

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	Salesperson	Desk Manager	Finance Manager	Trade	Over/Under Allowance
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500	Desiree Dawson	Michael Hayes	Mike Lucki	Yes	\$2,000
1	T247292A	2021	Chevrolet	Colorado	57	Trade on New	No	\$ 30,482	\$ 29,983	99%	\$1,375	\$984	Mike Barty	Mike Knapp	Joe Rotella	No	
2	RC247363A	2017	Jeep	Renegade	90	Trade on Used	No	\$ 15,372	\$ 15,372	105%	\$420	\$2,643	Dan DeGeorge	Bryan May	Alexander Lipinski	No	
3	P30982RA	2021	Chevrolet	Bolt	23	Other	No	\$ 13,992	\$ 17,992	89%	\$1,795		Ralph Dollinger	Bryan May	Joe Rotella	No	
4	P31014	2022	Chevrolet	Traverse	37	Auction/Wholesale	No	\$ 30,695	\$ 30,695		\$0	\$640	Hector Padgham	Steven Castronova	Joe Rotella	No	
5	P31000	2021	Chevrolet	Traverse	9	Auction/Wholesale	No	\$ 29,423	\$ 29,423	97%	\$1,051	\$316	Nick Beluccio	Bryan May	Michael Johnson	Yes	\$0
6	P31004	2021	Chevrolet	Silverado	5	Auction/Wholesale	No	\$ 42,931	\$ 42,931		(\$1,120)		Sam Cubiotti	Mike Knapp	Joe Rotella	Yes	(\$1,000)
7	RC18444	2021	Chevrolet	Colorado	102	LBO OEM/Leasing Co.	No	\$ 27,992	\$ 26,950	95%	\$385		Lonie Schultz	Bryan May	House	No	
8	T248090A	2020	Chevrolet	Silverado	17	Trade on New	No	\$ 46,755	\$ 46,755	98%	\$2,527	\$6,154	Vaughn Letta	Rob Moraza	Alexander Lipinski	Yes	\$0
9	T247448L	2021	Chevrolet	Trailblazer	54	LBO OEM/Leasing Co.	No	\$ 16,992	\$ 16,992	94%	\$505	\$618	Nick Beluccio	Bryan May	Michael Johnson	No	
10	RC18503A	2019	Toyota	Rav4	32	Trade on Used	No	\$ 26,492	\$ 24,992	95%	\$2,610	\$0	Lonie Schultz	Bryan May	House	No	
11	RC247397L	2021	Honda	C-HR	33	Trade on New	No	\$ 22,998	\$ 22,998	94%	\$2,566	\$2,658	Saadig Muhammad	Rob Moraza	Alexander Lipinski	No	
12	T238606L	2021	Chevrolet	Traverse	25	Trade on New	No	\$ 26,489	\$ 26,044	97%	\$505	\$618	Samara Clar	Mike Knapp	Alexander Lipinski	Yes	\$0
13	T246361L	2022	Chevrolet	Equinox	56	Trade on New	No	\$ 21,992	\$ 21,422	98%	\$1,168	\$1,482	Scott Westscott	Bryan May	Joe Rotella	No	
14	U5101	2022	Dodge	Durango	21	Auction/Wholesale	No	\$ 33,000	\$ 33,000	99%	(\$1,080)	\$3,032	Scott Westscott	Bryan May	Joe Rotella	Yes	(\$500)
15	P30983RA	2020	Chevrolet	Bolt	25	Other	No	\$ 14,975	\$ 18,975	98%	\$1,012	\$331	Scott Westscott	Bryan May	Joe Rotella	No	
16	RC247939LA	2014	GMC	Sierra	11	Trade on Used	No	\$ 17,992	\$ 17,992	93%	\$2,209	\$343	Chris Codd	Mike Knapp	House	No	
17	T248139L	2021	Chevrolet	Equinox	19	LBO OEM/Leasing Co.	Yes	\$ 22,996	\$ 22,996	95%	\$1,228	\$689	Danny Mitchell	Rob Moraza	Alexander Lipinski	No	
18	RCDRACC244341A	2017	Chevrolet	Malibu	24	Trade on Used	No	\$ 14,967	\$ 14,967	99%	\$1,714	\$419	Dan DeGeorge	Bryan May	Alexander Lipinski	Yes	\$0
