%	\$1,769	\$1,151
13	P4813B1	2015	Chevrolet	Silverado	19	Trade on Used	No	\$ 28,500	\$ 28,500	98%	\$3,129	\$948
14	P4826B2	2011	Dodge	Ram	24	Trade on Used	No	\$ 17,500	\$ 16,896	98%	\$2,343	\$1,749
15	V264B	2015	Dodge	Ram	118	Trade on Used	No	\$ 28,000	\$ 28,000	105%	\$2,790	\$2,540
16	P4778B	2018	Chevrolet	Silverado	129	Trade on Used	Yes	\$ 35,500	\$ 36,059	98%	\$2,002	\$4,137
17	V197C	2014	Buick	Regal	17	Trade on Used	No	\$ 13,000	\$ 13,000	103%	\$2,737	\$1,972
18	W17A	2017	Buick	Encore	7	Trade on New	Yes	\$ 22,500	\$ 22,119	105%	\$2,580	\$2,009
19	P4913	2016	GMC	Sierra	50	Auction/Wholesale	Yes	\$ 37,600	\$ 37,600	105%	\$3,540	\$2,893
20	P4922	2018	Chevrolet	Trax	37	Auction/Wholesale	Yes	\$ 21,000	\$ 21,000	100%	\$5,208	\$3,654
21	V324A	2020	Chevrolet	Colorado	29	Trade on New	Yes	\$ 39,000	\$ 39,000	101%	\$5,547	\$4,273
22	V320A	2017	GMC	Yukon	50	Trade on New	No	\$ 53,000	\$ 53,000	102%	\$4,519	\$0
23	P4746	2019	Chevrolet	Silverado	225	Auction/Wholesale	No	\$ 53,000	\$ 52,000	91%	\$1,277	\$2,068
24	V284B	2019	Chevrolet	Camaro	77	Trade on Used	Yes	\$ 27,994	\$ 27,994	93%	\$2,031	\$2,253
25	P4826B2	2011	Hyundai	Sonata	11	Trade on Used	No	\$ 7,725	\$ 7,725	90%	\$1,066	\$851
26	P4933	2019	GMC	Sierra	13	Auction/Wholesale	Yes	\$ 36,300	\$ 36,300	101%	\$4,090	\$3,289
27	V321B	2016	Jeep	Wrangler	34	Trade on Used	No	\$ 33,345	\$ 35,000	108%	\$3,779	\$1,741
28	P4869	2018	Buick	Enclave	130	Auction/Wholesale	Yes	\$ 39,000	\$ 39,000	101%	\$1,141	\$4,074
29	P4812	2018	GMC	Sierra	172	Auction/Wholesale	Yes	\$ 38,500	\$ 38,005	94%	(\$55)	\$5,095

