

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
MICHAEL YATES	GARY ARVAZZETTI	JACK DETHEROW
ROY GAINER	ERIC RODER	JEFF SHIRLEY
GREG CHAVERS	JONATHAN GUERRA	NATE HAAG
NICK KOWALSKY	JOHN CLARK	RODGER GLOVER
TODD CARTER	ALI HUSIEN	SIBEL RUSSELL
		DAVID HIGHTOWER
		GUILLERMO GALINDO
		NOAH DEVENEY
		SHELLY TRIVETTE
		SHERYL LOPEZ
		EVAN KAFFERLY
		ALEX SMITH
		TANNER LAMPERT
		VINCE COX
		MALACHI GLENN
		FERNANDO MEZA
		CURT REISER
		CLAYTON WHITE
		WAYNE MCBROOM







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.												
1	TGR356631	2016	CHEVROLET	SUBURBAN	21	Trade on New		\$ 31,700	\$ 31,700	93%	\$1,698	\$0
2	PKT622557	2019	JEEP	COMPASS	33	Street/Curb Buy		\$ 24,172	\$ 24,172	97%	\$222	\$2,402
3	TMW506909	2021	JEEP	WRANGLER	51	Trade on New		\$ 51,061	\$ 51,061	96%	\$7,611	\$988
4	TG1284134	2016	MAZDA	3	16	Trade on New	NO	\$ 17,000	\$ 16,500	100%	\$532	\$2,168
5	TJV019724	2018	Mercedes-Benz	GLC	100	Trade on New	No	\$ 34,716	\$ 34,716	92%	\$1,848	
6	TKR576415	2019	Chrysler	PACIFICA	16	Trade on New	Yes	\$ 31,145	\$ 30,452	96%	\$959	\$290
7	TJG417156	2018	KIA	SORENTO	30	Trade on Used	No	\$ 21,086	\$ 21,086	92%	\$1,843	\$1,570
8	TKC603224	2019	Volkswagen	ATLAS	17	Trade on New	No	\$ 38,000	\$ 38,000	98%	(\$1,697)	\$150
9	TLKB18531	2020	FORD	TRANSIT	42	Trade on New	No	\$ 58,400	\$ 58,400	101%	\$18,089	
10	PH0199897	2017	CHEVROLET	CAMARO	25	Street/Curb Buy	No	\$ 26,335	\$ 26,178	99%	\$2,622	\$2,879
11	TKY433177	2019	NISSAN	SENTRA	11	Trade on Used	No	\$ 20,000	\$ 20,000	98%	\$1,230	\$2,421
12	TJBC252212	2018	FORD	EDGE	25	Trade on New	No	\$ 29,159	\$ 28,856	92%	(\$41)	\$3,319
13	RJC042589	2018	TOYOTA	COROLLA	13	Trade on Used	No	\$ 20,318	\$ 20,318	99%	\$4,535	\$1,635
14	TK3351573	2019	SUBARU	OUTBACK	149	Trade on New	No	\$ 23,000	\$ 23,000	82%	\$76	\$2,066
15	TLL240320	2020	GMC	TERRAIN	82	Trade on Used	No	\$ 25,687	\$ 25,687	86%	(\$1,929)	\$0
16	TES225407	2014	Ram	1500	33	Trade on Used	No	\$ 26,777	\$ 26,777	97%	\$2,949	\$0
17	PKN811166	2019	RAM	1500	26	Auction/Wholesale	Yes	\$ 48,628	\$ 48,628	101%	\$3,036	\$2,046
18	TLS019096	2020	TOYOTA	HIGHLANDER	55	Trade on New	No	\$ 38,887	\$ 38,887	93%	(\$2,052)	\$1,463
19	TDL552727	2013	JEEP	WRANGLER	37	Trade on Used	No	\$ 22,368	\$ 22,368	98%	\$86	\$901
20	TJFB49077	2018	FORD	F150	47	Trade on Used	No	\$ 28,717	\$ 28,717	96%	\$2,926	\$2,476
21	TJA053338	2018	INFINITI	QX30	137	Trade on New	No	\$ 24,000	\$ 23,676	92%	(\$5,232)	\$705
22	TFH718571	2015	DODGE	CHALLENGER	13	Trade on New	No	\$ 37,000	\$ 37,000	102%	\$3,594	\$3,225
23	PMC791478	2021	Dodge	DURANGO	39	Street/Curb Buy	Yes	\$ 47,751	\$ 47,751	94%	\$8	\$2,870
24	TGG155912	2016	RAM	2500	46	Trade on New	No	\$ 38,751	\$ 38,751	95%	(\$6,815)	\$318
25	THEL11613	2017	LINCOLN	NAVIGATOR	168	Trade on Used	No	\$ 35,000	\$ 32,500	90%	(\$3,115)	\$0
26	THS590269	2017	RAM	1500	24	Trade on New	Yes	\$ 25,036	\$ 26,536	98%	\$3,288	\$3,771
27	TMT041216	2021	TOYOTA	TACOMA	28	Trade on New	No	\$ 42,974	\$ 43,925	95%	\$2,506	\$8,224
28	TDL682199	2013	NISSAN	SENTRA	28	Trade on Used	No	\$ 9,900	\$ 9,591	90%	\$2,037	\$0
29	PKH690255	2019	DODGE	CHALLENGER	47	Street/Curb Buy	Yes	\$ 30,512	\$ 30,512	95%	\$4,000	\$1,566

