

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	12261	2021	Nissan	ROGUE	23	ntal Fleet (Enterprise, e	No	\$ 21,273	\$ 19,305	91%	(\$449)	\$2,251
2	J10351A	2021	Jeep	COMPASS	16	Street/Curb Buy	No	\$ 23,455	\$ 23,117	99%	\$1,957	\$1,346
3	12266	2021	Jeep	GRAND CHEROKEE	17	ntal Fleet (Enterprise, e	No	\$ 29,696	\$ 29,696	100%	\$1,552	\$1,282
4	J10400B	2018	Jeep	COMPASS	10	Trade on Used	No	\$ 18,891	\$ 18,500	98%	\$2,012	\$1,853
5	12265	2023	Jeep	GR CHEROKEE L	22	ntal Fleet (Enterprise, e	No	\$ 34,787	\$ 34,787	100%	\$2,237	\$3,803
6	12276	2023	Ram	2500	15	ntal Fleet (Enterprise, e	No	\$ 45,437	\$ 46,000	101%	\$5,325	\$2,467
7	12005C	2017	Dodge	CHALLENGER	22	Trade on Used	No	\$ 54,736	\$ 51,250	94%	\$4,532	\$1,170
8	J10264A	2010	Jeep	GRAND CHEROKEE	10	Trade on New	No	\$ 11,729	\$ 11,000	94%	\$4,451	\$0
9	R3951B	2019	Dodge	GRAND CARAVAN	28	Trade on Used	No	\$ 18,386	\$ 17,531	95%	\$2,922	\$55
10	12167	2023	Ram	1500	124	Auction/Wholesale	No	\$ 41,400	\$ 41,400	100%	\$1,985	\$525
11	12277	2021	Jeep	COMPASS	15	ntal Fleet (Enterprise, e	No	\$ 24,769	\$ 24,769	100%	\$934	\$2,775
12	12267A	2019	Jeep	CHEROKEE	6	Trade on Used	No	\$ 23,233	\$ 23,233	100%	\$2,737	\$2,958
13	12226	2023	Cadillac	XT6	67	ntal Fleet (Enterprise, e	No	\$ 41,455	\$ 40,696	98%	\$1,117	\$595
14	12283	2021	Jeep	GR CHEROKEE L	12	Auction/Wholesale	No	\$ 36,609	\$ 36,609	100%	\$1,562	\$3,760
15	12280	2021	Hyundai	ELANTRA	17	ntal Fleet (Enterprise, e	No	\$ 19,273	\$ 18,873	98%	\$1,948	\$0
16	12272	2021	Ram	1500	22	Street/Curb Buy	No	\$ 37,480	\$ 36,780	98%	\$1,449	\$4,100
17	12279A	2018	Chrysler	PACIFICA	11	Trade on Used	No	\$ 25,189	\$ 25,189	100%	\$4,957	\$3,323
18	12177	2023	Jeep	GLADIATOR	120	ntal Fleet (Enterprise, e	No	\$ 36,952	\$ 36,952	100%	\$651	\$1,719
19	12208	2022	BMW	7 SERIES	93	Auction/Wholesale	No	\$ 56,994	\$ 56,994	100%	\$2,666	\$112
20	J10414A	2018	Jeep	WRANGLER JK UNI	1	Trade on New	No	\$ 25,800	\$ 25,800	100%	\$4,877	\$3,476
21	11981B	2021	Jeep	CHEROKEE	186	Trade on Used	No	\$ 24,786	\$ 24,000	97%	(\$199)	\$1,166
22	J10355B	2015	Jeep	GRAND CHEROKEE	10	Trade on Used	No	\$ 15,912	\$ 14,448	91%	\$1,735	\$1,309
23	J10351B	2016	Dodge	DART	11	Trade on Used	No	\$ 11,522	\$ 11,522	100%	\$5,292	\$1,578
24	12076	2021	Mercedes-Benz	SPRINTER CARGO	271	ntal Fleet (Enterprise, e	No	\$ 39,742	\$ 39,742	100%	\$1,057	\$4,854
25	12246	2019	Lexus	RX	62	Street/Curb Buy	No	\$ 36,927	\$ 36,927	100%	\$1,951	\$2,217
26	11896	2022	Dodge	CHARGER	496	Auction/Wholesale	No	\$ 82,955	\$ 81,625	98%	(\$542)	\$4,088
27	12293	2021	Jeep	GR CHEROKEE L	6	Auction/Wholesale	No	\$ 37,243	\$ 37,243	100%	\$2,134	\$1,824

