

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Bridgette Taylor	Darlene Crutcher	Ali Alsalman
Eric Mcpherson	Jeremiah Six	Alonzo Baxter
John Kelly		Benjamin Berry
		Noah Embry
		Jacob Fiske
		Paul Miller
		Alex Persful
		Jacquan Persley
		Phoenix Straub
		Madison Wells
		Harold Gassette

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	CU5527	2020	Ram	1500	15	Street/Curb Buy	Yes	\$ 53,918	\$ 53,918	97%	\$3,522	\$2,797
2	C12840A	2021	GMC	SIERRA	75	Trade on New	No	\$ 64,000	\$ 63,993	95%	\$229	\$1,089
3	CU5337	2018	Chrysler	PACIFICA	113	Other	Yes	\$ 33,385	\$ 33,385	90%	(\$8,736)	\$1,423
4	CU4785	2019	Jeep	GR CHEROKEE	44	Street/Curb Buy	Yes	\$ 47,078	\$ 47,078	99%	\$5,031	\$3,477
5	CU5529	2019	Jeep	CHEROKEE	17	Auction/Wholesale	Yes	\$ 29,500	\$ 28,844	102%	(\$2,175)	\$2,173
6	CU5459A	2016	Ford	F-150	40	Trade on Used	No	\$ 25,500	\$ 25,500	95%	\$3,432	\$3,179
7	C12946A	2019	Jeep	GR CHEROKEE	37	Trade on New	Yes	\$ 37,499	\$ 37,499	96%	\$3,547	\$3,172
8	CU5542A	2019	Jeep	CHEROKEE	9	Trade on Used	Yes	\$ 28,000	\$ 27,992	97%	\$1,768	\$862
9	C13008A	2014	Dodge	CHARGER	10	Trade on New	No	\$ 16,762	\$ 14,663	93%	\$640	\$697
10	C12848A	2016	Jeep	WRANGLER	77	Trade on New	No	\$ 30,000	\$ 30,000	88%	(\$3,294)	\$788
11	CU5473	2017	Mercedes-Benz	300SL	52	Street/Curb Buy	No	\$ 42,000	\$ 42,000	95%	(\$1,773)	\$1,667
12	CU5537	2017	Audi	A4	14	Street/Curb Buy	No	\$ 31,500	\$ 31,397	100%	(\$1,363)	\$2,137
13	CU5433	2019	Nissan	PATHFINDER	70	Street/Curb Buy	No	\$ 31,000	\$ 30,650	93%	(\$1,728)	\$2,479
14	C12975A	2018	Chrysler	PACIFICA	35	Trade on New	No	\$ 35,276	\$ 35,276	94%	\$1,414	\$3,362
15	C12897B	2013	Volkswagen	JETTA	22	Trade on Used	No	\$ 12,000	\$ 11,587	100%	\$948	\$578
16	CU5541	2018	Chrysler	PACIFICA	18	Street/Curb Buy	Yes	\$ 37,000	\$ 36,645	97%	(\$1,438)	\$3,130
17	CU5509	2019	Ram	1500	33	Street/Curb Buy	Yes	\$ 38,791	\$ 38,791	99%	\$1,221	\$1,999
18	C12970A	2014	Jaguar	XJ	15	Trade on New	No	\$ 26,303	\$ 25,803	95%	\$6,484	\$1,717
19	CU5547	2019	Jeep	CHEROKEE	16	Street/Curb Buy	Yes	\$ 31,000	\$ 31,000	98%	\$1,868	\$4,611
20	C12780C	2015	Ford	MUSTANG	45	Trade on Used	No	\$ 22,424	\$ 22,424	98%	\$1,777	\$3,640
21	C12821B	2016	Mazda	6	45	Trade on Used	No	\$ 16,994	\$ 16,994	97%	\$2,812	\$0
22	C12807B	2018	Ford	MUSTANG	24	Trade on Used	No	\$ 26,646	\$ 26,646	96%	\$1,925	\$6,461
23	CU5458A	2019	Cadillac	XT4	49	Trade on Used	No	\$ 35,500	\$ 35,500	91%	\$1,094	\$785
24	CU5463	2021	Jeep	GLADIATOR	68	Auction/Wholesale	Yes	\$ 44,600	\$ 44,500	91%	(\$6,037)	\$4,761
25	CU5502	2021	Chrysler	PACIFICA	40	Street/Curb Buy	Yes	\$ 52,661	\$ 52,661	99%	\$4,630	\$1,623
26	CU5493	2017	Chevrolet	CAMARO	48	Street/Curb Buy	No	\$ 32,000	\$ 31,625	96%	(\$1,565)	\$696
27	C12863A	2017	Chrysler	PACIFICA	60	Trade on New	No	\$ 27,380	\$ 27,221	95%	\$2,198	\$490

