

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
MARK MAHAFFEY	AL PIERCE	STEPHAN PIGGEE
NAZAR MARTYNIUK	STEPHAN PIGGEE	ROBERT KELLY
JOHN TAVARAS		CARL KMIEC
		ANTHONY SULESKI
		SEBASTIAN EIERMAN
		CARL WOODS
		JASON MANAHU
		CELIA MIJANGOS
		MATT HART

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	A4716	2021	Lexus	NX 300	57	Auction/Wholesale	No	\$ 30,911	\$ 30,911	99%	\$95	\$0
2	A4701	2020	Acura	TLX	74	LBO Customer	No	\$ 18,918	\$ 18,918	95%	\$2,618	\$1,000
3	A4732	2022	Acura	MDX	19	Auction/Wholesale	No	\$ 46,933	\$ 46,403	104%	\$1,456	\$1,100
4	S7254	2023	Acura	MDX	26	Loaner	Yes	\$ 49,416	\$ 49,412	98%	\$3,045	\$510
5	8266A	2021	Acura	RDX	15	Trade on New	Yes	\$ 35,326	\$ 34,200	106%	\$1,043	\$100
6	A4736	2021	Ford	MUSTANG	15	Internal Fleet (Enterprise, et	No	\$ 23,402	\$ 23,250	101%	\$1,653	\$1,305
7	8138A	2015	Ford	F-150	12	Trade on New	No	\$ 19,933	\$ 18,996	97%	\$2,397	\$0
8	8208A	2016	Nissan	JUKE	48	Trade on New	No	\$ 11,506	\$ 11,411	94%	\$2,131	\$1,780
9	8287A	2021	Acura	RDX	19	Trade on New	Yes	\$ 34,609	\$ 33,855	103%	\$3,433	\$1,700
10	8279A	2017	Genesis	G80	12	Trade on New	No	\$ 19,906	\$ 19,000	101%	\$2,770	\$1,778
11	8296A	2021	Acura	RDX	9	Trade on New	Yes	\$ 32,933	\$ 32,303	101%	\$2,654	\$317
12	A4735	2020	BMW	4 SERIES	27	Auction/Wholesale	No	\$ 28,906	\$ 28,499	99%	\$957	\$3,064
13	8268A	2021	Acura	RDX	12	Trade on New	Yes	\$ 34,415	\$ 34,415	103%	\$2,772	\$317
14	A4751	2021	Acura	TLX	10	LBO Customer	No	\$ 28,933	\$ 27,844	100%	\$836	\$317
15	A4692	2020	BMW	3 SERIES	114	Auction/Wholesale	No	\$ 26,911	\$ 25,925	97%	(\$1,145)	\$393
16	A4716A	2018	Acura	RDX	9	Trade on Used	No	\$ 22,916	\$ 22,916	99%	\$2,363	\$317
17	8130A	2020	Acura	MDX	138	Trade on New	No	\$ 26,411	\$ 26,121	98%	(\$139)	\$2,473
18	S7302	2023	Acura	INTEGRA	14	Loaner	Yes	\$ 32,415	\$ 31,798	101%	\$858	\$317
19	8173A	2020	Acura	MDX	57	Trade on New	No	\$ 28,911	\$ 28,911	100%	\$439	\$1,097
20	S7219	2023	Acura	RDX	78	Loaner	Yes	\$ 38,916	\$ 37,750	100%	\$437	\$417
21	8276A	2020	Acura	MDX	33	Trade on New	No	\$ 30,516	\$ 29,713	101%	\$1,759	\$317
22	A4750	2021	Acura	RDX	14	LBO Customer	Yes	\$ 31,933	\$ 31,538	101%	\$3,057	\$417
23	8229A	2021	Honda	PILOT	43	Trade on New	No	\$ 32,920	\$ 32,000	99%	\$2,460	\$2,850

