

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	10323A	2015	Dodge	Dart	4	Trade on New	NO	11980	12980	105%	###	###
2	M1217A	2018	GMC	Sierra 1500	66	Trade on Used	NO	44496	44400	92%	###	###
3	P4340A	2016	Ford	Explorer	77	Trade on Used	NO	18580	18497.5	93%	###	\$ -
4	10472A	2020	Jeep	Cherokee	20	Trade on New	NO	29850	29850	98%	###	###
5	P4354B	2016	Ford	Explorer	77	Trade on Used	NO	27650	27650	97%	###	###
6	10468A	2015	BMW	M3	26	Trade on New	NO	46985	46985	101%	###	###
7	P4400A	2017	Chevrolet	Silverado 1500	84	Trade on Used	NO	31315	31315	86%	###	###
8	10546A	2016	Jeep	Wrangler Unlim	22	Trade on New	NO	38985	38985	101%	###	###
9	10505A	2014	Ford	F-150	10	Trade on New	NO	27980	27980	104%	###	###
10	M1267	2018	Ford	Explorer	22	Street/Curb Buy	NO	35930	35400	103%	###	\$ -
11	M1243	2020	Chevrolet	Corvette	44	Street/Curb Buy	NO	101480	101480	95%	###	###
12	P4401	2018	Ford	Edge	108	Auction/Wholesale	NO	34998	34998	97%	###	###
13	10261D	2019	Ford	F-150	29	Trade on Used	NO	38985	38500	105%	###	###
14	P4406	2020	Ford	Edge	82	Auction/Wholesale	NO	28880	28880	100%	\$ 782.18	###
15	10449A	2010	Mercury	Mariner	20	Trade on New	NO	8528	8528	104%	###	###
16	M1278	2018	Ford	EcoSport	0	Street/Curb Buy	NO	13273	13273	100%	###	###
17	P4345	2018	Toyota	Tundra 4WD	162	Auction/Wholesale	NO	47880	47880	95%	###	###
18	P4350	2017	Chevrolet	Silverado 1500	169	Auction/Wholesale	NO	38900	38900	103%	###	###
19	10471A	2020	Audi	Q3	39	Trade on New	NO	43280	43280	102%	###	###
20	10306A	2017	Ford	F-150	18	Trade on New	NO	45558	45558	104%	###	###
21	M1284	2017	Ford	C-Max Hybrid	4	Street/Curb Buy	NO	16410	16410	100%	\$ 972.00	###
22	10501B	2016	Toyota	4Runner	56	Trade on Used	NO	38540	38540	98%	###	###
23	10541A	2018	Ford	F-150	35	Trade on New	NO	49928	49928	97%	###	###
24	M1277	2018	Ford	Fusion Hybrid	13	Street/Curb Buy	NO	23162	23162	105%	###	###
25	M1286	2018	Ford	Edge	1	Street/Curb Buy	NO	16094.99	16094.99	100%	\$ 750.00	\$ -
26	10583A	2011	Ford	Edge	10	Trade on New	NO	16995	16748.5	126%	###	\$ -

