

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Nathan Baker	Alex Collazo	Greg Edmonds
Robert Tuttle	Butch Curtis	Johnny Roberts
William Wilford	Nathan Baker	Nicholas Chapman
Barry Berryman		Kenny LaPierre
		Jim Bragg
		Will Thompson
		Oscar Altamirano
		Jaelin Gant
		Rick Willoughby
		Ricky Crook
		Jaquie Smith
		Mitch Feathers

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Market Price at 100%	Transaction to Market (%)	Transactional Discount (\$)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	\$ 15,789	87%	\$ 1,200	\$1,500	\$500
1	9830P	2017	Chevrolet	Silverado	0	Other	No	No	\$ 31,900	\$ 31,900	99%				\$1,000	\$3,281
2	29376B	2021	GMC	Sierra	63	Trade on Used	Yes	Yes	\$ 54,796	\$ 54,796	99%	\$ 55,349	99%	\$ -	\$1,114	\$3,690
3	29376C	2017	GMC	Sierra	18	Trade on Used	No	Yes	\$ 36,925	\$ 35,900	97%	\$ 38,067	94%	\$ 1,025	\$2,205	\$1,756
4	29376D	2008	Toyota	Tacoma	6	Trade on Used	No	No	\$ 10,075	\$ 9,291	99%	\$ 10,177	91%	\$ 784	\$614	\$0
5	29533B	2019	GMC	Yukon	85	Trade on Used	No	Yes	\$ 38,710	\$ 38,710	99%	\$ 39,101	99%	\$ -	(\$1,617)	\$4,032
6	29533C	2021	GMC	Sierra	42	Trade on Used	Yes	Yes	\$ 58,290	\$ 54,909	98%	\$ 59,480	92%	\$ 3,381	\$820	\$1,067
7	29556C	2010	Hyundai	Elantra	19	Trade on Used	No	No	\$ 5,000	\$ 5,000	99%	\$ 5,051	99%	\$ -	\$952	\$0
8	29559A	2019	Jeep	Renegade	49	Trade on New	No	No	\$ 23,650	\$ 23,650	99%	\$ 23,889	99%	\$ -	\$851	\$1,001
9	29559B	2012	Dodge	Journey	5	Trade on Used	No	No	\$ 5,685	\$ 5,685	99%	\$ 5,742	99%	\$ -	\$1,885	\$0
10	29602B	2011	Ford	Explorer	41	Trade on Used	No	No	\$ 11,900	\$ 11,900	99%	\$ 12,020	99%	\$ -	(\$1,411)	\$1,242
11	29603A	2022	GMC	Sierra	74	Trade on New	No	Yes	\$ 84,000	\$ 84,000	99%	\$ 84,848	99%	\$ -	\$17	\$319
12	29609A	2021	Buick	Envision	56	Trade on New	Yes	Yes	\$ 39,680	\$ 38,900	100%	\$ 39,680	98%	\$ 780	\$2,029	\$2,585
13	29641A	2021	Jeep	Wrangler	65	Trade on New	No	No	\$ 50,300	\$ 50,300	99%	\$ 50,808	99%	\$ -	\$2,166	\$5,592
14	29641B	2019	Jeep	Cherokee	15	Trade on Used	No	No	\$ 22,500	\$ 22,500	99%	\$ 22,727	99%	\$ -	\$1,528	\$3,534
15	29645A	2022	Chevrolet	Silverado	92	Trade on New	Yes	No	\$ 55,090	\$ 54,890	99%	\$ 55,646	99%	\$ 200	(\$6,941)	\$2,781
16	29663A	2019	Toyota	Tacoma	21	Trade on New	No	No	\$ 33,659	\$ 33,659	99%	\$ 33,999	99%	\$ -	\$2,848	\$0
17	29668C	2021	Kia	Forte	11	Trade on Used	No	No	\$ 23,900	\$ 23,900	99%	\$ 24,141	99%	\$ -	\$3,798	\$1,233
18	29673B	2013	Buick	LaCrosse	8	Trade on Used	No	Yes	\$ 14,000	\$ 14,000	99%	\$ 14,141	99%	\$ -	\$1,603	\$1,469
