

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Ryan Christie	Paul Crapo	Tom Carpenter
James Walsh	Jason Gourlie	Dave Scullen
Rueben Van Der Merwe		Joshua May
		Kyle Schofield
		Robert Prindle
		Ralph Gast
		Cam Firth
		Chad Scott
		Tom Carpenter
		Dave Scullen
		Joshua May
		Kyle Schofield
		Robert Prindle
		Ralph Gast
		Cam Firth
		Chad Scott

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	13900-3	2018	Nissan	Murano	34	Trade on Used	Yes	\$ 31,498	\$ 31,498	91%	\$1,416	\$4,194
2	13962-1	2002	Chevrolet	Impala	50	Street/Curb Buy	No	\$ 4,279	\$ 4,279		\$1,764	\$0
3	13935-1	2014	Ford	Focus	46	Street/Curb Buy	Yes	\$ 14,998	\$ 14,665	90%	\$650	\$2,179
4	13907-1	2017	Chevrolet	Silverado	82	Trade on Used	Yes	\$ 38,498	\$ 38,498	93%	\$1,141	\$1,598
5	13902-2	2015	Chevrolet	Trax	72	Trade on Used	Yes	\$ 11,500	\$ 11,500	88%	\$33	\$2,290
6	10794A	2006	Honda	Civic	7	Trade on New	no	\$ 6,000	\$ 6,000	92%	\$2,601	\$0
7	10731B	2015	Chevrolet	Equinox	17	Trade on Used	Yes	\$ 16,998	\$ 16,998	101%	\$2,030	\$1,046
8	13958-1	2013	Hyundai	Tucson	3	Trade on Used	no	\$ 14,998	\$ 14,998	99%	\$5,395	\$1,000
9	13912-1	2018	Chevrolet	Cruze	97	Street/Curb Buy	Yes	\$ 16,742	\$ 16,500	74%	(\$1,543)	\$0
10	10711C	2017	Dodge	Caravan	29	Trade on Used	Yes	\$ 29,998	\$ 29,998	97%	\$3,018	\$300
11	13944-1	2018	Cadillac	Escalade	62	Street/Curb Buy	Yes	\$ 74,998	\$ 74,998	93%	\$985	\$2,498
12	10244A	2016	Chevrolet	Cruze	48	Trade on New	No	\$ 12,000	\$ 12,000	84%	\$543	\$1,541
13	10730A	2014	Ram	1500	54	Trade on New	No	\$ 20,000	\$ 20,000	91%	\$2,189	\$0
14	13942-1	2019	Mazda	CX-5	47	Street/Curb Buy	Yes	\$ 35,998	\$ 35,998	95%	\$465	\$2,921
15	10724A	2018	Chevrolet	Traverse	14	Trade on New	Yes	\$ 39,998	\$ 39,998	100%	\$4,580	\$5,759
16	10691B	2012	Jeep	GRAND CHEROKEE	33	Trade on Used	No	\$ 15,998	\$ 15,998	96%	\$1,735	\$0
17	10799A	2017	Cadillac	XT5	11	Trade on New	Yes	\$ 43,998	\$ 43,498	97%	\$2,911	\$3,565
18	13840-2	2015	GMC	Sierra	5	Trade on Used	Yes	\$ 39,998	\$ 39,998	96%	\$7,056	\$2,212
19	10731C	2015	Chevrolet	TRAX	7	Trade on Used	Yes	\$ 16,000	\$ 16,000	106%	\$844	\$2,700
20	10545C	2015	Ford	F-150	64	Trade on Used	No	\$ 21,498	\$ 21,498	83%	\$1,970	\$1,380
21	10787A	2019	Chevrolet	COLORADO	7	Trade on New	No	\$ 39,998	\$ 39,998	84%	\$4,699	\$500
22	10672A	2013	GMC	Sierra	45	Trade on New	No	\$ 14,998	\$ 14,998	90%	\$2,657	\$0
23	10780A	2020	Chevrolet	Silverado	23	Trade on New	Yes	\$ 51,998	\$ 51,998	98%	\$3,780	\$4,582
24	10639A	2015	Chevrolet	Silverado	30	Trade on New	Yes	\$ 24,998	\$ 24,998	100%	\$4,489	\$300
25	10797A	2013	Hyundai	SANTE FE	21	Trade on New	No	\$ 15,000	\$ 15,000	93%	\$2,900	\$3,389
26	10671B	2014	GMC	Sierra	46	Trade on Used	No	\$ 20,998	\$ 20,998	95%	\$1,191	\$0
27	10773E	2014	Chevrolet	Equinox	8	Trade on Used	Yes	\$ 20,248	\$ 19,748	94%	\$719	\$1,054
28	13920-1	2017	Chevrolet	Traverse	19	Street/Curb Buy	Yes	\$ 25,000	\$ 25,000	90%	\$760	\$4,951
29	13960-1	2016	Chevrolet	CORVETTE	22	Street/Curb Buy	Yes	\$ 73,998	\$ 73,205	97%	\$6,837	\$2,074

