

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
David Danisi	Randall Turk	Fulton
Michael DeGuzman	Eric Knowlton	Mwai
Jason Kassman	Ray Solis	Tucker
		Terrell
		Reeves
		LasMarias
		Suggs
		Tanksley
		Baker
		Moore
		Plante
		Johnson
		Taylor

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	N23987A	2022	Honda	ACCORD	21	Trade on New	No	\$ 25,800	\$ 25,800	92%	\$1,422	\$0
2	NP1395A	2016	Scion	IA	15	Trade on New	No	\$ 9,995	\$ 9,495	86%	\$2,267	\$0
3	N24546B	2013	Dodge	DART	11	Trade on Used	No	\$ 7,995	\$ 7,000	99%	\$2,022	\$431
4	N24664A	2021	Subaru	CROSSTREK	4	Trade on New	No	\$ 23,000	\$ 23,000	92%	\$2,101	\$0
5	NT1387	2022	Nissan	ALTIMA	41	Auction/Wholesale	No	\$ 19,900	\$ 19,500	90%	(\$1,417)	\$1,505
6	NG1390	2020	Ford	MUSTANG	36	Auction/Wholesale	No	\$ 19,200	\$ 19,200	92%	(\$1,311)	\$871
7	N24487A	2019	Subaru	OUTBACK	52	Trade on New	No	\$ 22,300	\$ 22,300	91%	(\$1,967)	\$0
8	FN1408A	2016	Hyundai	SANTA FE	19	Trade on New	No	\$ 14,900	\$ 14,500	95%	\$868	\$1,415
9	N24579A	2022	Honda	ACCORD	40	Trade on New	No	\$ 26,000	\$ 26,000	95%	(\$202)	\$0
10	N23974A	2019	Land Rover	LR2	55	Trade on New	No	\$ 23,800	\$ 23,800	83%	(\$2,474)	\$0
11	NT1405	2020	Nissan	ARMADA	23	Auction/Wholesale	No	\$ 24,500	\$ 24,500	96%	(\$1,167)	\$1,822
12	N24403A1A	2014	Subaru	OUTBACK	17	Trade on New	No	\$ 11,995	\$ 11,000	74%	\$2,240	\$286
13	ND24575B	2016	GMC	TERRAIN	28	Trade on New	No	\$ 13,995	\$ 12,772	91%	(\$46)	\$667
14	N24403A1A	2014	Nissan	370Z	36	Trade on New	No	\$ 16,500	\$ 16,500	74%	\$2,085	\$0
15	NP1414	2023	Subaru	ASCENT	8	Auction/Wholesale	Yes	\$ 36,000	\$ 36,000	99%	\$3,104	\$400
16	N24654A1	2018	Toyota	CAMRY	15	Trade on New	No	\$ 23,800	\$ 23,800	82%	\$2,165	\$1,531
17	NP1376	2021	Subaru	LEGACY	62	Auction/Wholesale	Yes	\$ 23,500	\$ 23,500	90%	(\$4,099)	\$2,618
18	ND24571A	2022	Subaru	OUTBACK	26	Trade on New	Yes	\$ 32,800	\$ 32,800	100%	\$1,945	\$1,157
19	NG1375	2020	Infiniti	Q50	66	Auction/Wholesale	No	\$ 26,900	\$ 26,420	90%	(\$338)	\$400
20	N24632A	2019	Subaru	FORESTER	20	Trade on New	No	\$ 20,995	\$ 19,800	92%	\$1,026	\$1,832
21	NP1403	2023	Subaru	OUTBACK	26	Auction/Wholesale	Yes	\$ 31,900	\$ 31,500	89%	(\$497)	\$0
22	N24529A	2022	Subaru	CROSSTREK	32	Trade on New	Yes	\$ 26,000	\$ 26,000	92%	\$1,611	\$2,450
23	ND24662A	2018	Subaru	FORESTER	10	Trade on New	No	\$ 20,000	\$ 19,000	95%	\$1,173	\$0
24	N24555A	2019	Subaru	CROSSTREK	16	Trade on New	No	\$ 20,995	\$ 20,500	106%	\$1,575	\$1,464
25	ND24659A	2020	Subaru	FORESTER	10	Trade on New	Yes	\$ 20,995	\$ 20,000	99%	\$2,188	\$1,660
26	ND24590A	2020	Hyundai	TUCSON	48	Trade on New	No	\$ 18,500	\$ 18,500	102%	(\$1,044)	\$973
27	ND24673A	2015	Volkswagen	GOLF	16	Trade on Used	No	\$ 12,800	\$ 12,800	95%	\$3,379	\$752
28	ND24636A	2022	Toyota	COROLLA	20	Trade on New	No	\$ 20,900	\$ 19,800	101%	(\$7)	\$423
29	N24511B	2015	Honda	FIT	20	Trade on New	No	\$ 12,000	\$ 11,000	94%	\$1,901	\$1,265
30	NP1406	2020	Subaru	FORESTER	31	Auction/Wholesale	Yes	\$ 23,900	\$ 22,500	92%	(\$1,244)	\$450

