

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
William Mangrum	Noel Barnett	Sebastian Bolt
Lenny Damelio	Adrialys Estevez	Steve Bruer
Damian Bolt	Marc Potts	Cody Callison
Gage Finney	Jacob Thielking	Ted Castelo
Ronald Davenport	Richard Smith	Patrick Early
		Kyle Finney
		Sandro Gomez
		Allen Harper
		Darren Jason
		Narana Johnson
		Chris Johnston
		Timothy Lawhorn
		Kenneth Merlos
		Devin Moulton
		Matthew Onyemaechi
		Austen Roman
		Frank Salamone
		Nick Tronccone
		Jacob Whittington
		Shamar Harvey
		Youssef Issa

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	G092164A	18	Kia	SORENTO	17	Trade on New	No	\$ 15,961	\$ 15,500.00	98%	\$ (2,043.91)	\$ 1,272.60
2	G100551A	18	Kia	SPORTAGE	15	Trade on New	No	\$ 15,861	\$ 15,860.60	93%	\$ 826.20	\$ -
3	3807A	19	Volkswagen	JETTA	28	Trade on New	No	\$ 16,291	\$ 17,336.00	92%	\$ (610.34)	\$ -
4	E560776A	14	Volkswagen	JETTA SEDAN	42	Trade on New	No	\$ 8,193	\$ 8,403.75	89%	\$ (2,113.55)	\$ -
5	G091155B	14	Dodge	GRAND CARAVAN	36	Trade on Used	No	\$ 12,791	\$ 14,248.30	113%	\$ 4,278.70	\$ 707.83
6	7633659	19	Kia	SOUL	7	Street/Curb Buy	No	\$ 17,981	\$ 18,676.00	96%	\$ 24.44	\$ 2,459.32
7	3952A	20	Acura	RDX	12	Trade on New	No	\$ 36,791	\$ 38,486.00	99%	\$ 3,068.86	\$ 3,102.34
8	4167A	15	Jeep	CHEROKEE	36	Trade on New	No	\$ 11,892	\$ 10,925.76	97%	\$ 1,050.65	\$ -
9	G367309A	18	Honda	ACCORD SEDAN	12	Trade on New	No	\$ 21,981	\$ 21,981.00	98%	\$ 751.44	\$ 2,298.70
10	4386A	21	Jeep	GRAND CHEROKEE L	60	Trade on New	No	\$ 37,281	\$ 36,784.00	96%	\$ (793.18)	\$ 2,060.00
11	E525491	23	Kia	RIO	20	Street/Curb Buy	YES	\$ 17,792	\$ 18,891.00	84%	\$ (793.60)	\$ 212.83
12	G201017A	17	Ford	F-150	12	Trade on New	No	\$ 33,481	\$ 31,511.00	97%	\$ 118.25	\$ 4,982.83
13	G094405A	23	Kia	K5	18	Trade on New	YES	\$ 28,291	\$ 28,291.00	95%	\$ (1,467.35)	\$ 2,814.00
14	G095014A	21	Jeep	GRAND CHEROKEE	28	Trade on New	No	\$ 30,282	\$ 31,000.00	94%	\$ 348.88	\$ 5,261.68
15	7439150A	17	Kia	FORTE	23	Trade on New	No	\$ 10,491	\$ 9,053.00	94%	\$ (2,606.97)	\$ 801.00
16	4112A	19	Kia	SORENTO	8	Trade on New	No	\$ 18,311	\$ 18,400.00	96%	\$ (757.88)	\$ 3,376.83
17	E580114A	20	Chevrolet	MALIBU	24	Trade on New	No	\$ 19,582	\$ 21,000.00	94%	\$ (150.15)	\$ 3,217.46
18	G090048A	21	Hyundai	TUCSON	70	Trade on New	No	\$ 24,574	\$ 24,574.00	95%	\$ (3,928.39)	\$ 982.00
19	E571699A	23	Kia	FORTE	41	Trade on New	YES	\$ 21,492	\$ 22,492.00	93%	\$ (3,776.00)	\$ -
20	7427059A	20	Kia	SOUL	10	Trade on New	YES	\$ 18,911	\$ 21,606.00	98%	\$ (608.39)	\$ 1,978.79
21	4389B	21	Kia	SORENTO	19	Trade on Used	YES	\$ 34,522	\$ 37,217.00	96%	\$ 20.41	\$ 3,397.00
22	7438986A	20	Kia	ROGUE SPORT	9	Trade on New	No	\$ 19,741	\$ 19,741.00	95%	\$ (1,098.63)	\$ 2,419.34
23	G098718B	14	Kia	SOUL	15	Trade on Used	No	\$ 10,961	\$ 10,961.00	96%	\$ (565.19)	\$ -
24	G357873A	17	Honda	RIDGELINE	38	Trade on New	No	\$ 25,393	\$ 26,000.00	94%	\$ 645.17	\$ -
25	G092298A	21	Kia	SELTOS	17	Trade on New	YES	\$ 21,591	\$ 22,750.00	94%	\$ (1,271.05)	\$ 918.52
26	G199959A	21	Chevrolet	SILVERADO 1500	28	Trade on New	No	\$ 37,282	\$ 39,977.00	94%	\$ 3,482.77	\$ 2,162.67
27	E525491A	11	Honda	INSIGHT	10	Trade on New	No	\$ 7,991	\$ 9,391.00	99%	\$ 2,656.33	\$ 1,173.15
28	4375A	20	Kia	SPORTAGE	32	Trade on New	YES	\$ 21,481	\$ 21,670.00	97%	\$ 1,225.36	\$ -
29	6130395A	14	Mini	COOPER HARDTOP	31	Trade on New	No	\$ 16,492	\$ 18,587.00	101%	\$ 3,942.14	\$ 1,598.99

