

| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|-----------------|--------------------|---------------------|
| Joey Langley | CJ Langley | Bobby Hall |
| Cary Langley | Jay Jackson | Chelsea Carr |
| | | Matt Brunson |
| | | House |
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| 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 | UP290 | 2017 | Chevrolet | SILVERADO 2500 | 62 | Street/Curb Buy | No | \$ 53,773 | \$ 52,773 | 99% | \$4,289 | \$0 |
| 2 | UP236A | 2012 | Chevrolet | Equinox | 34 | Trade on Used | No | \$ 12,920 | \$ 12,920 | 103% | \$4,049 | |
| 3 | JMJ395B | 2020 | Chevrolet | Silverado 1500 | 168 | Trade on Used | No | \$ 46,899 | \$ 46,899 | 98% | \$2,799 | \$2,110 |
| 4 | UP281 | 2015 | Chevrolet | Silverado 1500 | 81 | Street/Curb Buy | No | \$ 35,985 | \$ 35,235 | 107% | \$3,249 | \$321 |
| 5 | UP290A | 2014 | Jeep | Wrangler Unlimit | 5 | Trade on Used | No | \$ 32,879 | \$ 31,691 | 100% | \$6,465 | \$2,077 |
| 6 | JMJ608A | 2016 | Buick | Enclave | 78 | Trade on New | No | \$ 28,175 | \$ 27,000 | 98% | \$3,057 | \$0 |
| 7 | UP253 | 2015 | Chevrolet | Silverado 1500 | 190 | Street/Curb Buy | No | \$ 33,952 | \$ 33,549 | 109% | \$2,221 | \$1,001 |
| 8 | UP296 | 2020 | Ford | Expedition Max | 26 | Street/Curb Buy | No | \$ 69,832 | \$ 72,753 | 101% | \$2,549 | \$960 |
| 9 | UP299 | 2021 | Kia | K5 | 14 | Auction/Wholesale | No | \$ 35,873 | \$ 33,087 | 109% | \$1,000 | \$0 |
| 10 | JMJ666A | 2017 | Chevrolet | Silverado 1500 | 10 | Trade on New | No | \$ 34,748 | \$ 34,348 | 102% | \$5,727 | \$1,012 |
| 11 | UP290B | 2021 | Chevrolet | Trailblazer | 16 | Trade on Used | No | \$ 30,828 | \$ 29,900 | 101% | \$2,982 | \$0 |
| 12 | UP288A | 2021 | Chevrolet | Traverse | 48 | Trade on Used | No | \$ 40,825 | \$ 39,944 | 100% | \$3,700 | \$0 |
| 13 | UP269 | 2020 | Chevrolet | Silverado 1500 | 152 | Street/Curb Buy | No | \$ 47,488 | \$ 47,488 | 102% | \$3,777 | \$1,461 |
| 14 | UP302 | 2014 | Chevrolet | Silverado 1500 | 11 | Street/Curb Buy | No | \$ 21,998 | \$ 21,998 | 96% | \$8,160 | \$0 |
| 15 | UP266 | 2019 | Buick | Encore | 162 | Auction/Wholesale | No | \$ 23,836 | \$ 23,581 | 105% | \$969 | \$0 |
| 16 | JMJ665A | 2015 | Chevrolet | Suburban | 18 | Trade on New | No | \$ 38,763 | \$ 38,763 | 103% | \$5,534 | \$0 |
| 17 | UP260C | 2020 | Nissan | Altima | 35 | Trade on Used | No | \$ 26,453 | \$ 25,953 | 102% | \$3,902 | \$734 |
| 18 | UP305 | 2018 | Chevrolet | Silverado 1500 | 15 | Street/Curb Buy | No | \$ 39,680 | \$ 39,680 | 104% | \$7,513 | \$0 |
| 19 | JMJ587C | 2017 | Nissan | Altima | 67 | Trade on Used | No | \$ 16,278 | \$ 16,278 | 100% | \$41,113 | \$902 |
