

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Advertised Price (Time of Sale)	Transaction Price	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	24097521	2021	Tesla	3	4	Auction/Wholesale	No	\$ 24,846	\$ 23,551	97%	(\$3,277)	\$2,487
2	24097504	2023	Nissan	FRONTIER	15	Auction/Wholesale	No	\$ 26,418	\$ 27,318	95%	(\$401)	\$2,653
3	100611	2016	Dodge	CHAL	91	Trade on New	No	\$ 45,499	\$ 45,199	95%	\$2,225	\$0
4	24080129	2020	Chevrolet	EQU	46	Trade on Used	No	\$ 15,474	\$ 15,975	93%	\$521	\$1,674
5	24080223	2021	Chevrolet	COLORADO	37	Trade on New	No	\$ 23,531	\$ 24,270	93%	\$1,322	\$2,950
6	24090154	2016	Chevrolet	SILVERADO	18	Trade on Used	No	\$ 23,273	\$ 23,273	95%	\$1,345	\$0
7	24080059	2022	Chevrolet	EQU	53	Trade on Used	No	\$ 21,494	\$ 20,994	93%	\$1,108	\$1,765
8	24090010	2021	BMW	228	31	Trade on Used	No	\$ 22,299	\$ 21,799	92%	(\$554)	\$1,475
9	24087436X	2019	Chevrolet	EQU	48	Auction/Wholesale	No	\$ 14,741	\$ 14,443	88%	(\$2,258)	\$0
10	24077407X	2022	Kia	SAOUL	78	Auction/Wholesale	No	\$ 13,926	\$ 13,870	82%	(\$2,279)	\$1,500
11	24067353X	2019	Acura	RDX	95	Auction/Wholesale	No	\$ 23,893	\$ 23,587	83%	(\$3,159)	\$0
12	24090011	2021	Jeep	GC	31	Trade on New	No	\$ 31,578	\$ 31,696	100%	\$3,197	\$0
13	24097470	2023	Toyota	SUPRA	28	Auction/Wholesale	No	\$ 53,998	\$ 52,863	88%	(\$3,192)	\$4,535
14	24097507	2022	Ford	F350	19	Auction/Wholesale	No	\$ 51,974	\$ 51,763	96%	\$150	\$1,453
15	100651	2017	Chevrolet	CORVETTE	93	Trade on New	No	\$ 48,427	\$ 49,327	96%	\$5,407	\$3,997
16	24090151	2021	Chevrolet	TRAILB	18	Trade on New	No	\$ 22,350	\$ 23,430	99%	\$1,352	\$2,200
17	24090015	2023	Chevrolet	EQU	31	Trade on New	No	\$ 24,450	\$ 23,950	94%	\$529	\$3,960
18	24080232	2020	Chevrolet	EQU	39	Trade on New	No	\$ 16,273	\$ 17,082	91%	(\$214)	\$2,374
19	24080231	2020	Chevrolet	EQ	39	Trade on New	No	\$ 15,990	\$ 16,890	97%	\$808	\$0
20	24097468	2017	Chevrolet	CAM	30	Auction/Wholesale	No	\$ 19,976	\$ 20,998	96%	\$2,236	\$2,791
21	24097520	2023	Toyota	SUPRA	8	Auction/Wholesale	No	\$ 41,978	\$ 41,978	98%	(\$3,891)	\$3,975
22	24080189	2023	Chevrolet	EQ	43	Trade on New	No	\$ 20,180	\$ 20,880	92%	\$411	\$3,973
23	24090132	2024	Honda	HRV	23	Trade on New	No	\$ 27,452	\$ 26,400	96%	\$282	\$1,350
24	24080278	2020	Chevrolet	EQ	37	Trade on New	No	\$ 15,233	\$ 16,133	90%	\$411	\$2,728
25	24080010	2021	GMC	SIERRA	71	Trade on New	No	\$ 59,359	\$ 60,609	94%	\$4,474	\$0
26	24090070	2022	Dodge	CHAR	33	Trade on Used	No	\$ 26,698	\$ 25,699	95%	\$1,154	\$2,923
27	24077417X	2022	Dodge	DURG	57	Auction/Wholesale	No	\$ 31,723	\$ 32,622	92%	(\$3,710)	\$1,500
28	24090246	2022	Chevrolet	CAM	13	Trade on New	No	\$ 46,902	\$ 47,802	102%	\$7,959	\$3,576
29	24097485	2024	Chevrolet	2500	31	Auction/Wholesale	No	\$ 63,720	\$ 59,990	95%	(\$2,241)	\$2,877
30	24090126	2020	Chevrolet	EQ	30	Trade on New	No	\$ 16,946	\$ 19,401	91%	\$2,859	\$2,653
31	24097482	2022	Infiniti	QX80	32	Auction/Wholesale	No	\$ 44,803	\$ 45,703	89%	\$2,521	\$1,237
32	24097498	2021	Tesla	3	29	Auction/Wholesale	No	\$ 23,953	\$ 23,501	98%	(\$2,459)	\$2,898
33	24087443X	2023	Ford	150	58	Auction/Wholesale	No	\$ 47,999	\$ 47,999	85%	(\$3,094)	\$0

