

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
ALFRED LIOSI	LANDIMAR GONZALEZ	BEN RIVERA
ALFRED LIOSI	MOURAD RABADI	ELIONES ROMERO
ALFRED LIOSI	NOEL MARTINEZ	MOZART BEATO
ALFRED LIOSI	NOEL MARTINEZ	ELIONES ROMERO
ALFRED LIOSI	NOEL MARTINEZ	IGNACIO DOMINGUEZ
IKE IQBAL	IKE IQBAL	ANEUDY LOPEZ
ALFRED LIOSI	NOEL MARTINEZ	ELIONES ROMERO
ALFRED LIOSI	NOEL MARTINEZ	SANIEL RAMIREZ
ALFRED LIOSI	NOEL MARTINEZ	ELIONES ROMERO
IKE IQBAL	IKE IQBAL	GERSON PEREZ
ALFRED LIOSI	NOEL MARTINEZ	IGNACIO DOMINGUEZ
ALFRED LIOSI	NOEL MARTINEZ	BEN RIVERA
ALFRED LIOSI	NOEL MARTINEZ	JOSHUA COLLADO
ALFRED LIOSI	NOEL MARTINEZ	MOZART BEATO
ALFRED LIOSI	NOEL MARTINEZ	SANIEL RAMIREZ
ALFRED LIOSI	NOEL MARTINEZ	ELIONES ROMERO
ALFRED LIOSI	NOEL MARTINEZ	ELIONES ROMERO
ALFRED LIOSI	NOEL MARTINEZ	BEN RIVERA
ALFRED LIOSI	NOEL MARTINEZ	SANIEL RAMIREZ
IKE IQBAL	IKE IQBAL	LEO OROZCO
ALFRED LIOSI	NOEL MARTINEZ	MOZART BEATO
ALFRED LIOSI	NOEL MARTINEZ	DARON Martinez
JOSEPH GENSERT	MOURAD RABADI	DAHOEMIS CASTILLO
ALFRED LIOSI	LANDIMAR GONZALEZ	BEN RIVERA
IKE IQBAL	IKE IQBAL	LEO OROZCO
ALFRED LIOSI	NOEL MARTINEZ	BEN RIVERA
ALFRED LIOSI	NOEL MARTINEZ	CHARISMA VELEZ
ALFRED LIOSI	NOEL MARTINEZ	SANIEL RAMIREZ
ALFRED LIOSI	NOEL MARTINEZ	MOZART BEATO
ALFRED LIOSI	NOEL MARTINEZ	ELIONES ROMERO
IKE IQBAL	IKE IQBAL	ANEUDY LOPEZ
IKE IQBAL	IKE IQBAL	LEO OROZCO
ALFRED LIOSI	NOEL MARTINEZ	CHARISMA VELEZ
ALFRED LIOSI	NOEL MARTINEZ	SANIEL RAMIREZ
ALFRED LIOSI	NOEL MARTINEZ	BEN RIVERA
ALFRED LIOSI	NOEL MARTINEZ	SANIEL RAMIREZ
ALFRED LIOSI	NOEL MARTINEZ	CHARISMA VELEZ
ALFRED LIOSI	NOEL MARTINEZ	IGNACIO DOMINGUEZ
IKE IQBAL	IKE IQBAL	LEO OROZCO
ALFRED LIOSI	NOEL MARTINEZ	DARON OVENSERI
ALFRED LIOSI	NOEL MARTINEZ	IGNACIO DOMINGUEZ
IKE IQBAL	IKE IQBAL	ANEUDY LOPEZ
IKE IQBAL	IKE IQBAL	ANEUDY LOPEZ
ALFRED LIOSI	NOEL MARTINEZ	CHARISMA VELEZ

ALFRED LIOSI	LANDIMAR GONZALEZ	SANIEL RAMIREZ
ALFRED LIOSI	MOURAD RABADI	DARON OVENSERI
JOSEPH GENSERT	NATALIA RODRIQUEZ	JASON SANCHEZ
ALFRED LIOSI	NOEL MARTINEZ	ELIONES ROMERO
IKE IQBAL	IKE IQBAL	LEO OROZCO
IKE IQBAL	IKE IQBAL	EDDIE MENDOZA
ALFRED LIOSI	NOEL MARTINEZ	MICHELLE RIVERA
	JEFF TURNER	