19	29679A	2019	Chevrolet	Tahoe	49	Trade on New	No	No	\$ 37,100	\$ 37,100	99%	\$ 37,475	99%	\$ -	\$1,260	\$4,237
20	29679B	2013	Ford	F150	9	Trade on Used	No	No	\$ 20,000	\$ 20,000	99%	\$ 20,202	99%	\$ -	\$4,200	\$872
21	29693B	2021	GMC	Sierra	37	Trade on Used	Yes	Yes	\$ 62,500	\$ 61,250	99%	\$ 63,131	97%	\$ 1,250	\$536	\$6,945
22	29701B	2007	Chevrolet	Silverado	32	Trade on Used	No	No	\$ 11,100	\$ 11,100	99%	\$ 11,212	99%	\$ -	\$2,800	\$0
23	29720A	2019	Ford	F150	72	Trade on New	No	No	\$ 33,813	\$ 33,813	99%	\$ 34,155	99%	\$ -	\$2,360	\$893
24	29723A	2016	Mercedes-Benz	GLE	42	Trade on New	No	No	\$ 29,500	\$ 29,500	99%	\$ 29,798	99%	\$ -	\$811	\$2,668
25	29732B	2007	GMC	Sierra	8	Trade on Used	No	Yes	\$ 10,800	\$ 9,051	95%	\$ 11,368	80%	\$ 1,749	\$4,141	\$0
26	29735B	2017	Chevrolet	Trax	16	Trade on Used	No	No	\$ 15,800	\$ 15,800	99%	\$ 15,960	99%	\$ -	\$2,044	\$3,263
27	29740A	2019	Dodge	Challenger	39	Trade on New	No	No	\$ 28,039	\$ 28,039	99%	\$ 28,322	99%	\$ -	\$1,389	\$2,508
28	29742B	2012	Cadillac	SRX	3	Trade on Used	No	Yes	\$ 6,300	\$ 6,300	99%	\$ 6,364	99%	\$ -	\$2,500	\$0
29	29745B	2017	Cadillac	XT5	23	Trade on Used	No	Yes	\$ 26,814	\$ 26,814	99%	\$ 27,085	99%	\$ -	\$345	\$2,613
30	29749A	2019	GMC	Sierra	43	Trade on New	Yes	Yes	\$ 50,560	\$ 50,560	99%	\$ 51,071	99%	\$ -	\$1,133	\$0
31	29749B	2022	GMC	Acadia	30	Trade on Used	No	Yes	\$ 48,790	\$ 48,790	99%	\$ 49,283	99%	\$ -	\$1,970	\$3,198
32	29749C	2016	GMC	Canyon	19	Trade on Used	No	Yes	\$ 29,140	\$ 28,885	99%	\$ 29,434	98%	\$ 255	\$3,831	\$0
33	29756B	2020	GMC	Sierra	19	Trade on Used	Yes	Yes	\$ 53,472	\$ 53,472	99%	\$ 54,012	99%	\$ -	\$2,457	\$6,173
34	29763A	2021	GMC	Sierra	32	Trade on New	Yes	Yes	\$ 63,350	\$ 63,350	99%	\$ 63,990	99%	\$ -	\$4,341	\$0
35	29763B	2019	Toyota	Tundra	30	Trade on Used	No	No	\$ 50,150	\$ 49,000	99%	\$ 50,657	97%	\$ 1,150	\$1,598	\$1,768
36	29763C	2010	Toyota	Tundra	6	Trade on Used	No	No	\$ 19,800	\$ 19,800	95%	\$ 20,842	95%	\$ -	\$689	\$0
37	29771A	2017	GMC	Sierra	15	Trade on New	No	Yes	\$ 57,575	\$ 57,575	99%	\$ 58,157	99%	\$ -	\$3,775	\$1,411
38	29771B	2014	GMC	Sierra	11	Trade on Used	No	Yes	\$ 28,245	\$ 28,245	99%	\$ 28,530	99%	\$ -	\$3,445	\$1,984
39	29773A	2019	Chevrolet	Silverado	30	Trade on New	No	No	\$ 40,700	\$ 40,700	99%	\$ 41,111	99%	\$ -	\$4,336	\$5,126
40	29778A	2021	Chevrolet	Tahoe	30	Trade on New	No	No	\$ 70,470	\$ 70,470	99%	\$ 71,182	99%	\$ -	\$3,221	\$0
41	29779B	2009	GMC	Yukon	9	Trade on Used	No	Yes	\$ 9,300	\$ 9,300	99%	\$ 9,394	99%	\$ -	\$2,500	\$0
42	29781A	2009	Ford	F150	42	Trade on Used	No	No	\$ 9,500	\$ 9,500	99%	\$ 9,596	99%	\$ -	\$1,700	\$461