27	10589A	2015	Ford	C-Max Hybrid	9	Trade on New	NO
28	M1252	2019	Porsche	911	49	Street/Curb Buy	NO
29	P4367	2021	Ford	F-150	158	Auction/Wholesale	NO
30	10498A	2020	GMC	Sierra 1500	61	Trade on New	NO
31	P4420	2021	Ford	F-250	49	Auction/Wholesale	NO
32	10581A	2019	Ford	Explorer	21	Trade on New	NO
33	M1251A	2019	Ford	Mustang	41	Trade on New	NO
34	10352A	2015	Ram	1500	68	Trade on New	NO
35	M1282	2015	Toyota	Sienna	18	Street/Curb Buy	NO
36	10571A	2021	Ford	Escape	12	Trade on New	NO
37	10465A	2018	Ford	Edge	80	Trade on New	NO
38	10575A	2018	Ford	Escape	31	Trade on New	NO
39	M1277A	2017	Ford	Fusion	16	Trade on New	NO
40	10267A	2011	Cadillac	CTS-V	10	Trade on New	NO
41	P4368B	2018	Lexus	GX 460	58	Trade on Used	NO
42	10410A	2016	Kia	Soul	28	Trade on New	NO
43	10264A	2015	Ford	Fusion	57	Trade on New	NO
44	M1285	2012	Ford	Fusion	21	Street/Curb Buy	NO
45	10498B	2015	Ford	Edge	15	Trade on Used	NO
46	10586A	2018	Ford	Focus	26	Trade on New	NO
47	10625A	2018	Ford	Focus	0	Trade on New	NO
48	P4430	2018	Ford	Explorer	29	Auction/Wholesale	NO
49	10272A	2021	Mercedes-Benz	AMG GLE 53	21	Trade on New	NO
50	10601A	2020	Ford	Shelby GT350	29	Trade on New	NO
51	M1282A	2021	Ford	F-150	10	Trade on New	NO
52	M1282B	2013	Ford	F-150	0	Trade on Used	NO
53	10548A	2016	Volkswagen	e-Golf	38	Trade on New	NO

17050	17050	105%	###	###
165000	164000	95%	###	###
53985	53985	100%	\$ 1.00	###
54985	54807.5	95%	###	\$ -
68950	68501	98%	###	\$ -
40997	40997	102%	###	###
29295	29295	96%	###	\$ -
27420	27420	91%	###	###
24347	24000	103%	###	###
29986	29986	103%	###	###
26980	26980	94%	###	###
21301	21301	100%	\$ 770.47	\$ -
19970	19970	104%	###	\$ -
39109	39109	100%	###	###
42614	42614	100%	###	###
17985	17800	106%	###	###
13980	13980	91%	###	\$ -
14994	14994	127%	###	\$ -
18691	18500	102%	\$ 407.03	\$ -
16969	16969	102%	###	###
15000	15000	100%	\$(300.00)	###
41429	41429	103%	\$ 606.39	###
105998	102000	100%	###	###
69426	69426	89%	###	###
50985	50985	96%	###	###
16000	16000	100%	\$(800.00)	\$ -
16909	16909	93%	###	###

Scoreboard Totals

% Retailed of Non-Franchise Make	35%
Total # Retail Units	200
Avg. Days to Sale	35.1
Avg. Advertised Price (Time of Sale)	\$ 36,144
Avg. Transaction Price	\$ 35,957
Avg. Market Price at 100%	\$ 36,005
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 187
Avg. Front-End Gross	\$ 2,450
Avg. Finance Gross	\$ 1,810
PUVR	\$ 4,260
Total Gross (Units & PUVR)	\$ 851,919
GROI	122%
% with Trade	34%
Avg. Over/Under Allowance	(\$434)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	SCOTT MILLER	TIM SMITH
% Retailed of Non-New Franchise	35%	38%	30%
Total # Retail Units	200	53	92
Avg. Days to Sale	35.1	38.2	30.2
Avg. Advertised Price (Time of Sale)	\$ 36,144	\$ 47,977	\$ 30,590
Avg. Transaction Price	\$ 35,957	\$ 47,716	\$ 30,508
Avg. Market Price at 100%	\$ 36,005	\$ 48,407	\$ 30,579
Avg. Price to Market % (Time of Sale)	100%	99%	100%
Avg. Transaction to Market	100%	99%	100%
Avg. Transactional Discount	\$ 187	\$ 261	\$ 82
Avg. Front-End Gross	\$ 2,450	\$ 2,857	\$ 2,192
Avg. Finance Gross	\$ 1,810	\$ 1,583	\$ 1,971
PUVR	\$ 4,260	\$ 4,439	\$ 4,163
Total Gross (Units & PUVR)	\$ 851,919	\$ 235,293	\$ 382,950
GROI	122%	88%	163%
% with Trade	34%	45%	35%
Avg. Over/Under Allowance	-434	-452	-335



