

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Transactional Discount (\$)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	\$ 1,200	\$1,500	\$500
1	118916A	2013	Volkswagen	Passat	17	Trade on New	No	No	\$ 9,966	\$ 9,666	121%	\$ 300	\$3,006	\$1,110
2	118998A	2022	Honda	Civic	18	Trade on New	Yes	Yes	\$ 25,599	\$ 25,599	105%	\$ -	\$2,856	\$726
3	301615A	2022	Volvo	XC60	43	Trade on New	Yes	Yes	\$ 34,299	\$ 34,299	100%	\$ -	\$1,527	\$300
4	118846A	2021	Honda	CR-V	105	Trade on New	No	Yes	\$ 25,077	\$ 25,077	98%	\$ -	\$1,100	\$3,215
5	931170	2013	Chevrolet	Suburban	21	Street/Curb Buy	No	No	\$ 22,966	\$ 22,966	131%	\$ -	\$1,983	\$450
6	926054	2022	Honda	Odyssey	9	Street/Curb Buy	Yes	Yes	\$ 39,799	\$ 37,000	102%	\$ 2,799	\$1,342	\$1,600
7	301618A	2021	Ford	Expedition	56	Trade on New	No	No	\$ 46,877	\$ 43,400	102%	\$ 3,477	\$1,419	\$750
8	406717A	2021	Honda	CR-V	31	Trade on New	Yes	Yes	\$ 27,499	\$ 26,999	99%	\$ 500	\$1,631	\$360
9	209761A	2017	Ford	Mustang	14	Trade on New	No	No	\$ 20,988	\$ 19,273	108%	\$ 1,715	\$1,852	\$0
10	596420A	2022	Volkswagen	Taos	25	Trade on New	No	No	\$ 22,977	\$ 20,489	111%	\$ 2,488	\$1,458	\$4,182
11	209589A	2021	Toyota	Rav4	39	Trade on New	Yes	No	\$ 31,499	\$ 31,499	100%	\$ -	\$2,924	\$2,549
12	301488A	2016	Volkswagen	Golf	41	Trade on New	No	No	\$ 13,966	\$ 12,966	109%	\$ 1,000	\$997	\$0
13	118772A	2019	Toyota	Prius	32	Trade on New	No	No	\$ 23,688	\$ 23,358	103%	\$ 330	\$3,828	\$298
14	931088A	2022	Hyundai	Palisade	13	Trade on New	Yes	No	\$ 35,799	\$ 34,863	101%	\$ 936	\$1,199	\$1,150
15	118945A	2022	Honda	CR-V	30	Trade on New	Yes	Yes	\$ 32,999	\$ 31,695	100%	\$ 1,304	\$2,078	\$3,613
16	118982A	2022	Honda	CR-V	25	Trade on New	Yes	Yes	\$ 29,299	\$ 29,299	99%	\$ -	\$999	\$613
17	931104	2017	Volvo	S90	34	Street/Curb Buy	No	Yes	\$ 23,966	\$ 23,966	121%	\$ -	\$7,664	\$2,149
18	931065	2021	Volvo	XC90	43	Auction/Wholesale	Yes	Yes	\$ 34,099	\$ 34,099	100%	\$ -	\$464	\$2,043
19	119011A	2018	Honda	Civic	11	Trade on New	No	Yes	\$ 20,977	\$ 20,627	106%	\$ 350	\$2,302	\$1,039
20	209770A	2019	Nissan	Versa	33	Trade on New	No	Yes	\$ 12,977	\$ 12,977	108%	\$ -	\$3,104	\$0
21	209693A	2021	Nissan	Rogue	21	Trade on New	Yes	Yes	\$ 27,699	\$ 27,699	108%	\$ -	\$2,091	\$1,074
22	930920A	2007	Nissan	Frontier	43	Trade on New	No	Yes	\$ 5,950	\$ 4,298	65%	\$ 1,652	\$422	\$0
23	596437A	2020	Chevrolet	Silverado	23	Trade on New	No	No	\$ 37,388	\$ 36,143	103%	\$ 1,245	\$1,001	\$4,191
24	301541A	2024	Toyota	Rav4	21	Trade on New	Yes	No	\$ 40,799	\$ 38,989	98%	\$ 1,810	\$1,500	\$2,758
25	301642A	2020	Toyota	4Runner	23	Trade on New	No	No	\$ 31,866	\$ 30,500	101%	\$ 1,366	\$311	\$0
26	596459A	2016	Chevrolet	Malibu	22	Trade on New	No	No	\$ 14,266	\$ 10,766	126%	\$ 3,500	\$2,176	\$1,328
27	375057A	2019	Ford	Escape	28	Trade on New	No	No	\$ 17,777	\$ 16,200	105%	\$ 1,577	\$1,508	\$672
28	119054A	2019	Honda	CR-V	26	Trade on New	No	Yes	\$ 22,799	\$ 21,200	101%	\$ 1,599	\$1,115	\$1,984