43	29783A	2021	Lexus	IS350	13	Trade on New	No	No	\$ 49,431	\$ 48,431	98%	\$ 50,440	96%	\$ 1,000	\$2,221	\$4,949
44	29784A	2020	Cadillac	XT6	59	Trade on New	Yes	Yes	\$ 50,200	\$ 50,200	99%	\$ 50,707	99%	\$ -	\$1,696	\$2,922
45	29784B	2015	GMC	Sierra	19	Trade on Used	No	Yes	\$ 24,275	\$ 24,375	98%	\$ 24,770	98%	\$ (100)	\$5,633	\$0
46	29785A	2016	Cadillac	SRX	10	Trade on New	No	Yes	\$ 23,325	\$ 22,201	97%	\$ 24,046	92%	\$ 1,124	\$3,401	\$0
47	29788A	2022	Buick	Envision	39	Trade on New	No	Yes	\$ 44,800	\$ 44,800	100%	\$ 44,800	100%	\$ -	\$4,500	\$7,802
48	29789A	2019	Cadillac	Escalade	16	Trade on New	Yes	Yes	\$ 63,000	\$ 63,000	99%	\$ 63,636	99%	\$ -	\$1,973	\$2,435
49	29790B	2016	GMC	Yukon	10	Trade on Used	No	Yes	\$ 32,111	\$ 32,111	99%	\$ 32,435	99%	\$ -	\$3,503	\$4,412
50	29790C	2019	GMC	Terrain	38	Trade on Used	No	Yes	\$ 26,035	\$ 26,035	97%	\$ 26,840	97%	\$ -	\$2,003	\$1,151
51	29790D	2021	Chevrolet	Silverado	34	Trade on Used	Yes	No	\$ 41,130	\$ 41,300	99%	\$ 41,545	99%	\$ (170)	\$1,977	\$4,845
52	29792A	2017	Cadillac	XT5	38	Trade on New	No	Yes	\$ 28,000	\$ 28,000	99%	\$ 28,283	99%	\$ -	\$1,472	\$0
53	29794A	2021	GMC	Yukon	25	Trade on New	No	Yes	\$ 85,300	\$ 85,300	99%	\$ 86,162	99%	\$ -	\$3,497	\$5,430

Scoreboard Totals

% Retailed of Non-Franchise Make	56%
Total # Retail Units	200
Avg. Days to Sale	22.1
Avg. Advertised Price (Time of Sale)	\$ 33,924
Avg. Transaction Price	\$ 33,483
Avg. Market Price at 100%	\$ 34,801
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 443
Avg. Front-End Gross	\$ 1,988
Avg. Finance Gross	\$ 1,806
PUVR	\$ 3,791
Total Gross (Units & PUVR)	\$ 758,235
GROI	185%
% with Trade	49%
Avg. Over/Under Allowance	\$138



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	56%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	22.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,924	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,483	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 34,801	#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	\$ 443	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,988	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,806	#DIV/0!	#DIV/0!
PUVR	\$ 3,791	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 758,235	#DIV/0!	#DIV/0!
GROI	185%	#DIV/0!	#DIV/0!
% with Trade	49%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	138	#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	56%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	22.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,924	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,483	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 34,801	#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	\$ 443	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,988	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,806	#DIV/0!	#DIV/0!
PUVR	\$ 3,791	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 758,235	#DIV/0!	#DIV/0!
GROI	185%	#DIV/0!	#DIV/0!
% with Trade	49%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	138	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	56%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	22.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,924	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,483	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 34,801	#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	\$ 443	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,988	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,806	#DIV/0!	#DIV/0!
PUVR	\$ 3,791	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 758,235	#DIV/0!	#DIV/0!
GROI	185%	#DIV/0!	#DIV/0!
% with Trade	49%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	138	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	39	161
Avg. Days to Sale	22.1	27.6	20.7
Avg. Advertised Price (Time of Sale)	\$ 33,924	\$ 52,278	\$ 29,077
Avg. Transaction Price	\$ 33,483	\$ 51,676	\$ 29,077
Avg. Market Price at 100%	\$ 34,801	\$ 52,816	\$ 30,137
Avg. Price to Market % (Time of Sale)	97%	99%	96%
Avg. Transaction to Market	96%	98%	96%
Avg. Transactional Discount	\$ 443	\$ 602	\$ 404
Avg. Front-End Gross	\$ 1,988	\$ 1,659	\$ 2,067
Avg. Finance Gross	\$ 1,806	\$ 2,441	\$ 1,652
PUVR	\$ 3,791	\$ 4,100	\$ 3,716
Total Gross (Units & PUVR)	\$ 758,235	\$ 159,902	\$ 598,257
GROI	185%	104%	222%
% with Trade	49%	64%	45%
Avg. Over/Under Allowance	138	360	61