30	P4893A	2020	Buick	Envision	47	Trade on Used	No	\$	34,500	\$	33,439	101%	\$2,937	\$0
31	V259B	2017	Chevrolet	Silverado	124	Trade on Used	No	\$	35,800	\$	35,767	96%	(\$2,334)	\$2,089
32	V289B	2018	GMC	Canyon	128	Trade on Used	Yes	\$	36,551	\$	36,551	99%	\$5,942	\$3,003
33	P4832A	2013	Ford	F-150	86	Trade on Used	No	\$	19,000	\$	18,400	98%	\$1,577	\$0
34	P4878	2017	Chevrolet	Silverado	57	Auction/Wholesale	No	\$	38,000	\$	35,777	104%	\$2,523	\$0
35	V242A	2018	Kia	Optima	138	Trade on New	No	\$	19,750	\$	19,250	97%	\$90	\$384
36	W2A	2013	Hyundai	Elantra	37	Trade on New	No	\$	12,000	\$	10,325	105%	\$1,598	\$1,279
37	P4747A	2013	Ford	F-150	49	Trade on Used	No	\$	17,500	\$	16,600	101%	\$4,289	\$2,675
38	V312A	2018	GMC	Yukon	25	Trade on New	Yes	\$	58,319	\$	58,319	106%	\$3,379	\$4,083
39	P4904	2019	Chevrolet	Equinox	22	Auction/Wholesale	Yes	\$	29,600	\$	28,400	107%	\$1,055	\$2,550
40	P4907	2019	Chevrolet	Equinox	17	Auction/Wholesale	Yes	\$	26,000	\$	25,000	106%	\$3,270	\$3,781
41	P4797A	2015	Chevrolet	Traverse	42	Trade on Used	No	\$	20,600	\$	20,600	108%	\$1,606	\$2,466
42	V299A	2014	Buick	Enclave	21	Trade on New	No	\$	20,800	\$	20,800	106%	\$3,439	\$1,544
43	V312B	2016	GMC	Yukon	7	Trade on Used	No	\$	37,900	\$	37,900	103%	\$370	\$1,875
44	P4891	2018	Buick	Enclave	53	Auction/Wholesale	No	\$	36,000	\$	36,000	102%	\$761	\$1,104
45	V287A	2016	Chevrolet	Silverado	71	Trade on New	Yes	\$	41,000	\$	41,000	101%	\$1,475	\$4,189
46	P4800	2018	GMC	Acadia	129	Auction/Wholesale	Yes	\$	38,750	\$	38,750	98%	\$131	\$4,327
47	P4893	2018	Buick	Enclave	53	Auction/Wholesale	Yes	\$	40,500	\$	39,605	105%	\$0	\$730
48	V275B	2017	Buick	Enclave	37	Trade on Used	No	\$	25,000	\$	25,000	105%	\$1,069	\$0
49	V305A	2019	Ford	F-150	43	Trade on New	No	\$	43,000	\$	39,425	100%	\$1,009	\$0
50	V290A	2019	GMC	Terrain	31	Trade on New	Yes	\$	28,900	\$	28,900	107%	\$3,347	\$2,503
51	P4907A	2019	Jeep	Wrangler	10	Trade on Used	No	\$	40,500	\$	40,500	102%	\$3,562	\$2,273
52	P4763B1	2016	Buick	Enclave	88	Trade on Used	No	\$	24,000	\$	24,000	104%	\$1,437	\$2,195
53	P4826A2	2014	Toyota	Prius	23	Trade on Used	No	\$	15,500	\$	15,500	98%	\$5,103	\$2,284

Scoreboard Totals

% Retailed of Non-Franchise Make	66%
Total # Retail Units	64
Avg. Days to Sale	60.1
Avg. Advertised Price (Time of Sale)	\$ 31,330
Avg. Transaction Price	\$ 30,976
Avg. Market Price at 100%	\$ 30,924
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 354
Avg. Front-End Gross	\$ 2,623
Avg. Finance Gross	\$ 2,216
PUVR	\$ 4,839
Total Gross (Units & PUVR)	\$ 309,682
GROI	94%
% with Trade	59%
Avg. Over/Under Allowance	\$55



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Jacob Schoon	Terry Smith
% Retailed of Non-New Franchise	66%	65%	67%
Total # Retail Units	64	34	30
Avg. Days to Sale	60.1	56.8	63.9
Avg. Advertised Price (Time of Sale)	\$ 31,330	\$ 33,872	\$ 28,450
Avg. Transaction Price	\$ 30,976	\$ 33,620	\$ 27,979
Avg. Market Price at 100%	\$ 30,924	\$ 33,318	\$ 28,244
Avg. Price to Market % (Time of Sale)	101%	102%	101%
Avg. Transaction to Market	100%	101%	99%
Avg. Transactional Discount	\$ 354	\$ 251	\$ 471
Avg. Front-End Gross	\$ 2,623	\$ 3,070	\$ 2,117
Avg. Finance Gross	\$ 2,216	\$ 2,260	\$ 2,165
PUVR	\$ 4,839	\$ 5,330	\$ 4,282
Total Gross (Units & PUVR)	\$ 309,682	\$ 181,218	\$ 128,464
GROI	94%	100%	86%
% with Trade	59%	65%	53%
Avg. Over/Under Allowance	55	53	57