19	RC247780A	2019	Chevrolet	Trax	15	Trade on Used	No	\$ 15,784	\$ 15,387	98%	\$1,555	\$459	Dan DeGeorge	Bryan May	Michael Johnson	Yes	(\$300)
20	T248293A	2022	Chevrolet	Equinox	34	Trade on New	Yes	\$ 23,605	\$ 23,605	100%	\$1,511	\$641	Ralph Dollinger	Bryan May	Erik Stark	No	
21	P30980RA	2020	Chevrolet	Bolt	29	Other	No	\$ 14,692	\$ 18,692	101%	\$1,024		Emily Herman	Cody Fitzsimmons	Erik Stark	No	
22	P31023	2021	Chevrolet	Trailblazer	1	Auction/Wholesale	No	\$ 23,495	\$ 23,495		(\$120)	\$4,395	Saadig Muhammad	Mike Knapp	Alexander Lipinski	No	
23	T247064A	2023	GMC	Sierra 3500HD	49	Trade on New	No	\$ 51,444	\$ 51,444	85%	\$4,776		Edie Jackson	Bryan May	Erik Stark	No	
24	T247412L	2022	Chevrolet	Silverado	33	LBO Customer	No	\$ 36,996	\$ 3,500	101%	\$1,273	\$1,461	Lonie Schultz	Bryan May	Alexander Lipinski	Yes	\$0
25	T248071I	2022	Chevrolet	Trailblazer	19	LBO OEM/Leasing Co.	No	\$ 22,518	\$ 22,518	98%	\$3,334	\$3,208	Saadig Muhammad	Cody Fitzsimmons	Alexander Lipinski	Yes	\$1,000
26	T248116L	2023	Chevrolet	Equinox	20	LBO OEM/Leasing Co.	Yes	\$ 22,984	\$ 22,984	98%	\$1,098	\$3,598	Justin Bartlett	Steven Castronova	Alexander Lipinski	Yes	\$0
27	P30919	2021	Chevrolet	Equinox	71	Auction/Wholesale	No	\$ 21,492	\$ 21,000	95%	\$463		Lonie Schultz	Bryan May	Joe Rotella	No	
28	P30968	2021	Chevrolet	Equinox	38	Auction/Wholesale	No	\$ 25,684	\$ 25,684	98%	\$315	\$4,308	Sam Heiler	Rob Moraza	Michael Johnson	Yes	\$0
29	T235898A	2021	Chevrolet	Traverse	21	Trade on New	No	\$ 26,992	\$ 26,896	94%	\$2,517	\$2,933	Steve Levine	Steven Castronova	Erik Stark	No	
30	T247200L	2021	Chevrolet	Silverado	25	LBO OEM/Leasing Co.	No	\$ 40,998	\$ 40,998	96%	\$547	\$492	Saadig Muhammad	Steven Castronova	Michael Johnson	Yes	\$0
31	P30953	2022	Chevrolet	Bolt	34	LBO OEM/Leasing Co.	No	\$ 23,500	\$ 23,500	98%	(\$122)		Ted Peters	Mike Knapp	Michael Johnson	No	
32	RC18593	2021	Chevrolet	Trailblazer	42	Auction/Wholesale	No	\$ 18,992	\$ 18,992	92%	\$447	\$838	Ty Murrell	Steven Castronova	Michael Johnson	No	
33	T247474L	2021	Chevrolet	Trax	40	LBO Customer	No	\$ 18,629	\$ 18,629	98%	\$712	\$1,691	Ty Murrell	Rob Moraza	Erik Stark	No	
34	T248286L	2022	Chevrolet	Trailblazer	45	LBO Customer	Yes	\$ 20,692	\$ 20,692	96%	\$1,353	\$2,766	Lonie Schultz	Bryan May	Alexander Lipinski	Yes	\$300
35	P30951	2021	Chevrolet	Blazer	33	Auction/Wholesale	No	\$ 26,992	\$ 26,995	95%	(\$299)	\$1,348	Nick Beluccio	Bryan May	Joe Rotella	Yes	\$0
36	T248117L	2021	Chevrolet	Equinox	26	LBO Customer	No	\$ 18,992	\$ 18,992	77%	\$697	\$2,849	Jonathan Lomonaco	Rob Moraza	Joe Rotella	No	
37	RC18568RA	2020	Chevrolet	Bolt	47	LBO OEM/Leasing Co.	No	\$ 11,992	\$ 14,992	81%	(\$419)	\$0	Ty Murrell	Steven Castronova	Erik Stark	No	
38	T248796L	2021	Chevrolet	Trax	16	Trade on New	No	\$ 18,422	\$ 17,995	99%	\$910	\$0	Nick Beluccio	Bryan May	House	No	