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	88	111
Avg. Days to Sale	22.1	21.7	22.6
Avg. Advertised Price (Time of Sale)	\$ 33,924	\$ 40,958	\$ 27,925
Avg. Transaction Price	\$ 33,483	\$ 40,513	\$ 27,925
Avg. Market Price at 100%	\$ 34,801	\$ 41,398	\$ 29,178
Avg. Price to Market % (Time of Sale)	97%	99%	96%
Avg. Transaction to Market	96%	98%	96%
Avg. Transactional Discount	\$ 443	\$ 445	\$ 441
Avg. Front-End Gross	\$ 1,988	\$ 2,313	\$ 1,739
Avg. Finance Gross	\$ 1,806	\$ 2,048	\$ 1,601
PUVR	\$ 3,791	\$ 4,361	\$ 3,340
Total Gross (Units & PUVR)	\$ 758,235	\$ 383,758	\$ 370,686
GROI	185%	179%	191%
% with Trade	49%	58%	41%
Avg. Over/Under Allowance	138	-27	329



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	65	70
% of Retail Units	100%	33%	35%
% Retailed of Non-New Franchise	56%	49%	56%
Avg. Days to Sale	22.1	25.6	21.3
Avg. Transaction Price	\$ 33,483	\$ 41,581	\$ 26,553
Avg. Transaction to Market %	96%	97%	95%
Avg. Transactional Discount	\$ 443	\$ 423	\$ 517
Avg. Front End Gross	\$ 1,988	\$ 2,454	\$ 1,984
Avg. Finance Gross	\$ 1,806	\$ 2,151	\$ 1,279
PUVR	\$ 3,791	\$ 4,605	\$ 3,263
Total Gross (Units & PUVR)	\$ 758,235	\$ 299,300	\$ 228,410
GROI	185%	156%	208%
% with Trade	49%	58%	37%
Avg. Over/Under Allowance	138	360	467



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
49	1	0	0
25%	1%	0%	0%
65%	0%	#DIV/0!	#DIV/0!
23.1	38.0	#DIV/0!	#DIV/0!
\$ 32,207	\$ 70,350	#DIV/0!	#DIV/0!
95%	99%	#DIV/0!	#DIV/0!
\$ 459	\$ -	#DIV/0!	#DIV/0!
\$ 1,786	\$ 1,644	#DIV/0!	#DIV/0!
\$ 1,955	\$ 5,285	#DIV/0!	#DIV/0!
\$ 3,741	\$ 6,929	#DIV/0!	#DIV/0!
\$ 183,300	\$ 6,929	#DIV/0!	#DIV/0!
181%	93%	#DIV/0!	#DIV/0!
55%	100%	#DIV/0!	#DIV/0!
-541	200	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	2	13
0%	1%	7%
#DIV/0!	50%	54%
#DIV/0!	43.5	0.0
#DIV/0!	\$ 30,715	\$ 32,715
#DIV/0!	96%	95%
#DIV/0!	\$ 200	\$ 130
#DIV/0!	\$ 630	\$ 677
#DIV/0!	\$ -	\$ 2,363
#DIV/0!	\$ 630	\$ 2,937
#DIV/0!	\$ 1,260	\$ 38,182
#DIV/0!	17%	#DIV/0!
#DIV/0!	0%	38%
#DIV/0!	#DIV/0!	400

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	128	34
% of Retail Units	100%	64%	17%
% Retailed of Non-New Franchise	56%	55%	59%
Avg. Days to Sale	22.1	12.6	37.7
Avg. Transaction Price	\$ 33,483	\$ 31,871	\$ 31,147
Avg. Transaction to Market %	96%	95%	96%
Avg. Transactional Discount	\$ 443	\$ 543	\$ 467
Avg. Front End Gross	\$ 1,988	\$ 2,568	\$ 1,593
Avg. Finance Gross	\$ 1,806	\$ 1,673	\$ 1,639
PUVR	\$ 3,791	\$ 4,241	\$ 3,232
Total Gross (Units & PUVR)	\$ 758,235	\$ 542,870	\$ 109,905
GROI	185%	380%	99%
% with Trade	49%	45%	56%
Avg. Over/Under Allowance	138	-102	972



46-60 days	61-90 days	90+ days
13	9	2
7%	5%	1%
46%	56%	100%
51.1	72.7	101.0
\$ 42,492	\$ 54,687	\$ 33,445
99%	98%	99%
\$ 100	\$ (38)	\$ 100
\$ 1,190	\$ (130)	\$ (4,687)
\$ 3,329	\$ 1,614	\$ 1,391
\$ 4,519	\$ 1,484	\$ (3,296)
\$ 58,751	\$ 13,355	\$ (6,592)
75%	13%	-35%
77%	56%	0%
10	-250	#DIV/0!