

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
KEIOIKE NUTTER	DARRYL HOBODY	SHERRARD DAVIDSON
JIMMY GORDON	KEN GUTHRIE	BRITTANY QUIET
JOHN ROBERTS	JENNIFER DERBES	DONOVAN COLEMAN
KENDRICK THOMPSON	RONALD LANDRY	STEPHEN BRYANT
		TYERAH SULLIVAN
		MISTY RUSHING
		CHRISTINE CONSTANCE
		TRAYMONE BROCK
		JOSHUA FEALING
		SHANIQUEIA PAYNE
		LYNDALE HUDSON
		TREMAYNE TRENCH
		COLLIN WHITEHEAD
		KEISHA SMITH
		ASHTON BLOUNT
		TONY RUSS
		ZACHARY SMITH
		NICHOLAS FEHN
		BRANDY BATES

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	P03290	2022	Jeep	GR CHEROKEE	1	Other	No	\$ 39,450	\$ 39,450	98%	\$1,200	\$1,607
2	P03289	2020	Ford	F250	1	Other	No	\$ 61,000	\$ 61,000	96%	\$810	\$1,849
3	22G3206AA	2018	Honda	ACCORD	2	Trade on Used	No	\$ 22,998	\$ 22,185	99%	\$2,685	\$3,141
4	23G3276A	2019	GMC	SIERRA	17	Trade on New	No	\$ 39,998	\$ 37,693	99%	\$1,331	\$1,110
5	23G3223AA	2011	GMC	SIERRA 2500	5	Trade on Used	No	\$ 25,000	\$ 18,000	96%	\$500	\$202
6	P03295	2019	GMC	YUKON	1	Other	No	\$ 36,500	\$ 36,500	98%	\$1,060	\$3,129
7	22G3212AA	2022	GMC	CANYON	9	Trade on Used	No	\$ 35,998	\$ 35,998	98%	\$1,811	\$0
8	23G3374A	2021	GMC	SIERRA	11	Trade on New	No	\$ 54,998	\$ 54,368	98%	\$4,168	\$0
9	23G3263A	2020	GMC	SIERRA	28	Trade on New	No	\$ 43,650	\$ 43,650	100%	\$3,100	\$3,580
10	23G3246A	2020	GMC	SIERRA	47	Trade on New	No	\$ 41,990	\$ 40,998	97%	\$1,832	\$3,539
11	22G3276A	2022	GMC	SIERRA 2500	36	Trade on New	No	\$ 71,900	\$ 71,400	95%	\$3,502	\$2,403
12	22G3250A	2021	Chevrolet	SILVERADO	57	Trade on Used	No	\$ 54,988	\$ 54,988	96%	\$2,064	\$5,781
13	P03297	2020	Cadillac	CTS	1	Other	No	\$ 34,993	\$ 34,993	94%	\$2,218	\$4,228
14	23G3308A	2017	GMC	SIERRA	16	Trade on Used	No	\$ 29,900	\$ 28,500	100%	\$2,500	\$0
15	P03299	2021	Kia	K5	1	Other	No	\$ 22,998	\$ 22,998	93%	(\$73)	\$789
16	P03298	2021	Kia	K5	1	Other	No	\$ 21,900	\$ 21,900	97%	\$852	\$1,675
17	23G3276AA	2008	Chevrolet	SILVERADO	14	Trade on Used	No	\$ 8,800	\$ 4,700	99%	\$2,100	\$0
18	23G3212A	2020	GMC	SIERRA	8	Trade on New	No	\$ 43,998	\$ 43,998	100%	\$7,903	\$750
19	23G3451AA	2021	Ram	2500	11	Trade on Used	No	\$ 61,998	\$ 61,900	100%	\$8,900	\$5,036
20	22G3212AAA	2021	Chevrolet	SILVERADO	9	Trade on Used	No	\$ 39,998	\$ 36,750	99%	\$842	\$1,651
21	23G3378A	2016	Ford	F250	19	Trade on New	No	\$ 44,990	\$ 43,689	97%	\$2,689	\$880
22	P03292	2018	Chevrolet	EQUINOX	7	Auction/Wholesale	No	\$ 20,900	\$ 20,000	99%	\$1,222	\$3,649
23	22G3259A	2020	GMC	SIERRA	28	Trade on New	No	\$ 46,980	\$ 43,900	99%	\$3,447	\$745
24	23G3453A	2018	FORD	F150	6	Trade on New	No	\$ 32,998	\$ 32,500	100%	\$4,744	\$232
25	23G3078A	2016	GMC	CANYON	32	Trade on New	No	\$ 15,900	\$ 15,000	100%	\$3,500	\$0
26	23G3403A	2022	GMC	SIERRA	5	Trade on New	No	\$ 66,990	\$ 61,990	94%	\$595	\$4,047
27	23G3310A	2017	GMC	SIERRA	13	Trade on New	No	\$ 33,980	\$ 31,998	98%	\$848	\$3,434
28	23B3054A	2020	BUICK	ENVISION	1	Trade on New	No	\$ 24,990	\$ 24,990	100%	\$5,090	\$2,776
29	23G3252AB	2017	GMC	SIERRA	9	Trade on Used	No	\$ 28,998	\$ 25,000	98%	\$1,733	\$0
30	23G3147A	2020	BUICK	ENVISION	36	Trade on Used	No	\$ 24,998	\$ 24,000	93%	\$392	\$1,697
31	23g3150A	2020	GMC	SIERRA 2500	62	Trade on New	No	\$ 59,900	\$ 53,500	92%	(\$15)	\$2,692
32	23G3388A	2015	GMC	ACADIA	8	Trade on New	No	\$ 17,998	\$ 16,998	101%	\$1,633	\$2,690
33	23G3236A	2020	GMC	SIERRA	24	Trade on New	No	\$ 49,998	\$ 47,800	97%	\$3,443	\$3,321
34	P03266	2020	BUICK	ENCLAVE	38	Street/Curb Buy	No	\$ 31,998	\$ 31,998	95%	\$2,885	\$4,544
35	23G3267AA	2020	FORD	EXPLORER	26	Trade on New	No	\$ 30,780	\$ 26,500	95%	(\$42)	\$1,725

