

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	ALN2509A	2021	Infiniti	QX80	44	Trade on Used	No	\$ 45,288	\$ 45,000	99%	\$1,151	\$6,607
2	A12092A	2018	Audi	Q7	8	Trade on New	No	\$ 29,998	\$ 28,500	106%	\$3,746	\$0
3	AP2389	2018	Audi	A7	3	Street/Curb Buy	No	\$ 34,998	\$ 34,743	108%	\$3,959	\$1,237
4	A12109A	2016	Porsche	MACAN	11	Trade on New	No	\$ 29,998	\$ 27,543	106%	\$3,093	\$0
5	A12113A	2020	Audi	Q5	41	Trade on New	Yes	\$ 32,500	\$ 31,233	103%	(\$554)	\$3,156
6	A12085A	2020	Mercedes-Benz	AMG GT	23	Trade on New	No	\$ 69,998	\$ 67,243	99%	\$766	\$0
7	A12097A	2021	BMW	Z4	18	Trade on New	No	\$ 40,998	\$ 40,943	101%	\$567	\$342
8	L33457K	2017	Infiniti	QX80	22	Trade on Used	No	\$ 21,998	\$ 21,743	96%	\$998	\$0
9	B4546B	2014	Nissan	ROGUE	9	Trade on Used	No	\$ 11,255	\$ 10,743	105%	\$554	\$1,793
10	C33482A	2019	Audi	Q8	7	Trade on New	No	\$ 43,550	\$ 42,155	106%	\$6,966	\$4,252
11	T52266A	2022	BMW	M4	10	Street/Curb Buy	No	\$ 66,998	\$ 66,998	100%	\$4,985	\$1,132
12	C34265A	2018	Nissan	ARMADA	2	Trade on New	No	\$ 22,000	\$ 22,000	98%	\$1,705	\$0
13	A12068A	2019	Audi	Q8	60	Trade on New	No	\$ 37,500	\$ 37,500	96%	\$1,691	\$1,836
14	AP2357A	2023	Toyota	CAMRY	61	Trade on Used	No	\$ 33,288	\$ 32,250	96%	\$617	\$0
15	A12106A	2018	Jeep	GRAND CHER	18	Trade on New	No	\$ 21,998	\$ 21,998	101%	\$2,077	\$1,047
16	ALN9778	2023	Audi	A6	13	Loaner	Yes	\$ 50,000	\$ 50,000	103%	\$1,957	\$75
17	AP2386	2020	Audi	Q5	18	Auction/Wholesale	No	\$ 26,998	\$ 26,998	101%	\$1,281	\$3,143
18	AP2365	2019	Honda	PILOT	43	Auction/Wholesale	No	\$ 24,255	\$ 23,445	94%	\$1,331	\$0
19	A12065A	2021	Audi	Q5	25	Trade on New	Yes	\$ 38,445	\$ 36,614	101%	\$1,751	\$0
20	ALN7114	2024	Audi	Q5	78	Loaner	Yes	\$ 41,955	\$ 41,912	92%	(\$1,885)	\$300
21	A12056A	2014	Audi	A8L	14	Trade on New	No	\$ 21,885	\$ 21,885	108%	\$3,593	\$200
22	ALN9758	2024	Audi	Q5	39	Loaner	Yes	\$ 48,998	\$ 48,998	98%	\$1,975	\$4,575
23	ALN4442A	2016	Ford	EXPLORER	54	Trade on Used	No	\$ 14,998	\$ 14,998	96%	\$885	\$0
24	A12042B	2017	Mazda	CX-5	39	Trade on Used	No	\$ 19,998	\$ 18,110	100%	\$500	\$0
25	A11913B	2021	Ram	1500	70	Trade on Used	No	\$ 34,998	\$ 34,998	92%	(\$1,885)	\$2,696
26	A12110A	2021	Audi	Q5	24	Trade on New	No	\$ 32,998	\$ 32,743	104%	\$3,898	\$0
27	ALN4236	2024	Audi	Q5	22	Loaner	Yes	\$ 48,998	\$ 47,683	100%	\$1,251	\$0