30	10773A	2017	Honda	CRV	49	Trade on New	Yes	\$	27,000	\$	27,000	96%	(\$240)	\$300
31	13961-1	2018	Chevrolet	CRUZE	26	Street/Curb Buy	Yes	\$	20,998	\$	20,998	92%	\$4,780	\$8,311
32	13963-1	2012	Chevrolet	Cruze	12	Street/Curb Buy	No	\$	11,998	\$	11,998	104%	\$4,033	\$0
33	10605B	2015	GMC	TERRAIN	84	Trade on Used	No	\$	12,500	\$	12,500	88%	\$2,341	\$2,341
34	10722A	2019	Ram	1500	34	Trade on New	Yes	\$	45,998	\$	45,998	92%	\$3,705	\$0
35	13969-1	2021	Buick	ENCLAVE	18	Street/Curb Buy	Yes	\$	47,998	\$	47,998	93%	\$4,050	\$300
36	13947-1	2015	Ford	F150	52	Street/Curb Buy	Yes	\$	25,998	\$	25,998	93%	\$2,084	\$2,384
37	10565A	2019	Chevrolet	Equinox	28	Trade on New	Yes	\$	28,998	\$	28,998	92%	\$4,342	\$5,829
38	10807A	2018	Chevrolet	TRAX	50	Trade on New	Yes	\$	24,000	\$	24,000	94%	\$4,342	\$5,284
39	13953-1	2018	Toyota	RAV 4	49	Street/Curb Buy	Yes	\$	31,998	\$	31,776	92%	\$3,327	\$300
40	13968-1	2012	Hyundai	ACCENT	9	Street/Curb Buy	No	\$	13,998	\$	13,998	94%	\$3,086	\$1,000
41	10782A	2019	Chevrolet	COLORADO	44	Trade on New	Yes	\$	38,998	\$	38,998	94%	\$4,919	\$1,080
42	13972-1	2015	Chevrolet	Equinox	6	Street/Curb Buy	No	\$	11,998	\$	11,998		\$3,148	\$0
43	13967-1	2014	Hyundai	SANTE FE	1	Street/Curb Buy	Yes	\$	16,998	\$	16,998	108%	\$1,398	\$300
44	13937-1	2018	Jeep	COMPASS	78	Street/Curb Buy	Yes	\$	24,000	\$	24,000	89%	(\$970)	\$5,955
45	10720A	2013	Cadillac	SRX	1	Trade on New	No	\$	13,998	\$	13,998	98%	\$1,322	\$491
46	10784A	2015	Dodge	GRAND CARAVAN	51	Trade on New	Yes	\$	14,998	\$	14,656	89%	\$2,779	\$300
47	13974-1	2017	Chevrolet	TRAX	4	Street/Curb Buy	Yes	\$	18,998	\$	18,998	90%	\$2,244	\$5,635
48	13943-1	2016	Ford	ESCAPE	37	Street/Curb Buy	Yes	\$	21,998	\$	21,700	92%	(\$752)	\$500
49	10789A	2019	Chevrolet	Equinox	42	Trade on New	Yes	\$	33,998	\$	33,998	96%	\$1,670	\$799
50	10691C	2013	Ram	1500	29	Trade on Used	No	\$	20,998	\$	20,998	88%	\$2,151	\$0
51	10798A	2018	Cadillac	XT5	21	Trade on New	Yes	\$	39,998	\$	39,998	97%	\$3,177	\$794
52	10773F	2019	Buick	ENCORE	15	Trade on Used	Yes	\$	27,998	\$	27,998	88%	\$3,403	\$1,413
53	10797B	2019	Honda	PILOT	17	Trade on Used	Yes	\$	43,998	\$	43,998	100%	\$3,315	\$9,950