31	N24525A	2021	Subaru	OUTBACK	20	Trade on New	Yes	\$	29,000	\$	29,000	99%	\$1,951	\$700
32	N24540A	2015	Ford	EDGE	28	Trade on Used	No	\$	13,500	\$	13,500	91%	\$786	\$828
33	N24615A	2017	Chevrolet	CRUZE	33	Trade on New	No	\$	13,500	\$	13,000	91%	\$871	\$0
34	N24612A	2015	Honda	CRV	23	Trade on New	No	\$	18,000	\$	17,500	101	\$700	\$965
35	N24355A	2023	Toyota	CAMRY	66	Trade on New	No	\$	26,000	\$	26,000	93%	(\$538)	\$2,226
36	ND24699A	2018	BMW	X1	11	Trade on Used	No	\$	21,000	\$	21,000	91%	\$3,355	\$0
37	NT1367A	2023	Mazda	CXP	24	Trade on New	No	\$	32,995	\$	32,884	89%	\$903	\$0
38	NT1388	2022	Subaru	ASCENT	54	Auction/Wholesale	Yes	\$	35,800	\$	35,800	98%	(\$3,592)	\$2,600
39	ND24572A	2021	Toyota	RAV4	15	Trade on New	No	\$	26,000	\$	26,000	92%	\$1,383	\$1,021
40	N24692A	2018	Subaru	OUTBACK	12	Trade on New	No	\$	22,563	\$	22,563	95%	\$3,451	\$2,000
41	N24456A	2017	Subaru	FORESTER	10	Trade on New	No	\$	19,000	\$	19,000	93%	(\$706)	\$2,450
42	ND24374B	2014	Subaru	IMPENZA	43	Trade on New	No	\$	10,500	\$	10,500	87%	\$2,632	\$0
43	NP1404	2024	Subaru	CROSSTREK	21	Auction/Wholesale	Yes	\$	28,000	\$	28,000	91%	\$1,385	\$1,255
44	NT1396	2020	Kia	STINGER	54	Auction/Wholesale	No	\$	25,900	\$	25,400	84%	(\$1,443)	\$1,908
45	NP1414A	2013	Nissan	PATHFINDER	11	Trade on New	No	\$	8,600	\$	8,600	98%	\$3,462	\$0
46	FN1383	2022	Subaru	OUTBACK	66	Auction/Wholesale	Yes	\$	29,500	\$	29,500	86%	(\$2,563)	\$2,904
47	N24646A	2021	Lexus	NX300	10	Trade on New	No	\$	31,000	\$	31,000	93%	\$2,058	\$2,450
48	N24724	2012	Toyota	PRIUS	8	Trade on New	No	\$	9,000	\$	8,000	95%	\$2,632	\$128
49	ND24684A	2021	Honda	PASSPORT	21	Trade on New	No	\$	29,000	\$	28,000	89%	\$1,385	\$1,255
50	N24565A	2019	Ford	ESCAPE	56	Trade on New	No	\$	18,490	\$	18,490	87%	(\$409)	\$0
51	N24836A	2024	Subaru	CROSSTREK	5	Trade on New	Yes	\$	31,900	\$	31,000	96%	\$2,800	\$1,338
52	N24602A	2014	Subaru	FORESTER	11	Trade on New	No	\$	12,900	\$	12,000	92%	\$1,586	\$651
53	N24834A	2021	Subaru	FORESTER	6	Trade on New	No	\$	23,900	\$	23,500	93%	\$1,475	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	53%
Total # Retail Units	93
Avg. Days to Sale	25.5
Avg. Advertised Price (Time of Sale)	\$ 21,765
Avg. Transaction Price	\$ 21,692
Avg. Market Price at 100%	\$ 10,913
Avg. Price to Market % (Time of Sale)	199%
Avg. Transaction to Market	199%
Avg. Transactional Discount	\$ 73
Avg. Front-End Gross	\$ 661
Avg. Finance Gross	\$ 1,052
PUVR	\$ 1,713
Total Gross (Units & PUVR)	\$ 159,336
GROI	111%
% with Trade	19%
Avg. Over/Under Allowance	\$102