30	TGL238603	2016	JEEP	WRANGLER	2	Trade on Used	Yes	\$ 28,500	\$ 28,500	98%	\$1,000	\$160
31	TDG140794	2013	FORD	TAURUS	74	Trade on Used	No	\$ 10,900	\$ 10,900	83%	(\$398)	\$1,555
32	TKBB03396	2019	FORD	EDGE	42	Trade on New	No	\$ 31,000	\$ 30,800	87%	(\$1,926)	\$1,450
33	THG699240	2017	RAM	1500	6	Trade on New	No	\$ 27,000	\$ 26,500	104%	\$1,332	\$3,113
34	TMH590458	2021	DODGE	CHALLENGER	64	Trade on Used	No	\$ 76,000	\$ 76,702	95%	\$2,738	\$3,190
35	PJG157118	2018	RAM	2500	154	Auction/Wholesale	Yes	\$ 52,000	\$ 52,000	92%	(\$4,202)	\$2,701
36	TGS370257	2016	RAM	1500	31	Trade on New	No	\$ 28,000	\$ 28,000	99%	\$2,207	\$3,980
37	TLJ176402	2020	BUICK	ENCLAVE	41	Trade on New	No	\$ 37,516	\$ 37,000	91%	\$1,113	\$1,419
38	TLN418176	2020	RAM	1500	183	Trade on New	Yes	\$ 46,500	\$ 46,000	99%	(\$4,833)	\$350
39	TNG140666	2022	KIA	K5	33	Trade on New	No	\$ 35,434	\$ 35,434	99%	\$2,617	\$1,000
40	TNH137810	2022	DODGE	CHALLENGER	2	Trade on Used	Yes	\$ 66,000	\$ 61,000	115%	\$5,019	\$2,357
41	TGUB82062	2016	FORD	ESCAPE	26	Trade on Used	No	\$ 17,000	\$ 16,000	95%	\$720	\$172
42	THW517924	2017	JEEP	CHEROKEE	26	Trade on Used	No	\$ 21,709	\$ 21,709	97%	\$788	\$0
43	TJG325299	2018	GMC	SIERRA	42	Trade on New	No	\$ 44,923	\$ 44,700	95%	\$646	\$4,016
44	TLZ112725	2020	CHEVROLET	SILVERADO	6	Trade on New	No	\$ 51,642	\$ 51,642	99%	\$3,606	\$1,304
45	PLR250379	2020	CHRYSLER	PACIFICA	1	Loaner	Yes	\$ 37,650	\$ 37,650	99%	\$3,404	\$649
46	PLKD25827	2020	FORD	F150	57	Auction/Wholesale	No	\$ 50,000	\$ 50,000	93%	(\$1,591)	\$1,118
47	RLH199398	2020	DODGE	CHARGER	3	Trade on New	Yes	\$ 53,000	\$ 53,000	105%	\$7,636	\$5,542
48	TKR569397	2019	CHRYSLER	PACIFICA	29	Trade on New	Yes	\$ 40,103	\$ 40,103	98%	\$2,221	\$2,110
49	TCL105725	2012	JEEP	WRANGLER	35	Trade on Used	No	\$ 26,815	\$ 26,815	96%	\$3,218	\$299
50	THU792775	2017	TOYOTA	CAMRY	24	Trade on Used	No	\$ 21,885	\$ 21,885	99%	\$1,509	\$0
51	THG579182	2017	RAM	2500	38	Trade on New	No	\$ 37,000	\$ 36,250	94%	\$1,250	\$0
52	B5162412T	2011	FORD	MUSTANG	39	Trade on Used	No	\$ 19,447	\$ 19,000	95%	\$968	\$2,403