24	A4707	2020	Acura	MDX	80	LBO Customer	No	\$ 29,422	\$ 28,900	100%	\$253	\$317
25	8281A	2021	Acura	RDX	7	Trade on New	Yes	\$ 29,433	\$ 29,433	101%	\$3,118	\$325
26	A4752	2022	Acura	MDX	12	LBO Customer	Yes	\$ 47,933	\$ 47,933	99%	\$5,665	\$717
27	8173B	2016	Ford	EXPLORER	8	Trade on Used	No	\$ 17,026	\$ 16,733	98%	\$2,809	\$1,003
28	8258A	2020	Honda	PASSPORT	26	Trade on New	No	\$ 26,929	\$ 26,929	99%	\$1,961	\$2,777
29	8275A	2020	Acura	MDX	35	Trade on New	No	\$ 28,930	\$ 29,295	99%	\$2,405	\$2,960
30	8233A	2019	Honda	ACCORD	47	Trade on New	No	\$ 21,229	\$ 21,229	97%	\$1,739	\$1,324
31	8161A	2021	Acura	RDX	32	Trade on New	Yes	\$ 33,429	\$ 32,900	100%	\$2,308	\$317
32	8295A	2020	Acura	MDX	19	Trade on New	Yes	\$ 31,930	\$ 31,430	101%	\$2,017	\$717
33	8298A	2018	Jeep	GRAND CHEROKEE	4	Trade on New	No	\$ 77,933	\$ 76,300	108%	\$6,025	\$317
34	8285A	2020	Acura	MDX	8	Trade on New	No	\$ 30,908	\$ 30,908	100%	\$3,272	\$2,862
35	8242A	2018	Hyundai	TUCSON	39	Trade on New	No	\$ 14,406	\$ 12,900	94%	\$1,793	\$555
36	A4746	2023	Acura	INTEGRA	37	Auction/Wholesale	Yes	\$ 32,930	\$ 32,930	101%	(\$50)	\$417
37	8244A	2020	Acura	MDX	70	Trade on New	No	\$ 27,930	\$ 27,930	101%	\$1,012	\$2,177
38	A4744	2024	Acura	INTEGRA	42	Auction/Wholesale	Yes	\$ 33,529	\$ 33,279	96%	(\$673)	\$150
39	7221B	2021	Acura	RDX	102	Trade on Used	Yes	\$ 31,406	\$ 31,406	94%	\$1,613	\$617
40	8239A	2022	Acura	MDX	7	Trade on New	Yes	\$ 37,333	\$ 37,333	101%	\$4,681	\$717
41	8152A	2022	Acura	MDX	118	Trade on New	Yes	\$ 40,306	\$ 40,306	98%	(\$3,956)	\$6,932
42	A4740	2016	Acura	MDX	49	Street/Curb Buy	No	\$ 16,906	\$ 16,000	103%	\$2,921	\$317
43	8203A	2021	Acura	RDX	8	Trade on New	Yes	\$ 32,933	\$ 31,922	104%	\$2,327	\$417
44	8115A	2021	Acura	RDX	191	Trade on New	Yes	\$ 29,718	\$ 30,406	97%	(\$2,047)	\$317
45	8180B	2008	Lexus	ES 350	71	Trade on Used	No	\$ 8,906	\$ 8,656	90%	\$264	\$317
46	8303A	2021	Acura	RDX	13	Trade on New	Yes	\$ 32,420	\$ 34,420	101%	\$959	\$2,000
47	8228A	2021	Lexus	RC 300	18	Trade on New	No	\$ 35,911	\$ 35,911	100%	\$3,245	\$1,359
48	8193A	2021	Acura	TLX	49	Trade on New	No	\$ 23,921	\$ 22,714	98%	\$523	\$1,421

49	8250A	2015	Jeep	GRAND CHEROKEE	21	Trade on New	No	\$	15,416	\$	15,416	95%	\$4,449	\$1,446
50	8280A	2021	Acura	TLX	30	Trade on New	Yes	\$	34,422	\$	33,910	105%	\$1,335	\$832
51	A4738	2022	Acura	MDX	62	Auction/Wholesale	Yes	\$	40,921	\$	40,350	99%	\$1,530	\$467
52	S7282	2023	Acura	MDX	59	Loaner	Yes	\$	50,208	\$	50,208	101%	\$1,966	\$5,762
53	A4729	2022	Acura	MDX	85	Auction/Wholesale	Yes	\$	39,427	\$	39,906	100%	(\$691)	\$6,274

