

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Chris Staggs	Danny Carmack	Johnny Zillyette
Michael Stanfield	Bryan Cook	James Cooper
		Drennon Hovater
		Jacob White
		Paul Sides
		Justin Jeffereies
		Sabrina Gray

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	PS9938	2020	Chevrolet	Silverado	34	Street/Curb Buy	No	\$ 37,590	\$ 37,590	98%	\$2,506	\$1,332
2	P9936	2020	Jeep	Wrangler	35	Auction/Wholesale	No	\$ 36,590	\$ 36,590	96%	\$2,204	\$5,055
3	PS9953	2019	Ford	F150	18	Street/Curb Buy	No	\$ 41,990	\$ 41,990	104%	\$1,912	\$2,279
4	D9957	2014	Ram	1500	23	Other	No	\$ 25,268	\$ 25,468	89%	\$1,175	\$2,394
5	13569A	2021	Ford	Expedition	47	Trade on New	No	\$ 47,590	\$ 47,590	101%	\$1,508	\$2,863
6	J646	2018	Ford	F150	44	Street/Curb Buy	No	\$ 26,790	\$ 26,790	98%	\$1,437	\$1,524
7	D9959	2015	Cadillac	SRX	30	Other	No	\$ 17,859	\$ 17,859	91%	\$1,605	\$2,289
8	13634A	2016	GMC	Yukon	38	Trade on New	No	\$ 28,990	\$ 28,990	95%	\$3,564	\$1,738
9	13656A	2016	Kia	Optima	12	Trade on New	No	\$ 11,990	\$ 11,990	85%	\$1,791	\$2,455
10	H0204	2021	Ford	Expedition	73	Other	No	\$ 55,600	\$ 55,600	92%	\$1,785	\$2,653
11	J657	2021	Chevrolet	2500HD	3	Street/Curb Buy	No	\$ 69,990	\$ 69,990	103%	\$4,168	\$9,335
12	13676A	2018	Kia	Soul	25	Trade on New	No	\$ 17,990	\$ 17,990	92%	\$1,009	\$463
13	13713A	2018	Nissan	Murano	7	Trade on New	No	\$ 25,890	\$ 25,890	95%	\$2,725	\$0
14	PS9954	2016	Hyundai	Tucson	17	Street/Curb Buy	No	\$ 19,990	\$ 19,990	88%	\$2,896	\$1,573
15	P9937A	2020	Buick	Encore GX	24	Trade on Used	No	\$ 21,690	\$ 21,690	98%	\$2,450	\$483
16	13634B	2019	Honda	Pilot	6	Trade on Used	No	\$ 30,790	\$ 30,790	101%	\$2,053	\$500
17	PS9929A	2022	Hyundai	Santa Fe	54	Trade on Used	No	\$ 28,990	\$ 28,990	92%	\$525	\$634
18	J656	2019	Lincoln	Nautilus	12	Street/Curb Buy	No	\$ 33,990	\$ 33,490		\$3,028	\$2,863
19	J659	2016	Ford	Fusion	7	Street/Curb Buy	No	\$ 12,990	\$ 12,990		\$1,923	\$428
20	P9965	2020	Chevrolet	Colorado	0	LBO Customer	No		\$ 21,895		\$0	\$1,076
21	13608A	2018	GMC	Canyon	3	Trade on New	No	\$ 30,990	\$ 29,731	96%	\$1,918	\$0
22	13682A	2020	Ford	F150	4	Trade on New	No	\$ 44,990	\$ 44,990	101%	\$3,474	\$921
23	13711A	2016	Lincoln	Navigator	15	Trade on New	No	\$ 22,590	\$ 22,191	103%	\$3,376	\$517
24	13673A	2020	Chevrolet	Malibu	25	Trade on New	Yes	\$ 20,590	\$ 20,401	97%	\$1,464	\$0
25	13709A	2018	Chevrolet	Tahoe	1	Trade on New	No		\$ 35,990		\$4,224	\$3,831
26	P9967	2020	Chevrolet	Blazer	0	LBO Customer	No		\$ 27,871		\$0	\$2,552
27	13685A	2020	Chevrolet	Malibu	9	Trade on New	No	\$ 24,990	\$ 24,990	99%	\$4,810	\$2,821
28	J645	2020	Ford	Fusion	66	Street/Curb Buy	No	\$ 19,590	\$ 19,590	92%	(\$289)	\$2,866
29	H0206	2018	Dodge	Grand Caravan	39	Other	No	\$ 14,488	\$ 14,998	88%	\$1,000	\$1,400