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Grant Smith	Adam St John
% Retailed of Non-New Franchise	66%	73%	78%
Total # Retail Units	64	15	9
Avg. Days to Sale	60.1	59.1	69.7
Avg. Advertised Price (Time of Sale)	\$ 31,330	\$ 27,650	\$ 35,797
Avg. Transaction Price	\$ 30,976	\$ 27,436	\$ 35,715
Avg. Market Price at 100%	\$ 30,924	\$ 27,420	\$ 35,331
Avg. Price to Market % (Time of Sale)	101%	101%	101%
Avg. Transaction to Market	100%	100%	101%
Avg. Transactional Discount	\$ 354	\$ 214	\$ 82
Avg. Front-End Gross	\$ 2,623	\$ 1,867	\$ 2,684
Avg. Finance Gross	\$ 2,216	\$ 2,296	\$ 2,261
PUVR	\$ 4,839	\$ 4,163	\$ 4,945
Total Gross (Units & PUVR)	\$ 309,682	\$ 62,448	\$ 44,505
GROI	94%	92%	72%
% with Trade	59%	67%	67%
Avg. Over/Under Allowance	55	-36	-83



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Scott Tullar	Richard Branam	Greg Hymer	
74%	43%	43%	#DIV/0!
23	7	7	0
68.1	31.9	46.9	#DIV/0!
\$ 33,394	\$ 25,543	\$ 33,429	#DIV/0!
\$ 32,994	\$ 24,886	\$ 33,286	#DIV/0!
\$ 33,213	\$ 25,392	\$ 32,092	#DIV/0!
101%	101%	104%	#DIV/0!
99%	98%	104%	#DIV/0!
\$ 401	\$ 657	\$ 143	#DIV/0!
\$ 2,089	\$ 5,449	\$ 3,695	#DIV/0!
\$ 2,232	\$ 1,916	\$ 2,762	#DIV/0!
\$ 4,320	\$ 7,365	\$ 6,457	#DIV/0!
\$ 99,369	\$ 51,557	\$ 45,201	#DIV/0!
69%	334%	149%	#DIV/0!
57%	57%	71%	#DIV/0!
-111	600	571	#DIV/0!

Scoreboard

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Finance Manager	Totals	Chris Blackwell	Moussa Gueye
% Retailed of Non-New Franchise	66%	63%	68%
Total # Retail Units	64	32	31
Avg. Days to Sale	60.1	63.4	57.2
Avg. Advertised Price (Time of Sale)	\$ 31,330	\$ 32,536	\$ 30,450
Avg. Transaction Price	\$ 30,976	\$ 32,090	\$ 30,179
Avg. Market Price at 100%	\$ 30,924	\$ 32,102	\$ 30,092
Avg. Price to Market % (Time of Sale)	101%	101%	101%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ 354	\$ 446	\$ 271
Avg. Front-End Gross	\$ 2,623	\$ 2,147	\$ 3,103
Avg. Finance Gross	\$ 2,216	\$ 2,306	\$ 2,173
PUVR	\$ 4,839	\$ 4,453	\$ 5,276
Total Gross (Units & PUVR)	\$ 309,682	\$ 142,507	\$ 163,562
GROI	94%	79%	110%
% with Trade	59%	3%	0%
Avg. Over/Under Allowance	55	98	5



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Jacob Schoon			
100%	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0
45.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,024	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,024	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,024	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,973	#DIV/0!	#DIV/0!	#DIV/0!
\$ 640	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,613	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,613	#DIV/0!	#DIV/0!	#DIV/0!
144%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
200	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	64	26	38
Avg. Days to Sale	60.1	73.3	51.2
Avg. Advertised Price (Time of Sale)	\$ 31,330	\$ 36,268	\$ 27,458
Avg. Transaction Price	\$ 30,976	\$ 36,117	\$ 27,458
Avg. Market Price at 100%	\$ 30,924	\$ 35,766	\$ 27,637
Avg. Price to Market % (Time of Sale)	101%	101%	99%
Avg. Transaction to Market	100%	101%	99%
Avg. Transactional Discount	\$ 354	\$ 150	\$ 494
Avg. Front-End Gross	\$ 2,623	\$ 2,770	\$ 2,523
Avg. Finance Gross	\$ 2,216	\$ 3,428	\$ 1,386
PUVR	\$ 4,839	\$ 6,198	\$ 3,909
Total Gross (Units & PUVR)	\$ 309,682	\$ 161,145	\$ 148,537
GROI	94%	84%	100%
% with Trade	59%	69%	53%
Avg. Over/Under Allowance	55	324	-137