28	AP2403	2023	Audi	S3	4	Auction/Wholesale	No	\$	36,998	\$	36,444	103%	\$2,220	\$2,554
29	CV8996B	2022	Audi	Q4	3	Auction/Wholesale	Yes	\$	37,885	\$	36,714	106%	\$4,780	\$3,052
30	V11475	2023	Nissan	ALTIMA	5	Auction/Wholesale	No	\$	22,993	\$	22,993	95%	\$1,176	\$400
31	AP2380	2022	Ford	BRONCO	26	Auction/Wholesale	No	\$	53,775	\$	53,545	97%	\$1,088	\$0
32	AP2398	2019	Audi	Q7	9	Auction/Wholesale	No	\$	35,700	\$	34,743	103%	\$1,239	\$1,244
33	L33947A	2019	Buick	ENCLAVE	4	Auction/Wholesale	No	\$	27,490	\$	27,490	101%	\$2,425	\$0
34	A11789A	2021	Audi	A6	111	Trade on New	No	\$	27,558	\$	27,558	92%	(\$1,852)	\$985
35	A12012A	2024	Volkswagen	TIGUAN	44	Trade on New	No	\$	34,558	\$	34,558	99%	\$4,480	\$689
36	BP1801A	2019	Lexus	NX200T	2	Trade on New	No	\$	29,230	\$	28,243	103%	\$1,928	\$2,554
37	A12096A	2022	Mercedes-Benz	C300	44	Trade on New	No	\$	36,755	\$	36,755	97%	\$433	\$4,376
38	AP2385A	2015	Infiniti	Q70	34	Trade on Used	No	\$	18,775	\$	18,775	103%	\$2,195	\$390
39	B27931A	2019	Chevrolet	SILVERADO	9	Auction/Wholesale	No	\$	42,500	\$	42,500	102%	\$1,535	\$3,421
40	L33888A	2021	Chevrolet	TAHOE	5	Auction/Wholesale	No	\$	57,998	\$	57,490	101%	\$2,753	\$5,984
41	ALN9759A	2014	Toyota	FJ	9	Trade on Used	No	\$	30,998	\$	30,998	105%	\$4,028	\$0
42	L33988A	2019	Audi	S5	13	Auction/Wholesale	No	\$	40,490	\$	39,990	103%	\$5,497	\$606
43	A12162A	2020	Toyota	CAMRY	18	Trade on New	No	\$	28,255	\$	28,255	104%	\$1,933	\$0
44	C34272A	2021	Audi	Q7	31	Auction/Wholesale	No	\$	41,775	\$	40,743	105%	\$7,704	\$400
45	A11680A	2021	Acura	TLX	19	Trade on New	No	\$	41,998	\$	41,998	103%	\$4,099	\$1,564
46	A12112A	2021	Lexus	IS300	33	Trade on New	No	\$	33,255	\$	33,255	99%	\$2,655	\$3,189
47	C34265B	2013	Lexus	GX	30	Trade on Used	No	\$	18,998	\$	18,485	103%	\$2,607	\$0
48	AP2388	2022	Audi	A6	58	Auction/Wholesale	Yes	\$	53,998	\$	52,750	112%	\$195	\$0
49	ALN9778A	2022	Lexus	ES350	34	Trade on Used	No	\$	41,998	\$	41,000	101%	\$1,269	\$3,707
50	AP2392	2023	Audi	SQ5	51	Auction/Wholesale	Yes	\$	56,588	\$	56,588	100%	\$1,527	\$496
51	AP2420	2020	Audi	Q5	6	Street/Curb Buy	Yes	\$	29,998	\$	29,998	110%	\$2,922	\$903
52	C34494A	2021	Audi	Q8	22	Trade on Used	No	\$	49,998	\$	47,558	103%	\$2,493	\$2,295
53	A12122A	2021	Audi	Q5	18	Trade on New	No	\$	29,998	\$	29,500	105%	\$4,814	\$2,885

Scoreboard Totals

% Retailed of Non-Franchise Make	50%
Total # Retail Units	74
Avg. Days to Sale	29.6
Avg. Advertised Price (Time of Sale)	\$ 38,137
Avg. Transaction Price	\$ 37,577
Avg. Market Price at 100%	\$ 37,861
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 560
Avg. Front-End Gross	\$ 2,060
Avg. Finance Gross	\$ 1,839
PUVR	\$ 3,899
Total Gross (Units & PUVR)	\$ 288,552
GROI	126%
% with Trade	39%
Avg. Over/Under Allowance	\$610



Scoreboard

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Desk Manager	Totals	Dylan Outlaw	Sam Derringer
% Retailed of Non-New Franchise	50%	46%	48%
Total # Retail Units	74	46	21
Avg. Days to Sale	29.6	29.5	31.1
Avg. Advertised Price (Time of Sale)	\$ 38,137	\$ 40,937	\$ 33,807
Avg. Transaction Price	\$ 37,577	\$ 40,365	\$ 33,241
Avg. Market Price at 100%	\$ 37,861	\$ 40,563	\$ 33,900
Avg. Price to Market % (Time of Sale)	101%	101%	100%
Avg. Transaction to Market	99%	100%	98%
Avg. Transactional Discount	\$ 560	\$ 572	\$ 567
Avg. Front-End Gross	\$ 2,060	\$ 2,205	\$ 1,930
Avg. Finance Gross	\$ 1,839	\$ 2,103	\$ 1,185
PUVR	\$ 3,899	\$ 4,308	\$ 3,115
Total Gross (Units & PUVR)	\$ 288,552	\$ 198,165	\$ 65,414
GROI	126%	130%	108%
% with Trade	39%	43%	38%
Avg. Over/Under Allowance	610	685	463