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Same Brand as New	Advertised Price (Time of)	Transaction Price	Ad Price to Market %	Market Price at 100%	Transaction to Market	Transactional Discount	Front-End Gross	Finance
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	\$ 15,789	87%	\$ 1,200	\$1,500	\$500
1	U30221	2021	Honda	PILOT	9	LBO Customer	Yes	YES	\$ 27,888	\$ 27,888	101%	\$ 27,612	101%	\$ -	\$140	\$937
2	U29955	2021	Honda	CRV	70	LBO Customer	YES	Yes	\$ 23,777	\$ 21,500	95%	\$ 25,028	86%	\$ 2,277	(\$1,075)	\$5,129
3	U30263	2021	Honda	CRV	18	LBO Customer	Yes	Yes	\$ 26,629	\$ 25,500	96%	\$ 27,739	92%	\$ 1,129	\$946	\$0
4	U30198	2021	Honda	CRV	32	LBO Customer	Yes	Yes	\$ 27,488	\$ 27,488	97%	\$ 28,338	97%	\$ -	\$3,626	\$0
5	U30283	2020	Honda	CRV	13	LBO Customer	Yes	Yes	\$ 20,777	\$ 20,777	95%	\$ 21,871	95%	\$ -	\$2,729	\$602
6	U30072	2020	Honda	CIVIC	47	LBO Customer	YES	Yes	\$ 18,777	\$ 18,777	91%	\$ 20,634	91%	\$ -	(\$136)	\$3,836
7	U30205	2021	Honda	CRV	32	LBO Customer	Yes	Yes	\$ 24,222	\$ 24,500	98%	\$ 24,716	99%	\$ (278)	\$1,718	\$5,267
8	U30237	2020	Honda	CRV	16	LBO Customer	No	Yes	\$ 21,777	\$ 21,000	92%	\$ 23,671	89%	\$ 777	\$505	
9	U30268	2021	Honda	HRV	15	LBO Customer	Yes	Yes	\$ 20,688	\$ 20,688	95%	\$ 21,777	95%	\$ -	\$617	\$129
10	U30126	2018	HONDA	CRV	42	Trade on New	Yes	Yes	\$ 20,222	\$ 20,222	91%	\$ 22,222	91%	\$ -	(\$891)	\$5,407
11	U30223	2021	Honda	HRV	21	LBO Customer	Yes	Yes	\$ 21,444	\$ 21,444	94%	\$ 22,813	94%	\$ -	\$1,681	\$1,128
12	U30277	2021	Honda	CRV	9	LBO Customer	Yes	Yes	\$ 28,629	\$ 28,629	101%	\$ 28,346	101%	\$ -	\$3,145	\$5,347
13	U30273	2022	Honda	PILOT	12	reet/Curb Bu	Yes	Yes	\$ 30,629	\$ 29,500	97%	\$ 31,576	93%	\$ 1,129	\$1,147	
14	U304265	2022	Honda	CIVIC	17	LBO Customer	Yes	Yes	\$ 19,888	\$ 20,000	93%	\$ 21,385	94%	\$ (112)	\$1,366	\$2,997
15	U30163	2019	Honda	CRV	45	LBO Customer	Yes	Yes	\$ 21,629	\$ 21,629	93%	\$ 23,257	93%	\$ -	(\$314)	
16	U30271	2021	Honda	CRV	12	LBO Customer	Yes	Yes	\$ 28,777	\$ 27,200	97%	\$ 29,667	92%	\$ 1,577	\$978	\$100
17	U29955	2017	Honda	PILOT	51	Trade on New	No	Yes	\$ 19,989	\$ 20,222	92%	\$ 21,727	93%	\$ (233)	\$78	\$3,233
18	U30347	2021	Honda	CRV	9	LBO Customer	Yes	Yes	\$ 23,279	\$ 23,729	97%	\$ 23,999	99%	\$ (450)	\$1,874	\$5,834
19	U30299	2021	Honda	CRV	12	LBO Customer	Yes	Yes	\$ 28,987	\$ 28,388	110%	\$ 26,352	108%	\$ 599	\$5,397	\$5,492
20	U30171	2018	Honda	HRV	48	Trade on New	Yes	Yes	\$ 15,444	\$ 15,444	92%	\$ 16,787	92%	\$ -	(\$437)	\$2,886
21	U30076	2020	Honda	CRV	56	LBO Customer	No	Yes	\$ 22,777	\$ 22,777	95%	\$ 23,976	95%	\$ -	(\$380)	\$4,995
22	U30109	2015	Honda	CRV	32	Trade on New	No	Yes	\$ 16,888	\$ 16,000	100%	\$ 16,888	95%	\$ 888	\$944	\$533
23	u30187	2021	Honda	PILOT	42	LBO Customer	No	Yes	\$ 25,998	\$ 25,000	101%	\$ 25,741	97%	\$ 998	\$127	\$2,035
24	U30376	2022	Honda	HRV	1	Other	Yes	Yes	\$ 19,660	\$ 19,660	100%	\$ 19,660	100%	\$ -	(\$699)	\$3,121
25	U30348	2021	Honda	HRV	12	LBO Customer	No	Yes	\$ 17,222	\$ 17,222	97%	\$ 17,755	97%	\$ -	\$1,763	\$2,110
26	U30276	2021	Honda	PILOT	15	LBO Customer	Yes	Yes	\$ 26,777	\$ 30,288	98%	\$ 27,323	111%	\$ (3,511)	\$4,013	\$5,585
27	U30293	2020	Honda	CIVIC	19	LBO Customer	Yes	Yes	\$ 20,613	\$ 20,988	98%	\$ 21,034	100%	\$ (375)	\$2,749	\$2,661
28	U30351	2021	Honda	CRV	13	LBO Customer	Yes	Yes	\$ 23,777	\$ 23,300	98%	\$ 24,262	96%	\$ 477	\$1,848	\$0
29	U30166	2021	Honda	CIVIC	50	LBO Customer	Yes	Yes	\$ 20,929	\$ 21,300	94%	\$ 22,265	96%	\$ (371)	\$757	\$0
30	U30244	2021	Honda	CIVIC	31	LBO Customer	Yes	Yes	\$ 18,888	\$ 18,500	91%	\$ 20,756	89%	\$ 388	\$1,451	\$0
31	U30225	2021	Honda	PILOT	30	LBO Customer	Yes	Yes	\$ 26,888	\$ 26,888	98%	\$ 27,437	98%	\$ -	\$1,099	\$2,150
32	U302435	2017	Honda	CRV	26	Trade on New	No	Yes	\$ 22,629	\$ 22,629	102%	\$ 22,185	102%	\$ -	\$2,692	\$3,986
33	U30138	2021	Honda	CIVIC	38	LBO Customer	Yes	Yes	\$ 20,777	\$ 18,786	100%	\$ 20,777	90%	\$ 1,991	\$1,165	\$4,080
34	U29999	2016	Honda	CIVIC	54	Trade on New	No	Yes	\$ 16,488	\$ 15,738	94%	\$ 17,540	90%	\$ 750	\$2,270	\$2,951
35	U30294	2022	Honda	PILOT	22	LBO Customer	Yes	Yes	\$ 32,944	\$ 32,944	100%	\$ 32,944	100%	\$ -	\$2,834	\$0
36	U30229	2015	Honda	CRV	29	Trade on New	No	Yes	\$ 15,944	\$ 15,944	89%	\$ 17,915	89%	\$ -	\$2,425	\$2,814
37	U30364	2020	Honda	CRV	11	LBO Customer	Yes	Yes	\$ 22,222	\$ 22,222	94%	\$ 23,640	94%	\$ -	\$1,936	\$1,854
38	U30356	2021	Honda	ACCORD	14	LBO Customer	No	Yes	\$ 22,888	\$ 22,888	94%	\$ 24,349	94%	\$ -	\$1,976	\$0
39	U30274	2021	Honda	HRV	20	LBO Customer	Yes	Yes	\$ 20,222	\$ 20,222	94%	\$ 21,513	94%	\$ -	(\$1,166)	\$5,510