30	J660	2012	Honda	Accord	11	Street/Curb Buy	No	\$	16,990	\$	16,990	100%	\$2,544	\$165
31	13714A	2022	Mitsubishi	Outlander	11	Trade on New	No	\$	22,990	\$	22,990	97%	\$2,649	\$3,992
32	13547A	2017	Chevrolet	Express	46	Trade on New	No	\$	26,790	\$	26,790		(\$1,216)	\$1,394
33	J655	2019	Infiniti	QX50	25	Street/Curb Buy	No	\$	29,790	\$	29,790	91%	\$1,267	\$5,610
34	13684A	2021	Buick	Envision	17	Trade on New	Yes	\$	29,990	\$	28,590	98%	\$2,125	\$1,539
35	13654A	2020	Ford	Escape	37	Trade on New	No	\$	23,490	\$	23,490	95%	\$1,033	\$1,019
36	13712A	2010	Chevrolet	Camaro	7	Trade on New	No	\$	15,990	\$	15,990	99%	\$4,945	\$315
37	H0205	2018	Hyundai	Sonata	9	Other	No	\$	15,690	\$	13,990	96%	\$1,256	\$1,666
38	J657A	2017	Chevrolet	Suburban	17	Trade on Used	No	\$	34,990	\$	33,990	103%	\$3,684	\$1,027
39	13660A1	2019	Chevrolet	Corvette	7	Trade on New	No	\$	65,990	\$	65,990	105%	\$5,082	\$3,633
40	J663	2014	Jeep	Cherokee	12	Street/Curb Buy	No	\$	18,490	\$	18,490	113%	\$3,017	\$1,580
41	H0207	2017	Buick	Enclave	20	Other	No	\$	24,200	\$	22,400	101%	(\$800)	\$3,678
42	D9960	2021	GMC	Acadia	21	Other	No	\$	35,990	\$	35,990	102%	\$767	\$2,452
43	13660A2	2015	Chevrolet	Impala	9	Trade on New	No	\$	21,890	\$	21,890	102%	\$4,217	\$3,210
44	13594A	2022	Chevrolet	Silverado	59	Trade on New	No	\$	45,990	\$	45,990	90%	\$2,447	\$4,575
45	13627A	2018	Buick	Regal	12	Trade on New	Yes	\$	22,990	\$	22,990	99%	\$3,624	\$0
46	13710A	2016	Toyota	Camry	14	Trade on New	No	\$	17,590	\$	17,590	100%	\$1,953	\$2,622
47	13660B1	2015	Chevrolet	Camaro	5	Trade on Used	No	\$	13,990	\$	13,990	82%	\$2,541	\$189
48	13702A	2017	Ford	Explorer	13	Trade on New	No	\$	17,790	\$	17,790	97%	\$2,947	\$1,882
49	13738A2	2013	Cadillac	SRX	4	Trade on New	No	\$	11,690	\$	11,690	85%	\$3,695	\$297
50	J666	2012	Toyota	Corolla	14	Street/Curb Buy	No	\$	9,890	\$	9,341	99%	\$1,200	\$1,383
51	13680A	2019	Chevrolet	Silverado	7	Trade on New	No	\$	44,990	\$	44,990	113%	\$4,892	\$0
52	J668	2016	Ram	1500	12	Street/Curb Buy	No	\$	24,790	\$	24,790	104%	\$4,638	\$2,195
53	J670	2020	Chevrolet	Traverse	12	Street/Curb Buy	No	\$	35,990	\$	35,990	96%	\$2,508	\$2,994

Scoreboard Totals

% Retailed of Non-Franchise Make	64%
Total # Retail Units	67
Avg. Days to Sale	20.1
Avg. Advertised Price (Time of Sale)	\$ 29,051
Avg. Transaction Price	\$ 29,792
Avg. Market Price at 100%	\$ 29,962
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ (2,475)
Avg. Front-End Gross	\$ 2,310
Avg. Finance Gross	\$ 1,954
PUVR	\$ 4,264
Total Gross (Units & PUVR)	\$ 285,668
GROI	256%
% with Trade	45%
Avg. Over/Under Allowance	\$57