Scoreboard

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Desk Manager	Totals	David Danisi	Michael DeGuzmar
% Retailed of Non-New Franchise	53%	50%	47%
Total # Retail Units	93	22	19
Avg. Days to Sale	25.5	27.7	19.3
Avg. Advertised Price (Time of Sale)	\$ 21,765	\$ 19,885	\$ 21,369
Avg. Transaction Price	\$ 21,692	\$ 19,593	\$ 22,564
Avg. Market Price at 100%	\$ 10,913	\$ 21,940	\$ 23,046
Avg. Price to Market % (Time of Sale)	199%	91%	93%
Avg. Transaction to Market	199%	89%	98%
Avg. Transactional Discount	\$ 73	\$ 292	\$ (1,195)
Avg. Front-End Gross	\$ 661	\$ 536	\$ 1,481
Avg. Finance Gross	\$ 1,052	\$ 1,326	\$ 936
PUVR	\$ 1,713	\$ 1,862	\$ 2,418
Total Gross (Units & PUVR)	\$ 159,336	\$ 40,963	\$ 45,935
GROI	111%	123%	200%
% with Trade	19%	18%	11%
Avg. Over/Under Allowance	102	205	53



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Jason Kassman			
56%	#DIV/0!	#DIV/0!	#DIV/0!
52	0	0	0
26.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,706	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,262	#DIV/0!	#DIV/0!	#DIV/0!
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\$ 444	#DIV/0!	#DIV/0!	#DIV/0!
\$ 414	#DIV/0!	#DIV/0!	#DIV/0!
\$ 979	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,393	#DIV/0!	#DIV/0!	#DIV/0!
\$ 72,438	#DIV/0!	#DIV/0!	#DIV/0!
84%	#DIV/0!	#DIV/0!	#DIV/0!
23%	#DIV/0!	#DIV/0!	#DIV/0!
77	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Tucker	Terrell
% Retailed of Non-New Franchise	53%	56%	20%
Total # Retail Units	93	9	5
Avg. Days to Sale	25.5	28.7	17.0
Avg. Advertised Price (Time of Sale)	\$ 21,765	\$ 20,059	\$ 22,179
Avg. Transaction Price	\$ 21,692	\$ 19,647	\$ 21,740
Avg. Market Price at 100%	\$ 10,913	\$ 21,799	\$ 23,546
Avg. Price to Market % (Time of Sale)	199%	92%	94%
Avg. Transaction to Market	199%	90%	92%
Avg. Transactional Discount	\$ 73	\$ 412	\$ 439
Avg. Front-End Gross	\$ 661	\$ (237)	\$ 1,620
Avg. Finance Gross	\$ 1,052	\$ 676	\$ 759
PUVR	\$ 1,713	\$ 439	\$ 2,379
Total Gross (Units & PUVR)	\$ 159,336	\$ 3,954	\$ 11,896
GROI	111%	28%	232%
% with Trade	19%	22%	20%
Avg. Over/Under Allowance	102	0	0



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Reeves	LasMarias	Suggs	Tanksley
57%	55%	33%	60%
7	11	3	5
38.7	31.5	24.3	35.8
\$ 20,803	\$ 19,786	\$ 20,730	\$ 19,920
\$ 20,425	\$ 21,811	\$ 20,730	\$ 19,840
\$ 23,073	\$ 21,755	\$ 22,303	#REF!
90%	91%	93%	#REF!
89%	100%	93%	#REF!
\$ 378	\$ (2,026)	\$ -	\$ 80
\$ (850)	\$ (15)	\$ 855	\$ 465
\$ 787	\$ 800	\$ 1,665	\$ 1,674
\$ (63)	\$ 786	\$ 2,520	\$ 2,139
\$ (442)	\$ 8,641	\$ 7,560	\$ 10,695
-3%	41%	180%	108%
29%	0%	33%	40%
214	0	333	400