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	64	22	42
Avg. Days to Sale	60.1	62.0	59.1
Avg. Advertised Price (Time of Sale)	\$ 31,330	\$ 33,495	\$ 29,893
Avg. Transaction Price	\$ 30,976	\$ 33,043	\$ 29,893
Avg. Market Price at 100%	\$ 30,924	\$ 33,456	\$ 29,621
Avg. Price to Market % (Time of Sale)	101%	100%	101%
Avg. Transaction to Market	100%	99%	101%
Avg. Transactional Discount	\$ 354	\$ 452	\$ 303
Avg. Front-End Gross	\$ 2,623	\$ 3,582	\$ 2,121
Avg. Finance Gross	\$ 2,216	\$ 2,652	\$ 1,987
PUVR	\$ 4,839	\$ 6,233	\$ 4,108
Total Gross (Units & PUVR)	\$ 309,682	\$ 137,136	\$ 172,546
GROI	94%	109%	84%
% with Trade	59%	82%	48%
Avg. Over/Under Allowance	55	225	-30



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	64	14	24
% of Retail Units	100%	22%	38%
% Retailed of Non-New Franchise	66%	71%	71%
Avg. Days to Sale	60.1	53.5	53.4
Avg. Transaction Price	\$ 30,976	\$ 33,888	\$ 26,161
Avg. Transaction to Market %	100%	100%	100%
Avg. Transactional Discount	\$ 354	\$ 613	\$ 104
Avg. Front End Gross	\$ 2,623	\$ 2,882	\$ 2,436
Avg. Finance Gross	\$ 2,216	\$ 2,445	\$ 1,804
PUVR	\$ 4,839	\$ 5,327	\$ 4,241
Total Gross (Units & PUVR)	\$ 309,682	\$ 74,572	\$ 101,776
GROI	94%	106%	109%
% with Trade	59%	50%	67%
Avg. Over/Under Allowance	55	-146	19



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	23	0	2
2%	36%	0%	3%
100%	61%	#DIV/0!	0%
14.0	76.9	#DIV/0!	18.5
\$ 15,000	\$ 35,746	#DIV/0!	\$ 21,500
96%	100%	#DIV/0!	93%
\$ 800	\$ 340	#DIV/0!	\$ 1,500
\$ 1,609	\$ 2,095	#DIV/0!	\$ 9,633
\$ 1,336	\$ 2,593	#DIV/0!	\$ 1,643
\$ 2,945	\$ 4,689	#DIV/0!	\$ 11,276
\$ 2,945	\$ 107,837	#DIV/0!	\$ 22,552
505%	61%	#DIV/0!	1021%
100%	61%	#DIV/0!	0%
-300	230	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	64	24	10
% of Retail Units	100%	38%	16%
% Retailed of Non-New Franchise	66%	58%	70%
Avg. Days to Sale	60.1	16.8	37.2
Avg. Transaction Price	\$ 30,976	\$ 27,888	\$ 24,877
Avg. Transaction to Market %	100%	100%	102%
Avg. Transactional Discount	\$ 354	\$ 355	\$ 460
Avg. Front End Gross	\$ 2,623	\$ 3,826	\$ 2,540
Avg. Finance Gross	\$ 2,216	\$ 2,336	\$ 1,459
PUVR	\$ 4,839	\$ 6,162	\$ 3,999
Total Gross (Units & PUVR)	\$ 309,682	\$ 147,879	\$ 39,994
GROI	94%	474%	156%
% with Trade	59%	54%	60%
Avg. Over/Under Allowance	55	-145	-200



46-60 days	61-90 days	90+ days
8	7	15
13%	11%	23%
88%	57%	67%
52.3	78.7	140.3
\$ 35,503	\$ 35,556	\$ 35,431
101%	101%	97%
\$ 635	\$ 157	\$ 225
\$ 2,190	\$ 2,143	\$ 1,210
\$ 1,328	\$ 2,116	\$ 3,047
\$ 3,518	\$ 4,259	\$ 4,257
\$ 28,145	\$ 29,813	\$ 63,851
68%	55%	31%
63%	57%	67%
163	286	400