

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Tyler Lloyd	Kristin Perry	Barry Fisher
Tony Jimenez	Tyler Lloyd	Bobby Denhart
Kristin Perry	John Peltz	Kenny Horn
		Jaden Miller
		Sean Sensing
		Jay Parks
		Jose Morales
		Garfield Starnes
		Nate Johnson
		HOUSE





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
###	WA1865	2019	Ford	FUSION	33	Auction/Wholesale	No	\$ 21,499	\$ 20,000	110%	\$3,125	\$1,909
###	NL1243	2019	Nissan	KICKS	316	Auction/Wholesale	No	\$ 16,900	\$ 15,900	85%	(\$954)	\$1,126
###	CA1847	2012	Buick	LACROSS	84	Auction/Wholesale	No	\$ 9,995	\$ 9,995	99%	\$1,884	\$574
###	WA1815	2021	Nissan	MURANO	21	Auction/Wholesale	No	\$ 24,535	\$ 25,431	99%	(\$144)	\$621
###	WA1828	2018	Kia	FORTE	20	Auction/Wholesale	No	\$ 12,658	\$ 14,750	99%	\$459	\$779
###	WA1818	2018	Nissan	ROGUE	19	Auction/Wholesale	No	\$ 22,590	\$ 17,299	108%	(\$1,649)	\$1,025
###	WA1729A	2004	Chevrolet	SILVERADO	34	Trade on Used	No	\$ 5,754	\$ 4,500	95%	\$1,400	\$145
###	NL1215A	2019	Hyundai	SANTAFE	58	Trade on Used	No	\$ 21,499	\$ 21,220	99%	(\$3,380)	\$2,827
###	WA1715	2021	Toyota	RAV4	77	Auction/Wholesale	No	\$ 32,762	\$ 33,500	101%	(\$115)	\$941
###	CA1842	2015	Hyundai	SONATA	139	Auction/Wholesale	No	\$ 12,995	\$ 11,995	80%	(\$1,466)	\$1,202
###	WA1825	2016	Jeep	RENEGADE	22	Auction/Wholesale	No	\$ 18,846	\$ 20,499	101%	\$546	\$674
###	CA1853	2011	Toyota	CAMRY	72	Auction/Wholesale	No	\$ 8,995	\$ 10,999	96%	\$1,132	\$452
###	NL1447A	2018	Nissan	SENTRA	137	Trade on Used	No	\$ 13,994	\$ 13,899	89%	(\$1,303)	\$898
###	WA1844	2020	Nissan	ALTIMA	8	Auction/Wholesale	No	\$ 20,441	\$ 19,999	100%	\$1,525	\$1,226
###	WA1852	2015	Audi	A4	8	Auction/Wholesale	No	\$ 13,950	\$ 11,999	105%	\$1,500	\$650
###	WA1818A	2013	Ford	FOCUS	2	Trade on Used	No	\$ 6,995	\$ 9,832	102%	\$3,305	\$789
###	WA1747	2018	Jeep	GRAND CHEROKEE	50	Auction/Wholesale	No	\$ 89,999	\$ 82,000	105%	(\$3,436)	\$675
###	TG1018A	2018	Chevrolet	SPARK	34	Trade on Used	No	\$ 15,999	\$ 15,999	100%	\$1,427	\$1,039
###	NL1403	2020	Kia	FORTE	70	Auction/Wholesale	No	\$ 19,430	\$ 18,486	97%	(\$1,625)	\$1,532
###	L02633A	2014	Chevrolet	SILVERADO	21	Trade on New	No	\$ 18,712	\$ 21,999	100%	\$1,299	\$2,521
###	WA1707	2019	Chevrolet	TRAVERSE	79	Auction/Wholesale	No	\$ 25,415	\$ 22,599	103%	(\$2,560)	\$1,176
###	NL1534	2015	Kia	FORTE	56	Auction/Wholesale	No	\$ 5,315	\$ 11,814	90%	(\$851)	\$787
###	NL1424	2021	Kia	SELTOS	189	Auction/Wholesale	No	\$ 23,900	\$ 21,995	95%	(\$435)	\$1,650
###	WA1823	2018	Cadillac	ATS	17	Auction/Wholesale	No	\$ 25,999	\$ 23,999	109%	(\$146)	\$356
###	WA1836	2021	Ford	BRONCO	12	Auction/Wholesale	No	\$ 38,410	\$ 36,999	109%	\$1,913	\$728
###	WA1749	2020	Kia	SORENTO	53	Auction/Wholesale	No	\$ 21,830	\$ 17,800	102%	\$644	\$1,366
###	WA1827	2014	Jeep	CHEROKEE	25	Auction/Wholesale	No	\$ 16,513	\$ 16,513	109%	(\$579)	\$507
###	WA1799	2020	Dodge	JOURNEY	40	Auction/Wholesale	No	\$ 21,865	\$ 25,499	100%	\$42	\$2,583
###	WA1889	2016	GMC	YUKON	6	Auction/Wholesale	No	\$ 31,890	\$ 31,100	103%	\$1,543	\$1,173