40	U30353	2020	Honda	ODYSSEY	14	Trade on New	No	Yes	\$ 26,988	\$ 26,988	97%	\$ 27,823	97%	\$ -	\$2,467	\$2,595
41	U30288	2020	Honda	PILOT	25	Trade on New	Yes	Yes	\$ 26,729	\$ 26,429	100%	\$ 26,729	99%	\$ 300	\$1,249	\$3,610
42	U30269S	2017	Honda	CIVIC	27	Trade on New	No	Yes	\$ 12,629	\$ 12,629	94%	\$ 13,435	94%	\$ -	\$528	\$312
43	U30404	2021	Acura	RDX	5	Trade on New	No	No	\$ 24,847	\$ 24,847	98%	\$ 25,354	98%	\$ -	(\$977)	\$400
44	U29946	2021	Honda	ACCORD	88	Trade on New	No	Yes	\$ 20,999	\$ 21,888	89%	\$ 23,594	93%	\$ (889)	\$750	\$4,198
45	U30291	2017	Honda	CRV	12	Trade on New	No	Yes	\$ 19,329	\$ 19,329	96%	\$ 20,134	96%	\$ -	\$1,873	\$4,693
46	U30350	2021	Honda	ACCORD	19	LBO Customer	Yes	Yes	\$ 20,222	\$ 20,000	98%	\$ 20,635	97%	\$ 222	\$909	\$3,310
47	U29927	2022	Honda	ACCORD	92	Trade on New	Yes	Yes	\$ 25,329	\$ 25,000	98%	\$ 25,846	97%	\$ 329	(\$428)	\$4,101
48	U30193	2022	Honda	CIVIC	55	Trade on New	Yes	Yes	\$ 22,888	\$ 22,900	98%	\$ 23,355	98%	\$ (12)	\$454	\$3,376
49	U30157S	2022	Honda	CRV	22	LBO Customer	Yes	Yes	\$ 26,777	\$ 25,999	97%	\$ 27,605	94%	\$ 778	\$3,157	\$0
50	U30279	2021	Honda	HRV	19	LBO Customer	Yes	Yes	\$ 18,777	\$ 18,777	96%	\$ 19,559	96%	\$ -	\$1,285	\$0
51	U30252	2022	Honda	PILOT	22	LBO Customer	Yes	Yes	\$ 32,222	\$ 32,222	98%	\$ 32,880	98%	\$ -	\$2,006	\$0
52	U30248	2020	Honda	CRV	25	Trade on New	Yes	Yes	\$ 22,888	\$ 22,888	94%	\$ 24,349	94%	\$ -	\$3,435	\$100
53	U30361	2021	Honda	CIVIC	21	LBO Customer	Yes	Yes	\$ 19,666	\$ 19,666	96%	\$ 20,485	96%	\$ -	\$1,955	\$2,250