| 20 | JMJ640A | 2020 | Chevrolet | Silverado 1500 | 32 | Trade on New | No | \$ 39,876 | \$ 39,876 | 100% | \$6,343 | \$1,413 |
| 21 | JMJ629A | 2020 | Hyundai | Tuscon | 31 | Trade on New | No | \$ 28,515 | \$ 28,515 | 103% | \$4,515 | \$0 |
| 22 | UP209B | 2017 | Infiniti | QX80 | 48 | Trade on Used | No | \$ 33,898 | \$ 33,898 | 104% | \$3,605 | \$0 |
| 23 | JMJ620A | 2015 | Chevrolet | Malibu | 105 | Trade on New | No | \$ 10,978 | \$ 12,218 | 99% | \$2,045 | \$749 |
| 24 | UP304 | 2019 | Chevrolet | Tahoe | 24 | Street/Curb Buy | No | \$ 42,898 | \$ 42,898 | 102% | \$5,508 | \$3,494 |
| 25 | UP285 | 2016 | Chevrolet | Silverado 1500 | 119 | Street/Curb Buy | No | \$ 26,925 | \$ 26,925 | 96% | \$5,516 | \$0 |
| 26 | JMJ662A | 2014 | Toyota | Camry | 31 | Trade on New | No | \$ 14,749 | \$ 13,943 | 98% | \$1,201 | \$0 |
| 27 | JMJ648A | 2014 | Chevrolet | Silverado 1500 | 14 | Trade on New | No | \$ 21,811 | \$ 20,285 | 97% | \$5,739 | \$0 |

| | | | | | | | | | | | | | | |
|----|---------|------|-----------|------------------|-----|-------------------|----|----|--------|----|--------|------|-----------|---------|
| 28 | JMJ651A | 2014 | Chevrolet | Silverado 1500 | 12 | Trade on New | No | \$ | 22,957 | \$ | 20,285 | 101% | \$5,565 | \$0 |
| 29 | JMJ629B | 2017 | Honda | Odyssey | 7 | Trade on Used | No | \$ | 29,833 | \$ | 29,407 | 103% | \$4,197 | \$0 |
| 30 | JMJ649A | 2014 | Chevrolet | Silverado 1500 | 9 | Trade on New | No | \$ | 21,350 | \$ | 21,850 | 101% | \$7,443 | \$250 |
| 31 | UP306 | 2018 | Jeep | Wrangler Unlimit | 29 | Street/Curb Buy | No | \$ | 35,420 | \$ | 35,100 | 103% | \$2,894 | \$894 |
| 32 | JMJ615A | 2006 | Toyota | Tacoma | 33 | Trade on New | No | \$ | 16,856 | \$ | 15,856 | 106% | \$5,597 | \$0 |
| 33 | JMJ680A | 2015 | Chevrolet | SILVERADO 2500 | 6 | Trade on New | No | \$ | 31,997 | \$ | 31,747 | 105% | \$6,405 | \$486 |
| 34 | UP253A | 2008 | Chevrolet | Silverado 1500 | 48 | Trade on Used | No | \$ | 11,910 | \$ | 11,910 | 95% | \$2,536 | \$0 |
| 35 | UP307 | 2021 | Toyota | Tacoma | 34 | Auction/Wholesale | No | \$ | 43,836 | \$ | 42,586 | 104% | \$3,420 | \$923 |
| 36 | JMJ235A | 2017 | Chevrolet | Silverado 1500 | 813 | Trade on New | No | \$ | 29,998 | \$ | 28,500 | 98% | \$6,233 | \$0 |
| 37 | JMJ605B | 2021 | Jeep | Cherokee | 84 | Trade on Used | No | \$ | 29,934 | \$ | 29,934 | 99% | \$3,092 | \$1,000 |
| 38 | UP264A | 2014 | Hyundai | Santa Fe | 112 | Trade on Used | No | \$ | 13,971 | \$ | 13,971 | 104% | \$945 | \$1,187 |