34	24107543	2021	Tesla	3	9	Auction/Wholesale	No	\$	23,529	\$	23,539	100%	(\$2,753)	\$2,217
35	24090264	2021	Chevrolet	EQ	13	Trade on New	No	\$	23,232	\$	23,232	93%	\$1,344	\$3,167
36	24080270	2020	GMC	2500	44	Trade on New	No	\$	52,352	\$	53,252	85%	\$5,464	\$5,641
37	100717	2023	Toyota	TAC	102	Trade on New	No	\$	30,826	\$	30,826	94%	\$381	\$2,284
38	24107523	2021	Mazda	CX5	12	Auction/Wholesale	No	\$	21,535	\$	22,035	97%	(\$2,744)	\$2,731
39	24077415X	2023	Audi	A4	84	Auction/Wholesale	No	\$	24,619	\$	25,519	95%	(\$1,262)	\$2,567
40	24097493	2022	Chevrolet	1500	33	Auction/Wholesale	No	\$	32,232	\$	33,231	98%	(\$3,340)	\$1,677
41	24090160	2021	Hyundai	KONA	27	Trade on Used	No	\$	15,944	\$	15,918	93%	(\$95)	\$2,789
42	24070277	2019	Hummer	CIVIC	77	Trade on New	No	\$	16,626	\$	16,139	83%	(\$112)	\$1,341
43	24090147	2022	Chevrolet	TRAILB	28	Trade on New	No	\$	19,557	\$	19,557	93%	(\$567)	\$3,249
44	24090244	2020	Chevrolet	EQ	16	Trade on New	No	\$	18,088	\$	18,955	96%	\$3,075	\$3,264
45	24107547	2019	GMC	YUK	8	Auction/Wholesale	No	\$	35,998	\$	36,898	84%	\$482	\$1,099
46	24090014	2022	Chevrolet	EQ	42	Trade on New	No	\$	22,222	\$	21,900	98%	\$413	\$1,453
47	24097467	2020	Ford	ESC	41	Auction/Wholesale	No	\$	15,183	\$	16,182	96%	(\$871)	\$2,129
48	24090125	2020	Chevrolet	TAHOE	33	Trade on Used	No	\$	29,791	\$	30,191	94%	\$7,759	\$2,515
49	24097490	2023	Chevrolet	1500	34	Auction/Wholesale	No	\$	27,395	\$	27,041	97%	\$529	\$1,277
50	24070041	2022	Hyundai	SANTFE	102	Trade on New	No	\$	20,523	\$	20,523	88%	\$558	\$0
51	24077391X	2023	Hyundai	SANTFE	97	Auction/Wholesale	No	\$	19,962	\$	19,556	91%	(\$2,566)	\$0
52	24070055	2023	Kia	SPTG	101	Trade on New	No	\$	21,917	\$	19,494	93%	\$1,031	\$0
53	24097480	2021	Cadillac	XT5	36	Auction/Wholesale	No	\$	28,320	\$	28,425	78%	(\$3,642)	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	54%
Total # Retail Units	200
Avg. Days to Sale	38.6
Avg. Advertised Price (Time of Sale)	\$ 30,700
Avg. Transaction Price	\$ 31,519
Avg. Market Price at 100%	\$ 32,775
Avg. Price to Market % (Time of Sale)	94%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ (819)
Avg. Front-End Gross	\$ 128
Avg. Finance Gross	\$ 2,118
PUVR	\$ 2,246
Total Gross (Units & PUVR)	\$ 449,250
GROI	66%
% with Trade	29%
Avg. Over/Under Allowance	(\$499)