28	12180	2021	Ram	1500 CLASSIC	120	Street/Curb Buy	No	\$	31,600	\$	31,600	100%	\$1,335	\$3,262
29	12291	2021	Jeep	GR CHEROKEE L	6	Auction/Wholesale	No	\$	36,979	\$	36,979	100%	\$3,226	\$2,827
30	12264	2023	Jeep	CHEROKEE	34	ntal Fleet (Enterprise, e	No	\$	26,571	\$	26,571	100%	\$691	\$2,573
31	12290	2018	Jeep	COMPASS	9	Street/Curb Buy	No	\$	17,462	\$	17,462	100%	\$2,950	\$747
32	R3928A	2021	Ram	1500	28	Trade on New	No	\$	37,419	\$	37,419	100%	\$985	\$2,680
33	12300	2024	Hyundai	TUCSON	10	ntal Fleet (Enterprise, e	No	\$	33,178	\$	33,178	100%	\$2,636	\$3,569
34	J10279A	2021	Volkswagen	ATLAS CROSS SPO	40	Trade on New	No	\$	27,746	\$	27,746	100%	\$3,944	\$597
35	12046A	2021	Ram	1500 CLASSIC	266	Trade on New	No	\$	31,955	\$	31,955	100%	\$1,313	\$3,535
36	R3924A	2021	Ram	1500	96	Trade on New	No	\$	38,211	\$	37,614	98%	\$3,287	\$0
37	J10414B	2018	Jeep	GRAND CHEROKEE	13	Trade on Used	No	\$	18,832	\$	18,832	100%	\$3,438	\$2,681
38	12317	2019	Cadillac	XT4	0	Other	No	\$	25,055	\$	25,055	100%	\$2,880	\$3,669
39	12113	2022	Ram	1500	211	Auction/Wholesale	No	\$	39,702	\$	39,702	100%	\$1,028	\$2,150
40	12290A	2010	Nissan	SENTRA	8	Trade on Used	No	\$	8,456	\$	7,674	91%	\$2,704	\$0
41	D2998A	2018	Ford	EXPLORER	101	Trade on New	No	\$	21,598	\$	21,598	100%	\$2,975	\$4,035
42	12306	2020	Jeep	WRANGLER UNLIM	13	Auction/Wholesale	No	\$	33,581	\$	32,500	97%	\$1,728	\$2,000
43	12292	2021	Jeep	GR CHEROKEE L	18	Auction/Wholesale	No	\$	36,756	\$	36,756	100%	\$2,020	\$2,598
44	12263	2021	Ram	1500	46	Street/Curb Buy	No	\$	37,465	\$	37,465	100%	\$5,416	\$3,180
45	12281	2021	Kia	FORTE	38	ntal Fleet (Enterprise, e	No	\$	17,267	\$	17,267	100%	\$882	\$1,656
46	J10309A	2021	Honda	PILOT	33	Trade on New	No	\$	31,407	\$	31,407	100%	\$3,176	\$4,748
47	J10407A	2018	Jeep	WRANGLER JK	44	Trade on New	No	\$	23,391	\$	23,391	100%	\$5,285	\$659
48	12167A	2018	Toyota	RAV4	26	Trade on New	No	\$	21,891	\$	21,891	100%	\$4,094	\$2,185
49	R3924B	2018	Ram	1500	9	Trade on Used	No	\$	25,366	\$	25,366	100%	\$3,335	\$5,127
50	12211	2023	Mitsubishi	OUTLANDER SPOR	109	ntal Fleet (Enterprise, e	No	\$	23,475	\$	23,275	99%	\$1,902	\$2,719
51	12046B	2018	Nissan	ROGUE SPORT	9	Trade on Used	No	\$	12,864	\$	12,375	96%	\$3,066	\$375
52	11926	2022	Ram	1500	492	Auction/Wholesale	No	\$	45,358	\$	45,358	100%	(\$2,925)	\$2,430

Scoreboard Totals

% Retailed of Non-Franchise Make	31%
Total # Retail Units	113
Avg. Days to Sale	67.4
Avg. Advertised Price (Time of Sale)	\$ 30,115
Avg. Transaction Price	\$ 29,840
Avg. Market Price at 100%	\$ 30,432
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 276
Avg. Front-End Gross	\$ 2,233
Avg. Finance Gross	\$ 2,238
PUVR	\$ 4,471
Total Gross (Units & PUVR)	\$ 505,231
GROI	80%
% with Trade	59%
Avg. Over/Under Allowance	\$83