Scoreboard Totals

% Retailed of Non-Franchise Make	1%
Total # Retail Units	200
Avg. Days to Sale	25.3
Avg. Advertised Price (Time of Sale)	\$ 22,324
Avg. Transaction Price	\$ 22,132
Avg. Market Price at 100%	\$ 23,175
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 54
Avg. Front-End Gross	\$ 1,550
Avg. Finance Gross	\$ 2,144
PUVR	\$ 3,652
Total Gross (Units & PUVR)	\$ 730,497
GROI	235%
% with Trade	7%
Avg. Over/Under Allowance	(\$64)



Scoreboard

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Desk Manager	Totals	ALFRED LIOSI	IKE IQBAL
% Retailed of Non-New Franchise	1%	1%	3%
Total # Retail Units	200	116	35
Avg. Days to Sale	25.3	24.5	30.6
Avg. Advertised Price (Time of Sale)	\$ 22,324	\$ 22,053	\$ 22,581
Avg. Transaction Price	\$ 22,132	\$ 21,873	\$ 22,997
Avg. Market Price at 100%	\$ 23,175	\$ 22,837	\$ 23,565
Avg. Price to Market % (Time of Sale)	96%	97%	96%
Avg. Transaction to Market	95%	96%	98%
Avg. Transactional Discount	\$ 54	\$ 180	\$ (416)
Avg. Front-End Gross	\$ 1,550	\$ 1,533	\$ 1,708
Avg. Finance Gross	\$ 2,144	\$ 1,972	\$ 2,651
PUVR	\$ 3,652	\$ 3,454	\$ 4,360
Total Gross (Units & PUVR)	\$ 730,497	\$ 400,690	\$ 152,593
GROI	235%	232%	223%
% with Trade	7%	9%	9%
Avg. Over/Under Allowance	-64	-133	250