28	C12980B	2017	Kia	SPORTAGE	15	Trade on Used	No	\$	18,977	\$	18,977	97%	\$3,141	\$4,237
29	C12764A	2020	Jeep	GR CHEROKEE	56	Trade on New	Yes	\$	44,702	\$	44,702	93%	\$1,146	\$0
30	CL4549	2020	Ram	2500	66	Loaner	Yes	\$	46,500	\$	44,620	93%	\$12,181	\$1,373
31	CU5486	2018	Mercedes-Benz	C CLASS	54	Street/Curb Buy	No	\$	53,898	\$	53,543	97%	\$4,452	\$177
32	CU4785A	2018	Jeep	COMPASS	13	Trade on Used	Yes	\$	27,000	\$	27,000	96%	\$2,268	\$6,069
33	CU5524	2021	Toyota	CAMRY	36	Street/Curb Buy	No	\$	31,000	\$	31,000	99%	(\$923)	\$1,352
34	CU5563	2014	Dodge	TOWN COUNTRY	12	Street/Curb Buy	No	\$	14,000	\$	14,000	100%	\$518	\$1,217
35	CU5560	2016	Ram	1500	13	Street/Curb Buy	NO	\$	35,000	\$	35,000	99%	\$2,781	\$5,128
36	CU5583	2019	Ram	1500	8	Street/Curb Buy	Yes	\$	44,000	\$	43,645	99%	\$2,138	\$3,124
37	C13001A	2019	Jeep	COMPASS	25	Trade on New	Yes	\$	39,000	\$	38,500	98%	\$2,192	\$1,352
38	CU5564	2019	Jeep	CHEROKEE	11	Street/Curb Buy	Yes	\$	27,427	\$	27,427	96%	\$1,931	\$321
39	CU5558	2020	Volkswagen	TIGUAN	18	Street/Curb Buy	No	\$	32,500	\$	32,500	97%	\$2,142	\$1,271
40	CU5505	2021	Jeep	WRANGLER	47	Street/Curb Buy	Yes	\$	56,244	\$	56,000	97%	\$60	\$595
41	C12964A	2013	Honda	ODYSSEY	11	Trade on New	No	\$	15,000	\$	15,000	95%	\$1,324	\$593
42	CU5598	2017	Chrysler	PACIFICA	4	Street/Curb Buy	Yes	\$	23,000	\$	23,000	94%	\$2,054	\$2,161
43	C12921C	2015	Chrysler	TOWN COUNTRY	23	Trade on Used	No	\$	12,000	\$	12,000	91%	\$1,833	\$1,254
44	CU5466A	2017	Jeep	RENEGADE	68	Trade on Used	No	\$	18,613	\$	18,600	96%	(\$1,837)	\$1,256
45	C12700C	2021	Ram	1500	56	Trade on Used	Yes	\$	61,846	\$	61,846	98%	\$1,517	\$2,383
46	CU5591	2019	Jeep	WRANGLER	10	Street/Curb Buy	Yes	\$	44,626	\$	44,626	97%	(\$1,441)	\$2,674
47	CU5527A	2017	BMW	5 SERIES	24	Trade on Used	No	\$	34,500	\$	34,074	96%	\$1,811	\$2,581
48	C13034A	2018	Chrysler	PACIFICA	8	Trade on New	Yes	\$	38,960	\$	38,960	99%	\$5,290	\$3,681
49	C12988A	2019	Nissan	VERSA	20	Trade on New	No	\$	13,470	\$	13,470	93%	\$925	\$0
50	C12994A	2019	Jeep	GR CHEROKEE	27	Trade on New	No	\$	33,500	\$	33,145	96%	\$4,224	\$886
51	CU5610	2021	Volkswagen	PASSAT	3	Street/Curb Buy	No	\$	28,000	\$	27,554	99%	\$2,309	\$1,679
52	C12873B	2021	Toyota	HIGHLANDER	67	Trade on Used	No	\$	49,500	\$	47,713	95%	\$2,206	\$1,149
53	CU5546	2020	Ram	1500	33	Street/Curb Buy	Yes	\$	58,500	\$	58,500	100%	\$1,519	\$4,534