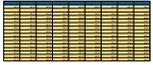


Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	BRIAN MOORE
% Retailed of Non-New Franchise	31%	#DIV/0!	31%
Total # Retail Units	113	0	113
Avg. Days to Sale	67.4	#DIV/0!	67.4
Avg. Advertised Price (Time of Sale)	\$ 30,115	#DIV/0!	\$ 30,115
Avg. Transaction Price	\$ 29,840	#DIV/0!	\$ 29,840
Avg. Market Price at 100%	\$ 30,432	#DIV/0!	\$ 30,407
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	99%
Avg. Transaction to Market	98%	#DIV/0!	98%
Avg. Transactional Discount	\$ 276	#DIV/0!	\$ 276
Avg. Front-End Gross	\$ 2,233	#DIV/0!	\$ 2,233
Avg. Finance Gross	\$ 2,238	#DIV/0!	\$ 2,238
PUVR	\$ 4,471	#DIV/0!	\$ 4,471
Total Gross (Units & PUVR)	\$ 505,231	#DIV/0!	\$ 505,231
GROI	80%	#DIV/0!	80%
% with Trade	59%	#DIV/0!	59%
Avg. Over/Under Allowance	83	#DIV/0!	83





Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	ZACH MORRIS	GARY MILLER III
% Retailed of Non-New Franchise	31%	48%	16%
Total # Retail Units	113	21	19
Avg. Days to Sale	67.4	82.7	46.1
Avg. Advertised Price (Time of Sale)	\$ 30,115	\$ 27,092	\$ 32,012
Avg. Transaction Price	\$ 29,840	\$ 26,970	\$ 31,887
Avg. Market Price at 100%	\$ 30,432	\$ 27,220	\$ 32,144
Avg. Price to Market % (Time of Sale)	99%	100%	100%
Avg. Transaction to Market	98%	99%	99%
Avg. Transactional Discount	\$ 276	\$ 122	\$ 125
Avg. Front-End Gross	\$ 2,233	\$ 2,508	\$ 2,500
Avg. Finance Gross	\$ 2,238	\$ 2,763	\$ 1,918
PUVR	\$ 4,471	\$ 5,271	\$ 4,418
Total Gross (Units & PUVR)	\$ 505,231	\$ 110,696	\$ 83,947
GROI	80%	85%	108%
% with Trade	59%	0%	0%
Avg. Over/Under Allowance	83	236	96



n list, then scroll up to select your staff member for each column.)

AJ TROSKE			
30%	#DIV/0!	#DIV/0!	#DIV/0!
73	0	0	0
68.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,491	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,133	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,871	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 359	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,084	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,170	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,255	#DIV/0!	#DIV/0!	#DIV/0!
\$ 310,588	#DIV/0!	#DIV/0!	#DIV/0!
74%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
36	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	113	0	113
Avg. Days to Sale	67.4	#DIV/0!	67.4
Avg. Advertised Price (Time of Sale)	\$ 30,115	#DIV/0!	\$ 29,840
Avg. Transaction Price	\$ 29,840	#DIV/0!	\$ 29,840
Avg. Market Price at 100%	\$ 30,432	#DIV/0!	\$ 30,407
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	98%
Avg. Transaction to Market	98%	#DIV/0!	98%
Avg. Transactional Discount	\$ 276	#DIV/0!	\$ 276
Avg. Front-End Gross	\$ 2,233	#DIV/0!	\$ 2,233
Avg. Finance Gross	\$ 2,238	#DIV/0!	\$ 2,238
PUVR	\$ 4,471	#DIV/0!	\$ 4,471
Total Gross (Units & PUVR)	\$ 505,231	#DIV/0!	\$ 505,231
GROI	80%	#DIV/0!	80%
% with Trade	59%	#DIV/0!	59%
Avg. Over/Under Allowance	83	#DIV/0!	83