39	RC248149A	2018	Chevrolet	Equinox	23	Trade on Used	Yes	\$ 17,247	\$ 17,247	98%	(\$318)	\$2,132	Danny Mitchell	Mike Knapp	Michael Johnson	No	
40	P31031	2021	Chevrolet	Trax	1	Auction/Wholesale	No	\$ 15,929	\$ 15,929	92%	\$381	\$0	Ralph Dollinger	Bryan May	Alexander Lipinski	Yes	\$522
41	P31032	2018	GMC	Terrain	1	Auction/Wholesale	No	\$ 18,576	\$ 18,576	97%	(\$370)	\$1,941	Edie Jackson	Steven Castronova	Michael Johnson	No	
42	T247441L	2021	GMC	Terrain	40	LBO OEM/Leasing Co.	No	\$ 21,448	\$ 20,448	97%	\$733	\$300	Danny Mitchell	Steven Castronova	Erik Stark	No	
43	T246261L	2021	GMC	Terrain	50	LBO OEM/Leasing Co.	No	\$ 22,492	\$ 21,992	96%	\$974	\$300	Danny Mitchell	Steven Castronova	Joe Rotella	Yes	\$500
44	U4970	2023	Dodge	Challenger	68	Auction/Wholesale	No	\$ 28,000	\$ 27,750	91%	(\$1,079)	\$3,600	Edie Jackson	Cody Fitzsimmons	Michael Johnson	No	
45	T247788L	2021	Chevrolet	Trailblazer	27	LBO OEM/Leasing Co.	No	\$ 18,377	\$ 18,377	98%	\$2,630	\$666	Danny Mitchell	Cody Fitzsimmons	Alexander Lipinski	Yes	\$0
46	T248140L	2021	Chevrolet	Trailblazer	26	LBO OEM/Leasing Co.	No	\$ 20,992	\$ 20,992	95%	\$2,221	\$1,482	Hector Padgham	Steven Castronova	Michael Johnson	No	
47	RC246268L	2022	Jeep	Compass	17	Auction/Wholesale	No	\$ 24,594	\$ 24,594	97%	\$3,208	\$2,488	Scott Westscott	Bryan May	Alexander Lipinski	Yes	\$1,000
48	DRACT233518A	2023	Subaru	Crosstrek	19	Trade on New	No	\$ 25,492	\$ 25,492	97%	\$2,352	\$0	Scott Westscott	Bryan May	Alexander Lipinski	Yes	\$500
49	T247803L	2021	Chevrolet	Trailblazer	19	LBO OEM/Leasing Co.	No	\$ 21,800	\$ 20,800	96%	\$263	\$1,462	Scott Westscott	Bryan May	Joe Rotella	No	
50	P30975RA	2021	Chevrolet	Bolt	37	LBO OEM/Leasing Co.	No	\$ 13,992	\$ 18,338	98%	\$1,050	\$2,191	Lonie Schultz	Bryan May	Joe Rotella	No	

51	RC247291LA	2021	Honda	Accord	42	Trade on Used	No	\$	24,997	\$	24,997	97%	(\$998)	\$2,650	Lonie Schultz	Bryan May	Joe Rotella	No	
52	RC18620RA	2020	Chevrolet	Bolt	37	LBO OEM/Leasing Co.	No	\$	14,440	\$	18,440	99%	\$898	\$511	Steve Levine	Steven Castronova	Joe Rotella	No	
53	P30981RA	2020	Chevrolet	Bolt	36	LBO OEM/Leasing Co.	No	\$	13,992	\$	17,992	97%	\$704	\$0	Branden Scott	Rob Moraza	Joe Rotella	No	
54	T235564A	2020	Chevrolet	Traverse	16	Trade on New	No	\$	25,992	\$	25,992	95%	\$2,986	\$2,039	Brain Antinore	Steven Castronova	Erik Stark	No	
55	P31021	2020	Chevrolet	Trax	12	LBO Customer	No	\$	17,822	\$	17,822	97%	\$2,407	\$1,013	Nick Beluccio	Bryan May	Michael Johnson	No	
56	T246395L	2021	Lexus	NX300	40	Trade on New	No	\$	33,929	\$	33,395	97%	\$1,722	\$0	Lonie Schultz	Bryan May	Erik Stark	No	
57	RC18666	2021	Chevrolet	Traverse	28	Auction/Wholesale	No	\$	30,992	\$	29,992	95%	(\$287)	\$1,857	Lonie Schultz	Bryan May	Joe Rotella	Yes	\$0