29	931141	2021	Nissan	Rogue	38	LBO OEM/Leasing Co.	Yes	Yes	\$ 24,799	\$ 24,799	99%	\$ -	\$0	\$3,671
30	119062A	2021	Toyota	Rav4	9	Trade on New	No	No	\$ 37,566	\$ 37,566	102%	\$ -	\$5,881	\$2,999
31	119078A	2021	Honda	CR-V	18	Trade on New	Yes	Yes	\$ 27,999	\$ 25,957	103%	\$ 2,042	\$985	\$795
32	375311A	2017	Ford	F350	44	Trade on New	No	No	\$ 52,877	\$ 53,377	100%	\$ (500)	\$3,160	\$1,282
33	931041	2022	Ford	F150	63	Street/Curb Buy	No	No	\$ 40,899	\$ 40,899	96%	\$ -	\$0	\$1,788
34	931283	2021	Toyota	Tacoma	12	Street/Curb Buy	Yes	No	\$ 41,999	\$ 38,499	103%	\$ 3,500	\$0	\$5,393
35	931228	2015	Subaru	Forester	23	Street/Curb Buy	No	No	\$ 18,965	\$ 16,900	128%	\$ 2,065	\$1,590	\$1,148
36	119082A	2022	Honda	CR-V	23	Trade on New	Yes	Yes	\$ 28,899	\$ 28,561	99%	\$ 338	\$2,331	\$0
37	931244	2021	Honda	CR-V	23	LBO OEM/Leasing Co.	Yes	Yes	\$ 27,999	\$ 26,999	104%	\$ 1,000	\$3,940	\$1,000
38	931196	2021	Nissan	Sentra	31	Street/Curb Buy	Yes	Yes	\$ 20,499	\$ 19,250	103%	\$ 1,249	\$2,718	\$1,789
39	931114	2022	Volvo	XC60	50	Auction/Wholesale	Yes	Yes	\$ 40,099	\$ 40,178	102%	\$ (79)	\$143	\$361
40	118960a	2017	Honda	Civic	6	Trade on New	No	Yes	\$ 16,366	\$ 16,366	104%	\$ -	\$4,548	\$1,615
41	931066	2023	Subaru	Legacy	59	Auction/Wholesale	No	No	\$ 22,977	\$ 20,800	107%	\$ 2,177	\$0	\$0
42	931143	2023	Nissan	Rogue	43	Auction/Wholesale	Yes	Yes	\$ 25,977	\$ 25,977	95%	\$ -	\$150	\$1,901
43	611723A	2023	Toyota	Highlander	21	Trade on New	Yes	No	\$ 43,599	\$ 42,322	99%	\$ 1,277	\$2,622	\$685
44	209658A	2021	Nissan	Rogue	32	Trade on New	Yes	Yes	\$ 22,099	\$ 22,099	99%	\$ -	(\$82)	\$0
45	209759A	2023	Mazda	CX-30	4	Trade on New	Yes	No	\$ 22,999	\$ 22,749	97%	\$ 250	\$3,526	\$2,573
46	931214	2023	Nissan	Rogue	33	Auction/Wholesale	Yes	Yes	\$ 27,999	\$ 27,499	106%	\$ 500	\$81	\$1,013
47	931331	2022	Honda	CR-V	5	Street/Curb Buy	Yes	Yes	\$ 28,999	\$ 28,999	106%	\$ -	\$2,669	\$2,133
48	118949A	2021	GMC	Sierra	49	Trade on New	Yes	No	\$ 47,499	\$ 47,000	101%	\$ 499	\$4,112	\$6,437
49	119112Q	2025	Honda	Pilot	2	Trade on New	Yes	Yes	\$ 52,999	\$ 51,523	101%	\$ 1,476	\$3,050	\$100
50	209726A	2016	Honda	CR-V	10	Trade on New	No	Yes	\$ 17,466	\$ 16,400	106%	\$ 1,066	\$2,156	\$3,487
51	930977	2021	Chevrolet	Silverado	87	Auction/Wholesale	Yes	No	\$ 28,999	\$ 28,999	94%	\$ -	\$0	\$1,378
52	931131	2017	Mazda	CX5	52	Auction/Wholesale	No	No	\$ 18,966	\$ 18,966	108%	\$ -	\$0	\$1,783
53	119074A	2012	Honda	CR-V	28	Trade on New	No	Yes	\$ 14,966	\$ 14,534	113%	\$ 432	\$2,664	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	41%
Total # Retail Units	95
Avg. Days to Sale	30.2
Avg. Advertised Price (Time of Sale)	\$ 27,976
Avg. Transaction Price	\$ 27,362
Avg. Market Price at 100%	\$ 27,237
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 615
Avg. Front-End Gross	\$ 2,074
Avg. Finance Gross	\$ 1,666
PUVR	\$ 3,740
Total Gross (Units & PUVR)	\$ 355,307
GROI	163%
% with Trade	33%
Avg. Over/Under Allowance	\$92