| 39 | UP268 | 2015 | Dodge | Journey | 136 | Auction/Wholesale | No | \$ | 14,967 | \$ | 14,967 | 92% | \$3,431 | \$1,418 |
| 40 | UP277 | 2018 | Chevrolet | Silverado 1500 | 158 | Street/Curb Buy | No | \$ | 34,621 | \$ | 34,621 | 101% | \$3,107 | \$669 |
| 41 | UP269A | 2015 | Chevrolet | Silverado 1500 | 42 | Trade on Used | No | \$ | 32,817 | \$ | 31,769 | 101% | \$5,360 | \$2,125 |
| 42 | JMJ524A | 2017 | Ford | F250 | 370 | Trade on New | No | \$ | 62,932 | \$ | 62,932 | 99% | \$4,368 | \$0 |
| 43 | UP256 | 2015 | Chevrolet | Tahoe | 17 | Street/Curb Buy | No | \$ | 42,280 | \$ | 42,825 | 100% | \$5,565 | \$1,418 |
| 44 | JMJ601A | 2016 | Chevrolet | Suburban | 77 | Trade on New | No | \$ | 35,982 | \$ | 35,682 | 107% | \$3,966 | \$336 |
| 45 | JMJ681A | 2019 | Jeep | Wrangler Unlimit | 17 | Trade on New | No | \$ | 40,888 | \$ | 39,781 | 100% | \$5,171 | \$2,962 |
| 46 | JMJ650A | 2016 | Chevrolet | Silverado 1500 | 49 | Trade on New | No | \$ | 22,656 | \$ | 21,656 | 102% | \$5,085 | \$0 |
| 47 | UP307A | 2012 | Ford | F150 | 25 | Trade on Used | No | \$ | 24,956 | \$ | 24,856 | 100% | \$4,626 | \$1,666 |
| 48 | UP311 | 2014 | Chevrolet | Silverado 1500 | 5 | Street/Curb Buy | No | \$ | 32,709 | \$ | 31,700 | 99% | \$5,464 | \$100 |
| 49 | JMJ597A | 2019 | GMC | Yukon XL | 196 | Trade on New | No | \$ | 68,409 | \$ | 58,975 | 120% | (\$6,094) | \$0 |
| 50 | UP296A | 2020 | Hyundai | Palisade | 76 | Trade on Used | No | \$ | 45,842 | \$ | 45,000 | 101% | \$1,882 | \$2,019 |
| 51 | JMJ680B | 2020 | Chevrolet | Spark | 34 | Trade on Used | No | \$ | 17,915 | \$ | 15,484 | 107% | \$3,370 | \$1,886 |
| 52 | JMJ652A | 2014 | Chevrolet | Silverado 1500 | 49 | Trade on New | No | \$ | 18,916 | \$ | 18,916 | 97% | \$4,737 | \$535 |
| 53 | UP260 | 2018 | Chevrolet | Silverado 2500 | 8 | Street/Curb Buy | No | \$ | 65,629 | \$ | 64,629 | 106% | \$5,911 | \$1,246 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 38% |
| Total # Retail Units | 61 |
| Avg. Days to Sale | 72.1 |
| Avg. Advertised Price (Time of Sale) | \$ 33,164 |
| Avg. Transaction Price | \$ 32,584 |
| Avg. Market Price at 100% | \$ 32,745 |
| Avg. Price to Market % (Time of Sale) | 101% |
| Avg. Transaction to Market | 100% |
| Avg. Transactional Discount | \$ 579 |
| Avg. Front-End Gross | \$ 4,794 |
| Avg. Finance Gross | \$ 830 |
| PUVR | \$ 5,611 |
| Total Gross (Units & PUVR) | \$ 342,253 |
| GROI | 86% |
| % with Trade | 34% |
| Avg. Over/Under Allowance | (\$120) |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | Joey Langley | |
|---------------------------------------|------------|--------------|---------|