Scoreboard

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Desk Manager	Totals	Bob Atwood	Chris Staggs
% Retailed of Non-New Franchise	64%	#DIV/0!	69%
Total # Retail Units	67	0	29
Avg. Days to Sale	20.1	#DIV/0!	27.1
Avg. Advertised Price (Time of Sale)	\$ 29,051	#DIV/0!	\$ 28,344
Avg. Transaction Price	\$ 29,792	#DIV/0!	\$ 28,232
Avg. Market Price at 100%	\$ 29,962	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,475)	#DIV/0!	\$ (865)
Avg. Front-End Gross	\$ 2,310	#DIV/0!	\$ 1,947
Avg. Finance Gross	\$ 1,954	#DIV/0!	\$ 1,799
PUVR	\$ 4,264	#DIV/0!	\$ 3,746
Total Gross (Units & PUVR)	\$ 285,668	#DIV/0!	\$ 108,630
GROI	256%	#DIV/0!	176%
% with Trade	45%	Err:502	Err:502
Avg. Over/Under Allowance	57	#DIV/0!	129



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Michael Stanfield			
61%	#DIV/0!	#DIV/0!	#DIV/0!
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14.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,617	#DIV/0!	#DIV/0!	#DIV/0!
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\$ 2,073	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,659	#DIV/0!	#DIV/0!	#DIV/0!
\$ 177,038	#DIV/0!	#DIV/0!	#DIV/0!
368%	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Sales Consultant	Totals	Johnny Zillyette	James Cooper
% Retailed of Non-New Franchise	64%	83%	56%
Total # Retail Units	67	6	16
Avg. Days to Sale	20.1	24.7	19.5
Avg. Advertised Price (Time of Sale)	\$ 29,051	\$ 37,612	\$ 27,123
Avg. Transaction Price	\$ 29,792	\$ 35,905	\$ 26,622
Avg. Market Price at 100%	\$ 29,962	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,475)	\$ (4,562)	\$ (1,194)
Avg. Front-End Gross	\$ 2,310	\$ 1,752	\$ 2,307
Avg. Finance Gross	\$ 1,954	\$ 2,596	\$ 1,501
PUVR	\$ 4,264	\$ 4,347	\$ 3,808
Total Gross (Units & PUVR)	\$ 285,668	\$ 26,085	\$ 60,921
GROI	256%	177%	264%
% with Trade	45%	Err:502	Err:502
Avg. Over/Under Allowance	57	333	14



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Drennon Hovater	Jacob White	Paul Sides	Justin Jeffereies
57%	0%	85%	67%
7	1	13	15
14.4	5.0	15.8	27.1
\$ 26,820	\$ 13,990	\$ 33,880	\$ 25,325
\$ 35,712	\$ 13,990	\$ 33,760	\$ 26,032
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#DIV/0!	82%	#DIV/0!	#DIV/0!
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\$ (12,724)	\$ -	\$ 121	\$ (2,396)
\$ 3,065	\$ 2,541	\$ 2,601	\$ 1,855
\$ 2,045	\$ 189	\$ 2,692	\$ 1,426
\$ 5,110	\$ 2,730	\$ 5,293	\$ 3,282
\$ 35,769	\$ 2,730	\$ 68,805	\$ 49,224
357%	1405%	358%	167%
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Sabrina Gray			
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18.7	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Danny Carmack	Bryan Cook
% Retailed of Non-New Franchise	64%	62%	67%
Total # Retail Units	67	37	30
Avg. Days to Sale	20.1	21.8	17.9
Avg. Advertised Price (Time of Sale)	\$ 29,051	\$ 32,689	\$ 24,504
Avg. Transaction Price	\$ 29,792	\$ 32,029	\$ 27,033
Avg. Market Price at 100%	\$ 29,962	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,475)	\$ (1,107)	\$ (4,163)
Avg. Front-End Gross	\$ 2,310	\$ 2,027	\$ 2,658
Avg. Finance Gross	\$ 1,954	\$ 2,543	\$ 1,227
PUVR	\$ 4,264	\$ 4,570	\$ 3,886
Total Gross (Units & PUVR)	\$ 285,668	\$ 169,100	\$ 116,569
GROI	256%	235%	289%
% with Trade	45%	Err:502	Err:502
Avg. Over/Under Allowance	57	62	51



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	67	5	62
Avg. Days to Sale	20.1	15.0	20.5
Avg. Advertised Price (Time of Sale)	\$ 29,051	\$ 26,910	\$ 30,061
Avg. Transaction Price	\$ 29,792	\$ 26,462	\$ 30,061
Avg. Market Price at 100%	\$ 29,962	\$ 26,479	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	102%	#DIV/0!
Avg. Transaction to Market	99%	100%	#DIV/0!
Avg. Transactional Discount	\$ (2,475)	\$ 448	\$ (2,711)
Avg. Front-End Gross	\$ 2,310	\$ 2,287	\$ 2,311
Avg. Finance Gross	\$ 1,954	\$ 1,275	\$ 2,009
PUVR	\$ 4,264	\$ 3,563	\$ 4,320
Total Gross (Units & PUVR)	\$ 285,668	\$ 17,814	\$ 267,855
GROI	256%	323%	252%
% with Trade	45%	Err:502	Err:502
Avg. Over/Under Allowance	57	245	42