30	4008A	15	Chevrolet	TAHOE	22	Trade on New	No	\$	28,581	\$ 29,282.98	97%	\$ 959.65	\$ -
31	G199794C	15	Toyota	COROLLA	21	Trade on Used	No	\$	9,971	\$ 9,971.00	91%	\$ 367.96	\$ 1,392.80
32	G373597A	15	Kia	SORENTO	16	Trade on New	No	\$	12,981	\$ 13,175.00	95%	\$ 973.49	\$ 1,595.27
33	4074B	16	Dodge	CHARGER	47	Trade on Used	No	\$	23,383	\$ 23,000.00	95%	\$ (1,227.93)	\$ 3,299.00
34	4249A	16	Lexus	NX 200T	29	Trade on New	No	\$	18,541	\$ 19,000.00	95%	\$ 912.19	\$ 2,403.20
35	G099190A	20	Kia	SPORTAGE	16	Trade on New	YES	\$	24,482	\$ 25,176.00	99%	\$ (709.10)	\$ 2,197.00
36	G094405B	19	Kia	FORTE	11	Trade on Used	No	\$	15,971	\$ 16,500.00	96%	\$ (1,702.49)	\$ 2,793.03
37	7439097A	21	Kia	SELTOS	18	Trade on New	YES	\$	22,291	\$ 22,900.00	96%	\$ (1,612.73)	\$ 1,412.83
38	G375946A	20	Kia	TELLURIDE	18	Trade on New	No	\$	34,981	\$ 37,676.00	96%	\$ 3,212.82	\$ 3,103.33
39	E574051A	22	Kia	RIO	28	Trade on New	YES	\$	16,991	\$ 19,686.00	89%	\$ (1,728.81)	\$ 2,626.14
40	G203541A	21	Nissan	ALTIMA	23	Trade on New	No	\$	24,562	\$ 25,612.00	96%	\$ 1,353.46	\$ 1,908.63
41	G358349A	20	Lexus	ES	27	Trade on New	No	\$	35,782	\$ 34,024.00	96%	\$ (1,507.23)	\$ -
42	3754A	17	Jeep	CHEROKEE	23	Trade on New	No	\$	17,592	\$ 16,000.00	90%	\$ (2,132.61)	\$ 2,945.46
43	7793945	20	Kia	SPORTAGE	23	Street/Curb Buy	YES	\$	20,981	\$ 20,481.00	96%	\$ (133.05)	\$ -
44	G104952A	20	Kia	SPORTAGE	38	Trade on New	No	\$	24,291	\$ 25,600.00	97%	\$ (1,346.77)	\$ -
45	G364829A	16	Chevrolet	TRAVERSE	26	Trade on New	No	\$	17,072	\$ 19,767.00	73%	\$ (3,276.79)	\$ 3,254.13
46	E549286A	13	Jeep	WRANGLER	24	Trade on New	No	\$	18,792	\$ 18,500.00	92%	\$ (670.80)	\$ -
47	3932B	16	Dodge	200	26	Trade on Used	No	\$	12,992	\$ 14,337.00	93%	\$ (85.07)	\$ 931.00
48	4352A	20	Kia	FORTE	84	Trade on New	No	\$	17,274	\$ 19,969.00	90%	\$ (1,396.94)	\$ 2,193.00
49	G094427A	14	Hyundai	ACCENT	45	Trade on New	No	\$	6,394	\$ 8,080.15	83%	\$ 1,684.73	\$ 800.00
50	G103503A	18	Hyundai	SANTA FE SPORT	45	Trade on New	No	\$	19,721	\$ 17,770.00	98%	\$ (1,514.85)	\$ 2,945.77
51	G452448	19	Kia	SORENTO	20	Street/Curb Buy	No	\$	28,992	\$ 28,992.00	95%	\$ (43.81)	\$ 613.05
52	G099190B	18	Kia	SORENTO	14	Street/Curb Buy	No	\$	17,991	\$ 20,257.65	92%	\$ (231.64)	\$ -
53	G171731A	20	Kia	SORENTO	19	Trade on New	YES	\$	23,992	\$ 26,000.00	96%	\$ 496.48	\$ 4,060.04

