

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	NPR1743	2020	Lincoln	Nautilus	13	Auction/Wholesale	No	\$ 33,968	\$ 33,968	110%	\$4,106	\$0
2	NP8144	2018	Ford	Escape	69	Street/Curb Buy	Yes	\$ 19,968	\$ 19,968	114%	\$2,983	\$2,376
3	NP8193	2020	Ford	Fusion	8	Street/Curb Buy	Yes	\$ 24,968	\$ 24,968	121%	\$2,996	\$1,997
4	NP8161	2021	Ford	F-150	39	ntal Fleet (Enterprise, e	Yes	\$ 40,968	\$ 40,968	99%	\$943	\$327
5	NP8130	2019	Ford	Taurus	84	ntal Fleet (Enterprise, e	Yes	\$ 24,875	\$ 24,875	98%	\$1,002	\$0
6	NP8138A	2018	Ford	Expedition	51	Trade on Used	Yes	\$ 44,968	\$ 42,800	109%	\$3,137	\$0
7	NPR1709A	2020	Ford	Escape	38	Trade on Used	Yes	\$ 21,968	\$ 21,968	108%	\$3,255	\$2,000
8	NP8178	2020	Ford	Escape	29	LBO OEM/Leasing Co.	Yes	\$ 25,968	\$ 24,968	116%	\$1,287	\$200
9	NP8203	2022	Ford	F-150	6	Auction/Wholesale	Yes	\$ 46,968	\$ 46,968	99%	\$3,458	\$210
10	NPR1726	2020	Ford	Explorer	49	Auction/Wholesale	Yes	\$ 36,968	\$ 36,968	120%	\$5,216	\$0
11	NPR1717	2022	Ford	Escape	52	Auction/Wholesale	Yes	\$ 27,968	\$ 27,768	124%	\$2,421	\$1,083
12	NP8135	2020	Ford	Edge	87	ntal Fleet (Enterprise, e	Yes	\$ 23,965	\$ 23,965	103%	\$1,379	\$1,750
13	NP8084	2021	Chevrolet	Colorado	165	ntal Fleet (Enterprise, e	Yes	\$ 24,940	\$ 24,940	90%	(\$354)	\$333
14	N3T117N	2019	Ford	Explorer	86	Trade on New	Yes	\$ 31,968	\$ 26,988	96%	(\$110)	\$151
15	NPR1755	2020	Lincoln	Nautilus	14	Auction/Wholesale	No	\$ 29,968	\$ 29,968	110%	\$3,532	\$521
16	N3S086A	2023	Ford	Expedition	88	Trade on New	Yes	\$ 58,963	\$ 58,693	94%	\$1,252	\$0
17	N3T090A	2022	Ford	Explorer	8	Trade on New	Yes	\$ 32,968	\$ 31,968	105%	\$3,284	\$140
18	NPR1746	2022	Ford	Escape	34	LBO OEM/Leasing Co.	Yes	\$ 28,968	\$ 28,968	128%	\$1,960	\$1,536
19	NP8142A	2016	Ford	Explorer	29	Trade on Used	Yes	\$ 18,968	\$ 18,968	117%	\$3,533	\$394
20	NPR1740	2020	Lincoln	MKZ	40	LBO OEM/Leasing Co.	No	\$ 34,961	\$ 34,961	114%	\$2,305	\$0
21	NPR1759	2022	Ford	Escape	10	Auction/Wholesale	Yes	\$ 26,968	\$ 26,529	115%	\$3,824	\$1,050
22	NPR1723	2020	Ford	Edge	66	Auction/Wholesale	Yes	\$ 29,357	\$ 29,357	119%	\$1,280	\$0
23	NP8143	2021	Ford	Mustang	97	ntal Fleet (Enterprise, e	Yes	\$ 24,883	\$ 24,883	103%	(\$1,591)	\$589
24	N3T288A	2010	Toyota	Tacoma	3	Trade on New	No	\$ 14,968	\$ 14,968	94%	\$3,951	\$134
25	N3S097A	2016	Ford	Edge	38	Trade on New	Yes	\$ 19,968	\$ 19,968	114%	(\$934)	\$0
26	NP8163	2022	Ford	F-350	67	ntal Fleet (Enterprise, e	Yes	\$ 64,446	\$ 64,446	100%	(\$342)	\$2,952
27	NPR1752	2021	Ford	F-150	33	Auction/Wholesale	Yes	\$ 48,968	\$ 48,468	114%	\$2,972	\$0