Scoreboard Totals

% Retailed of Non-Franchise Make	40%
Total # Retail Units	105
Avg. Days to Sale	28.8
Avg. Advertised Price (Time of Sale)	\$ 35,039
Avg. Transaction Price	\$ 34,798
Avg. Market Price at 100%	\$ 36,287
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 241
Avg. Front-End Gross	\$ 1,655
Avg. Finance Gross	\$ 2,285
PUVR	\$ 3,940
Total Gross (Units & PUVR)	\$ 413,693
GROI	141%
% with Trade	56%
Avg. Over/Under Allowance	\$527



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	40%	#DIV/0!	#DIV/0!
Total # Retail Units	105	0	0
Avg. Days to Sale	28.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,039	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,798	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 36,287	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 241	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,655	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,285	#DIV/0!	#DIV/0!
PUVR	\$ 3,940	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 413,693	#DIV/0!	#DIV/0!
GROI	141%	#DIV/0!	#DIV/0!
% with Trade	56%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	527	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	40%	#DIV/0!	#DIV/0!
Total # Retail Units	105	0	0
Avg. Days to Sale	28.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,039	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,798	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 36,287	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 241	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,655	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,285	#DIV/0!	#DIV/0!
PUVR	\$ 3,940	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 413,693	#DIV/0!	#DIV/0!
GROI	141%	#DIV/0!	#DIV/0!
% with Trade	56%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	527	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	40%	#DIV/0!	#DIV/0!
Total # Retail Units	105	0	0
Avg. Days to Sale	28.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,039	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,798	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 36,287	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 241	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,655	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,285	#DIV/0!	#DIV/0!
PUVR	\$ 3,940	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 413,693	#DIV/0!	#DIV/0!
GROI	141%	#DIV/0!	#DIV/0!
% with Trade	56%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	527	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	105	48	57
Avg. Days to Sale	28.8	29.0	28.7
Avg. Advertised Price (Time of Sale)	\$ 35,039	\$ 41,047	\$ 29,690
Avg. Transaction Price	\$ 34,798	\$ 40,863	\$ 29,690
Avg. Market Price at 100%	\$ 36,287	\$ 42,198	\$ 31,199
Avg. Price to Market % (Time of Sale)	97%	97%	95%
Avg. Transaction to Market	96%	97%	95%
Avg. Transactional Discount	\$ 241	\$ 183	\$ 290
Avg. Front-End Gross	\$ 1,655	\$ 1,447	\$ 1,829
Avg. Finance Gross	\$ 2,285	\$ 2,855	\$ 1,805
PUVR	\$ 3,940	\$ 4,302	\$ 3,635
Total Gross (Units & PUVR)	\$ 413,693	\$ 206,519	\$ 207,174
GROI	141%	131%	154%
% with Trade	56%	65%	49%
Avg. Over/Under Allowance	527	595	451