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George Moore			
86%	#DIV/0!	#DIV/0!	#DIV/0!
7	0	0	0
25.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,728	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,264	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,073	#DIV/0!	#DIV/0!	#DIV/0!
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101%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 464	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,499	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,068	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,567	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,972	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Sales Consultant	Totals	Davis Holliday	Jarret Cox
% Retailed of Non-New Franchise	50%	40%	35%
Total # Retail Units	74	15	17
Avg. Days to Sale	29.6	35.0	27.9
Avg. Advertised Price (Time of Sale)	\$ 38,137	\$ 34,198	\$ 41,299
Avg. Transaction Price	\$ 37,577	\$ 33,783	\$ 40,770
Avg. Market Price at 100%	\$ 37,861	\$ 34,296	\$ 41,169
Avg. Price to Market % (Time of Sale)	101%	100%	100%
Avg. Transaction to Market	99%	99%	99%
Avg. Transactional Discount	\$ 560	\$ 415	\$ 528
Avg. Front-End Gross	\$ 2,060	\$ 1,962	\$ 2,348
Avg. Finance Gross	\$ 1,839	\$ 1,553	\$ 2,607
PUVR	\$ 3,899	\$ 3,515	\$ 4,955
Total Gross (Units & PUVR)	\$ 288,552	\$ 52,721	\$ 84,241
GROI	126%	107%	157%
% with Trade	39%	40%	35%
Avg. Over/Under Allowance	610	500	1,033



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Devin Simmons	Kyle Craighead	Andrew Jenkins	Trent Mcqueen
50%	0%	62%	89%
6	4	13	9
26.2	25.3	30.5	27.7
\$ 41,313	\$ 38,424	\$ 40,566	\$ 38,945
\$ 40,945	\$ 37,872	\$ 39,855	\$ 38,123
\$ 40,732	\$ 36,396	\$ 40,423	\$ 38,411
101%	106%	100%	101%
101%	104%	99%	99%
\$ 368	\$ 551	\$ 711	\$ 822
\$ 1,790	\$ 2,499	\$ 2,252	\$ 2,228
\$ 1,666	\$ 1,629	\$ 2,046	\$ 1,943
\$ 3,456	\$ 4,128	\$ 4,299	\$ 4,172
\$ 20,738	\$ 16,512	\$ 55,881	\$ 37,547
116%	155%	127%	142%
50%	75%	38%	22%
333	833	300	1,150

Brian Thomas			
60%	#DIV/0!	#DIV/0!	#DIV/0!
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28.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,765	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,246	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,682	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 520	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,305	#DIV/0!	#DIV/0!	#DIV/0!
\$ 787	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,091	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,912	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Finance Manager	Totals	Jamar McKinney	Davis Holliday
% Retailed of Non-New Franchise	50%	49%	55%
Total # Retail Units	74	63	11
Avg. Days to Sale	29.6	29.5	30.0
Avg. Advertised Price (Time of Sale)	\$ 38,137	\$ 39,558	\$ 30,001
Avg. Transaction Price	\$ 37,577	\$ 39,000	\$ 29,426
Avg. Market Price at 100%	\$ 37,861	\$ 39,222	\$ 30,120
Avg. Price to Market % (Time of Sale)	101%	101%	100%
Avg. Transaction to Market	99%	99%	98%
Avg. Transactional Discount	\$ 560	\$ 558	\$ 575
Avg. Front-End Gross	\$ 2,060	\$ 2,079	\$ 1,955
Avg. Finance Gross	\$ 1,839	\$ 2,033	\$ 726
PUVR	\$ 3,899	\$ 4,112	\$ 2,681
Total Gross (Units & PUVR)	\$ 288,552	\$ 259,064	\$ 29,488
GROI	126%	129%	109%
% with Trade	39%	38%	45%
Avg. Over/Under Allowance	610	613	600



