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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	1D050B	2019	Toyota	HIGHLANDER	219	Trade on Used	No	\$ 20,998	\$ 20,998	99%	(\$78)	\$2,432
2	6D047A	2017	Jeep	COMPASS	13	Trade on New	No	\$ 18,998	\$ 18,998		\$2,302	\$1,292
3	1D058A	2020	Chevrolet	TRAX	213	Trade on New	No	\$ 19,000	\$ 19,000	100%	(\$537)	\$997
4	1E054M	2014	Buick	ENCORE	18	Trade on New	No	\$ 14,998	\$ 14,998	99%	\$2,630	\$639
5	1E057A	2017	Chevrolet	CRUZE	6	Trade on New	No	\$ 11,998	\$ 11,998	102%	\$2,453	\$1,284
6	1E038A	2022	Hyundai	PALISADE	22	Trade on New	No	\$ 37,998	\$ 37,998	97%	\$2,106	\$450
7	6E006A	2019	Jeep	CHEROKEE	11	Trade on New	No	\$ 19,998	\$ 19,998	100%	\$1,657	\$998
8	1E038B	2015	Chevrolet	MALIBU	8	Trade on Used	No	\$ 13,998	\$ 13,998	106%	\$3,438	\$0
9	P1928	2019	Chevrolet	TRAX	54	Street/Curb Buy	No	\$ 17,998	\$ 17,998	101%	(\$91)	\$0
10	1E058M	2022	Honda	CRV	39	Trade on New	No	\$ 30,998	\$ 30,998	100%	\$4,343	\$2,034
11	1E058N	2017	Subaru	FORESTER	7	Trade on Used	No	\$ 17,998	\$ 17,998	101%	\$3,655	\$1,143
12	4E016A	2016	Ram	RAM 1500	27	Trade on New	No	\$ 28,998	\$ 28,998	102%	\$2,593	\$2,467
13	1C011B	2018	Jeep	RENEGADE	235	Trade on Used	No	\$ 19,500	\$ 19,500	100%	(\$510)	\$2,983
14	P1925A	2021	Ram	RAM 1500	9	Trade on Used	No	\$ 37,998	\$ 37,998	102%	\$3,030	\$0
15	1D062B	2016	GMC	CANYON	184	Trade on Used	No	\$ 21,000	\$ 21,000	97%	\$401	\$1,010
16	6E021A	2018	Jeep	WRANGLER	48	Trade on New	No	\$ 25,998	\$ 25,998	103%	\$1,926	\$0
17	P1930	2023	Jeep	GRAND CHEROKEE	4	Loaner	No	\$ 4,599	\$ 45,998	100%	\$2,075	\$2,381
18	6C042M	2015	Jeep	WRANGLER	167	Trade on New	No	\$ 20,998	\$ 20,998	116%	(\$2,049)	\$495
19	6D040A	2019	Ram	RAM 1500	89	Trade on New	No	\$ 25,998	\$ 25,998	102%	\$3,075	\$2,965
20	1E012A	2020	Chevrolet	TRAX	185	Trade on New	No	\$ 16,500	\$ 16,500	100%	\$676	\$1,342
21	4E016B	2019	Jeep	RENEGADE	19	Trade on Used	No	\$ 1,598	\$ 15,800	101%	\$3,313	\$240
22	6D048A	2020	Dodge	CHALLENGER	35	Trade on New	No	\$ 27,998	\$ 27,998	101%	\$1,970	\$1,257
23	P1930A	2010	GMC	SIERRA	16	Trade on New	No	\$ 10,865	\$ 10,865	87%	\$2,094	\$0
24	1D066A	2020	Chevrolet	TRAX	230	Trade on New	No	\$ 19,998	\$ 19,900	106%	(\$1,159)	\$2,157
25	P1871	2020	Jeep	WRANGLER	238	Auction/Wholesale	No	\$ 33,000	\$ 33,000	105%	(\$2,158)	\$0
26	1E058A	2020	GMC	SIERRA 2500	23	Trade on New	No	\$ 44,998	\$ 44,849	98%	\$4,184	\$0
27	P1935B	2019	Subaru	CROSSTREK	177	Trade on Used	No	\$ 22,998	\$ 22,500	104%	(\$666)	\$1,562
28	1E009A	2018	Chevrolet	EQUINOX	265	Trade on Used	No	\$ 17,500	\$ 17,500	103%	\$1,162	\$806
29	1D050C	2018	Ford	ECOSPORT	40	Trade on Used	No	\$ 15,998	\$ 15,998	101%	\$815	\$1,412
30	6D047B	2018	Jeep	RENEGADE	37	Trade on Used	No	\$ 16,998	\$ 16,998	104%	\$3,686	\$1,740
31	P1846	2021	Toyota	CAMRY	312	Street/Curb Buy	No	\$ 26,998	\$ 24,836	106%	(\$275)	\$1,901
32	1E058B	2013	Chevrolet	SILVERADO	12	Trade on Used	No	\$ 20,998	\$ 20,998	108%	\$3,734	\$1,388
33	6E004A	2020	Jeep	WRANGLER	90	Trade on New	No	\$ 25,998	\$ 25,802	101%	\$1,896	\$0
34	P1932	2021	Chevrolet	TRAVERSE	42	Street/Curb Buy	No	\$ 34,998	\$ 34,998	103%	\$2,526	\$1,237
35	6C054C	2020	Nissan	ROGUE	120	Trade on Used	No	\$ 20,500	\$ 20,500	100%	\$1,347	\$3,374