58	P30942	2021	Chevrolet	Traverse	79	LBO Customer	No	\$	31,926	\$	31,426	96%	\$678	\$1,787	Chris Codd	Mike Knapp	Alexander Lipinski	No	
59	P30923	2021	Chevrolet	Equinox	76	LBO Customer	No	\$	20,438	\$	20,088	96%	(\$1,094)	\$1,505	Frank Destefano	Cody Fitzsimmons	Alexander Lipinski	No	
60	P31034	2021	Chevrolet	Trax	1	Auction/Wholesale	No	\$	16,432	\$	16,432	96%	(\$641)	\$344	David Dicateldo	Steven Castronova	Alexander Lipinski	Yes	\$500
61	T247976L	2021	Chevrolet	Equinox	8	Trade on New	No	\$	21,633	\$	21,000	97%	(\$1,258)	\$1,526	Ralph Dollinger	Bryan May	Joe Rotella	Yes	\$0
62	T246796A	2022	Chevrolet	Silverado 2500HD	46	Trade on New	No	\$	52,992	\$	52,992	94%	\$3,181	\$500	Ralph Dollinger	Bryan May	Erik Stark	No	
63	P30974RA	2021	Chevrolet	Bolt	39	LBO OEM/Leasing Co.	No	\$	12,992	\$	16,992	89%	(\$780)	\$0	Ralph Dollinger	Bryan May	Joe Rotella	No	
64	RC18724	2021	Chevrolet	Trax	13	LBO Customer	No	\$	18,233	\$	18,233	100%	\$1,360	\$2,501	Ted Peters	Mike Knapp	Alexander Lipinski	Yes	(\$500)
65	RC30916L	2021	Chevrolet	Traverse	47	LBO Customer	No	\$	29,492	\$	29,492	96%	\$960	\$3,328	Sam Cubiotti	Mike Knapp	Erik Stark	Yes	\$0
66	RC18514	2021	Chevrolet	Equinox	66	Auction/Wholesale	No	\$	19,992	\$	19,992	92%	\$460	\$1,069	Danny Mitchell	Steven Castronova	Erik Stark	Yes	(\$150)
67	RC18527RA	2020	Chevrolet	Bolt	63	LBO OEM/Leasing Co.	No	\$	13,918	\$	17,918	101%	\$508	\$731	Lonie Schultz	Bryan May	Alexander Lipinski	No	
68	RC246122A	2015	Cadillac	XTS	30	Trade on Used	No	\$	12,992	\$	12,992	98%	\$1,053	\$200	Justin Bartlett	Steven Castronova	Michael Johnson	No	
69	T235872L	2021	Chevrolet	Equinox	60	LBO Customer	No	\$	21,422	\$	21,422	93%	\$1,767	\$650	Danny Mitchell	Steven Castronova	Alexander Lipinski	Yes	\$500
70	RC18621RA	2020	Chevrolet	Bolt	42	LBO OEM/Leasing Co.	No	\$	21,422	\$	21,422	93%	\$408	\$963	Danny Mitchell	Rob Moraza	Alexander Lipinski	No	
71	P30954L	2022	Jeep	Grand Cherokee	28	LBO Customer	No	\$	29,488	\$	29,048	101%	\$1,083	\$2,333	Edie Jackson	Steven Castronova	Erik Stark	No	
72	P31037	2014	Ford	F150	2	Auction/Wholesale	No	\$	15,799	\$	15,799		\$384	\$965	Saadig Muhammad	Mike Knapp	Michael Johnson	No	
73	RC18764	2021	Jeep	Cherokee	1	Auction/Wholesale	No	\$	23,595	\$	23,595		(\$141)	\$1,235	Nick Beluccio	Bryan May	Michael Johnson	No	
74	T245009A	2023	Jeep	Wrangler	42	Trade on New	No	\$	38,992	\$	38,992	88%	\$3,287	\$2,476	Dan DeGeorge	Bryan May	Alexander Lipinski	Yes	\$0
75	RC248019A	2013	Chevrolet	Impala	21	Trade on Used	No	\$	10,495	\$	1,495	120%	\$2,867	\$0	Dan DeGeorge	Bryan May	House	No	
76	P30985RA	2020	Chevrolet	Bolt	44	Trade on Used	No	\$	14,407	\$	18,407	98%	\$645	\$0	Ralph Dollinger	Bryan May	House	No	