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	67	24	43
Avg. Days to Sale	20.1	15.0	23.0
Avg. Advertised Price (Time of Sale)	\$ 29,051	\$ 34,175	\$ 26,494
Avg. Transaction Price	\$ 29,792	\$ 35,701	\$ 26,494
Avg. Market Price at 100%	\$ 29,962	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,475)	\$ (7,222)	\$ 174
Avg. Front-End Gross	\$ 2,310	\$ 2,950	\$ 1,952
Avg. Finance Gross	\$ 1,954	\$ 1,980	\$ 1,940
PUVR	\$ 4,264	\$ 4,930	\$ 3,892
Total Gross (Units & PUVR)	\$ 285,668	\$ 118,322	\$ 167,346
GROI	256%	332%	230%
% with Trade	45%	Err:502	Err:502
Avg. Over/Under Allowance	57	-29	105



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	67	28	8
% of Retail Units	100%	42%	12%
% Retailed of Non-New Franchise	64%	54%	50%
Avg. Days to Sale	20.1	17.4	16.8
Avg. Transaction Price	\$ 29,792	\$ 31,188	\$ 27,114
Avg. Transaction to Market %	99%	#DIV/0!	94%
Avg. Transactional Discount	\$ (2,475)	\$ (4,383)	\$ 189
Avg. Front End Gross	\$ 2,310	\$ 2,932	\$ 2,437
Avg. Finance Gross	\$ 1,954	\$ 1,547	\$ 520
PUVR	\$ 4,264	\$ 4,479	\$ 2,957
Total Gross (Units & PUVR)	\$ 285,668	\$ 125,400	\$ 23,653
GROI	256%	297%	234%
% with Trade	45%	Err:502	Err:502
Avg. Over/Under Allowance	57	12	-125



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
17	1	0	2
25%	1%	0%	3%
71%	100%	#DIV/0!	0%
20.9	35.0	#DIV/0!	0.0
\$ 30,106	\$ 36,590	#DIV/0!	\$ 24,883
#DIV/0!	96%	#DIV/0!	#DIV/0!
\$ 178	\$ -	#DIV/0!	\$ (24,883)
\$ 2,371	\$ 2,204	#DIV/0!	\$ -
\$ 2,592	\$ 5,055	#DIV/0!	\$ 1,814
\$ 4,964	\$ 7,259	#DIV/0!	\$ 1,814
\$ 84,383	\$ 7,259	#DIV/0!	\$ 3,628
284%	204%	#DIV/0!	#DIV/0!
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BO OEM/Leasing	central Fleet (Enterprise, etc	Other
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0%	0%	16%
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#DIV/0!	#DIV/0!	30.4
#DIV/0!	#DIV/0!	\$ 27,977
#DIV/0!	#DIV/0!	94%
#DIV/0!	#DIV/0!	\$ 191
#DIV/0!	#DIV/0!	\$ 967
#DIV/0!	#DIV/0!	\$ 2,792
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	67	50	8
% of Retail Units	100%	75%	12%
% Retailed of Non-New Franchise	64%	66%	63%
Avg. Days to Sale	20.1	12.4	36.4
Avg. Transaction Price	\$ 29,792	\$ 29,340	\$ 28,990
Avg. Transaction to Market %	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (2,475)	\$ (2,325)	\$ 100
Avg. Front End Gross	\$ 2,310	\$ 2,691	\$ 1,981
Avg. Finance Gross	\$ 1,954	\$ 1,916	\$ 1,849
PUVR	\$ 4,264	\$ 4,607	\$ 3,830
Total Gross (Units & PUVR)	\$ 285,668	\$ 230,359	\$ 30,642
GROI	256%	454%	131%
% with Trade	45%	Err:502	Err:502
Avg. Over/Under Allowance	57	51	38



46-60 days	61-90 days	90+ days
4	3	0
6%	4%	0%
50%	100%	#DIV/0!
51.5	75.7	#DIV/0!
\$ 37,340	\$ 32,665	#DIV/0!
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\$ -	\$ (200)	#DIV/0!
\$ 816	\$ 351	#DIV/0!
\$ 2,367	\$ 2,419	#DIV/0!
\$ 3,182	\$ 2,770	#DIV/0!
\$ 12,730	\$ 8,310	#DIV/0!
60%	40%	#DIV/0!
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