Scoreboard Totals

% Retailed of Non-Franchise Make	36%
Total # Retail Units	74
Avg. Days to Sale	46.9
Avg. Advertised Price (Time of Sale)	\$ 30,918
Avg. Transaction Price	\$ 30,612
Avg. Market Price at 100%	\$ 31,082
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 306
Avg. Front-End Gross	\$ 1,383
Avg. Finance Gross	\$ 1,538
PUVR	\$ 2,921
Total Gross (Units & PUVR)	\$ 216,132
GROI	73%
% with Trade	36%
Avg. Over/Under Allowance	\$209



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	MARK MAHAFFEY	AZAR MARTYNIOW
% Retailed of Non-New Franchise	36%	40%	32%
Total # Retail Units	74	43	31
Avg. Days to Sale	46.9	45.3	49.2
Avg. Advertised Price (Time of Sale)	\$ 30,918	\$ 31,766	\$ 29,742
Avg. Transaction Price	\$ 30,612	\$ 31,394	\$ 29,527
Avg. Market Price at 100%	\$ 31,082	\$ 31,698	\$ 29,936
Avg. Price to Market % (Time of Sale)	99%	100%	99%
Avg. Transaction to Market	98%	99%	99%
Avg. Transactional Discount	\$ 306	\$ 372	\$ 215
Avg. Front-End Gross	\$ 1,383	\$ 1,306	\$ 1,488
Avg. Finance Gross	\$ 1,538	\$ 1,644	\$ 1,391
PUVR	\$ 2,921	\$ 2,951	\$ 2,879
Total Gross (Units & PUVR)	\$ 216,132	\$ 126,883	\$ 89,249
GROI	73%	75%	71%
% with Trade	36%	33%	42%
Avg. Over/Under Allowance	209	214	203



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	STEPHAN PIGGEE	ROBERT KELLY
% Retailed of Non-New Franchise	36%	21%	38%
Total # Retail Units	74	14	16
Avg. Days to Sale	46.9	46.0	38.6
Avg. Advertised Price (Time of Sale)	\$ 30,918	\$ 29,789	\$ 34,439
Avg. Transaction Price	\$ 30,612	\$ 29,463	\$ 34,284
Avg. Market Price at 100%	\$ 31,082	\$ 29,908	\$ 33,936
Avg. Price to Market % (Time of Sale)	99%	100%	101%
Avg. Transaction to Market	98%	99%	101%
Avg. Transactional Discount	\$ 306	\$ 326	\$ 154
Avg. Front-End Gross	\$ 1,383	\$ 1,051	\$ 1,428
Avg. Finance Gross	\$ 1,538	\$ 1,617	\$ 1,675
PUVR	\$ 2,921	\$ 2,668	\$ 3,103
Total Gross (Units & PUVR)	\$ 216,132	\$ 37,347	\$ 49,651
GROI	73%	71%	84%
% with Trade	36%	36%	38%
Avg. Over/Under Allowance	209	500	-333



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CARL KMIEC	ANTHONY SULESKI	ANTHONY SULESKI	SEBASTIAN EIERMA
29%	50%	50%	33%
7	12	12	6
58.1	42.1	42.1	74.0
\$ 25,920	\$ 26,581	\$ 26,581	\$ 32,919
\$ 25,630	\$ 26,228	\$ 26,228	\$ 32,507
\$ 26,322	\$ 26,747	\$ 26,747	\$ 33,897
98%	99%	99%	97%
97%	98%	98%	96%
\$ 290	\$ 353	\$ 353	\$ 411
\$ 1,254	\$ 1,641	\$ 1,641	\$ 630
\$ 1,400	\$ 1,631	\$ 1,631	\$ 787
\$ 2,653	\$ 3,272	\$ 3,272	\$ 1,418
\$ 18,574	\$ 39,262	\$ 39,262	\$ 8,507
64%	107%	107%	21%
14%	42%	42%	33%
0	408	408	400