Scoreboard Totals

% Retailed of Non-Franchise Make	34%
Total # Retail Units	44
Avg. Days to Sale	98.4
Avg. Advertised Price (Time of Sale)	\$ 23,386
Avg. Transaction Price	\$ 24,559
Avg. Market Price at 100%	\$ 23,070
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	106%
Avg. Transactional Discount	\$ (1,173)
Avg. Front-End Gross	\$ 1,548
Avg. Finance Gross	\$ 1,250
PUVR	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!
GROI	#DIV/0!
% with Trade	48%
Avg. Over/Under Allowance	(\$349)



Scoreboard

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Desk Manager	Totals	ARIC KUHANECK	JIM CORWIN
% Retailed of Non-New Franchise	34%	36%	26%
Total # Retail Units	44	14	19
Avg. Days to Sale	98.4	120.9	106.7
Avg. Advertised Price (Time of Sale)	\$ 23,386	\$ 27,892	\$ 21,765
Avg. Transaction Price	\$ 24,559	\$ 27,659	\$ 24,652
Avg. Market Price at 100%	\$ 23,070	\$ 27,432	\$ 21,371
Avg. Price to Market % (Time of Sale)	101%	102%	102%
Avg. Transaction to Market	106%	101%	115%
Avg. Transactional Discount	\$ (1,173)	\$ 232	\$ (2,887)
Avg. Front-End Gross	\$ 1,548	\$ 1,556	\$ 1,287
Avg. Finance Gross	\$ 1,250	\$ 1,493	\$ 1,201
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	48%	43%	53%
Avg. Over/Under Allowance	-349	-250	-500



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BRIAN BOYLE			
45%	#DIV/0!	#DIV/0!	#DIV/0!
11	0	0	0
55.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,453	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,453	#DIV/0!	#DIV/0!	#DIV/0!
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,989	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,025	#DIV/0!	#DIV/0!	#DIV/0!
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45%	#DIV/0!	#DIV/0!	#DIV/0!
-164	#DIV/0!	#DIV/0!	#DIV/0!

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Scoreboard

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Sales Consultant	Totals		
% Retailed of Non-New Franchise	34%	#DIV/0!	#DIV/0!
Total # Retail Units	44	0	0
Avg. Days to Sale	98.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,386	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,559	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,070	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	106%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,173)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,548	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,250	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	48%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-349	#DIV/0!	#DIV/0!