Scoreboard

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Desk Manager	Totals	TODD C	BOBBY E
% Retailed of Non-New Franchise	54%	51%	48%
Total # Retail Units	200	47	69
Avg. Days to Sale	38.6	38.2	33.8
Avg. Advertised Price (Time of Sale)	\$ 30,700	\$ 27,621	\$ 29,012
Avg. Transaction Price	\$ 31,519	\$ 27,267	\$ 31,074
Avg. Market Price at 100%	\$ 32,775	\$ 29,459	\$ 30,576
Avg. Price to Market % (Time of Sale)	94%	94%	95%
Avg. Transaction to Market	96%	93%	102%
Avg. Transactional Discount	\$ (819)	\$ 354	\$ (2,062)
Avg. Front-End Gross	\$ 128	\$ 174	\$ 435
Avg. Finance Gross	\$ 2,118	\$ 2,217	\$ 2,059
PUVR	\$ 2,246	\$ 2,391	\$ 2,494
Total Gross (Units & PUVR)	\$ 449,250	\$ 112,378	\$ 172,116
GROI	66%	83%	86%
% with Trade	29%	19%	29%
Avg. Over/Under Allowance	-499	-400	-728



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BRANDON C	ELI K		
62%	33%	#DIV/0!	#DIV/0!
78	6	0	0
43.8	30.8	#DIV/0!	#DIV/0!
\$ 31,896	\$ 58,699	#DIV/0!	#DIV/0!
\$ 32,353	\$ 59,114	#DIV/0!	#DIV/0!
\$ 34,467	\$ 59,920	#DIV/0!	#DIV/0!
93%	98%	#DIV/0!	#DIV/0!
94%	99%	#DIV/0!	#DIV/0!
\$ (457)	\$ (415)	#DIV/0!	#DIV/0!
\$ (195)	\$ 431	#DIV/0!	#DIV/0!
\$ 2,003	\$ 3,524	#DIV/0!	#DIV/0!
\$ 1,808	\$ 3,955	#DIV/0!	#DIV/0!
\$ 141,027	\$ 23,729	#DIV/0!	#DIV/0!
46%	78%	#DIV/0!	#DIV/0!
32%	67%	#DIV/0!	#DIV/0!
-503	450	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	RICHARD k	EL L
% Retailed of Non-New Franchise	54%	31%	57%
Total # Retail Units	200	13	23
Avg. Days to Sale	38.6	43.8	34.0
Avg. Advertised Price (Time of Sale)	\$ 30,700	\$ 36,839	\$ 26,993
Avg. Transaction Price	\$ 31,519	\$ 37,002	\$ 27,121
Avg. Market Price at 100%	\$ 32,775	\$ 39,088	\$ 28,572
Avg. Price to Market % (Time of Sale)	94%	94%	94%
Avg. Transaction to Market	96%	95%	95%
Avg. Transactional Discount	\$ (819)	\$ (163)	\$ (128)
Avg. Front-End Gross	\$ 128	\$ (76)	\$ 836
Avg. Finance Gross	\$ 2,118	\$ 2,352	\$ 2,197
PUVR	\$ 2,246	\$ 2,277	\$ 3,033
Total Gross (Units & PUVR)	\$ 449,250	\$ 29,598	\$ 69,764
GROI	66%	51%	119%
% with Trade	29%	38%	26%
Avg. Over/Under Allowance	-499	-200	-217