77	P31043	2021	Chevrolet	Traverse	1	Auction/Wholesale	No	\$	26,944	\$	26,944		(\$120)	\$400	Ralph Dollinger	Bryan May	Ernest Every	No	
78	RC247549A	2021	Nissan	Sentra	22	Trade on Used	No	\$	18,826	\$	18,326	97%	\$485	\$560	Lonie Schultz	Nick Beluccio	Joe Rotella	Yes	\$0
79	RC248500A	2018	Chevrolet	Malibu	18	Trade on Used	No	\$	15,464	\$	4,000	100%	\$1,499	\$0	Saadig Muhammad	Bryan May	Joe Rotella	Yes	\$0
80	T247576LA	2021	Volkswagen	Atlas	40	Trade on Used	No	\$	27,490	\$	27,490	96%	\$100	\$1,869	Willie Williams	Rob Moraza	Joe Rotella	No	
81	P31042	2023	Volkswagen	Tiguan	1	Auction/Wholesale	No	\$	22,244	\$	22,244		(\$663)	\$2,191	Nick Beluccio	Nick Beluccio	Joe Rotella	No	
82	RC248316A	2019	Honda	Fit	14	Trade on Used	No	\$	15,288	\$	14,738		\$2,418	\$0	Nick Beluccio	Nick Beluccio	Joe Rotella	Yes	\$0
83	T247700L	2024	Chevrolet	Trax	42	LBO Customer	No	\$	22,688	\$	22,688	94%	\$688	\$1,000	Edie Jackson	Steven Castronova	Alexander Lipinski	Yes	\$0
84	T247968A	2018	Chevrolet	Trailblazer	21	Trade on New	No	\$	18,992	\$	18,992	99%	\$2,228	\$778	Ralph Dollinger	Bryan May	Michael Johnson	Yes	\$0
85	T248253L	2021	Honda	CR-V	28	LBO Customer	No	\$	23,992	\$	23,992	94%	\$2,811	\$587	Ralph Dollinger	Bryan May	Michael Johnson	No	
86	T248717A	2018	Chevrolet	Silverado	25	Trade on New	No	\$	27,079	\$	27,079	97%	\$1,108	\$2,151	Ty Murrell	Cody Fitzsimmons	Alexander Lipinski	No	
87	T247988L	2022	Jeep	Compass	25	LBO Customer	No	\$	22,599	\$	20,599	99%	\$2,681	\$1,732	Branden Scott	Rob Moraza	Alexander Lipinski	Yes	\$1,000
88	RC18693	2021	Chevrolet	Trax	31	Auction/Wholesale	No	\$	17,536	\$	17,000	101%	\$544	\$1,761	Justin Bartlett	Cody Fitzsimmons	Alexander Lipinski	No	
89	T246094A	2021	Chevrolet	Trailblazer	52	Trade on New	No	\$	23,492	\$	23,492	96%	\$1,473	\$1,171	Frank Destefano	Cody Fitzsimmons	Joe Rotella	Yes	\$0
90	P30976RA	2020	Chevrolet	Bolt	47	LBO OEM/Leasing Co.	No	\$	14,992	\$	18,300	100%	(\$94)	\$1,071	Nick Koelb	Mike Knapp	Alexander Lipinski	No	
91	P31045	2021	Chevrolet	Trailblazer	4	Auction/Wholesale	No	\$	22,995	\$	22,995	91%	(\$120)	\$1,128	Vaughn Letta	Rob Moraza	Joe Rotella	No	
92	U4867	2020	Mercedes-Benz	C-Class	113	Auction/Wholesale	No	\$	29,000	\$	27,900	0%	(\$2,099)	\$970	Vaughn Letta	Grant Corsaro	Joe Rotella	Yes	\$1,500
93	DRACT245506L	2022	Chevrolet	Traverse	9	LBO Customer	No	\$	32,849	\$	32,849	99%	\$1,341	\$2,266	Steve Levine	Rob Moraza	Erik Stark	No	
94	T248152L	2022	Chevrolet	Equinox	15	LBO Customer	No	\$	26,592	\$	26,592	94%	\$2,010	\$0	Noah Peters	Mike Knapp	Alexander Lipinski	Yes	\$500
95	T248722A	2021	Chevrolet	Silverado	28	Trade on New	No	\$	42,905	\$	42,905	98%	(\$334)	\$3,375	Emily Herman	Steven Castronova	Erik Stark	Yes	(\$1,500)
96	P31051	2021	Jeep	Compass	1	Auction/Wholesale	No	\$	20,500	\$	20,500	98%	(\$315)	\$1,229	Vaughn Letta	Rob Moraza	Michael Johnson	Yes	(\$500)