Scoreboard Totals

% Retailed of Non-Franchise Make	50%
Total # Retail Units	56
Avg. Days to Sale	32.8
Avg. Advertised Price (Time of Sale)	\$ 26,244
Avg. Transaction Price	\$ 26,187
Avg. Market Price at 100%	\$ 27,959
Avg. Price to Market % (Time of Sale)	94%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 58
Avg. Front-End Gross	\$ 2,476
Avg. Finance Gross	\$ 1,959
PUVR	\$ 4,435
Total Gross (Units & PUVR)	\$ 248,387
GROI	186%
% with Trade	30%
Avg. Over/Under Allowance	(\$9)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	50%	#DIV/0!	#DIV/0!
Total # Retail Units	56	0	0
Avg. Days to Sale	32.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,244	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,187	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,959	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 58	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,476	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,959	#DIV/0!	#DIV/0!
PUVR	\$ 4,435	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 248,387	#DIV/0!	#DIV/0!
GROI	186%	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-9	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Dave Scullen	Matt Vollmers
% Retailed of Non-New Franchise	50%	22%	#DIV/0!
Total # Retail Units	56	9	0
Avg. Days to Sale	32.8	22.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,244	\$ 30,085	#DIV/0!
Avg. Transaction Price	\$ 26,187	\$ 29,941	#DIV/0!
Avg. Market Price at 100%	\$ 27,959	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 58	\$ 144	#DIV/0!
Avg. Front-End Gross	\$ 2,476	\$ 3,533	#DIV/0!
Avg. Finance Gross	\$ 1,959	\$ 2,354	#DIV/0!
PUVR	\$ 4,435	\$ 5,888	#DIV/0!
Total Gross (Units & PUVR)	\$ 248,387	\$ 52,990	#DIV/0!
GROI	186%	309%	#DIV/0!
% with Trade	30%	11%	#DIV/0!
Avg. Over/Under Allowance	-9	0	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	50%	#DIV/0!	#DIV/0!
Total # Retail Units	56	0	0
Avg. Days to Sale	32.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,244	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,187	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,959	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 58	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,476	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,959	#DIV/0!	#DIV/0!
PUVR	\$ 4,435	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 248,387	#DIV/0!	#DIV/0!
GROI	186%	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-9	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	56	36	20
Avg. Days to Sale	32.8	34.5	29.7
Avg. Advertised Price (Time of Sale)	\$ 26,244	\$ 31,734	\$ 16,363
Avg. Transaction Price	\$ 26,187	\$ 31,645	\$ 16,363
Avg. Market Price at 100%	\$ 27,959	\$ 33,647	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	94%	#DIV/0!
Avg. Transaction to Market	94%	94%	#DIV/0!
Avg. Transactional Discount	\$ 58	\$ 90	\$ -
Avg. Front-End Gross	\$ 2,476	\$ 2,437	\$ 2,546
Avg. Finance Gross	\$ 1,959	\$ 2,602	\$ 804
PUVR	\$ 4,435	\$ 5,039	\$ 3,349
Total Gross (Units & PUVR)	\$ 248,387	\$ 181,401	\$ 66,986
GROI	186%	166%	248%
% with Trade	30%	36%	20%
Avg. Over/Under Allowance	-9	-15	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	56	28	28
Avg. Days to Sale	32.8	30.5	35.1
Avg. Advertised Price (Time of Sale)	\$ 26,244	\$ 28,472	\$ 23,974
Avg. Transaction Price	\$ 26,187	\$ 28,400	\$ 23,974
Avg. Market Price at 100%	\$ 27,959	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 58	\$ 73	\$ 43
Avg. Front-End Gross	\$ 2,476	\$ 2,608	\$ 2,344
Avg. Finance Gross	\$ 1,959	\$ 2,361	\$ 1,558
PUVR	\$ 4,435	\$ 4,970	\$ 3,901
Total Gross (Units & PUVR)	\$ 248,387	\$ 139,148	\$ 109,239
GROI	186%	207%	167%
% with Trade	30%	32%	29%
Avg. Over/Under Allowance	-9	-1	-18