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STEVEN V	CHRIS N	SAIMIR S	EGIDIO B
67%	50%	86%	56%
12	24	7	9
47.7	38.1	51.0	44.3
\$ 36,786	\$ 31,125	\$ 28,857	\$ 30,496
\$ 38,267	\$ 31,724	\$ 28,929	\$ 30,225
\$ 40,041	\$ 33,094	\$ 30,707	\$ 33,009
92%	94%	94%	92%
96%	96%	94%	92%
\$ (1,480)	\$ (599)	\$ (73)	\$ 271
\$ (1,016)	\$ 348	\$ (1,062)	\$ 220
\$ 2,559	\$ 1,927	\$ 1,643	\$ 1,738
\$ 1,543	\$ 2,274	\$ 581	\$ 1,958
\$ 18,515	\$ 54,586	\$ 4,070	\$ 17,620
30%	68%	14%	53%
50%	38%	43%	33%
-643	-806	-403	250

RIM B	PAUL J	Bobby H	STEVE C
35%	55%	44%	83%
20	11	9	6
30.2	37.5	27.1	32.2
\$ 28,783	\$ 27,922	\$ 36,522	\$ 28,315
\$ 28,693	\$ 40,352	\$ 33,342	\$ 27,886
\$ 30,579	\$ 29,237	\$ 38,586	\$ 30,238
94%	96%	95%	94%
94%	138%	86%	92%
\$ 90	\$ (12,430)	\$ 3,180	\$ 429
\$ (147)	\$ 840	\$ 1,665	\$ 1,632
\$ 2,279	\$ 1,957	\$ 2,688	\$ 1,366
\$ 2,132	\$ 2,797	\$ 4,353	\$ 2,998
\$ 42,646	\$ 30,765	\$ 39,174	\$ 17,989
89%	66%	173%	120%
25%	27%	44%	17%
-340	100	0	-850

TODD L	JOSEPH C.	MICHAEL C	JOSHUA H
60%	60%	50%	54%
15	15	8	13
38.4	54.3	36.5	36.3
\$ 25,781	\$ 31,524	\$ 27,013	\$ 32,976
\$ 26,473	\$ 31,603	\$ 27,127	\$ 33,379
\$ 27,795	\$ 33,892	\$ 27,452	\$ 34,824
93%	93%	98%	95%
95%	93%	99%	96%
\$ (692)	\$ (79)	\$ (115)	\$ (403)
\$ (1,056)	\$ (334)	\$ 352	\$ 875
\$ 1,938	\$ 1,720	\$ 2,106	\$ 1,763
\$ 882	\$ 1,385	\$ 2,457	\$ 2,638
\$ 13,231	\$ 20,782	\$ 19,657	\$ 34,298
31%	29%	89%	78%
27%	20%	25%	8%
-1,494	-500	-1,000	-1,851