97	T247783L	2021	Buick	Encore	38	LBO Customer	No	\$	19,992	\$	19,300	100%	\$2,127	\$870	Ray Mitchell	Rob Moraza	Joe Rotella	No	
98	U5200	2020	Land Rover	Evoque	10	Auction/Wholesale	No	\$	31,000	\$	30,999	101%	(\$1,891)	\$5,394	Ty Murrell	Rob Moraza	Alexander Lipinski	Yes	(\$4,000)
99	T247862L	2021	Chevrolet	Malibu	8	LBO Customer	No	\$	20,865	\$	20,865	99%	\$1,724	\$200	Hector Padgham	Cody Fitzsimmons	Joe Rotella	No	
100	T248769A	2018	Chevrolet	Colorado	26	Trade on Used	No	\$	26,471	\$	25,500	96%	\$1,684	\$2,454	Nick Beluccio	Nick Beluccio	Alexander Lipinski	Yes	(\$500)
101	P31036	2024	Chevrolet	Trax	12	Auction/Wholesale	No	\$	21,592	\$	21,592	94%	\$2,357	\$2,477	Danny Mitchell	Steven Castronova	Joe Rotella	No	
102	T247561L	2021	Chevrolet	Silveado	23	LBO Customer	No	\$	36,334	\$	36,334	98%	\$1,427	\$4,351	Scott Westscott	Bryan May	Joe Rotella	No	
103	P31046	2023	Chevrolet	Tahoe	8	Auction/Wholesale	No	\$	46,646	\$	46,646	0%	(\$141)	\$1,423	Lenny Zaccaglino	Steven Castronova	Michael Johnson	No	
104	T248219L	2021	Chevrolet	Equinox	37	LBO Customer	No	\$	22,992	\$	22,492	102%	(\$63)	\$1,829	Steve Levine	Steven Castronova	Erik Stark	No	
105	P31008	2021	Chevrolet	Trailblazer	32	Auction/Wholesale	No	\$	21,763	\$	21,763	91%	\$930	\$743	Mlke Barty	Steven Castronova	Michael Johnson	No	
106	U5104	2022	Tesla	Model 3	42	Auction/Wholesale	No	\$	20,825	\$	24,825	83%	(\$75)	\$0	Ty Murrell	Steven Castronova	Joe Rotella	Yes	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	31%
Total # Retail Units	140
Avg. Days to Sale	29.1
Avg. Advertised Price (Time of Sale)	\$ 23,748
Avg. Transaction Price	\$ 23,568
Avg. Market Price at 100%	\$ 25,154
Avg. Price to Market % (Time of Sale)	94%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 10
Avg. Front-End Gross	\$ 900
Avg. Finance Gross	\$ 1,556
PUVR	\$ 2,377
Total Gross (Units & PUVR)	\$ 332,834
GROI	125%
% with Trade	39%
Avg. Over/Under Allowance	(\$70)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	31%	#DIV/0!	#DIV/0!
Total # Retail Units	140	0	0
Avg. Days to Sale	29.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,748	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 23,568	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,154	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 10	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 900	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,556	#DIV/0!	#DIV/0!
PUVR	\$ 2,377	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 332,834	#DIV/0!	#DIV/0!
GROI	125%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-70	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	31%	#DIV/0!	#DIV/0!
Total # Retail Units	140	0	0