36	P03274A	2020	GMC	TERRAIN	29	Trade on Used	No	\$	23,998	\$	24,500	94%	\$1,146	\$800
37	23G3071AA	2022	CHEVROLET	SILVERADO 3500	33	Trade on New	No	\$	73,950	\$	71,950	94%	\$1,472	\$6,816
38	22G3256A	2021	GMC	SIERRA	29	Trade on New	No	\$	41,750	\$	41,750	97%	\$4,922	\$3,340
39	23G3332A	2019	TOYOTA	TACOMA	11	Trade on Used	No	\$	31,998	\$	29,500	101%	\$1,043	\$0
40	P03285	2019	CHEVROLET	MALIBU	1	Other	No	\$	21,998	\$	21,998	94%	\$4,613	\$2,797
41	P03286	2017	CHEVROLET	TAHOE	1	Other	No	\$	25,995	\$	25,995	96%	\$4,147	\$2,115
42	23G3429A	2021	GMC	YUKON	9	Trade on New	No	\$	69,998	\$	68,998	96%	(\$647)	\$2,797
43	22B2045A	2015	MINI	OUTLANDER	3	Trade on New	No	\$	12,998	\$	12,998	100%	\$2,798	\$2,356
44	22G3235AA	2019	CHEVROLET	SILVERADO	7	Trade on Used	No	\$	34,998	\$	33,000	99%	\$2,700	\$2,827
45	23G3142A	2021	CHEVROLET	TAHOE	61	Trade on New	No	\$	63,998	\$	62,998	96%	(\$647)	\$2,797
46	P03287	2021	KIA	K5	1	Other	No	\$	22,998	\$	22,998	98%	\$799	\$2,150
47	23G3223A	2018	GMC	YUKON	40	Trade on New	No	\$	38,980	\$	38,998	100%	\$5,120	\$2,509
48	22G3098A	2016	RAM	1500	7	Trade on New	No	\$	21,998	\$	21,998	96%	\$1,703	\$3,131
49	P03283	2011	BUICK	REGAL	6	Street/Curb Buy	No	\$	10,998	\$	9,998	94%	\$2,298	\$0
50	23G3402A	2005	CHEVROLET	SILVERADO	3	Trade on New	No	\$	9,900	\$	6,700	94%	\$2,200	\$0
51	22G3240AA	2020	GMC	SIERRA	9	Trade on New	NO	\$	37,990	\$	34,478	97%	\$1,003	\$0
52	23G3065AA	2015	BMW	X3	7	Trade on New	No	\$	19,995	\$	16,750	98%	\$2,123	\$789
53	23G3333A	2021	GMC	SIERRA 2500	8	Trade on New	No	\$	65,998	\$	65,000	96%	\$3,361	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	50%
Total # Retail Units	72
Avg. Days to Sale	18.1
Avg. Advertised Price (Time of Sale)	\$ 35,902
Avg. Transaction Price	\$ 34,612
Avg. Market Price at 100%	\$ 37,018
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 1,290
Avg. Front-End Gross	\$ 2,066
Avg. Finance Gross	\$ 2,061
PUVR	\$ 4,127
Total Gross (Units & PUVR)	\$ 297,156
GROI	237%
% with Trade	53%
Avg. Over/Under Allowance	(\$81)