Scoreboard

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Desk Manager	Totals	Ben Doucette	Josh Rickman
% Retailed of Non-New Franchise	41%	73%	39%
Total # Retail Units	95	15	31
Avg. Days to Sale	30.2	28.8	27.6
Avg. Advertised Price (Time of Sale)	\$ 27,976	\$ 27,232	\$ 28,851
Avg. Transaction Price	\$ 27,362	\$ 26,426	\$ 28,025
Avg. Market Price at 100%	\$ 27,237	\$ 26,343	\$ 28,407
Avg. Price to Market % (Time of Sale)	103%	103%	102%
Avg. Transaction to Market	100%	100%	99%
Avg. Transactional Discount	\$ 615	\$ 806	\$ 825
Avg. Front-End Gross	\$ 2,074	\$ 1,975	\$ 2,111
Avg. Finance Gross	\$ 1,666	\$ 902	\$ 2,166
PUVR	\$ 3,740	\$ 2,877	\$ 4,277
Total Gross (Units & PUVR)	\$ 355,307	\$ 43,150	\$ 132,589
GROI	163%	136%	199%
% with Trade	33%	20%	23%
Avg. Over/Under Allowance	92	350	-143



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Trey Prouty	Corey Richards	Selden Wheeler	Connor Darling
28%	0%	50%	40%
29	1	4	15
36.2	43.0	26.8	25.7
\$ 27,604	\$ 34,299	\$ 32,894	\$ 25,901
\$ 27,190	\$ 34,299	\$ 31,931	\$ 25,576
\$ 27,013	\$ 34,299	\$ 32,204	\$ 25,741
102%	100%	102%	101%
101%	100%	99%	99%
\$ 414	\$ -	\$ 963	\$ 325
\$ 2,151	\$ 1,527	\$ 1,098	\$ 2,243
\$ 1,348	\$ 300	\$ 2,324	\$ 1,930
\$ 3,499	\$ 1,827	\$ 3,422	\$ 4,173
\$ 101,457	\$ 1,827	\$ 13,687	\$ 62,597
128%	45%	144%	229%
45%	0%	100%	27%
114	#DIV/0!	0	409