Avg. Days to Sale	29.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,748	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 23,568	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,154	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 10	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 900	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,556	#DIV/0!	#DIV/0!
PUVR	\$ 2,377	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 332,834	#DIV/0!	#DIV/0!
GROI	125%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-70	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	31%	#DIV/0!	#DIV/0!
Total # Retail Units	140	0	0
Avg. Days to Sale	29.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 23,748	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 23,568	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,154	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 10	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 900	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,556	#DIV/0!	#DIV/0!
PUVR	\$ 2,377	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 332,834	#DIV/0!	#DIV/0!
GROI	125%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-70	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	140	7	133
Avg. Days to Sale	29.1	35.1	28.8
Avg. Advertised Price (Time of Sale)	\$ 23,748	\$ 22,231	\$ 23,647
Avg. Transaction Price	\$ 23,568	\$ 22,074	\$ 23,647
Avg. Market Price at 100%	\$ 25,154	\$ 22,882	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	97%	#DIV/0!
Avg. Transaction to Market	94%	96%	#DIV/0!
Avg. Transactional Discount	\$ 10	\$ 158	\$ 2
Avg. Front-End Gross	\$ 900	\$ 763	\$ 907
Avg. Finance Gross	\$ 1,556	\$ 1,942	\$ 1,534
PUVR	\$ 2,377	\$ 2,705	\$ 2,360
Total Gross (Units & PUVR)	\$ 332,834	\$ 18,932	\$ 313,902
GROI	125%	126%	125%
% with Trade	39%	43%	39%
Avg. Over/Under Allowance	-70	100	-79



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	140	96	44
Avg. Days to Sale	29.1	29.2	28.8
Avg. Advertised Price (Time of Sale)	\$ 23,748	\$ 23,032	\$ 25,112
Avg. Transaction Price	\$ 23,568	\$ 22,860	\$ 25,112
Avg. Market Price at 100%	\$ 25,154	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 10	\$ (68)	\$ 181
Avg. Front-End Gross	\$ 900	\$ 903	\$ 893
Avg. Finance Gross	\$ 1,556	\$ 1,408	\$ 1,865
PUVR	\$ 2,377	\$ 2,223	\$ 2,715
Total Gross (Units & PUVR)	\$ 332,834	\$ 213,374	\$ 119,460
GROI	125%	120%	135%
% with Trade	39%	40%	39%
Avg. Over/Under Allowance	-70	10	-258



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	140	23	23
% of Retail Units	100%	16%	16%
% Retailed of Non-New Franchise	31%	30%	48%
Avg. Days to Sale	29.1	31.6	29.0
Avg. Transaction Price	\$ 23,568	\$ 29,683	\$ 18,566
Avg. Transaction to Market %	94%	95%	#DIV/0!