## Scoreboard Totals

% Retailed of Non-Franchise Make	58%
Total # Retail Units	199
Avg. Days to Sale	37.9
Avg. Advertised Price (Time of Sale)	\$ 31,544
Avg. Transaction Price	\$ 31,213
Avg. Market Price at 100%	\$ 16,783
Avg. Price to Market % (Time of Sale)	188%
Avg. Transaction to Market	186%
Avg. Transactional Discount	\$ 331
Avg. Front-End Gross	\$ 1,314
Avg. Finance Gross	\$ 1,925
PUVR	\$ 3,219
Total Gross (Units & PUVR)	\$ 640,572
GROI	98%
% with Trade	46%
Avg. Over/Under Allowance	(\$720)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	58%	#DIV/0!	#DIV/0!
Total # Retail Units	199	0	0
Avg. Days to Sale	37.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,544	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,213	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 16,783	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	188%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	186%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 331	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,314	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,925	#DIV/0!	#DIV/0!
PUVR	\$ 3,219	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 640,572	#DIV/0!	#DIV/0!
GROI	98%	#DIV/0!	#DIV/0!
% with Trade	46%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-720	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	58%	#DIV/0!	#DIV/0!
Total # Retail Units	199	0	0
Avg. Days to Sale	37.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,544	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,213	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 16,783	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	188%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	186%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 331	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,314	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,925	#DIV/0!	#DIV/0!
PUVR	\$ 3,219	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 640,572	#DIV/0!	#DIV/0!
GROI	98%	#DIV/0!	#DIV/0!
% with Trade	46%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-720	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	58%	#DIV/0!	#DIV/0!
Total # Retail Units	199	0	0
Avg. Days to Sale	37.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,544	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,213	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 16,783	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	188%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	186%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 331	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,314	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,925	#DIV/0!	#DIV/0!
PUVR	\$ 3,219	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 640,572	#DIV/0!	#DIV/0!
GROI	98%	#DIV/0!	#DIV/0!
% with Trade	46%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-720	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	199	46	135
Avg. Days to Sale	37.9	45.7	36.1
Avg. Advertised Price (Time of Sale)	\$ 31,544	\$ 39,810	\$ 28,919
Avg. Transaction Price	\$ 31,213	\$ 38,547	\$ 28,919
Avg. Market Price at 100%	\$ 16,783	\$ 39,560	\$ 30,487
Avg. Price to Market % (Time of Sale)	188%	101%	95%
Avg. Transaction to Market	186%	97%	95%
Avg. Transactional Discount	\$ 331	\$ 1,262	\$ 33
Avg. Front-End Gross	\$ 1,314	\$ 870	\$ 1,448
Avg. Finance Gross	\$ 1,925	\$ 2,501	\$ 1,734
PUVR	\$ 3,219	\$ 3,371	\$ 3,156
Total Gross (Units & PUVR)	\$ 640,572	\$ 155,074	\$ 426,047
GROI	98%	69%	109%
% with Trade	46%	61%	41%
Avg. Over/Under Allowance	-720	-863	-630