Scoreboard

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Sales Consultant	Totals	Scott Larrabee	Michael Leonard
% Retailed of Non-New Franchise	41%	75%	17%
Total # Retail Units	95	4	6
Avg. Days to Sale	30.2	31.0	22.0
Avg. Advertised Price (Time of Sale)	\$ 27,976	\$ 31,252	\$ 28,175
Avg. Transaction Price	\$ 27,362	\$ 31,127	\$ 27,742
Avg. Market Price at 100%	\$ 27,237	\$ 30,397	\$ 27,553
Avg. Price to Market % (Time of Sale)	103%	103%	102%
Avg. Transaction to Market	100%	102%	101%
Avg. Transactional Discount	\$ 615	\$ 125	\$ 433
Avg. Front-End Gross	\$ 2,074	\$ 2,910	\$ 2,902
Avg. Finance Gross	\$ 1,666	\$ 3,642	\$ 1,857
PUVR	\$ 3,740	\$ 6,552	\$ 4,759
Total Gross (Units & PUVR)	\$ 355,307	\$ 26,207	\$ 28,555
GROI	163%	244%	281%
% with Trade	33%	50%	50%
Avg. Over/Under Allowance	92	0	617



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Joe Pelletier	Brian Perry	Christian Quinones	Kendall Seavey
33%	42%	42%	33%
3	12	12	6
20.3	24.7	33.8	23.3
\$ 40,388	\$ 24,567	\$ 22,878	\$ 30,440
\$ 39,622	\$ 23,198	\$ 22,571	\$ 29,966
\$ 39,851	\$ 23,760	\$ 21,965	\$ 30,132
101%	103%	104%	101%
99%	98%	103%	99%
\$ 766	\$ 1,369	\$ 307	\$ 475
\$ 2,880	\$ 1,443	\$ 1,825	\$ 2,292
\$ 1,167	\$ 1,301	\$ 1,575	\$ 1,290
\$ 4,047	\$ 2,744	\$ 3,400	\$ 3,582
\$ 12,140	\$ 32,926	\$ 40,801	\$ 21,494
181%	173%	161%	184%
33%	33%	17%	0%
0	-1,500	0	#DIV/0!

Kathy Shedd	Kaleb Smith	Kaleb Storm	Ryan Tesseo
20%	0%	38%	33%
5	5	8	3
23.2	30.8	35.5	26.7
\$ 30,492	\$ 29,095	\$ 24,139	\$ 27,488
\$ 30,532	\$ 28,947	\$ 23,824	\$ 27,488
\$ 29,861	\$ 28,968	\$ 23,725	\$ 26,949
102%	100%	102%	102%
102%	100%	100%	102%
\$ (40)	\$ 148	\$ 315	\$ -
\$ 3,150	\$ 2,175	\$ 2,295	\$ 2,050
\$ 1,928	\$ 2,002	\$ 356	\$ 1,509
\$ 5,079	\$ 4,177	\$ 2,651	\$ 3,559
\$ 25,393	\$ 20,884	\$ 21,204	\$ 10,677
258%	169%	113%	175%
20%	0%	38%	0%
1,634	#DIV/0!	500	#DIV/0!

Lucas Tuell	Curran Granger	Nicholas Clark	
83%	40%	33%	#DIV/0!
12	10	9	0
25.5	44.8	36.3	#DIV/0!
\$ 25,501	\$ 31,235	\$ 33,186	#DIV/0!
\$ 24,435	\$ 30,511	\$ 32,414	#DIV/0!
\$ 25,140	\$ 30,694	\$ 33,223	#DIV/0!
101%	102%	100%	#DIV/0!
97%	99%	98%	#DIV/0!
\$ 1,066	\$ 724	\$ 772	#DIV/0!
\$ 1,493	\$ 2,335	\$ 1,549	#DIV/0!
\$ 1,724	\$ 1,987	\$ 2,140	#DIV/0!
\$ 3,217	\$ 4,322	\$ 3,689	#DIV/0!
\$ 38,607	\$ 43,220	\$ 33,199	#DIV/0!
186%	114%	113%	#DIV/0!
33%	70%	44%	#DIV/0!
0	100	750	#DIV/0!