| % Retailed of Non-New Franchise | 38% | 38% | #DIV/0! |
| Total # Retail Units | 61 | 53 | 0 |
| Avg. Days to Sale | 72.1 | 76.3 | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 33,164 | \$ 32,838 | #DIV/0! |
| Avg. Transaction Price | \$ 32,584 | \$ 32,214 | #DIV/0! |
| Avg. Market Price at 100% | \$ 32,745 | \$ 32,158 | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 101% | 102% | #DIV/0! |
| Avg. Transaction to Market | 100% | 100% | #DIV/0! |
| Avg. Transactional Discount | \$ 579 | \$ 624 | #DIV/0! |
| Avg. Front-End Gross | \$ 4,794 | \$ 4,751 | #DIV/0! |
| Avg. Finance Gross | \$ 830 | \$ 718 | #DIV/0! |
| PUVR | \$ 5,611 | \$ 5,456 | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 342,253 | \$ 289,154 | #DIV/0! |
| GROI | 86% | 80% | #DIV/0! |
| % with Trade | 34% | 36% | #DIV/0! |
| Avg. Over/Under Allowance | -120 | -141 | #DIV/0! |



Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | Bobby Hall | Chelsea Carr |
|---------------------------------------|------------|------------|--------------|
| % Retailed of Non-New Franchise | 38% | 43% | 41% |
| Total # Retail Units | 61 | 21 | 17 |
| Avg. Days to Sale | 72.1 | 95.8 | 65.8 |
| Avg. Advertised Price (Time of Sale) | \$ 33,164 | \$ 33,293 | \$ 28,545 |
| Avg. Transaction Price | \$ 32,584 | \$ 32,935 | \$ 28,265 |
| Avg. Market Price at 100% | \$ 32,745 | \$ 33,116 | \$ 28,178 |
| Avg. Price to Market % (Time of Sale) | 101% | 101% | 101% |
| Avg. Transaction to Market | 100% | 99% | 100% |
| Avg. Transactional Discount | \$ 579 | \$ 358 | \$ 280 |
| Avg. Front-End Gross | \$ 4,794 | \$ 5,920 | \$ 3,979 |
| Avg. Finance Gross | \$ 830 | \$ 915 | \$ 865 |
| PUVR | \$ 5,611 | \$ 6,835 | \$ 4,793 |
| Total Gross (Units & PUVR) | \$ 342,253 | \$ 143,535 | \$ 81,482 |
| GROI | 86% | 78% | 93% |
| % with Trade | 34% | 33% | 29% |
| Avg. Over/Under Allowance | -120 | -216 | -125 |



n list, then scroll up to select your staff member for each column.)

| Matt Brunson | House | | |
|--------------|-----------|---------|---------|
| 38% | 14% | #DIV/0! | #DIV/0! |
| 16 | 7 | 0 | 0 |
| 65.4 | 31.9 | #DIV/0! | #DIV/0! |
| \$ 37,540 | \$ 33,989 | #DIV/0! | #DIV/0! |
| \$ 36,788 | \$ 32,412 | #DIV/0! | #DIV/0! |
| \$ 36,399 | \$ 33,118 | #DIV/0! | #DIV/0! |
| 103% | 103% | #DIV/0! | #DIV/0! |
| 101% | 98% | #DIV/0! | #DIV/0! |
| \$ 752 | \$ 1,577 | #DIV/0! | #DIV/0! |
| \$ 4,400 | \$ 4,294 | #DIV/0! | #DIV/0! |
| \$ 970 | \$ 178 | #DIV/0! | #DIV/0! |
| \$ 5,371 | \$ 4,472 | #DIV/0! | #DIV/0! |
| \$ 85,934 | \$ 31,303 | #DIV/0! | #DIV/0! |
| 80% | 156% | #DIV/0! | #DIV/0! |