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JEFF KELSO	JASON HENSLEY	KYLE KRUG	BRAD HEWLETT
39%	#DIV/0!	#DIV/0!	33%
51	0	0	3
35.4	#DIV/0!	#DIV/0!	80.7
\$ 33,736	#DIV/0!	#DIV/0!	\$ 37,437
\$ 33,476	#DIV/0!	#DIV/0!	\$ 36,535
\$ 33,979	#DIV/0!	#DIV/0!	\$ 35,830
99%	#DIV/0!	#DIV/0!	104%
99%	#DIV/0!	#DIV/0!	102%
\$ 260	#DIV/0!	#DIV/0!	\$ 902
\$ 2,736	#DIV/0!	#DIV/0!	\$ 260
\$ 1,779	#DIV/0!	#DIV/0!	\$ 1,447
\$ 4,514	#DIV/0!	#DIV/0!	\$ 1,707
\$ 230,235	#DIV/0!	#DIV/0!	\$ 5,120
137%	#DIV/0!	#DIV/0!	21%
22%	#DIV/0!	#DIV/0!	0%
-683	#DIV/0!	#DIV/0!	#DIV/0!

KATIE MCKINNEY			
100%	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0
169.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 38,900	#DIV/0!	#DIV/0!	#DIV/0!
\$ 38,900	#DIV/0!	#DIV/0!	#DIV/0!
\$ 37,767	#DIV/0!	#DIV/0!	#DIV/0!
103%	#DIV/0!	#DIV/0!	#DIV/0!
103%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ (3,421)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,741	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,680)	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,680)	#DIV/0!	#DIV/0!	#DIV/0!
-9%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Sales Consultant	Totals	DYLAN MEYERS	DEMETRIC MARTIN
% Retailed of Non-New Franchise	35%	43%	47%
Total # Retail Units	200	30	19
Avg. Days to Sale	35.1	31.6	53.9
Avg. Advertised Price (Time of Sale)	\$ 36,144	\$ 38,930	\$ 41,060
Avg. Transaction Price	\$ 35,957	\$ 38,743	\$ 40,895
Avg. Market Price at 100%	\$ 36,005	\$ 39,246	\$ 42,314
Avg. Price to Market % (Time of Sale)	100%	99%	97%
Avg. Transaction to Market	100%	99%	97%
Avg. Transactional Discount	\$ 187	\$ 188	\$ 165
Avg. Front-End Gross	\$ 2,450	\$ 2,495	\$ 2,438
Avg. Finance Gross	\$ 1,810	\$ 2,073	\$ 1,596
PUVR	\$ 4,260	\$ 4,568	\$ 4,035
Total Gross (Units & PUVR)	\$ 851,919	\$ 137,032	\$ 76,656
GROI	122%	134%	66%
% with Trade	34%	37%	42%
Avg. Over/Under Allowance	-434	-1	-355



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RAY BLANCO	JAKE HEWLETT	NATE BARRY	MAX HEWLETT
42%	50%	43%	27%
26	12	7	11
27.3	42.2	33.9	36.0
\$ 26,670	\$ 35,776	\$ 42,608	\$ 36,121
\$ 26,604	\$ 35,604	\$ 42,552	\$ 35,310
\$ 26,524	\$ 35,975	\$ 41,538	\$ 35,811
101%	99%	103%	101%
100%	99%	102%	99%
\$ 66	\$ 172	\$ 56	\$ 811
\$ 1,792	\$ 2,418	\$ 3,168	\$ 3,226
\$ 1,782	\$ 2,119	\$ 2,883	\$ 1,284
\$ 3,574	\$ 4,537	\$ 6,050	\$ 4,510
\$ 92,912	\$ 54,441	\$ 42,353	\$ 49,609
177%	109%	151%	128%
31%	8%	57%	9%
-187	0	-653	1,000