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	56	20	17
% of Retail Units	100%	36%	30%
% Retailed of Non-New Franchise	50%	35%	71%
Avg. Days to Sale	32.8	30.1	33.5
Avg. Transaction Price	\$ 26,187	\$ 28,207	\$ 23,366
Avg. Transaction to Market %	94%	93%	#DIV/0!
Avg. Transactional Discount	\$ 58	\$ 42	\$ 29
Avg. Front End Gross	\$ 2,476	\$ 2,976	\$ 2,380
Avg. Finance Gross	\$ 1,959	\$ 1,897	\$ 1,910
PUVR	\$ 4,435	\$ 4,873	\$ 4,290
Total Gross (Units & PUVR)	\$ 248,387	\$ 97,465	\$ 72,937
GROI	186%	207%	197%
% with Trade	30%	40%	24%
Avg. Over/Under Allowance	-9	-51	29



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
19	0	0	0
34%	0%	0%	0%
47%	#DIV/0!	#DIV/0!	#DIV/0!
34.9	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,584	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 99	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,036	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,069	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,104	#DIV/0!	#DIV/0!	#DIV/0!
\$ 77,985	#DIV/0!	#DIV/0!	#DIV/0!
159%	#DIV/0!	#DIV/0!	#DIV/0!
26%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#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	56	31	7
% of Retail Units	100%	55%	13%
% Retailed of Non-New Franchise	50%	39%	71%
Avg. Days to Sale	32.8	15.6	38.4
Avg. Transaction Price	\$ 26,187	\$ 26,852	\$ 29,027
Avg. Transaction to Market %	94%	#DIV/0!	93%
Avg. Transactional Discount	\$ 58	\$ 58	\$ 43
Avg. Front End Gross	\$ 2,476	\$ 3,234	\$ 2,193
Avg. Finance Gross	\$ 1,959	\$ 2,319	\$ 939
PUVR	\$ 4,435	\$ 5,553	\$ 3,132
Total Gross (Units & PUVR)	\$ 248,387	\$ 172,142	\$ 21,923
GROI	186%	476%	101%
% with Trade	30%	26%	14%
Avg. Over/Under Allowance	-9	7	-36



46-60 days	61-90 days	90+ days
11	6	1
20%	11%	2%
73%	50%	0%
49.3	73.7	97.0
\$ 21,034	\$ 30,499	\$ 16,500
#DIV/0!	89%	73%
\$ 82	\$ -	\$ 242
\$ 1,736	\$ 917	\$ (1,543)
\$ 1,383	\$ 2,677	\$ -
\$ 3,118	\$ 3,594	\$ (1,543)
\$ 34,303	\$ 21,562	\$ (1,543)
108%	58%	-35%
36%	67%	0%
-45	0	0