Scoreboard

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Finance Manager	Totals	Nick Spann	Wes Bearce
% Retailed of Non-New Franchise	41%	46%	36%
Total # Retail Units	95	35	42
Avg. Days to Sale	30.2	31.1	30.8
Avg. Advertised Price (Time of Sale)	\$ 27,976	\$ 28,687	\$ 28,546
Avg. Transaction Price	\$ 27,362	\$ 27,757	\$ 28,186
Avg. Market Price at 100%	\$ 27,237	\$ 28,005	\$ 28,046
Avg. Price to Market % (Time of Sale)	103%	102%	102%
Avg. Transaction to Market	100%	99%	101%
Avg. Transactional Discount	\$ 615	\$ 930	\$ 360
Avg. Front-End Gross	\$ 2,074	\$ 1,920	\$ 2,270
Avg. Finance Gross	\$ 1,666	\$ 1,605	\$ 1,980
PUVR	\$ 3,740	\$ 3,525	\$ 4,250
Total Gross (Units & PUVR)	\$ 355,307	\$ 123,378	\$ 178,494
GROI	163%	147%	176%
% with Trade	33%	37%	29%
Avg. Over/Under Allowance	92	-50	318



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Corey Richards	Brian Perry		
46%	33%	#DIV/0!	#DIV/0!
13	3	0	0
25.2	27.0	#DIV/0!	#DIV/0!
\$ 27,313	\$ 21,716	#DIV/0!	#DIV/0!
\$ 26,760	\$ 20,485	#DIV/0!	#DIV/0!
\$ 26,809	\$ 22,308	#DIV/0!	#DIV/0!
102%	97%	#DIV/0!	#DIV/0!
100%	92%	#DIV/0!	#DIV/0!
\$ 553	\$ 1,231	#DIV/0!	#DIV/0!
\$ 2,106	\$ 1,683	#DIV/0!	#DIV/0!
\$ 1,212	\$ 917	#DIV/0!	#DIV/0!
\$ 3,318	\$ 2,601	#DIV/0!	#DIV/0!
\$ 43,136	\$ 7,802	#DIV/0!	#DIV/0!
177%	169%	#DIV/0!	#DIV/0!
31%	33%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	95	45	49
Avg. Days to Sale	30.2	29.0	30.8
Avg. Advertised Price (Time of Sale)	\$ 27,976	\$ 32,325	\$ 22,999
Avg. Transaction Price	\$ 27,362	\$ 31,811	\$ 22,999
Avg. Market Price at 100%	\$ 27,237	\$ 32,044	\$ 22,935
Avg. Price to Market % (Time of Sale)	103%	101%	100%
Avg. Transaction to Market	100%	99%	100%
Avg. Transactional Discount	\$ 615	\$ 514	\$ 719
Avg. Front-End Gross	\$ 2,074	\$ 2,130	\$ 2,065
Avg. Finance Gross	\$ 1,666	\$ 2,004	\$ 1,353
PUVR	\$ 3,740	\$ 4,134	\$ 3,418
Total Gross (Units & PUVR)	\$ 355,307	\$ 186,046	\$ 167,473
GROI	163%	162%	174%
% with Trade	33%	22%	41%
Avg. Over/Under Allowance	92	583	-191



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	95	56	39
Avg. Days to Sale	30.2	28.1	33.3
Avg. Advertised Price (Time of Sale)	\$ 27,976	\$ 27,892	\$ 27,141
Avg. Transaction Price	\$ 27,362	\$ 27,515	\$ 27,141
Avg. Market Price at 100%	\$ 27,237	\$ 27,422	\$ 27,506
Avg. Price to Market % (Time of Sale)	103%	102%	99%
Avg. Transaction to Market	100%	100%	99%
Avg. Transactional Discount	\$ 615	\$ 377	\$ 956
Avg. Front-End Gross	\$ 2,074	\$ 2,315	\$ 1,727
Avg. Finance Gross	\$ 1,666	\$ 1,755	\$ 1,539
PUVR	\$ 3,740	\$ 4,070	\$ 3,266
Total Gross (Units & PUVR)	\$ 355,307	\$ 227,919	\$ 127,388
GROI	163%	189%	130%
% with Trade	33%	25%	44%
Avg. Over/Under Allowance	92	332	-88