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	199	84	115
Avg. Days to Sale	37.9	37.9	37.8
Avg. Advertised Price (Time of Sale)	\$ 31,544	\$ 35,257	\$ 28,802
Avg. Transaction Price	\$ 31,213	\$ 34,515	\$ 28,802
Avg. Market Price at 100%	\$ 16,783	\$ 35,570	\$ 30,542
Avg. Price to Market % (Time of Sale)	188%	99%	94%
Avg. Transaction to Market	186%	97%	94%
Avg. Transactional Discount	\$ 331	\$ 743	\$ 30
Avg. Front-End Gross	\$ 1,314	\$ 1,276	\$ 1,341
Avg. Finance Gross	\$ 1,925	\$ 2,312	\$ 1,636
PUVR	\$ 3,219	\$ 3,589	\$ 2,949
Total Gross (Units & PUVR)	\$ 640,572	\$ 301,439	\$ 339,132
GROI	98%	99%	97%
% with Trade	46%	56%	38%
Avg. Over/Under Allowance	-720	-781	-657



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	199	93	74
% of Retail Units	100%	47%	37%
% Retailed of Non-New Franchise	58%	60%	68%
Avg. Days to Sale	37.9	37.6	36.9
Avg. Transaction Price	\$ 31,213	\$ 33,987	\$ 25,583
Avg. Transaction to Market %	186%	189%	104%
Avg. Transactional Discount	\$ 331	\$ 675	\$ (98)
Avg. Front End Gross	\$ 1,314	\$ 1,702	\$ 1,073
Avg. Finance Gross	\$ 1,925	\$ 2,119	\$ 1,500
PUVR	\$ 3,219	\$ 3,776	\$ 2,573
Total Gross (Units & PUVR)	\$ 640,572	\$ 351,125	\$ 190,392
GROI	98%	106%	98%
% with Trade	46%	47%	39%
Avg. Over/Under Allowance	-720	-667	-641



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
11	16	3	0
6%	8%	2%	0%
55%	6%	0%	#DIV/0!
29.9	57.2	1.3	#DIV/0!
\$ 28,795	\$ 41,736	\$ 36,521	#DIV/0!
94%	684%	99%	#DIV/0!
\$ 231	\$ 419	\$ 362	#DIV/0!
\$ 1,373	\$ 297	\$ 1,784	#DIV/0!
\$ 1,928	\$ 3,093	\$ 1,049	#DIV/0!
\$ 3,301	\$ 3,391	\$ 2,833	#DIV/0!
\$ 36,312	\$ 54,249	\$ 8,500	#DIV/0!
138%	51%	2095%	#DIV/0!
55%	63%	33%	#DIV/0!
-1,224	-701	-1,200	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	2
0%	0%	1%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	27.5
#DIV/0!	#DIV/0!	\$ 31,750
#DIV/0!	#DIV/0!	93%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ (758)
#DIV/0!	#DIV/0!	\$ 755
#DIV/0!	#DIV/0!	\$ (3)
#DIV/0!	#DIV/0!	\$ (6)
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	50%
#DIV/0!	#DIV/0!	-2,000

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	199	102	30
% of Retail Units	100%	51%	15%
% Retailed of Non-New Franchise	58%	60%	43%
Avg. Days to Sale	37.9	15.2	36.3
Avg. Transaction Price	\$ 31,213	\$ 30,085	\$ 33,756
Avg. Transaction to Market %	186%	188%	392%
Avg. Transactional Discount	\$ 331	\$ 724	\$ 234
Avg. Front End Gross	\$ 1,314	\$ 2,085	\$ 2,008
Avg. Finance Gross	\$ 1,925	\$ 1,884	\$ 1,909
PUVR	\$ 3,219	\$ 3,968	\$ 3,917
Total Gross (Units & PUVR)	\$ 640,572	\$ 404,787	\$ 117,514
GROI	98%	312%	115%
% with Trade	46%	36%	50%
Avg. Over/Under Allowance	-720	-500	-770



46-60 days	61-90 days	90+ days
33	21	12
17%	11%	6%
64%	62%	50%
51.8	68.0	140.3
\$ 29,210	\$ 31,691	\$ 38,474
93%	127%	89%
\$ 106	\$ (1,281)	\$ 701
\$ 266	\$ 107	\$ (2,024)
\$ 1,571	\$ 2,331	\$ 2,645
\$ 1,836	\$ 2,439	\$ 621
\$ 60,601	\$ 51,212	\$ 7,453
44%	41%	4%
48%	71%	58%
-802	-847	-1,071