Scoreboard Totals

% Retailed of Non-Franchise Make	51%
Total # Retail Units	175
Avg. Days to Sale	25.4
Avg. Advertised Price (Time of Sale)	\$ 21,213
Avg. Transaction Price	\$ 21,963
Avg. Market Price at 100%	\$ 14,792
Avg. Price to Market % (Time of Sale)	143%
Avg. Transaction to Market	148%
Avg. Transactional Discount	\$ (749)
Avg. Front-End Gross	\$ (468)
Avg. Finance Gross	\$ 1,748
PUVR	\$ 1,238
Total Gross (Units & PUVR)	\$ 216,708
GROI	80%
% with Trade	40%
Avg. Over/Under Allowance	\$23



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	51%	Err:502	Err:502
Total # Retail Units	175	0	0
Avg. Days to Sale	25.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,213	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 21,963	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 14,792	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	143%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	148%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (749)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (468)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,748	#DIV/0!	#DIV/0!
PUVR	\$ 1,238	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 216,708	#DIV/0!	#DIV/0!
GROI	80%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	23	#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	51%	Err:502	Err:502
Total # Retail Units	175	0	0
Avg. Days to Sale	25.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,213	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 21,963	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 14,792	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	143%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	148%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (749)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (468)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,748	#DIV/0!	#DIV/0!
PUVR	\$ 1,238	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 216,708	#DIV/0!	#DIV/0!
GROI	80%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	23	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	51%	Err:502	Err:502
Total # Retail Units	175	0	0
Avg. Days to Sale	25.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,213	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 21,963	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 14,792	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	143%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	148%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (749)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (468)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,748	#DIV/0!	#DIV/0!
PUVR	\$ 1,238	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 216,708	#DIV/0!	#DIV/0!
GROI	80%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	23	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	175	61	138
Avg. Days to Sale	25.4	20.7	27.5
Avg. Advertised Price (Time of Sale)	\$ 21,213	\$ 25,454	\$ 20,021
Avg. Transaction Price	\$ 21,963	\$ 26,344	\$ 20,021
Avg. Market Price at 100%	\$ 14,792	\$ 26,376	\$ 20,939
Avg. Price to Market % (Time of Sale)	143%	97%	96%
Avg. Transaction to Market	148%	100%	96%
Avg. Transactional Discount	\$ (749)	\$ (890)	\$ (687)
Avg. Front-End Gross	\$ (468)	\$ (1,087)	\$ (204)
Avg. Finance Gross	\$ 1,748	\$ 2,063	\$ 1,613
PUVR	\$ 1,238	\$ 838	\$ 1,413
Total Gross (Units & PUVR)	\$ 216,708	\$ 51,110	\$ 195,054
GROI	80%	55%	93%
% with Trade	40%	Err:502	Err:502
Avg. Over/Under Allowance	23	46	13