Baker	Moore	Plante	Johnson
45%	44%	65%	60%
11	9	17	5
22.2	27.2	21.8	19.2
\$ 23,971	\$ 18,821	\$ 24,249	\$ 22,773
\$ 23,599	\$ 18,336	\$ 23,904	\$ 22,673
\$ 25,830	\$ 21,558	\$ 25,495	\$ 25,787
93%	87%	95%	88%
91%	85%	94%	88%
\$ 372	\$ 486	\$ 346	\$ 100
\$ 1,092	\$ 1,312	\$ 632	\$ 1,971
\$ 1,486	\$ 210	\$ 1,497	\$ 1,303
\$ 2,578	\$ 1,521	\$ 2,129	\$ 3,273
\$ 28,353	\$ 13,692	\$ 36,195	\$ 16,367
177%	110%	147%	271%
18%	33%	6%	40%
182	111	59	200

Taylor	Mwai	Fulton	
#DIV/0!	33%	80%	#DIV/0!
0	6	5	0
#DIV/0!	13.5	24.8	#DIV/0!
#DIV/0!	\$ 23,264	\$ 21,787	#DIV/0!
#DIV/0!	\$ 22,780	\$ 21,307	#DIV/0!
#DIV/0!	\$ 26,660	\$ 24,129	#DIV/0!
#DIV/0!	87%	90%	#DIV/0!
#DIV/0!	85%	88%	#DIV/0!
#DIV/0!	\$ 484	\$ 480	#DIV/0!
#DIV/0!	\$ 1,529	\$ 626	#DIV/0!
#DIV/0!	\$ 762	\$ 1,110	#DIV/0!
#DIV/0!	\$ 2,291	\$ 1,736	#DIV/0!
#DIV/0!	\$ 13,744	\$ 8,681	#DIV/0!
#DIV/0!	268%	118%	#DIV/0!
#DIV/0!	17%	20%	#DIV/0!
#DIV/0!	0	0	#DIV/0!

Scoreboard

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Finance Manager	Totals	Randall Turk	Eric Knowlton
% Retailed of Non-New Franchise	53%	58%	55%
Total # Retail Units	93	26	49
Avg. Days to Sale	25.5	23.7	26.1
Avg. Advertised Price (Time of Sale)	\$ 21,765	\$ 21,431	\$ 21,022
Avg. Transaction Price	\$ 21,692	\$ 22,207	\$ 20,620
Avg. Market Price at 100%	\$ 10,913	\$ 23,672	#REF!
Avg. Price to Market % (Time of Sale)	199%	91%	#REF!
Avg. Transaction to Market	199%	94%	#REF!
Avg. Transactional Discount	\$ 73	\$ (775)	\$ 402
Avg. Front-End Gross	\$ 661	\$ 897	\$ 470
Avg. Finance Gross	\$ 1,052	\$ 1,185	\$ 891
PUVR	\$ 1,713	\$ 2,082	\$ 1,361
Total Gross (Units & PUVR)	\$ 159,336	\$ 54,139	\$ 66,680
GROI	111%	143%	91%
% with Trade	19%	12%	22%
Avg. Over/Under Allowance	102	77	133



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Ray Solis			
39%	#DIV/0!	#DIV/0!	#DIV/0!
18	0	0	0
26.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,270	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,868	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,813	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 403	#DIV/0!	#DIV/0!	#DIV/0!
\$ 839	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,301	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,140	#DIV/0!	#DIV/0!	#DIV/0!
\$ 38,517	#DIV/0!	#DIV/0!	#DIV/0!
122%	#DIV/0!	#DIV/0!	#DIV/0!
22%	#DIV/0!	#DIV/0!	#DIV/0!
56	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	93	24	69
Avg. Days to Sale	25.5	29.4	24.1
Avg. Advertised Price (Time of Sale)	\$ 21,765	\$ 27,049	\$ 19,490
Avg. Transaction Price	\$ 21,692	\$ 28,023	\$ 19,490
Avg. Market Price at 100%	\$ 10,913	\$ 28,952	#REF!
Avg. Price to Market % (Time of Sale)	199%	93%	#REF!
Avg. Transaction to Market	199%	97%	#REF!
Avg. Transactional Discount	\$ 73	\$ (974)	\$ 438
Avg. Front-End Gross	\$ 661	\$ 57	\$ 871
Avg. Finance Gross	\$ 1,052	\$ 1,435	\$ 919
PUVR	\$ 1,713	\$ 1,492	\$ 1,790
Total Gross (Units & PUVR)	\$ 159,336	\$ 35,798	\$ 123,538
GROI	111%	65%	137%
% with Trade	19%	8%	23%
Avg. Over/Under Allowance	102	42	123