DARRYL WOODARD	JEROME TOLLIVER	MIKE MADRID	BILL SPRINGER
27%	9%	29%	44%
30	22	17	16
29.6	40.9	28.2	28.7
\$ 32,527	\$ 39,889	\$ 29,723	\$ 45,934
\$ 32,527	\$ 39,794	\$ 29,499	\$ 45,633
\$ 32,780	\$ 39,782	\$ 29,740	\$ 46,108
99%	100%	100%	100%
99%	100%	99%	99%
\$ -	\$ 95	\$ 224	\$ 301
\$ 2,413	\$ 1,230	\$ 2,838	\$ 3,797
\$ 2,150	\$ 1,681	\$ 1,485	\$ 1,552
\$ 4,563	\$ 2,911	\$ 4,324	\$ 5,349
\$ 136,886	\$ 64,032	\$ 73,502	\$ 85,582
171%	64%	187%	147%
37%	18%	41%	44%
-732	-553	-514	-870

DAVID NELSON			
22%	#DIV/0!	#DIV/0!	#DIV/0!
9	0	0	0
49.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,316	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,845	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,992	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 472	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,707	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,317	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,025	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36,222	#DIV/0!	#DIV/0!	#DIV/0!
87%	#DIV/0!	#DIV/0!	#DIV/0!
56%	#DIV/0!	#DIV/0!	#DIV/0!
-630	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	JASON HENSLEY	KYLE KRUG
% Retailed of Non-New Franchise	35%	32%	37%
Total # Retail Units	200	88	93
Avg. Days to Sale	35.1	34.5	38.5
Avg. Advertised Price (Time of Sale)	\$ 36,144	\$ 39,087	\$ 34,559
Avg. Transaction Price	\$ 35,957	\$ 38,946	\$ 34,336
Avg. Market Price at 100%	\$ 36,005	\$ 39,143	\$ 34,846
Avg. Price to Market % (Time of Sale)	100%	100%	99%
Avg. Transaction to Market	100%	99%	99%
Avg. Transactional Discount	\$ 187	\$ 141	\$ 223
Avg. Front-End Gross	\$ 2,450	\$ 2,860	\$ 2,324
Avg. Finance Gross	\$ 1,810	\$ 2,268	\$ 1,676
PUVR	\$ 4,260	\$ 5,128	\$ 4,000
Total Gross (Units & PUVR)	\$ 851,919	\$ 451,256	\$ 371,972
GROI	122%	138%	109%
% with Trade	34%	0%	0%
Avg. Over/Under Allowance	-434	-418	-460



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KATIE MCKINNEY			
42%	#DIV/0!	#DIV/0!	#DIV/0!
19	0	0	0
21.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,272	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,052	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,095	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 220	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,162	#DIV/0!	#DIV/0!	#DIV/0!
\$ 348	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,510	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,691	#DIV/0!	#DIV/0!	#DIV/0!
84%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	200
Avg. Days to Sale	35.1	#DIV/0!	35.1
Avg. Advertised Price (Time of Sale)	\$ 36,144	#DIV/0!	\$ 35,957
Avg. Transaction Price	\$ 35,957	#DIV/0!	\$ 35,957
Avg. Market Price at 100%	\$ 36,005	#DIV/0!	\$ 36,285
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	99%
Avg. Transaction to Market	100%	#DIV/0!	99%
Avg. Transactional Discount	\$ 187	#DIV/0!	\$ 187
Avg. Front-End Gross	\$ 2,450	#DIV/0!	\$ 2,450
Avg. Finance Gross	\$ 1,810	#DIV/0!	\$ 1,810
PUVR	\$ 4,260	#DIV/0!	\$ 4,260
Total Gross (Units & PUVR)	\$ 851,919	#DIV/0!	\$ 851,919
GROI	122%	#DIV/0!	122%
% with Trade	34%	#DIV/0!	34%
Avg. Over/Under Allowance	-434	#DIV/0!	-434