CARL WOODS	JASON MANAHU	CELIA MIJANGOS	MATT HART
36%	50%	100%	0%
11	6	1	1
37.7	64.0	48.0	7.0
\$ 32,745	\$ 35,485	\$ 11,506	\$ 37,333
\$ 32,309	\$ 35,150	\$ 11,411	\$ 37,333
\$ 32,798	\$ 35,128	\$ 12,240	\$ 36,963
100%	101%	94%	101%
99%	100%	93%	101%
\$ 436	\$ 335	\$ 95	\$ -
\$ 1,934	\$ 737	\$ 2,131	\$ 4,681
\$ 1,443	\$ 1,985	\$ 1,780	\$ 717
\$ 3,378	\$ 2,722	\$ 3,911	\$ 5,398
\$ 37,153	\$ 16,330	\$ 3,911	\$ 5,398
100%	44%	257%	744%
45%	50%	0%	0%
560	-167	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	AL PIERCE	STEPHAN PIGGE
% Retailed of Non-New Franchise	36%	42%	18%
Total # Retail Units	74	57	17
Avg. Days to Sale	46.9	47.2	46.1
Avg. Advertised Price (Time of Sale)	\$ 30,918	\$ 30,533	\$ 32,207
Avg. Transaction Price	\$ 30,612	\$ 30,259	\$ 31,795
Avg. Market Price at 100%	\$ 31,082	\$ 30,659	\$ 31,970
Avg. Price to Market % (Time of Sale)	99%	100%	101%
Avg. Transaction to Market	98%	99%	99%
Avg. Transactional Discount	\$ 306	\$ 275	\$ 412
Avg. Front-End Gross	\$ 1,383	\$ 1,487	\$ 1,032
Avg. Finance Gross	\$ 1,538	\$ 1,708	\$ 967
PUVR	\$ 2,921	\$ 3,195	\$ 1,999
Total Gross (Units & PUVR)	\$ 216,132	\$ 182,141	\$ 33,991
GROI	73%	81%	49%
% with Trade	36%	39%	29%
Avg. Over/Under Allowance	209	143	500



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	74	29	45
Avg. Days to Sale	46.9	41.7	50.3
Avg. Advertised Price (Time of Sale)	\$ 30,918	\$ 36,766	\$ 26,796
Avg. Transaction Price	\$ 30,612	\$ 36,533	\$ 26,796
Avg. Market Price at 100%	\$ 31,082	\$ 36,631	\$ 27,305
Avg. Price to Market % (Time of Sale)	99%	100%	98%
Avg. Transaction to Market	98%	100%	98%
Avg. Transactional Discount	\$ 306	\$ 234	\$ 353
Avg. Front-End Gross	\$ 1,383	\$ 1,394	\$ 1,375
Avg. Finance Gross	\$ 1,538	\$ 1,422	\$ 1,613
PUVR	\$ 2,921	\$ 2,816	\$ 2,988
Total Gross (Units & PUVR)	\$ 216,132	\$ 81,661	\$ 134,471
GROI	73%	67%	80%
% with Trade	36%	45%	31%
Avg. Over/Under Allowance	209	218	200



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	74	47	27
Avg. Days to Sale	46.9	46.9	47.0
Avg. Advertised Price (Time of Sale)	\$ 30,918	\$ 33,565	\$ 25,942
Avg. Transaction Price	\$ 30,612	\$ 33,294	\$ 25,942
Avg. Market Price at 100%	\$ 31,082	\$ 33,508	\$ 26,525
Avg. Price to Market % (Time of Sale)	99%	100%	98%
Avg. Transaction to Market	98%	99%	98%
Avg. Transactional Discount	\$ 306	\$ 271	\$ 368
Avg. Front-End Gross	\$ 1,383	\$ 1,337	\$ 1,462
Avg. Finance Gross	\$ 1,538	\$ 1,496	\$ 1,611
PUVR	\$ 2,921	\$ 2,834	\$ 3,072
Total Gross (Units & PUVR)	\$ 216,132	\$ 133,180	\$ 82,952
GROI	73%	65%	91%
% with Trade	36%	36%	37%
Avg. Over/Under Allowance	209	255	130