###	WA1890	2020	Ford	TRANSIT	15	Auction/Wholesale	No	\$	34,800	\$	34,800	105%	(\$296)	\$0
###	WA1816	2021	Volkswagen	PASSAT	30	Auction/Wholesale	No	\$	22,611	\$	22,999	104%	\$1,700	\$2,300
###	WA1877	2020	Nissan	MAXIMA	7	Auction/Wholesale	No	\$	26,161	\$	24,999	103%	\$68	\$3,059
###	NL1281A	2011	Toyota	SIENNA	69	Trade on Used	No	\$	12,995	\$	11,116	96%	(\$323)	\$2,112
###	NL1401A	2011	BMW	X1	27	Trade on Used	No	\$	13,995	\$	8,768	99%	\$500	\$500
###	WA1888	2015	Jeep	WRANGLER	15	Auction/Wholesale	No	\$	24,863	\$	20,014	105%	\$800	\$400
###	WA1875	2020	Ford	FUSION	8	Auction/Wholesale	No	\$	18,914	\$	18,499	97%	(\$1,199)	\$1,789
###	NL1553	2021	Kia	SPORTAGE	124	Auction/Wholesale	No	\$	27,995	\$	25,217	95%	\$118	\$1,713
###	WA1808	2019	Ram	1500	41	Auction/Wholesale	No	\$	40,885	\$	41,699	101%	\$1,235	\$2,081
###	WA1864	2019	Jeep	CHEROKEE	15	Auction/Wholesale	No	\$	20,366	\$	19,499	98%	\$800	\$1,794
###	L02609A	2011	Cadillac	CTS	56	Trade on New	No	\$	10,995	\$	10,446	101%	\$3,091	\$0
###	NL1624	2015	Kia	SOUL	98	Auction/Wholesale	No	\$	9,995	\$	9,995	100%	(\$1,150)	\$1,350
###	L02619A	2022	Jeep	RENEGADE	44	Trade on New	No	\$	29,995	\$	28,267	92%	\$1,568	\$0
###	WA1777	2021	Nissan	VERSA	48	Auction/Wholesale	No	\$	16,761	\$	20,999	95%	\$2,356	\$2,471
###	WA1850	2018	Ford	F-150	18	Auction/Wholesale	No	\$	31,797	\$	31,150	94%	(\$1,091)	\$1,524
###	WA1859	2016	Chrysler	PACIFICA	18	Auction/Wholesale	No	\$	14,900	\$	13,248	89%	(\$160)	\$0
###	WA1854	2020	Ram	1500	18	Auction/Wholesale	No	\$	33,521	\$	28,425	96%	\$1,141	\$27
###	WA1793	2019	Chrysler	PACIFICA	45	Auction/Wholesale	No	\$	23,691	\$	22,000	92%	(\$490)	\$0
###	WA1872	2018	Dodge	JOURNEY	11	Auction/Wholesale	No	\$	15,966	\$	10,845	105%	\$374	\$800
###	WA1766	2020	Chevrolet	SONIC	52	Auction/Wholesale	No	\$	17,636	\$	16,999	103%	\$1,379	\$0
###	L02584A	2022	Chevrolet	TRAILBLAZER	119	Trade on New	No	\$	32,470	\$	30,100	109%	(\$2,565)	\$2,831
###	WA1750	2017	Ford	EXPLORER	8	Auction/Wholesale	No	\$	17,995	\$	19,199	101%	\$638	\$2,550
###	WA1792A	2013	Ford	FOCUS	39	Trade on Used	No	\$	8,995	\$	8,995	100%	\$1,295	\$626

## Scoreboard Totals

% Retailed of Non-Franchise Make	71%
Total # Retail Units	163
Avg. Days to Sale	56.6
Avg. Advertised Price (Time of Sale)	\$ 20,918
Avg. Transaction Price	\$ 20,742
Avg. Market Price at 100%	\$ 20,674
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 176
Avg. Front-End Gross	\$ 317
Avg. Finance Gross	\$ 1,225
PUVR	\$ 1,541
Total Gross (Units & PUVR)	\$ 251,250
GROI	47%
% with Trade	0%
Avg. Over/Under Allowance	#DIV/0!