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	93	44	49
Avg. Days to Sale	25.5	24.8	26.2
Avg. Advertised Price (Time of Sale)	\$ 21,765	\$ 23,956	\$ 19,388
Avg. Transaction Price	\$ 21,692	\$ 24,258	\$ 19,388
Avg. Market Price at 100%	\$ 10,913	\$ 25,835	#REF!
Avg. Price to Market % (Time of Sale)	199%	93%	#REF!
Avg. Transaction to Market	199%	94%	#REF!
Avg. Transactional Discount	\$ 73	\$ (301)	\$ 410
Avg. Front-End Gross	\$ 661	\$ 588	\$ 726
Avg. Finance Gross	\$ 1,052	\$ 1,174	\$ 943
PUVR	\$ 1,713	\$ 1,762	\$ 1,669
Total Gross (Units & PUVR)	\$ 159,336	\$ 77,532	\$ 81,804
GROI	111%	106%	118%
% with Trade	19%	18%	20%
Avg. Over/Under Allowance	102	102	102



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	93	66	5
% of Retail Units	100%	71%	5%
% Retailed of Non-New Franchise	53%	53%	100%
Avg. Days to Sale	25.5	22.9	15.4
Avg. Transaction Price	\$ 21,692	\$ 20,971	\$ 12,600
Avg. Transaction to Market %	199%	#REF!	87%
Avg. Transactional Discount	\$ 73	\$ 31	\$ 459
Avg. Front End Gross	\$ 661	\$ 947	\$ 2,108
Avg. Finance Gross	\$ 1,052	\$ 1,002	\$ 743
PUVR	\$ 1,713	\$ 1,949	\$ 2,852
Total Gross (Units & PUVR)	\$ 159,336	\$ 128,661	\$ 14,258
GROI	111%	146%	529%
% with Trade	19%	20%	0%
Avg. Over/Under Allowance	102	106	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	22	0	0
0%	24%	0%	0%
#DIV/0!	41%	#DIV/0!	#DIV/0!
#DIV/0!	35.7	#DIV/0!	#DIV/0!
#DIV/0!	\$ 25,921	#DIV/0!	#DIV/0!
#DIV/0!	91%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 113	#DIV/0!	#DIV/0!
#DIV/0!	\$ (526)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,273	#DIV/0!	#DIV/0!
#DIV/0!	\$ 746	#DIV/0!	#DIV/0!
#DIV/0!	\$ 16,417	#DIV/0!	#DIV/0!
#DIV/0!	29%	#DIV/0!	#DIV/0!
#DIV/0!	23%	#DIV/0!	#DIV/0!
#DIV/0!	114	#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	93	63	14
% of Retail Units	100%	68%	15%
% Retailed of Non-New Franchise	53%	52%	57%
Avg. Days to Sale	25.5	14.8	37.5
Avg. Transaction Price	\$ 21,692	\$ 20,855	\$ 21,439
Avg. Transaction to Market %	199%	104%	89%
Avg. Transactional Discount	\$ 73	\$ 40	\$ 236
Avg. Front End Gross	\$ 661	\$ 1,580	\$ (9)
Avg. Finance Gross	\$ 1,052	\$ 949	\$ 1,137
PUVR	\$ 1,713	\$ 2,529	\$ 1,128
Total Gross (Units & PUVR)	\$ 159,336	\$ 159,351	\$ 15,790
GROI	111%	295%	51%
% with Trade	19%	19%	21%
Avg. Over/Under Allowance	102	87	179



46-60 days	61-90 days	90+ days
11	5	0
12%	5%	0%
45%	60%	#DIV/0!
53.6	64.6	#DIV/0!
\$ 24,840	\$ 26,024	#DIV/0!
89%	#REF!	#DIV/0!
\$ 45	\$ 96	#DIV/0!
\$ (2,649)	\$ (1,763)	#DIV/0!
\$ 1,006	\$ 2,217	#DIV/0!
\$ (1,643)	\$ 453	#DIV/0!
\$ (18,071)	\$ 2,266	#DIV/0!
-44%	10%	#DIV/0!
9%	40%	#DIV/0!
45	200	#DIV/0!