Scoreboard*(Click on the blue header to)*

Desk Manager	Totals	Bob Atwood
% Retailed of Non-New Franchise	50%	#DIV/0!
Total # Retail Units	72	0
Avg. Days to Sale	18.1	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,902	#DIV/0!
Avg. Transaction Price	\$ 34,612	#DIV/0!
Avg. Market Price at 100%	\$ 37,018	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 1,290	#DIV/0!
Avg. Front-End Gross	\$ 2,066	#DIV/0!
Avg. Finance Gross	\$ 2,061	#DIV/0!
PUVR	\$ 4,127	#DIV/0!
Total Gross (Units & PUVR)	\$ 297,156	#DIV/0!
GROI	237%	#DIV/0!
% with Trade	53%	#DIV/0!
Avg. Over/Under Allowance	-81	#DIV/0!



Scoreboard*(Click on the blue header to)*

Sales Consultant	Totals	Mike Lucki
% Retailed of Non-New Franchise	50%	#DIV/0!
Total # Retail Units	72	0
Avg. Days to Sale	18.1	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,902	#DIV/0!
Avg. Transaction Price	\$ 34,612	#DIV/0!
Avg. Market Price at 100%	\$ 37,018	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 1,290	#DIV/0!
Avg. Front-End Gross	\$ 2,066	#DIV/0!
Avg. Finance Gross	\$ 2,061	#DIV/0!
PUVR	\$ 4,127	#DIV/0!
Total Gross (Units & PUVR)	\$ 297,156	#DIV/0!
GROI	237%	#DIV/0!
% with Trade	53%	#DIV/0!
Avg. Over/Under Allowance	-81	#DIV/0!



Scoreboard*(Click on the blue header to filter)*

Finance Manager	Totals	Walker Strong
% Retailed of Non-New Franchise	50%	#DIV/0!
Total # Retail Units	72	0
Avg. Days to Sale	18.1	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,902	#DIV/0!
Avg. Transaction Price	\$ 34,612	#DIV/0!
Avg. Market Price at 100%	\$ 37,018	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 1,290	#DIV/0!
Avg. Front-End Gross	\$ 2,066	#DIV/0!
Avg. Finance Gross	\$ 2,061	#DIV/0!
PUVR	\$ 4,127	#DIV/0!
Total Gross (Units & PUVR)	\$ 297,156	#DIV/0!
GROI	237%	#DIV/0!
% with Trade	53%	#DIV/0!
Avg. Over/Under Allowance	-81	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	72	0
Avg. Days to Sale	18.1	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,902	#DIV/0!
Avg. Transaction Price	\$ 34,612	#DIV/0!
Avg. Market Price at 100%	\$ 37,018	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 1,290	#DIV/0!
Avg. Front-End Gross	\$ 2,066	#DIV/0!
Avg. Finance Gross	\$ 2,061	#DIV/0!
PUVR	\$ 4,127	#DIV/0!
Total Gross (Units & PUVR)	\$ 297,156	#DIV/0!
GROI	237%	#DIV/0!
% with Trade	53%	#DIV/0!
Avg. Over/Under Allowance	-81	#DIV/0!

No	
	72
	18.1
\$	34,612
\$	34,612
\$	37,097
	93%
	93%
\$	1,290
\$	2,066
\$	2,061
\$	4,127
\$	297,156
	237%
	53%
	-81

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	72	36
Avg. Days to Sale	18.1	24.2
Avg. Advertised Price (Time of Sale)	\$ 35,902	\$ 40,420
Avg. Transaction Price	\$ 34,612	\$ 38,783
Avg. Market Price at 100%	\$ 37,018	\$ 41,830
Avg. Price to Market % (Time of Sale)	97%	97%
Avg. Transaction to Market	94%	93%
Avg. Transactional Discount	\$ 1,290	\$ 1,637
Avg. Front-End Gross	\$ 2,066	\$ 1,992
Avg. Finance Gross	\$ 2,061	\$ 1,548
PUVR	\$ 4,127	\$ 3,540
Total Gross (Units & PUVR)	\$ 297,156	\$ 127,452
GROI	237%	136%
% with Trade	53%	58%
Avg. Over/Under Allowance	-81	-172