GABE R	SAIMIR S		
53%	86%	#DIV/0!	#DIV/0!
15	7	0	0
35.1	51.0	#DIV/0!	#DIV/0!
\$ 32,646	\$ 28,857	#DIV/0!	#DIV/0!
\$ 33,115	\$ 28,929	#DIV/0!	#DIV/0!
\$ 35,377	\$ 30,707	#DIV/0!	#DIV/0!
92%	94%	#DIV/0!	#DIV/0!
94%	94%	#DIV/0!	#DIV/0!
\$ (469)	\$ (73)	#DIV/0!	#DIV/0!
\$ (519)	\$ (1,062)	#DIV/0!	#DIV/0!
\$ 2,956	\$ 1,643	#DIV/0!	#DIV/0!
\$ 2,437	\$ 581	#DIV/0!	#DIV/0!
\$ 36,555	\$ 4,070	#DIV/0!	#DIV/0!
76%	14%	#DIV/0!	#DIV/0!
20%	43%	#DIV/0!	#DIV/0!
-450	-403	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	DAN S	ERIC R
% Retailed of Non-New Franchise	54%	51%	53%
Total # Retail Units	200	71	49
Avg. Days to Sale	38.6	34.8	40.1
Avg. Advertised Price (Time of Sale)	\$ 30,700	\$ 31,426	\$ 31,701
Avg. Transaction Price	\$ 31,519	\$ 31,268	\$ 31,705
Avg. Market Price at 100%	\$ 32,775	\$ 33,280	\$ 33,782
Avg. Price to Market % (Time of Sale)	94%	94%	94%
Avg. Transaction to Market	96%	94%	94%
Avg. Transactional Discount	\$ (819)	\$ 158	\$ (4)
Avg. Front-End Gross	\$ 128	\$ 701	\$ (576)
Avg. Finance Gross	\$ 2,118	\$ 2,258	\$ 1,908
PUVR	\$ 2,246	\$ 2,959	\$ 1,332
Total Gross (Units & PUVR)	\$ 449,250	\$ 210,101	\$ 65,278
GROI	66%	98%	38%
% with Trade	29%	24%	33%
Avg. Over/Under Allowance	-499	-225	-778



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AUSTIN T	JOHNNANA B		
58%	47%	#DIV/0!	#DIV/0!
65	15	0	0
41.7	38.4	#DIV/0!	#DIV/0!
\$ 30,989	\$ 22,747	#DIV/0!	#DIV/0!
\$ 33,528	\$ 23,396	#DIV/0!	#DIV/0!
\$ 33,177	\$ 24,499	#DIV/0!	#DIV/0!
93%	93%	#DIV/0!	#DIV/0!
101%	95%	#DIV/0!	#DIV/0!
\$ (2,539)	\$ (649)	#DIV/0!	#DIV/0!
\$ 46	\$ 68	#DIV/0!	#DIV/0!
\$ 2,026	\$ 2,543	#DIV/0!	#DIV/0!
\$ 2,073	\$ 2,611	#DIV/0!	#DIV/0!
\$ 134,713	\$ 39,158	#DIV/0!	#DIV/0!
53%	105%	#DIV/0!	#DIV/0!
34%	20%	#DIV/0!	#DIV/0!
-508	-583	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	200
Avg. Days to Sale	38.6	#DIV/0!	38.6
Avg. Advertised Price (Time of Sale)	\$ 30,700	#DIV/0!	\$ 31,519
Avg. Transaction Price	\$ 31,519	#DIV/0!	\$ 31,519
Avg. Market Price at 100%	\$ 32,775	#DIV/0!	\$ 32,711
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	96%
Avg. Transaction to Market	96%	#DIV/0!	96%
Avg. Transactional Discount	\$ (819)	#DIV/0!	\$ (819)
Avg. Front-End Gross	\$ 128	#DIV/0!	\$ 128
Avg. Finance Gross	\$ 2,118	#DIV/0!	\$ 2,118
PUVR	\$ 2,246	#DIV/0!	\$ 2,246
Total Gross (Units & PUVR)	\$ 449,250	#DIV/0!	\$ 449,250
GROI	66%	#DIV/0!	66%
% with Trade	29%	#DIV/0!	29%
Avg. Over/Under Allowance	-499	#DIV/0!	-499