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	74	15	59
Avg. Days to Sale	29.6	38.7	27.2
Avg. Advertised Price (Time of Sale)	\$ 38,137	\$ 44,489	\$ 35,981
Avg. Transaction Price	\$ 37,577	\$ 43,854	\$ 35,981
Avg. Market Price at 100%	\$ 37,861	\$ 43,996	\$ 36,311
Avg. Price to Market % (Time of Sale)	101%	101%	99%
Avg. Transaction to Market	99%	100%	99%
Avg. Transactional Discount	\$ 560	\$ 635	\$ 541
Avg. Front-End Gross	\$ 2,060	\$ 1,585	\$ 2,181
Avg. Finance Gross	\$ 1,839	\$ 1,854	\$ 1,835
PUVR	\$ 3,899	\$ 3,439	\$ 4,016
Total Gross (Units & PUVR)	\$ 288,552	\$ 51,585	\$ 236,967
GROI	126%	73%	148%
% with Trade	39%	67%	32%
Avg. Over/Under Allowance	610	820	500



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	74	37	37
Avg. Days to Sale	29.6	30.8	28.4
Avg. Advertised Price (Time of Sale)	\$ 38,137	\$ 38,970	\$ 36,736
Avg. Transaction Price	\$ 37,577	\$ 38,417	\$ 36,736
Avg. Market Price at 100%	\$ 37,861	\$ 38,469	\$ 37,269
Avg. Price to Market % (Time of Sale)	101%	101%	99%
Avg. Transaction to Market	99%	100%	99%
Avg. Transactional Discount	\$ 560	\$ 553	\$ 568
Avg. Front-End Gross	\$ 2,060	\$ 2,456	\$ 1,664
Avg. Finance Gross	\$ 1,839	\$ 2,075	\$ 1,602
PUVR	\$ 3,899	\$ 4,532	\$ 3,267
Total Gross (Units & PUVR)	\$ 288,552	\$ 167,677	\$ 120,874
GROI	126%	138%	113%
% with Trade	39%	57%	22%
Avg. Over/Under Allowance	610	724	313



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	74	26	17
% of Retail Units	100%	35%	23%
% Retailed of Non-New Franchise	50%	50%	76%
Avg. Days to Sale	29.6	27.7	35.9
Avg. Transaction Price	\$ 37,577	\$ 36,262	\$ 29,832
Avg. Transaction to Market %	99%	100%	97%
Avg. Transactional Discount	\$ 560	\$ 729	\$ 567
Avg. Front End Gross	\$ 2,060	\$ 2,510	\$ 1,559
Avg. Finance Gross	\$ 1,839	\$ 1,607	\$ 1,638
PUVR	\$ 3,899	\$ 4,116	\$ 3,197
Total Gross (Units & PUVR)	\$ 288,552	\$ 107,017	\$ 54,347
GROI	126%	147%	107%
% with Trade	39%	35%	29%
Avg. Over/Under Allowance	610	522	1,000



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	21	5	1
5%	28%	7%	1%
25%	48%	0%	0%
11.3	29.0	40.2	1.0
\$ 54,560	\$ 39,717	\$ 47,118	\$ 42,828
104%	100%	97%	100%
\$ 64	\$ 536	\$ 272	\$ -
\$ 4,357	\$ 1,922	\$ 588	\$ -
\$ 2,922	\$ 1,786	\$ 1,992	\$ 7,303
\$ 7,279	\$ 3,708	\$ 2,580	\$ 7,303
\$ 29,116	\$ 77,867	\$ 12,901	\$ 7,303
427%	116%	49%	6139%
50%	43%	80%	0%
-500	556	1,000	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	74	44	17
% of Retail Units	100%	59%	23%
% Retailed of Non-New Franchise	50%	45%	71%
Avg. Days to Sale	29.6	14.6	37.9
Avg. Transaction Price	\$ 37,577	\$ 36,294	\$ 39,101
Avg. Transaction to Market %	99%	100%	98%
Avg. Transactional Discount	\$ 560	\$ 593	\$ 637
Avg. Front End Gross	\$ 2,060	\$ 2,621	\$ 1,719
Avg. Finance Gross	\$ 1,839	\$ 1,711	\$ 2,579
PUVR	\$ 3,899	\$ 4,332	\$ 4,298
Total Gross (Units & PUVR)	\$ 288,552	\$ 190,629	\$ 73,061
GROI	126%	295%	104%
% with Trade	39%	34%	41%
Avg. Over/Under Allowance	610	547	857



46-60 days	61-90 days	90+ days
6	5	2
8%	7%	3%
33%	60%	0%
55.2	69.6	112.0
\$ 46,056	\$ 35,832	\$ 31,768
99%	93%	97%
\$ 458	\$ 359	\$ -
\$ 992	\$ 197	\$ 487
\$ 1,937	\$ 810	\$ 643
\$ 2,929	\$ 1,006	\$ 1,129
\$ 17,572	\$ 5,032	\$ 2,258
41%	15%	11%
67%	20%	100%
500	2,000	-250