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	74	40	7
% of Retail Units	100%	54%	9%
% Retailed of Non-New Franchise	36%	33%	57%
Avg. Days to Sale	46.9	39.8	43.1
Avg. Transaction Price	\$ 30,612	\$ 30,616	\$ 22,537
Avg. Transaction to Market %	98%	99%	96%
Avg. Transactional Discount	\$ 306	\$ 369	\$ 148
Avg. Front End Gross	\$ 1,383	\$ 1,772	\$ 1,444
Avg. Finance Gross	\$ 1,538	\$ 1,610	\$ 1,118
PUVR	\$ 2,921	\$ 3,382	\$ 2,562
Total Gross (Units & PUVR)	\$ 216,132	\$ 135,274	\$ 17,933
GROI	73%	100%	95%
% with Trade	36%	30%	57%
Avg. Over/Under Allowance	209	153	250



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	14	4	6
1%	19%	5%	8%
0%	57%	0%	0%
49.0	73.8	44.3	44.2
\$ 16,000	\$ 32,605	\$ 42,292	\$ 30,090
97%	98%	99%	98%
\$ 906	\$ 143	\$ 447	\$ 334
\$ 2,921	\$ (210)	\$ 1,577	\$ 1,913
\$ 317	\$ 1,764	\$ 1,752	\$ 731
\$ 3,238	\$ 1,554	\$ 3,328	\$ 2,644
\$ 3,238	\$ 21,763	\$ 13,313	\$ 15,862
149%	23%	64%	72%
0%	50%	50%	33%
#DIV/0!	214	400	250

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	2	0
0%	3%	0%
#DIV/0!	100%	#DIV/0!
#DIV/0!	27.5	#DIV/0!
#DIV/0!	\$ 30,331	#DIV/0!
#DIV/0!	100%	#DIV/0!
#DIV/0!	\$ 76	#DIV/0!
#DIV/0!	\$ 1,784	#DIV/0!
#DIV/0!	\$ 2,590	#DIV/0!
#DIV/0!	\$ 4,374	#DIV/0!
#DIV/0!	\$ 8,749	#DIV/0!
#DIV/0!	189%	#DIV/0!
#DIV/0!	0%	#DIV/0!
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	74	33	10
% of Retail Units	100%	45%	14%
% Retailed of Non-New Franchise	36%	33%	50%
Avg. Days to Sale	46.9	15.4	36.9
Avg. Transaction Price	\$ 30,612	\$ 32,141	\$ 28,674
Avg. Transaction to Market %	98%	100%	96%
Avg. Transactional Discount	\$ 306	\$ 324	\$ 524
Avg. Front End Gross	\$ 1,383	\$ 2,505	\$ 1,425
Avg. Finance Gross	\$ 1,538	\$ 1,261	\$ 1,388
PUVR	\$ 2,921	\$ 3,766	\$ 2,813
Total Gross (Units & PUVR)	\$ 216,132	\$ 124,293	\$ 28,131
GROI	73%	274%	96%
% with Trade	36%	33%	40%
Avg. Over/Under Allowance	209	76	450



46-60 days	61-90 days	90+ days
9	12	10
12%	16%	14%
33%	25%	50%
52.3	76.8	120.2
\$ 27,604	\$ 30,081	\$ 30,844
98%	98%	97%
\$ 319	\$ 330	\$ (10)
\$ 1,332	\$ 151	\$ (839)
\$ 1,678	\$ 1,800	\$ 2,160
\$ 3,010	\$ 1,951	\$ 1,321
\$ 27,089	\$ 23,409	\$ 13,210
75%	30%	13%
33%	33%	50%
-233	375	440