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JOSEPH GENSERT			
0%	#DIV/0!	#DIV/0!	#DIV/0!
3	0	0	0
27.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,664	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,020	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,905	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 644	#DIV/0!	#DIV/0!	#DIV/0!
\$ 358	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,708	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,066	#DIV/0!	#DIV/0!	#DIV/0!
\$ 9,199	#DIV/0!	#DIV/0!	#DIV/0!
183%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Sales Consultant	Totals	SANIEL RAMIREZ	BEN RIVERA
% Retailed of Non-New Franchise	1%	0%	6%
Total # Retail Units	200	19	18
Avg. Days to Sale	25.3	24.3	19.7
Avg. Advertised Price (Time of Sale)	\$ 22,324	\$ 22,142	\$ 22,023
Avg. Transaction Price	\$ 22,132	\$ 21,735	\$ 22,341
Avg. Market Price at 100%	\$ 23,175	\$ 22,778	\$ 22,749
Avg. Price to Market % (Time of Sale)	96%	97%	97%
Avg. Transaction to Market	95%	95%	98%
Avg. Transactional Discount	\$ 54	\$ 407	\$ (317)
Avg. Front-End Gross	\$ 1,550	\$ 1,304	\$ 2,311
Avg. Finance Gross	\$ 2,144	\$ 1,731	\$ 2,318
PUVR	\$ 3,652	\$ 2,944	\$ 4,500
Total Gross (Units & PUVR)	\$ 730,497	\$ 55,932	\$ 81,007
GROI	235%	201%	369%
% with Trade	7%	5%	11%
Avg. Over/Under Allowance	-64	-3,000	0



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ELIONES ROMERO	MOZART BEATO	IGNACIO DOMINGUE	ANEUDY LOPEZ
0%	0%	0%	8%
22	9	13	12
24.9	28.3	21.1	31.8
\$ 22,798	\$ 20,854	\$ 22,580	\$ 21,895
\$ 22,610	\$ 20,380	\$ 22,255	\$ 22,690
\$ 23,757	\$ 21,875	\$ 23,477	\$ 23,153
96%	95%	96%	95%
95%	93%	95%	98%
\$ 189	\$ 474	\$ 325	\$ (795)
\$ 1,812	\$ 1,145	\$ 1,093	\$ 1,502
\$ 2,020	\$ 1,531	\$ 2,343	\$ 3,168
\$ 3,832	\$ 2,506	\$ 3,436	\$ 4,670
\$ 84,309	\$ 22,553	\$ 44,668	\$ 56,041
245%	156%	264%	233%
5%	11%	8%	8%
1,300	500	-500	1,000

GERSON PEREZ	DAHOEMIS CASTILL	LEO OROZCO	DARON Martinez
0%	0%	0%	0%
5	1	13	1
25.8	1.0	35.2	42.0
\$ 22,222	\$ 19,660	\$ 22,127	\$ 25,998
\$ 22,641	\$ 19,660	\$ 22,118	\$ 25,000
\$ 22,867	\$ 19,660	\$ 23,199	\$ 25,741
97%	100%	95%	101%
99%	100%	95%	97%
\$ (419)	\$ -	\$ 9	\$ 998
\$ 1,414	\$ (699)	\$ 1,652	\$ 127
\$ 2,393	\$ 3,121	\$ 2,878	\$ 2,035
\$ 3,807	\$ 2,422	\$ 4,531	\$ 2,162
\$ 19,035	\$ 2,422	\$ 58,898	\$ 2,162
235%	4435%	209%	74%
20%	0%	8%	0%
-500	#DIV/0!	#DIV/0!	#DIV/0!