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	93	107
Avg. Days to Sale	38.6	33.5	43.1
Avg. Advertised Price (Time of Sale)	\$ 30,700	\$ 30,073	\$ 31,576
Avg. Transaction Price	\$ 31,519	\$ 31,454	\$ 31,576
Avg. Market Price at 100%	\$ 32,775	\$ 31,521	\$ 33,746
Avg. Price to Market % (Time of Sale)	94%	95%	94%
Avg. Transaction to Market	96%	100%	94%
Avg. Transactional Discount	\$ (819)	\$ (1,380)	\$ (331)
Avg. Front-End Gross	\$ 128	\$ 1,026	\$ (653)
Avg. Finance Gross	\$ 2,118	\$ 2,394	\$ 1,879
PUVR	\$ 2,246	\$ 3,420	\$ 1,226
Total Gross (Units & PUVR)	\$ 449,250	\$ 318,035	\$ 131,215
GROI	66%	117%	32%
% with Trade	29%	34%	24%
Avg. Over/Under Allowance	-499	-517	-477



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	75	26
% of Retail Units	100%	38%	13%
% Retailed of Non-New Franchise	54%	36%	54%
Avg. Days to Sale	38.6	36.9	33.0
Avg. Transaction Price	\$ 31,519	\$ 28,738	\$ 27,208
Avg. Transaction to Market %	96%	106%	95%
Avg. Transactional Discount	\$ (819)	\$ (1,755)	\$ (166)
Avg. Front End Gross	\$ 128	\$ 1,606	\$ 1,943
Avg. Finance Gross	\$ 2,118	\$ 2,119	\$ 2,030
PUVR	\$ 2,246	\$ 3,724	\$ 3,973
Total Gross (Units & PUVR)	\$ 449,250	\$ 279,325	\$ 103,296
GROI	66%	126%	159%
% with Trade	29%	29%	12%
Avg. Over/Under Allowance	-499	-843	-600



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	99	0	0
0%	50%	0%	0%
#DIV/0!	67%	#DIV/0!	#DIV/0!
#DIV/0!	41.4	#DIV/0!	#DIV/0!
#DIV/0!	\$ 34,759	#DIV/0!	#DIV/0!
#DIV/0!	94%	#DIV/0!	#DIV/0!
#DIV/0!	\$ (281)	#DIV/0!	#DIV/0!
#DIV/0!	\$ (1,468)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,141	#DIV/0!	#DIV/0!
#DIV/0!	\$ 673	#DIV/0!	#DIV/0!
#DIV/0!	\$ 66,629	#DIV/0!	#DIV/0!
#DIV/0!	17%	#DIV/0!	#DIV/0!
#DIV/0!	33%	#DIV/0!	#DIV/0!
#DIV/0!	-267	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	91	44
% of Retail Units	100%	46%	22%
% Retailed of Non-New Franchise	54%	47%	45%
Avg. Days to Sale	38.6	18.1	36.9
Avg. Transaction Price	\$ 31,519	\$ 31,143	\$ 29,095
Avg. Transaction to Market %	96%	105%	95%
Avg. Transactional Discount	\$ (819)	\$ (1,357)	\$ (227)
Avg. Front End Gross	\$ 128	\$ 623	\$ 438
Avg. Finance Gross	\$ 2,118	\$ 2,143	\$ 2,089
PUVR	\$ 2,246	\$ 2,766	\$ 2,527
Total Gross (Units & PUVR)	\$ 449,250	\$ 251,680	\$ 111,181
GROI	66%	176%	85%
% with Trade	29%	29%	20%
Avg. Over/Under Allowance	-499	-638	-667



46-60 days	61-90 days	90+ days
30	22	13
15%	11%	7%
57%	82%	69%
52.5	73.2	97.3
\$ 32,223	\$ 35,808	\$ 33,474
93%	93%	90%
\$ (195)	\$ (996)	\$ (193)
\$ (1,014)	\$ (1,075)	\$ 282
\$ 1,880	\$ 2,291	\$ 2,307
\$ 866	\$ 1,216	\$ 2,589
\$ 25,978	\$ 26,751	\$ 33,660
18%	17%	29%
37%	27%	46%
-302	-614	132