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	71%	#DIV/0!	#DIV/0!
Total # Retail Units	163	0	0
Avg. Days to Sale	56.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,918	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 20,742	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 20,674	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 176	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 317	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,225	#DIV/0!	#DIV/0!
PUVR	\$ 1,541	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 251,250	#DIV/0!	#DIV/0!
GROI	47%	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#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	71%	#DIV/0!	#DIV/0!
Total # Retail Units	163	0	0
Avg. Days to Sale	56.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,918	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 20,742	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 20,674	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 176	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 317	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,225	#DIV/0!	#DIV/0!
PUVR	\$ 1,541	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 251,250	#DIV/0!	#DIV/0!
GROI	47%	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	71%	#DIV/0!	#DIV/0!
Total # Retail Units	163	0	0
Avg. Days to Sale	56.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,918	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 20,742	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 20,674	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 176	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 317	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,225	#DIV/0!	#DIV/0!
PUVR	\$ 1,541	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 251,250	#DIV/0!	#DIV/0!
GROI	47%	#DIV/0!	#DIV/0!
% with Trade	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	163	0	163
Avg. Days to Sale	56.6	#DIV/0!	56.6
Avg. Advertised Price (Time of Sale)	\$ 20,918	#DIV/0!	\$ 20,742
Avg. Transaction Price	\$ 20,742	#DIV/0!	\$ 20,742
Avg. Market Price at 100%	\$ 20,674	#DIV/0!	\$ 20,631
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	101%
Avg. Transaction to Market	100%	#DIV/0!	101%
Avg. Transactional Discount	\$ 176	#DIV/0!	\$ 176
Avg. Front-End Gross	\$ 317	#DIV/0!	\$ 317
Avg. Finance Gross	\$ 1,225	#DIV/0!	\$ 1,225
PUVR	\$ 1,541	#DIV/0!	\$ 1,541
Total Gross (Units & PUVR)	\$ 251,250	#DIV/0!	\$ 251,250
GROI	47%	#DIV/0!	47%
% with Trade	0%	#DIV/0!	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	163	47	116
Avg. Days to Sale	56.6	51.3	58.8
Avg. Advertised Price (Time of Sale)	\$ 20,918	\$ 24,674	\$ 19,220
Avg. Transaction Price	\$ 20,742	\$ 24,500	\$ 19,220
Avg. Market Price at 100%	\$ 20,674	\$ 24,340	\$ 19,129
Avg. Price to Market % (Time of Sale)	101%	101%	100%
Avg. Transaction to Market	100%	101%	100%
Avg. Transactional Discount	\$ 176	\$ 174	\$ 177
Avg. Front-End Gross	\$ 317	\$ 143	\$ 387
Avg. Finance Gross	\$ 1,225	\$ 964	\$ 1,331
PUVR	\$ 1,541	\$ 1,107	\$ 1,718
Total Gross (Units & PUVR)	\$ 251,250	\$ 52,012	\$ 199,239
GROI	47%	32%	55%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	163	11	28
% of Retail Units	100%	7%	17%
% Retailed of Non-New Franchise	71%	45%	79%
Avg. Days to Sale	56.6	42.5	61.2
Avg. Transaction Price	\$ 20,742	\$ 30,899	\$ 13,835
Avg. Transaction to Market %	100%	100%	96%
Avg. Transactional Discount	\$ 176	\$ (32)	\$ 456
Avg. Front End Gross	\$ 317	\$ 923	\$ 1,327
Avg. Finance Gross	\$ 1,225	\$ 1,070	\$ 1,050
PUVR	\$ 1,541	\$ 1,993	\$ 2,377
Total Gross (Units & PUVR)	\$ 251,250	\$ 21,927	\$ 66,551
GROI	47%	55%	101%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	124	0	0
0%	76%	0%	0%
#DIV/0!	72%	#DIV/0!	#DIV/0!
#DIV/0!	56.9	#DIV/0!	#DIV/0!
#DIV/0!	\$ 21,401	#DIV/0!	#DIV/0!
#DIV/0!	101%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 131	#DIV/0!	#DIV/0!
#DIV/0!	\$ 35	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,278	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,313	#DIV/0!	#DIV/0!
#DIV/0!	\$ 162,772	#DIV/0!	#DIV/0!
#DIV/0!	39%	#DIV/0!	#DIV/0!
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	#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!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	163	62	26
% of Retail Units	100%	38%	16%
% Retailed of Non-New Franchise	71%	74%	50%
Avg. Days to Sale	56.6	16.0	38.1
Avg. Transaction Price	\$ 20,742	\$ 22,916	\$ 21,474
Avg. Transaction to Market %	100%	99%	101%
Avg. Transactional Discount	\$ 176	\$ 318	\$ (153)
Avg. Front End Gross	\$ 317	\$ 943	\$ 983
Avg. Finance Gross	\$ 1,225	\$ 1,337	\$ 1,211
PUVR	\$ 1,541	\$ 2,280	\$ 2,194
Total Gross (Units & PUVR)	\$ 251,250	\$ 141,355	\$ 57,050
GROI	47%	224%	97%
% with Trade	0%	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
22	21	32
13%	13%	20%
77%	76%	75%
52.5	73.9	142.1
\$ 20,265	\$ 18,952	\$ 17,440
105%	102%	96%
\$ 188	\$ (168)	\$ 386
\$ (73)	\$ (83)	\$ (909)
\$ 1,097	\$ 1,296	\$ 1,061
\$ 1,024	\$ 1,212	\$ 152
\$ 22,534	\$ 25,459	\$ 4,853
35%	31%	2%
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!