| 44% | 29% | #DIV/0! | #DIV/0! |
| -36 | 0 | #DIV/0! | #DIV/0! |

Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | CJ Langley | Jay Jackson |
|---------------------------------------|------------|------------|-------------|
| % Retailed of Non-New Franchise | 38% | 43% | 24% |
| Total # Retail Units | 61 | 44 | 17 |
| Avg. Days to Sale | 72.1 | 76.7 | 60.4 |
| Avg. Advertised Price (Time of Sale) | \$ 33,164 | \$ 32,083 | \$ 35,961 |
| Avg. Transaction Price | \$ 32,584 | \$ 31,427 | \$ 35,579 |
| Avg. Market Price at 100% | \$ 32,745 | \$ 31,553 | \$ 35,315 |
| Avg. Price to Market % (Time of Sale) | 101% | 102% | 102% |
| Avg. Transaction to Market | 100% | 100% | 101% |
| Avg. Transactional Discount | \$ 579 | \$ 656 | \$ 382 |
| Avg. Front-End Gross | \$ 4,794 | \$ 5,041 | \$ 4,155 |
| Avg. Finance Gross | \$ 830 | \$ 689 | \$ 1,189 |
| PUVR | \$ 5,611 | \$ 5,714 | \$ 5,343 |
| Total Gross (Units & PUVR) | \$ 342,253 | \$ 251,415 | \$ 90,839 |
| GROI | 86% | 85% | 90% |
| % with Trade | 34% | 0% | 0% |
| Avg. Over/Under Allowance | -120 | -144 | -63 |



Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|---------|------------|
| Total # Retail Units | 61 | 0 | 61 |
| Avg. Days to Sale | 72.1 | #DIV/0! | 72.1 |
| Avg. Advertised Price (Time of Sale) | \$ 33,164 | #DIV/0! | \$ 32,584 |
| Avg. Transaction Price | \$ 32,584 | #DIV/0! | \$ 32,584 |
| Avg. Market Price at 100% | \$ 32,745 | #DIV/0! | \$ 32,601 |
| Avg. Price to Market % (Time of Sale) | 101% | #DIV/0! | 100% |
| Avg. Transaction to Market | 100% | #DIV/0! | 100% |
| Avg. Transactional Discount | \$ 579 | #DIV/0! | \$ 579 |
| Avg. Front-End Gross | \$ 4,794 | #DIV/0! | \$ 4,794 |
| Avg. Finance Gross | \$ 830 | #DIV/0! | \$ 830 |
| PUVR | \$ 5,611 | #DIV/0! | \$ 5,611 |
| Total Gross (Units & PUVR) | \$ 342,253 | #DIV/0! | \$ 342,253 |
| GROI | 86% | #DIV/0! | 86% |
| % with Trade | 34% | #DIV/0! | 34% |
| Avg. Over/Under Allowance | -120 | #DIV/0! | -120 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 61 | 38 | 23 |
| Avg. Days to Sale | 72.1 | 77.6 | 63.2 |
| Avg. Advertised Price (Time of Sale) | \$ 33,164 | \$ 32,482 | \$ 33,461 |
| Avg. Transaction Price | \$ 32,584 | \$ 32,053 | \$ 33,461 |
| Avg. Market Price at 100% | \$ 32,745 | \$ 32,106 | \$ 33,421 |
| Avg. Price to Market % (Time of Sale) | 101% | 101% | 100% |
| Avg. Transaction to Market | 100% | 100% | 100% |
| Avg. Transactional Discount | \$ 579 | \$ 428 | \$ 829 |
| Avg. Front-End Gross | \$ 4,794 | \$ 4,702 | \$ 4,946 |
| Avg. Finance Gross | \$ 830 | \$ 825 | \$ 839 |
| PUVR | \$ 5,611 | \$ 5,505 | \$ 5,785 |