No	
	36
	12.0
\$	30,441
\$	30,441
\$	32,365
	94%
	94%
\$	943
\$	2,140
\$	2,574
\$	4,714
\$	169,704
	465%
	47%
	32

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	72	39	16
% of Retail Units	100%	54%	22%
% Retailed of Non-New Franchise	50%	33%	50%
Avg. Days to Sale	18.1	23.4	19.3
Avg. Transaction Price	\$ 34,612	\$ 39,101	\$ 28,635
Avg. Transaction to Market %	94%	93%	86%
Avg. Transactional Discount	\$ 1,290	\$ 1,268	\$ 2,406
Avg. Front End Gross	\$ 2,066	\$ 2,279	\$ 1,983
Avg. Finance Gross	\$ 2,061	\$ 1,940	\$ 1,575
PUVR	\$ 4,127	\$ 4,219	\$ 3,559
Total Gross (Units & PUVR)	\$ 297,156	\$ 164,554	\$ 56,936
GROI	237%	166%	232%
% with Trade	53%	67%	31%
Avg. Over/Under Allowance	-81	-85	-403



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	3	0	0
3%	4%	0%	0%
100%	100%	#DIV/0!	#DIV/0!
22.0	9.7	#DIV/0!	#DIV/0!
\$ 20,998	\$ 23,326	#DIV/0!	#DIV/0!
90%	96%	#DIV/0!	#DIV/0!
\$ 500	\$ 1,300	#DIV/0!	#DIV/0!
\$ 2,592	\$ 1,114	#DIV/0!	#DIV/0!
\$ 2,272	\$ 4,659	#DIV/0!	#DIV/0!
\$ 4,864	\$ 5,774	#DIV/0!	#DIV/0!
\$ 9,727	\$ 17,321	#DIV/0!	#DIV/0!
379%	922%	#DIV/0!	#DIV/0!
50%	67%	#DIV/0!	#DIV/0!
500	-125	#DIV/0!	#DIV/0!

LBO OEM/Leasing co.	Rental Fleet (Enterprise, etc.)	Other
0	0	12
0%	0%	17%
#DIV/0!	#DIV/0!	83%
#DIV/0!	#DIV/0!	1.0
#DIV/0!	#DIV/0!	\$ 33,083
#DIV/0!	#DIV/0!	96%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 1,635
#DIV/0!	#DIV/0!	\$ 2,416
#DIV/0!	#DIV/0!	\$ 4,052
#DIV/0!	#DIV/0!	\$ 48,618
#DIV/0!	#DIV/0!	4409%
#DIV/0!	#DIV/0!	33%
#DIV/0!	#DIV/0!	225

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	72	55	10
% of Retail Units	100%	76%	14%
% Retailed of Non-New Franchise	50%	56%	30%
Avg. Days to Sale	18.1	9.3	36.5
Avg. Transaction Price	\$ 34,612	\$ 32,398	\$ 39,305
Avg. Transaction to Market %	94%	93%	92%
Avg. Transactional Discount	\$ 1,290	\$ 1,247	\$ 758
Avg. Front End Gross	\$ 2,066	\$ 2,296	\$ 2,142
Avg. Finance Gross	\$ 2,061	\$ 2,038	\$ 1,865
PUVR	\$ 4,127	\$ 4,334	\$ 4,007
Total Gross (Units & PUVR)	\$ 297,156	\$ 238,377	\$ 40,065
GROI	237%	517%	101%
% with Trade	53%	51%	50%
Avg. Over/Under Allowance	-81	-20	400



46-60 days	61-90 days	90+ days
3	4	0
4%	6%	0%
33%	25%	#DIV/0!
53.3	66.8	#DIV/0!
\$ 38,145	\$ 50,674	#DIV/0!
85%	89%	#DIV/0!
\$ 2,847	\$ 2,048	#DIV/0!
\$ 1,405	\$ (790)	#DIV/0!
\$ 3,331	\$ 1,916	#DIV/0!
\$ 4,736	\$ 1,127	#DIV/0!
\$ 14,208	\$ 4,506	#DIV/0!
84%	12%	#DIV/0!
67%	75%	#DIV/0!
-250	-1,333	#DIV/0!