28	NPR1756	2020	Ford	F-150	25	Auction/Wholesale	Yes	\$	42,968	\$	42,641	116%	\$1,592	\$0
29	N3T275A	2019	Ford	Edge	40	Trade on New	Yes	\$	24,968	\$	24,968	105%	\$5,085	\$1,223
30	N3S161A	2019	Ford	F-150	30	Trade on New	Yes	\$	49,968	\$	49,968	117%	\$3,113	\$1,975
31	NP8213	2021	GMC	Acadia	23	Auction/Wholesale	Yes	\$	31,968	\$	31,960	109%	\$2,906	\$3,266
32	NPR1749	2020	Ford	EcoSport	37	Auction/Wholesale	Yes	\$	21,881	\$	21,881	113%	(\$161)	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	20%
Total # Retail Units	54
Avg. Days to Sale	59.6
Avg. Advertised Price (Time of Sale)	\$ 35,462
Avg. Transaction Price	\$ 35,071
Avg. Market Price at 100%	\$ 33,096
Avg. Price to Market % (Time of Sale)	107%
Avg. Transaction to Market	106%
Avg. Transactional Discount	\$ 391
Avg. Front-End Gross	\$ 2,255
Avg. Finance Gross	\$ 886
PUVR	\$ 3,140
Total Gross (Units & PUVR)	\$ 169,574
GROI	54%
% with Trade	57%
Avg. Over/Under Allowance	\$204



Scoreboard

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Desk Manager	Totals	Bill Milian	Rick Jackson
% Retailed of Non-New Franchise	20%	20%	33%
Total # Retail Units	54	45	6
Avg. Days to Sale	59.6	47.8	146.7
Avg. Advertised Price (Time of Sale)	\$ 35,462	\$ 35,249	\$ 34,939
Avg. Transaction Price	\$ 35,071	\$ 35,081	\$ 32,684
Avg. Market Price at 100%	\$ 33,096	\$ 33,247	\$ 34,678
Avg. Price to Market % (Time of Sale)	107%	106%	101%
Avg. Transaction to Market	106%	106%	94%
Avg. Transactional Discount	\$ 391	\$ 169	\$ 2,255
Avg. Front-End Gross	\$ 2,255	\$ 2,486	\$ (348)
Avg. Finance Gross	\$ 886	\$ 906	\$ 644
PUVR	\$ 3,140	\$ 3,392	\$ 297
Total Gross (Units & PUVR)	\$ 169,574	\$ 152,645	\$ 1,779
GROI	54%	73%	2%
% with Trade	57%	58%	67%
Avg. Over/Under Allowance	204	-82	1,694



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Nick Bryant			
0%	#DIV/0!	#DIV/0!	#DIV/0!
3	0	0	0
61.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 39,700	#DIV/0!	#DIV/0!	#DIV/0!
\$ 39,700	#DIV/0!	#DIV/0!	#DIV/0!
\$ 40,295	#DIV/0!	#DIV/0!	#DIV/0!
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99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,984	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,066	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,050	#DIV/0!	#DIV/0!	#DIV/0!
\$ 15,150	#DIV/0!	#DIV/0!	#DIV/0!
75%	#DIV/0!	#DIV/0!	#DIV/0!
33%	#DIV/0!	#DIV/0!	#DIV/0!
1,700	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Brad Hill	Kim Williams
% Retailed of Non-New Franchise	20%	33%	50%
Total # Retail Units	54	3	2
Avg. Days to Sale	59.6	74.0	59.5
Avg. Advertised Price (Time of Sale)	\$ 35,462	\$ 45,542	\$ 31,218
Avg. Transaction Price	\$ 35,071	\$ 44,900	\$ 31,718
Avg. Market Price at 100%	\$ 33,096	\$ 44,049	\$ 28,105
Avg. Price to Market % (Time of Sale)	107%	103%	111%
Avg. Transaction to Market	106%	102%	113%
Avg. Transactional Discount	\$ 391	\$ 642	\$ (500)
Avg. Front-End Gross	\$ 2,255	\$ 2,186	\$ 2,071
Avg. Finance Gross	\$ 886	\$ 1,297	\$ 1,098
PUVR	\$ 3,140	\$ 3,483	\$ 3,169
Total Gross (Units & PUVR)	\$ 169,574	\$ 10,448	\$ 6,339
GROI	54%	38%	60%
% with Trade	57%	33%	100%
Avg. Over/Under Allowance	204	-1,000	1,250