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	130	70
Avg. Days to Sale	35.1	31.1	42.4
Avg. Advertised Price (Time of Sale)	\$ 36,144	\$ 35,354	\$ 37,373
Avg. Transaction Price	\$ 35,957	\$ 35,195	\$ 37,373
Avg. Market Price at 100%	\$ 36,005	\$ 35,135	\$ 38,422
Avg. Price to Market % (Time of Sale)	100%	101%	97%
Avg. Transaction to Market	100%	100%	97%
Avg. Transactional Discount	\$ 187	\$ 159	\$ 238
Avg. Front-End Gross	\$ 2,450	\$ 2,423	\$ 2,499
Avg. Finance Gross	\$ 1,810	\$ 1,917	\$ 1,612
PUVR	\$ 4,260	\$ 4,340	\$ 4,111
Total Gross (Units & PUVR)	\$ 851,919	\$ 564,168	\$ 287,750
GROI	122%	143%	93%
% with Trade	34%	0%	96%
Avg. Over/Under Allowance	-434	-596	-142



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	87	23
% of Retail Units	100%	44%	12%
% Retailed of Non-New Franchise	35%	40%	43%
Avg. Days to Sale	35.1	28.3	38.7
Avg. Transaction Price	\$ 35,957	\$ 33,822	\$ 30,807
Avg. Transaction to Market %	100%	100%	98%
Avg. Transactional Discount	\$ 187	\$ 202	\$ 132
Avg. Front End Gross	\$ 2,450	\$ 3,404	\$ 2,466
Avg. Finance Gross	\$ 1,810	\$ 1,684	\$ 2,172
PUVR	\$ 4,260	\$ 5,088	\$ 4,638
Total Gross (Units & PUVR)	\$ 851,919	\$ 442,627	\$ 106,684
GROI	122%	192%	140%
% with Trade	34%	40%	48%
Avg. Over/Under Allowance	-434	-435	-332



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
51	39	0	0
26%	20%	0%	0%
20%	38%	#DIV/0!	#DIV/0!
18.5	69.9	#DIV/0!	#DIV/0!
\$ 37,691	\$ 41,492	#DIV/0!	#DIV/0!
100%	101%	#DIV/0!	#DIV/0!
\$ 223	\$ 137	#DIV/0!	#DIV/0!
\$ 2,318	\$ 483	#DIV/0!	#DIV/0!
\$ 1,777	\$ 1,921	#DIV/0!	#DIV/0!
\$ 4,095	\$ 2,404	#DIV/0!	#DIV/0!
\$ 208,843	\$ 93,764	#DIV/0!	#DIV/0!
212%	30%	#DIV/0!	#DIV/0!
20%	28%	#DIV/0!	#DIV/0!
-226	-718	#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	200	99	35
% of Retail Units	100%	50%	18%
% Retailed of Non-New Franchise	35%	27%	51%
Avg. Days to Sale	35.1	12.8	37.1
Avg. Transaction Price	\$ 35,957	\$ 33,251	\$ 35,237
Avg. Transaction to Market %	100%	102%	100%
Avg. Transactional Discount	\$ 187	\$ 232	\$ 153
Avg. Front End Gross	\$ 2,450	\$ 3,037	\$ 2,962
Avg. Finance Gross	\$ 1,810	\$ 1,774	\$ 1,791
PUVR	\$ 4,260	\$ 4,811	\$ 4,753
Total Gross (Units & PUVR)	\$ 851,919	\$ 476,329	\$ 166,353
GROI	122%	406%	131%
% with Trade	34%	31%	49%
Avg. Over/Under Allowance	-434	-267	-427



46-60 days	61-90 days	90+ days
15	31	9
8%	16%	5%
53%	42%	33%
52.7	75.6	146.1
\$ 53,358	\$ 37,606	\$ 50,774
97%	96%	97%
\$ 365	\$ 59	\$ 187
\$ 2,694	\$ 1,520	\$ (977)
\$ 1,453	\$ 2,195	\$ 2,421
\$ 4,147	\$ 3,715	\$ 1,444
\$ 62,211	\$ 115,161	\$ 12,997
53%	47%	7%
7%	42%	44%
0	-674	-1,188