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	105	63	42
Avg. Days to Sale	28.8	29.4	27.9
Avg. Advertised Price (Time of Sale)	\$ 35,039	\$ 38,092	\$ 30,164
Avg. Transaction Price	\$ 34,798	\$ 37,887	\$ 30,164
Avg. Market Price at 100%	\$ 36,287	\$ 39,296	\$ 31,624
Avg. Price to Market % (Time of Sale)	97%	97%	95%
Avg. Transaction to Market	96%	96%	95%
Avg. Transactional Discount	\$ 241	\$ 205	\$ 296
Avg. Front-End Gross	\$ 1,655	\$ 1,447	\$ 1,967
Avg. Finance Gross	\$ 2,285	\$ 2,689	\$ 1,680
PUVR	\$ 3,940	\$ 4,136	\$ 3,646
Total Gross (Units & PUVR)	\$ 413,693	\$ 260,548	\$ 153,145
GROI	141%	133%	156%
% with Trade	56%	49%	67%
Avg. Over/Under Allowance	527	499	577



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	105	27	31
% of Retail Units	100%	26%	30%
% Retailed of Non-New Franchise	40%	44%	55%
Avg. Days to Sale	28.8	26.8	29.1
Avg. Transaction Price	\$ 34,798	\$ 34,518	\$ 27,968
Avg. Transaction to Market %	96%	95%	95%
Avg. Transactional Discount	\$ 241	\$ 361	\$ 225
Avg. Front End Gross	\$ 1,655	\$ 2,353	\$ 2,328
Avg. Finance Gross	\$ 2,285	\$ 1,474	\$ 2,351
PUVR	\$ 3,940	\$ 3,828	\$ 4,679
Total Gross (Units & PUVR)	\$ 413,693	\$ 103,343	\$ 145,042
GROI	141%	149%	207%
% with Trade	56%	52%	42%
Avg. Over/Under Allowance	527	542	927



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
42	3	1	0
40%	3%	1%	0%
31%	0%	0%	#DIV/0!
26.2	41.0	66.0	#DIV/0!
\$ 39,843	\$ 34,448	\$ 44,620	#DIV/0!
97%	96%	89%	#DIV/0!
\$ 143	\$ 252	\$ 1,880	#DIV/0!
\$ 1,011	\$ (2,613)	\$ 12,181	#DIV/0!
\$ 2,676	\$ 4,019	\$ 1,373	#DIV/0!
\$ 3,687	\$ 1,406	\$ 13,554	#DIV/0!
\$ 154,848	\$ 4,219	\$ 13,554	#DIV/0!
127%	36%	166%	#DIV/0!
67%	100%	100%	#DIV/0!
400	250	-500	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	1
0%	0%	1%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	113.0
#DIV/0!	#DIV/0!	\$ 33,385
#DIV/0!	#DIV/0!	90%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ (8,736)
#DIV/0!	#DIV/0!	\$ 1,423
#DIV/0!	#DIV/0!	\$ (7,313)
#DIV/0!	#DIV/0!	\$ (7,313)
#DIV/0!	#DIV/0!	-70%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	105	64	20
% of Retail Units	100%	61%	19%
% Retailed of Non-New Franchise	40%	42%	30%
Avg. Days to Sale	28.8	14.6	37.2
Avg. Transaction Price	\$ 34,798	\$ 32,250	\$ 39,216
Avg. Transaction to Market %	96%	96%	97%
Avg. Transactional Discount	\$ 241	\$ 268	\$ 197
Avg. Front End Gross	\$ 1,655	\$ 2,146	\$ 1,726
Avg. Finance Gross	\$ 2,285	\$ 2,386	\$ 2,893
PUVR	\$ 3,940	\$ 4,532	\$ 4,619
Total Gross (Units & PUVR)	\$ 413,693	\$ 290,055	\$ 92,382
GROI	141%	346%	114%
% with Trade	56%	61%	50%
Avg. Over/Under Allowance	527	559	675



46-60 days	61-90 days	90+ days
9	11	1
9%	10%	1%
44%	45%	0%
53.1	68.7	113.0
\$ 42,049	\$ 35,780	\$ 33,385
95%	92%	90%
\$ 15	\$ 376	\$ -
\$ 600	\$ 472	\$ (8,736)
\$ 964	\$ 1,754	\$ 1,423
\$ 1,565	\$ 2,226	\$ (7,313)
\$ 14,082	\$ 24,487	\$ (7,313)
25%	33%	-70%
78%	27%	0%
357	0	#DIV/0!