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Ana Cruz	Gary Noffsinger	Vicki Hill	Dee Knight
25%	0%	25%	25%
4	2	4	4
66.0	68.0	44.8	43.3
\$ 29,971	\$ 32,926	\$ 41,584	\$ 44,269
\$ 28,720	\$ 32,926	\$ 41,334	\$ 44,144
\$ 28,050	\$ 32,770	\$ 39,893	\$ 43,094
107%	100%	104%	103%
102%	100%	104%	102%
\$ 1,251	\$ -	\$ 250	\$ 125
\$ 1,608	\$ (324)	\$ 1,952	\$ 3,121
\$ 1,391	\$ 458	\$ 918	\$ 564
\$ 2,998	\$ 134	\$ 2,871	\$ 3,685
\$ 11,992	\$ 268	\$ 11,482	\$ 14,739
57%	2%	56%	69%
50%	50%	25%	75%
500	-968	0	567

Joey Velez	Michelle Russo	Rex Adair	Alejandro Infante
20%	0%	75%	0%
10	9	4	3
49.3	58.2	33.0	52.0
\$ 28,289	\$ 35,516	\$ 25,445	\$ 25,764
\$ 28,509	\$ 35,159	\$ 25,443	\$ 25,698
\$ 26,399	\$ 34,706	\$ 24,140	\$ 21,580
107%	102%	105%	119%
108%	101%	105%	119%
\$ (220)	\$ 357	\$ 2	\$ 67
\$ 3,099	\$ 2,439	\$ 2,824	\$ 922
\$ 1,165	\$ 805	\$ 943	\$ 361
\$ 4,264	\$ 3,244	\$ 3,767	\$ 1,283
\$ 42,637	\$ 29,195	\$ 15,070	\$ 3,850
109%	57%	162%	35%
60%	56%	75%	33%
-97	152	-312	1,000

Nick Andrasko			
11%	#DIV/0!	#DIV/0!	#DIV/0!
9	0	0	0
90.9	#DIV/0!	#DIV/0!	#DIV/0!
\$ 45,017	#DIV/0!	#DIV/0!	#DIV/0!
\$ 43,630	#DIV/0!	#DIV/0!	#DIV/0!
\$ 43,267	#DIV/0!	#DIV/0!	#DIV/0!
104%	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,387	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,998	#DIV/0!	#DIV/0!	#DIV/0!
\$ 619	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,617	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,554	#DIV/0!	#DIV/0!	#DIV/0!
24%	#DIV/0!	#DIV/0!	#DIV/0!
67%	#DIV/0!	#DIV/0!	#DIV/0!
476	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	Dave Clark	Eli Lindo
% Retailed of Non-New Franchise	20%	38%	13%
Total # Retail Units	54	16	38
Avg. Days to Sale	59.6	55.7	61.2
Avg. Advertised Price (Time of Sale)	\$ 35,462	\$ 33,395	\$ 36,333
Avg. Transaction Price	\$ 35,071	\$ 33,121	\$ 35,892
Avg. Market Price at 100%	\$ 33,096	\$ 31,494	\$ 34,768
Avg. Price to Market % (Time of Sale)	107%	106%	105%
Avg. Transaction to Market	106%	105%	103%
Avg. Transactional Discount	\$ 391	\$ 273	\$ 441
Avg. Front-End Gross	\$ 2,255	\$ 2,100	\$ 2,320
Avg. Finance Gross	\$ 886	\$ 1,247	\$ 734
PUVR	\$ 3,140	\$ 3,347	\$ 3,053
Total Gross (Units & PUVR)	\$ 169,574	\$ 53,555	\$ 116,019
GROI	54%	65%	50%
% with Trade	57%	56%	58%
Avg. Over/Under Allowance	204	352	144



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	54	42	12
Avg. Days to Sale	59.6	52.9	82.8
Avg. Advertised Price (Time of Sale)	\$ 35,462	\$ 35,411	\$ 35,162
Avg. Transaction Price	\$ 35,071	\$ 35,045	\$ 35,162
Avg. Market Price at 100%	\$ 33,096	\$ 33,742	\$ 33,995
Avg. Price to Market % (Time of Sale)	107%	105%	103%
Avg. Transaction to Market	106%	104%	103%
Avg. Transactional Discount	\$ 391	\$ 366	\$ 479
Avg. Front-End Gross	\$ 2,255	\$ 2,333	\$ 1,979
Avg. Finance Gross	\$ 886	\$ 1,010	\$ 451
PUVR	\$ 3,140	\$ 3,343	\$ 2,430
Total Gross (Units & PUVR)	\$ 169,574	\$ 140,414	\$ 29,160
GROI	54%	65%	30%
% with Trade	57%	60%	50%
Avg. Over/Under Allowance	204	316	-259