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	95	65	3
% of Retail Units	100%	68%	3%
% Retailed of Non-New Franchise	41%	42%	100%
Avg. Days to Sale	30.2	28.6	32.0
Avg. Transaction Price	\$ 27,362	\$ 28,124	\$ 18,432
Avg. Transaction to Market %	100%	99%	96%
Avg. Transactional Discount	\$ 615	\$ 670	\$ 307
Avg. Front End Gross	\$ 2,074	\$ 2,252	\$ 1,550
Avg. Finance Gross	\$ 1,666	\$ 1,671	\$ 463
PUVR	\$ 3,740	\$ 3,924	\$ 2,013
Total Gross (Units & PUVR)	\$ 355,307	\$ 255,029	\$ 6,039
GROI	163%	176%	123%
% with Trade	33%	34%	0%
Avg. Over/Under Allowance	92	104	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
12	10	3	0
13%	11%	3%	0%
42%	40%	0%	#DIV/0!
28.8	48.2	11.0	#DIV/0!
\$ 25,793	\$ 28,227	\$ 24,132	#DIV/0!
105%	101%	104%	#DIV/0!
\$ 814	\$ 285	\$ 100	#DIV/0!
\$ 1,939	\$ 223	\$ 5,514	#DIV/0!
\$ 1,858	\$ 1,341	\$ 2,630	#DIV/0!
\$ 3,797	\$ 1,564	\$ 8,143	#DIV/0!
\$ 45,560	\$ 15,638	\$ 24,430	#DIV/0!
184%	41%	1104%	#DIV/0!
25%	50%	33%	#DIV/0!
0	125	0	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
2	0	0
2%	0%	0%
0%	#DIV/0!	#DIV/0!
30.5	#DIV/0!	#DIV/0!
\$ 25,899	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
\$ 500	#DIV/0!	#DIV/0!
\$ 1,970	#DIV/0!	#DIV/0!
\$ 2,336	#DIV/0!	#DIV/0!
\$ 4,306	#DIV/0!	#DIV/0!
\$ 8,611	#DIV/0!	#DIV/0!
196%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	95	54	25
% of Retail Units	100%	57%	26%
% Retailed of Non-New Franchise	41%	37%	44%
Avg. Days to Sale	30.2	16.9	38.2
Avg. Transaction Price	\$ 27,362	\$ 26,399	\$ 24,237
Avg. Transaction to Market %	100%	101%	98%
Avg. Transactional Discount	\$ 615	\$ 732	\$ 423
Avg. Front End Gross	\$ 2,074	\$ 2,533	\$ 1,642
Avg. Finance Gross	\$ 1,666	\$ 1,787	\$ 1,147
PUVR	\$ 3,740	\$ 4,321	\$ 2,789
Total Gross (Units & PUVR)	\$ 355,307	\$ 233,311	\$ 69,726
GROI	163%	348%	108%
% with Trade	33%	31%	28%
Avg. Over/Under Allowance	92	-194	214



46-60 days	61-90 days	90+ days
9	6	1
9%	6%	1%
56%	50%	0%
54.2	68.5	105.0
\$ 33,845	\$ 39,696	\$ 25,077
100%	96%	98%
\$ 831	\$ 132	\$ -
\$ 1,451	\$ 833	\$ 1,100
\$ 1,510	\$ 2,718	\$ 3,215
\$ 2,961	\$ 3,551	\$ 4,315
\$ 26,649	\$ 21,306	\$ 4,315
58%	47%	59%
33%	50%	100%
1,500	167	500