| Total Gross (Units & PUVR) | \$ 342,253 | \$ 209,205 | \$ 133,048 |
| GROI | 86% | 80% | 99% |
| % with Trade | 34% | 0% | 91% |
| Avg. Over/Under Allowance | -120 | -45 | -232 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 61 | 22 | 18 |
| % of Retail Units | 100% | 36% | 30% |
| % Retailed of Non-New Franchise | 38% | 32% | 61% |
| Avg. Days to Sale | 72.1 | 97.5 | 50.6 |
| Avg. Transaction Price | \$ 32,584 | \$ 32,264 | \$ 28,098 |
| Avg. Transaction to Market % | 100% | 99% | 99% |
| Avg. Transactional Discount | \$ 579 | \$ 911 | \$ 553 |
| Avg. Front End Gross | \$ 4,794 | \$ 4,616 | \$ 5,785 |
| Avg. Finance Gross | \$ 830 | \$ 460 | \$ 1,074 |
| PUVR | \$ 5,611 | \$ 5,076 | \$ 6,799 |
| Total Gross (Units & PUVR) | \$ 342,253 | \$ 111,679 | \$ 122,387 |
| GROI | 86% | 58% | 172% |
| % with Trade | 34% | 32% | 22% |
| Avg. Over/Under Allowance | -120 | -24 | -79 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|---------|--------------|
| 17 | 4 | 0 | 0 |
| 28% | 7% | 0% | 0% |
| 12% | 75% | #DIV/0! | #DIV/0! |
| 58.6 | 86.5 | #DIV/0! | #DIV/0! |
| \$ 38,697 | \$ 28,555 | #DIV/0! | #DIV/0! |
| 101% | 99% | #DIV/0! | #DIV/0! |
| \$ 62 | \$ 1,073 | #DIV/0! | #DIV/0! |
| \$ 4,584 | \$ 2,205 | #DIV/0! | #DIV/0! |
| \$ 1,124 | \$ 585 | #DIV/0! | #DIV/0! |
| \$ 5,707 | \$ 2,791 | #DIV/0! | #DIV/0! |
| \$ 97,025 | \$ 11,162 | #DIV/0! | #DIV/0! |
| 91% | 41% | #DIV/0! | #DIV/0! |
| 53% | 25% | #DIV/0! | #DIV/0! |
| -245 | -333 | #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 | 61 | 24 | 10 |
| % of Retail Units | 100% | 39% | 16% |
| % Retailed of Non-New Franchise | 38% | 38% | 50% |
| Avg. Days to Sale | 72.1 | 14.4 | 34.7 |
| Avg. Transaction Price | \$ 32,584 | \$ 34,000 | \$ 29,458 |
| Avg. Transaction to Market % | 100% | 99% | 99% |
| Avg. Transactional Discount | \$ 579 | \$ 483 | \$ 704 |
| Avg. Front End Gross | \$ 4,794 | \$ 5,119 | \$ 4,511 |
| Avg. Finance Gross | \$ 830 | \$ 930 | \$ 787 |
| PUVR | \$ 5,611 | \$ 6,049 | \$ 5,297 |
| Total Gross (Units & PUVR) | \$ 342,253 | \$ 145,170 | \$ 52,975 |
| GROI | 86% | 446% | 187% |
| % with Trade | 34% | 42% | 30% |
| Avg. Over/Under Allowance | -120 | -255 | -125 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|-----------|
| 6 | 8 | 13 |
| 10% | 13% | 21% |
| 33% | 38% | 31% |
| 49.5 | 73.8 | 217.0 |
| \$ 25,471 | \$ 35,350 | \$ 33,957 |
| 98% | 101% | 100% |
| \$ 382 | \$ 508 | \$ 796 |
| \$ 3,987 | \$ 8,254 | \$ 2,655 |
| \$ 89 | \$ 1,114 | \$ 844 |
| \$ 4,076 | \$ 9,368 | \$ 3,499 |
| \$ 24,457 | \$ 74,947 | \$ 45,492 |
| 116% | 129% | 17% |
| 33% | 38% | 23% |
| 0 | 0 | 0 |