CHARISMA VELEZ	JASON SANCHEZ	MICHELLE RIVERA	
0%	0%	0%	#DIV/0!
20	2	1	0
28.1	40.5	3.0	#DIV/0!
\$ 20,814	\$ 24,166	\$ 14,800	#DIV/0!
\$ 20,531	\$ 23,200	\$ 14,800	#DIV/0!
\$ 21,359	\$ 24,528	\$ 15,102	#DIV/0!
97%	99%	98%	#DIV/0!
96%	95%	98%	#DIV/0!
\$ 283	\$ 966	\$ -	#DIV/0!
\$ 1,359	\$ 887	\$ (700)	#DIV/0!
\$ 1,459	\$ 2,502	\$ 1,629	#DIV/0!
\$ 2,818	\$ 3,389	\$ 929	#DIV/0!
\$ 56,356	\$ 6,777	\$ 929	#DIV/0!
176%	130%	753%	#DIV/0!
10%	0%	0%	#DIV/0!
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Scoreboard

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Finance Manager	Totals	LANDIMAR	GONMOURAD	RABAI
% Retailed of Non-New Franchise	1%	0%	0%	0%
Total # Retail Units	200	8		4
Avg. Days to Sale	25.3	14.8		58.5
Avg. Advertised Price (Time of Sale)	\$ 22,324	\$ 20,600	\$	22,439
Avg. Transaction Price	\$ 22,132	\$ 20,450	\$	21,540
Avg. Market Price at 100%	\$ 23,175	\$ 21,284	\$	23,400
Avg. Price to Market % (Time of Sale)	96%	97%		96%
Avg. Transaction to Market	95%	96%		92%
Avg. Transactional Discount	\$ 54	\$ 150	\$	899
Avg. Front-End Gross	\$ 1,550	\$ 1,654	\$	(696)
Avg. Finance Gross	\$ 2,144	\$ 1,615	\$	4,126
PUVR	\$ 3,652	\$ 3,269	\$	3,430
Total Gross (Units & PUVR)	\$ 730,497	\$ 26,153	\$	13,719
GROI	235%	390%		98%
% with Trade	7%	0%		0%
Avg. Over/Under Allowance	-64	#DIV/0!		#DIV/0!



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NOEL MARTINEZ	MIKE IQBAL	NATALIA RODRIGUEZ	JEFF TURNER
1%	3%	0%	0%
96	38	4	4
24.1	30.1	21.5	23.0
\$ 22,370	\$ 22,681	\$ 19,226	\$ 18,910
\$ 22,207	\$ 23,015	\$ 19,047	\$ 18,970
\$ 23,143	\$ 23,613	\$ 19,889	\$ 20,045
97%	96%	97%	94%
96%	97%	96%	95%
\$ 163	\$ (334)	\$ 179	\$ (60)
\$ 1,645	\$ 1,680	\$ (197)	\$ 1,825
\$ 1,949	\$ 2,722	\$ 2,392	\$ -
\$ 3,534	\$ 4,402	\$ 2,195	\$ 1,825
\$ 339,254	\$ 167,276	\$ 8,779	\$ 7,301
237%	229%	193%	151%
9%	11%	0%	0%
-213	333	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	114	40
Avg. Days to Sale	25.3	24.0	31.5
Avg. Advertised Price (Time of Sale)	\$ 22,324	\$ 23,141	\$ 19,292
Avg. Transaction Price	\$ 22,132	\$ 23,128	\$ 19,292
Avg. Market Price at 100%	\$ 23,175	\$ 23,940	\$ 20,337
Avg. Price to Market % (Time of Sale)	96%	97%	95%
Avg. Transaction to Market	95%	97%	95%
Avg. Transactional Discount	\$ 54	\$ 13	\$ 170
Avg. Front-End Gross	\$ 1,550	\$ 1,629	\$ 1,327
Avg. Finance Gross	\$ 2,144	\$ 2,326	\$ 1,622
PUVR	\$ 3,652	\$ 3,914	\$ 2,908
Total Gross (Units & PUVR)	\$ 730,497	\$ 446,158	\$ 116,325
GROI	235%	254%	173%
% with Trade	7%	10%	5%
Avg. Over/Under Allowance	-64	-189	500