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	175	83	89
Avg. Days to Sale	25.4	20.6	30.4
Avg. Advertised Price (Time of Sale)	\$ 21,213	\$ 22,266	\$ 20,603
Avg. Transaction Price	\$ 21,963	\$ 23,003	\$ 20,603
Avg. Market Price at 100%	\$ 14,792	\$ 23,157	\$ 21,034
Avg. Price to Market % (Time of Sale)	143%	96%	98%
Avg. Transaction to Market	148%	99%	98%
Avg. Transactional Discount	\$ (749)	\$ (737)	\$ (769)
Avg. Front-End Gross	\$ (468)	\$ (728)	\$ (257)
Avg. Finance Gross	\$ 1,748	\$ 1,766	\$ 1,704
PUVR	\$ 1,238	\$ 1,038	\$ 1,447
Total Gross (Units & PUVR)	\$ 216,708	\$ 86,131	\$ 128,764
GROI	80%	79%	83%
% with Trade	40%	Err:502	Err:502
Avg. Over/Under Allowance	23	37	-7



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	175	162	24
% of Retail Units	100%	93%	14%
% Retailed of Non-New Franchise	51%	48%	46%
Avg. Days to Sale	25.4	26.0	27.0
Avg. Transaction Price	\$ 21,963	\$ 22,205	\$ 20,164
Avg. Transaction to Market %	148%	102%	99%
Avg. Transactional Discount	\$ (749)	\$ (701)	\$ (977)
Avg. Front End Gross	\$ (468)	\$ (562)	\$ (281)
Avg. Finance Gross	\$ 1,748	\$ 1,744	\$ 2,053
PUVR	\$ 1,238	\$ 1,160	\$ 2,019
Total Gross (Units & PUVR)	\$ 216,708	\$ 187,921	\$ 48,456
GROI	80%	72%	134%
% with Trade	40%	Err:502	Err:502
Avg. Over/Under Allowance	23	26	4



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
13	0	0	0
7%	0%	0%	0%
8%	#DIV/0!	#DIV/0!	#DIV/0!
14.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,211	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (927)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 259	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,280	#DIV/0!	#DIV/0!	#DIV/0!
\$ 887	#DIV/0!	#DIV/0!	#DIV/0!
\$ 11,530	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
Err:502	Err:502	Err:502	Err:502
19	#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!
Err:502	Err:502	Err:502
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	175	121	26
% of Retail Units	100%	69%	15%
% Retailed of Non-New Franchise	51%	Err:502	Err:502
Avg. Days to Sale	25.4	20.5	36.7
Avg. Transaction Price	\$ 21,963	\$ 22,216	\$ 19,093
Avg. Transaction to Market %	148%	98%	130%
Avg. Transactional Discount	\$ (749)	\$ (662)	\$ (1,342)
Avg. Front End Gross	\$ (468)	\$ (346)	\$ (679)
Avg. Finance Gross	\$ 1,748	\$ 1,865	\$ 1,146
PUVR	\$ 1,238	\$ 1,519	\$ 468
Total Gross (Units & PUVR)	\$ 216,708	\$ 183,772	\$ 12,162
GROI	80%	120%	24%
% with Trade	40%	Err:502	Err:502
Avg. Over/Under Allowance	23	0	-19



46-60 days	61-90 days	90+ days
16	6	0
9%	3%	0%
Err:502	Err:502	Err:502
34.0	54.0	#DIV/0!
\$ 21,089	\$ 19,152	#DIV/0!
99%	95%	#DIV/0!
\$ (577)	\$ (771)	#DIV/0!
\$ (1,123)	\$ (1,231)	#DIV/0!
\$ 1,649	\$ 1,064	#DIV/0!
\$ 526	\$ (167)	#DIV/0!
\$ 8,419	\$ (1,003)	#DIV/0!
26%	-6%	#DIV/0!
Err:502	Err:502	Err:502
-30	0	#DIV/0!