Avg. Transactional Discount	\$ 10	\$ 224	\$ 534
Avg. Front End Gross	\$ 900	\$ 1,617	\$ 1,343
Avg. Finance Gross	\$ 1,556	\$ 1,541	\$ 997
PUVR	\$ 2,377	\$ 3,091	\$ 2,341
Total Gross (Units & PUVR)	\$ 332,834	\$ 71,097	\$ 53,841
GROI	125%	119%	157%
% with Trade	39%	39%	43%
Avg. Over/Under Allowance	-70	-111	-80



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	37	0	34
0%	26%	0%	24%
#DIV/0!	43%	#DIV/0!	24%
#DIV/0!	19.9	#DIV/0!	31.8
#DIV/0!	\$ 24,966	#DIV/0!	\$ 23,132
#DIV/0!	#DIV/0!	#DIV/0!	93%
#DIV/0!	\$ (652)	#DIV/0!	\$ 1,271
#DIV/0!	\$ 2	#DIV/0!	\$ 1,114
#DIV/0!	\$ 2,004	#DIV/0!	\$ 1,779
#DIV/0!	\$ 1,897	#DIV/0!	\$ 2,893
#DIV/0!	\$ 70,190	#DIV/0!	\$ 98,359
#DIV/0!	138%	#DIV/0!	141%
#DIV/0!	49%	#DIV/0!	38%
#DIV/0!	-272	#DIV/0!	90

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
20	0	3
14%	0%	2%
10%	#DIV/0!	0%
39.2	#DIV/0!	25.7
\$ 21,197	#DIV/0!	\$ 18,553
104%	#DIV/0!	122%
\$ (1,156)	#DIV/0!	\$ (4,000)
\$ 804	#DIV/0!	\$ 1,277
\$ 1,062	#DIV/0!	\$ 331
\$ 1,759	#DIV/0!	\$ 1,387
\$ 35,185	#DIV/0!	\$ 4,162
76%	#DIV/0!	105%
25%	#DIV/0!	0%
300	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	140	83	32
% of Retail Units	100%	59%	23%
% Retailed of Non-New Franchise	31%	31%	34%
Avg. Days to Sale	29.1	15.4	37.7
Avg. Transaction Price	\$ 23,568	\$ 23,612	\$ 22,173
Avg. Transaction to Market %	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 10	\$ (114)	\$ 488
Avg. Front End Gross	\$ 900	\$ 1,023	\$ 859
Avg. Finance Gross	\$ 1,556	\$ 1,721	\$ 1,255
PUVR	\$ 2,377	\$ 2,744	\$ 2,114
Total Gross (Units & PUVR)	\$ 332,834	\$ 227,776	\$ 67,645
GROI	125%	272%	91%
% with Trade	39%	47%	28%
Avg. Over/Under Allowance	-70	-113	-22



46-60 days	61-90 days	90+ days
14	9	2
10%	6%	1%
21%	33%	50%
51.2	73.0	107.5
\$ 26,576	\$ 22,581	\$ 27,425
97%	98%	#DIV/0!
\$ (342)	\$ (234)	\$ 1,071
\$ 1,173	\$ (130)	\$ (857)
\$ 1,028	\$ 1,997	\$ 970
\$ 2,200	\$ 1,866	\$ 113
\$ 30,803	\$ 16,797	\$ 226
58%	41%	1%
29%	22%	50%
250	-888	1,500