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Scoreboard

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Finance Manager	Totals		
% Retailed of Non-New Franchise	34%	#DIV/0!	#DIV/0!
Total # Retail Units	44	0	0
Avg. Days to Sale	98.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,386	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,559	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,070	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	106%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,173)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,548	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,250	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	48%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-349	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	44	0	44
Avg. Days to Sale	98.4	#DIV/0!	98.4
Avg. Advertised Price (Time of Sale)	\$ 23,386	#DIV/0!	\$ 24,559
Avg. Transaction Price	\$ 24,559	#DIV/0!	\$ 24,559
Avg. Market Price at 100%	\$ 23,070	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	106%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,173)	#DIV/0!	\$ (1,173)
Avg. Front-End Gross	\$ 1,548	#DIV/0!	\$ 1,548
Avg. Finance Gross	\$ 1,250	#DIV/0!	\$ 1,250
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	48%	#DIV/0!	48%
Avg. Over/Under Allowance	-349	#DIV/0!	-349



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	44	29	15
Avg. Days to Sale	98.4	102.0	91.6
Avg. Advertised Price (Time of Sale)	\$ 23,386	\$ 23,833	\$ 22,302
Avg. Transaction Price	\$ 24,559	\$ 25,727	\$ 22,302
Avg. Market Price at 100%	\$ 23,070	#DIV/0!	\$ 22,716
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	98%
Avg. Transaction to Market	106%	#DIV/0!	98%
Avg. Transactional Discount	\$ (1,173)	\$ (1,894)	\$ 220
Avg. Front-End Gross	\$ 1,548	\$ 1,457	\$ 1,724
Avg. Finance Gross	\$ 1,250	\$ 1,290	\$ 1,171
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	48%	55%	33%
Avg. Over/Under Allowance	-349	-331	-404



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	44	20	15
% of Retail Units	100%	45%	34%
% Retailed of Non-New Franchise	34%	30%	47%
Avg. Days to Sale	98.4	88.9	113.4
Avg. Transaction Price	\$ 24,559	\$ 24,720	\$ 21,719
Avg. Transaction to Market %	106%	#DIV/0!	161%
Avg. Transactional Discount	\$ (1,173)	\$ 22	\$ (880)
Avg. Front End Gross	\$ 1,548	\$ 1,652	\$ 1,713
Avg. Finance Gross	\$ 1,250	\$ 1,195	\$ 1,436
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	48%	50%	40%
Avg. Over/Under Allowance	-349	-492	-267



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	2	3	0
9%	5%	7%	0%
25%	50%	0%	#DIV/0!
122.5	162.0	12.7	#DIV/0!
\$ 28,958	\$ 23,499	\$ 32,533	#DIV/0!
102%	100%	401%	#DIV/0!
\$ 541	\$ -	\$ (13,668)	#DIV/0!
\$ 1,585	\$ (373)	\$ 1,263	#DIV/0!
\$ 1,093	\$ 272	\$ 1,545	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
75%	50%	33%	#DIV/0!
-267	0	0	#DIV/0!

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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	44	17	5
% of Retail Units	100%	39%	11%
% Retailed of Non-New Franchise	34%	35%	40%
Avg. Days to Sale	98.4	14.9	38.6
Avg. Transaction Price	\$ 24,559	\$ 24,153	\$ 25,398
Avg. Transaction to Market %	106%	#DIV/0!	102%
Avg. Transactional Discount	\$ (1,173)	\$ (3,239)	\$ -
Avg. Front End Gross	\$ 1,548	\$ 2,515	\$ 2,668
Avg. Finance Gross	\$ 1,250	\$ 855	\$ 1,536
PUVR	#DIV/0!	\$ 3,370	\$ 4,204
Total Gross (Units & PUVR)	#DIV/0!	\$ 57,293	\$ 21,019
GROI	#DIV/0!	338%	154%
% with Trade	48%	35%	60%
Avg. Over/Under Allowance	-349	-450	-73



46-60 days	61-90 days	90+ days
2	5	15
5%	11%	34%
0%	40%	33%
51.0	86.8	223.3
\$ 21,998	\$ 24,659	\$ 25,049
102%	101%	102%
\$ -	\$ 139	\$ 184
\$ 917	\$ 2,535	\$ (166)
\$ -	\$ 1,162	\$ 1,797
\$ 917	\$ 3,698	\$ 1,631
\$ 1,835	\$ 18,489	\$ 24,469
29%	62%	11%
100%	40%	53%
-150	-750	-325