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	113	78	35
Avg. Days to Sale	67.4	75.2	49.8
Avg. Advertised Price (Time of Sale)	\$ 30,115	\$ 32,216	\$ 25,171
Avg. Transaction Price	\$ 29,840	\$ 31,935	\$ 25,171
Avg. Market Price at 100%	\$ 30,432	\$ 32,511	\$ 25,716
Avg. Price to Market % (Time of Sale)	99%	99%	98%
Avg. Transaction to Market	98%	98%	98%
Avg. Transactional Discount	\$ 276	\$ 281	\$ 263
Avg. Front-End Gross	\$ 2,233	\$ 2,294	\$ 2,096
Avg. Finance Gross	\$ 2,238	\$ 2,284	\$ 2,136
PUVR	\$ 4,471	\$ 4,578	\$ 4,232
Total Gross (Units & PUVR)	\$ 505,231	\$ 357,095	\$ 148,136
GROI	80%	69%	121%
% with Trade	59%	62%	54%
Avg. Over/Under Allowance	83	102	40



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	113	32	27
% of Retail Units	100%	28%	24%
% Retailed of Non-New Franchise	31%	28%	30%
Avg. Days to Sale	67.4	63.0	43.8
Avg. Transaction Price	\$ 29,840	\$ 28,712	\$ 25,075
Avg. Transaction to Market %	98%	98%	97%
Avg. Transactional Discount	\$ 276	\$ 225	\$ 332
Avg. Front End Gross	\$ 2,233	\$ 2,817	\$ 2,983
Avg. Finance Gross	\$ 2,238	\$ 2,065	\$ 2,019
PUVR	\$ 4,471	\$ 4,882	\$ 5,002
Total Gross (Units & PUVR)	\$ 505,231	\$ 156,225	\$ 135,064
GROI	80%	97%	164%
% with Trade	59%	72%	44%
Avg. Over/Under Allowance	83	140	87



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
9	15	1	0
8%	13%	1%	0%
22%	20%	0%	#DIV/0!
44.8	127.6	273.0	#DIV/0!
\$ 29,937	\$ 40,367	\$ 34,523	#DIV/0!
98%	99%	100%	#DIV/0!
\$ 272	\$ 180	\$ -	#DIV/0!
\$ 2,565	\$ 1,353	\$ (843)	#DIV/0!
\$ 2,392	\$ 2,596	\$ 1,600	#DIV/0!
\$ 4,957	\$ 3,949	\$ 757	#DIV/0!
\$ 44,612	\$ 59,238	\$ 757	#DIV/0!
133%	28%	3%	#DIV/0!
56%	47%	100%	#DIV/0!
-156	-33	500	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	28	1
0%	25%	1%
#DIV/0!	43%	100%
#DIV/0!	65.1	0.0
#DIV/0!	\$ 30,056	\$ 25,055
#DIV/0!	98%	100%
#DIV/0!	\$ 350	\$ -
#DIV/0!	\$ 1,294	\$ 2,880
#DIV/0!	\$ 2,377	\$ 3,669
#DIV/0!	\$ 3,671	\$ 6,549
#DIV/0!	\$ 102,786	\$ 6,549
#DIV/0!	68%	#DIV/0!
#DIV/0!	68%	0%
#DIV/0!	141	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	113	56	11
% of Retail Units	100%	50%	10%
% Retailed of Non-New Franchise	31%	30%	27%
Avg. Days to Sale	67.4	13.5	37.5
Avg. Transaction Price	\$ 29,840	\$ 26,518	\$ 27,942
Avg. Transaction to Market %	98%	97%	100%
Avg. Transactional Discount	\$ 276	\$ 281	\$ -
Avg. Front End Gross	\$ 2,233	\$ 2,841	\$ 2,738
Avg. Finance Gross	\$ 2,238	\$ 2,063	\$ 1,802
PUVR	\$ 4,471	\$ 4,904	\$ 4,539
Total Gross (Units & PUVR)	\$ 505,231	\$ 274,633	\$ 49,932
GROI	80%	493%	156%
% with Trade	59%	52%	100%
Avg. Over/Under Allowance	83	17	369



46-60 days	61-90 days	90+ days
11	8	26
10%	7%	23%
45%	50%	19%
53.5	70.8	203.4
\$ 29,169	\$ 32,911	\$ 37,322
100%	95%	99%
\$ 44	\$ 814	\$ 322
\$ 2,024	\$ 1,712	\$ 934
\$ 2,857	\$ 1,689	\$ 2,651
\$ 4,881	\$ 3,401	\$ 3,585
\$ 53,690	\$ 27,207	\$ 93,219
113%	53%	17%
45%	50%	69%
136	150	65