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	198	2
Avg. Days to Sale	25.3	25.3	23.0
Avg. Advertised Price (Time of Sale)	\$ 22,324	\$ 22,369	\$ 17,674
Avg. Transaction Price	\$ 22,132	\$ 22,190	\$ 17,674
Avg. Market Price at 100%	\$ 23,175	\$ 23,181	\$ 18,935
Avg. Price to Market % (Time of Sale)	96%	96%	93%
Avg. Transaction to Market	95%	96%	93%
Avg. Transactional Discount	\$ 54	\$ 52	\$ 194
Avg. Front-End Gross	\$ 1,550	\$ 1,564	\$ 517
Avg. Finance Gross	\$ 2,144	\$ 2,170	\$ 200
PUVR	\$ 3,652	\$ 3,691	\$ 717
Total Gross (Units & PUVR)	\$ 730,497	\$ 730,840	\$ 1,434
GROI	235%	237%	63%
% with Trade	7%	7%	0%
Avg. Over/Under Allowance	-64	-64	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	63	4
% of Retail Units	100%	32%	2%
% Retailed of Non-New Franchise	1%	3%	0%
Avg. Days to Sale	25.3	33.3	38.3
Avg. Transaction Price	\$ 22,132	\$ 20,192	\$ 17,139
Avg. Transaction to Market %	95%	76%	49%
Avg. Transactional Discount	\$ 54	\$ (10)	\$ (509)
Avg. Front End Gross	\$ 1,550	\$ 1,259	\$ 2,481
Avg. Finance Gross	\$ 2,144	\$ 2,039	\$ -
PUVR	\$ 3,652	\$ 3,298	\$ 2,481
Total Gross (Units & PUVR)	\$ 730,497	\$ 207,761	\$ 9,924
GROI	235%	176%	136%
% with Trade	7%	8%	0%
Avg. Over/Under Allowance	-64	-100	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	0	0	129
2%	0%	0%	65%
0%	#DIV/0!	#DIV/0!	0%
14.7	#DIV/0!	#DIV/0!	21.4
\$ 21,250	#DIV/0!	#DIV/0!	\$ 23,255
63%	#DIV/0!	#DIV/0!	74%
\$ 731	#DIV/0!	#DIV/0!	\$ 84
\$ 2,506	#DIV/0!	#DIV/0!	\$ 1,682
\$ -	#DIV/0!	#DIV/0!	\$ 2,254
\$ 2,506	#DIV/0!	#DIV/0!	\$ 3,891
\$ 7,517	#DIV/0!	#DIV/0!	\$ 501,924
289%	#DIV/0!	#DIV/0!	282%
0%	#DIV/0!	#DIV/0!	6%
#DIV/0!	#DIV/0!	#DIV/0!	-33

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	1
0%	0%	1%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	1.0
#DIV/0!	#DIV/0!	\$ 19,660
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ (699)
#DIV/0!	#DIV/0!	\$ 3,121
#DIV/0!	#DIV/0!	\$ 2,422
#DIV/0!	#DIV/0!	\$ 2,422
#DIV/0!	#DIV/0!	4435%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	149	25
% of Retail Units	100%	75%	13%
% Retailed of Non-New Franchise	1%	1%	4%
Avg. Days to Sale	25.3	16.8	36.2
Avg. Transaction Price	\$ 22,132	\$ 22,984	\$ 20,086
Avg. Transaction to Market %	95%	73%	75%
Avg. Transactional Discount	\$ 54	\$ 10	\$ 248
Avg. Front End Gross	\$ 1,550	\$ 1,849	\$ 1,147
Avg. Finance Gross	\$ 2,144	\$ 2,008	\$ 2,393
PUVR	\$ 3,652	\$ 3,857	\$ 3,540
Total Gross (Units & PUVR)	\$ 730,497	\$ 574,653	\$ 88,503
GROI	235%	360%	175%
% with Trade	7%	8%	4%
Avg. Over/Under Allowance	-64	-120	500



46-60 days	61-90 days	90+ days
13	11	2
7%	6%	1%
0%	0%	0%
51.8	71.8	94.0
\$ 20,439	\$ 18,454	\$ 21,715
72%	85%	94%
\$ 32	\$ 139	\$ 265
\$ 1,053	\$ (69)	\$ (554)
\$ 2,485	\$ 2,772	\$ 2,411
\$ 3,538	\$ 2,704	\$ 1,858
\$ 45,997	\$ 29,742	\$ 3,715
120%	73%	33%
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!