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	54	43	11
Avg. Days to Sale	59.6	61.6	51.5
Avg. Advertised Price (Time of Sale)	\$ 35,462	\$ 37,298	\$ 27,920
Avg. Transaction Price	\$ 35,071	\$ 36,900	\$ 27,920
Avg. Market Price at 100%	\$ 33,096	\$ 35,624	\$ 26,661
Avg. Price to Market % (Time of Sale)	107%	105%	105%
Avg. Transaction to Market	106%	104%	105%
Avg. Transactional Discount	\$ 391	\$ 398	\$ 365
Avg. Front-End Gross	\$ 2,255	\$ 2,207	\$ 2,439
Avg. Finance Gross	\$ 886	\$ 944	\$ 656
PUVR	\$ 3,140	\$ 3,152	\$ 3,095
Total Gross (Units & PUVR)	\$ 169,574	\$ 135,527	\$ 34,047
GROI	54%	50%	77%
% with Trade	57%	60%	45%
Avg. Over/Under Allowance	204	90	800



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	54	14	7
% of Retail Units	100%	26%	13%
% Retailed of Non-New Franchise	20%	14%	0%
Avg. Days to Sale	59.6	56.7	50.7
Avg. Transaction Price	\$ 35,071	\$ 37,435	\$ 34,375
Avg. Transaction to Market %	106%	100%	108%
Avg. Transactional Discount	\$ 391	\$ 832	\$ 310
Avg. Front End Gross	\$ 2,255	\$ 2,717	\$ 2,977
Avg. Finance Gross	\$ 886	\$ 530	\$ 1,244
PUVR	\$ 3,140	\$ 3,248	\$ 4,221
Total Gross (Units & PUVR)	\$ 169,574	\$ 45,469	\$ 29,548
GROI	54%	55%	87%
% with Trade	57%	29%	71%
Avg. Over/Under Allowance	204	270	-55



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	18	0	0
7%	33%	0%	0%
25%	28%	#DIV/0!	#DIV/0!
41.5	58.1	#DIV/0!	#DIV/0!
\$ 29,172	\$ 35,485	#DIV/0!	#DIV/0!
114%	110%	#DIV/0!	#DIV/0!
\$ (704)	\$ 400	#DIV/0!	#DIV/0!
\$ 3,070	\$ 2,347	#DIV/0!	#DIV/0!
\$ 1,188	\$ 952	#DIV/0!	#DIV/0!
\$ 4,258	\$ 3,299	#DIV/0!	#DIV/0!
\$ 17,031	\$ 59,375	#DIV/0!	#DIV/0!
127%	58%	#DIV/0!	#DIV/0!
50%	83%	#DIV/0!	#DIV/0!
-2,790	634	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
3	8	0
6%	15%	0%
33%	25%	#DIV/0!
34.3	94.1	#DIV/0!
\$ 29,632	\$ 35,601	#DIV/0!
118%	99%	#DIV/0!
\$ 333	\$ 241	#DIV/0!
\$ 1,851	\$ 349	#DIV/0!
\$ 579	\$ 1,009	#DIV/0!
\$ 2,429	\$ 1,358	#DIV/0!
\$ 7,288	\$ 10,863	#DIV/0!
86%	15%	#DIV/0!
33%	50%	#DIV/0!
0	399	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	54	16	12
% of Retail Units	100%	30%	22%
% Retailed of Non-New Franchise	20%	31%	17%
Avg. Days to Sale	59.6	15.2	37.3
Avg. Transaction Price	\$ 35,071	\$ 31,232	\$ 30,631
Avg. Transaction to Market %	106%	109%	112%
Avg. Transactional Discount	\$ 391	\$ 173	\$ 238
Avg. Front End Gross	\$ 2,255	\$ 3,355	\$ 2,574
Avg. Finance Gross	\$ 886	\$ 998	\$ 641
PUVR	\$ 3,140	\$ 4,354	\$ 3,215
Total Gross (Units & PUVR)	\$ 169,574	\$ 69,658	\$ 38,575
GROI	54%	330%	101%
% with Trade	57%	63%	50%
Avg. Over/Under Allowance	204	-39	-326



46-60 days	61-90 days	90+ days
6	11	9
11%	20%	17%
17%	9%	22%
51.2	78.0	151.1
\$ 35,202	\$ 41,862	\$ 39,427
114%	101%	96%
\$ (565)	\$ 921	\$ 973
\$ 3,174	\$ 1,781	\$ (161)
\$ 936	\$ 871	\$ 996
\$ 4,110	\$ 2,652	\$ 834
\$ 24,659	\$ 29,175	\$ 7,508
82%	29%	5%
67%	45%	67%
-770	506	1,537