

Unit #	L62874B	2016	A	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	L61822A	2018	Subaru	FORESTER	7	Trade on New	No	\$ 18,800	\$ 13,613	107%	\$1,301	\$0
2	L61012B	2022	Acura	MDX	52	Trade on New	Yes	\$ 41,750	\$ 41,750	99%	\$663	\$1,380
3	LL0680	2024	Acura	TLX	33	Loaner	Yes	\$ 39,250	\$ 39,250	103%	\$1,054	\$1,757
4	A50101A	2022	Acura	MDX	23	Trade on New	Yes	\$ 41,000	\$ 41,000	96%	\$1,488	\$0
5	LL4160	2024	Acura	RDX	53	Loaner	Yes	\$ 38,000	\$ 38,000	98%	\$330	\$1,191
6	L63301A	2023	Acura	MDX	32	Trade on New	Yes	\$ 48,750	\$ 47,056	101%	\$959	\$149
7	L69617A	2022	Acura	RDX	31	Trade on New	Yes	\$ 33,795	\$ 32,350	98%	(\$1,663)	\$1,210
8	L64895A	2023	Acura	MDX	9	Trade on New	Yes	\$ 40,000	\$ 40,000	99%	\$1,191	\$2,634
9	LA5347	2022	Acura	MDX	5	Street/Curb Buy	Yes	\$ 40,000	\$ 38,109	98%	\$2,371	\$0
10	L82545A	2021	Honda	CIVIC	17	Trade on New	No	\$ 39,000	\$ 38,808	96%	\$3,602	\$6,115
11	LI7329A	2023	Acura	RDX	8	Trade on New	Yes	\$ 38,800	\$ 38,800	98%	\$1,197	\$1,675
12	L80632A	2020	Acura	RDX	19	Trade on New	Yes	\$ 28,750	\$ 29,000	98%	\$1,193	\$2,475
13	LL5257A	2017	Acura	RDX	14	Trade on Used	Yes	\$ 20,250	\$ 20,100	94%	\$1,505	\$0
14	LP7277	2020	Acura	MDX	1	LBO Customer	No	\$ 23,891	\$ 23,891	95%	\$0	\$500
15	LL4041	2024	Acura	RDX	28	Loaner	Yes	\$ 44,000	\$ 41,900	97%	(\$87)	\$300
16	L64736A	2022	Acura	MDX	8	Trade on New	Yes	\$ 39,500	\$ 38,750	99%	\$1,147	\$3,854
17	L803241A	2022	Acura	RDX	10	Trade on New	Yes	\$ 36,750	\$ 36,551	98%	\$483	\$0
18	L80071A	2017	Ford	ESCAPE	56	Trade on New	No	\$ 10,000	\$ 10,000	91%	(\$40)	\$2,000
19	LI2322A	2022	Acura	MDX	10	Trade on New	Yes	\$ 43,750	\$ 43,750	99%	\$2,977	\$4,070
20	L608274A	2024	Acura	MDX	36	Trade on New	Yes	\$ 50,000	\$ 48,750	94%	(\$495)	\$300
21	L84093A	2021	Acura	TLX	3	Trade on New	Yes	\$ 28,000	\$ 28,000	99%	\$978	\$3,732
22	LI4577A	2023	Acura	INTEGRA	23	Trade on New	Yes	\$ 27,750	\$ 26,000	96%	(\$222)	\$0
23	L89537A	2023	Acura	MDX	29	Trade on New	Yes	\$ 43,750	\$ 42,406	99%	\$500	\$0
24	L65815A	2020	Acura	MDX	10	Trade on New	Yes	\$ 28,500	\$ 28,500	100%	\$2,832	\$2,026
25	L85861A	2023	Acura	TLX	17	Trade on New	Yes	\$ 37,900	\$ 37,900	102%	\$3,514	\$1,201
26	L400388A	2023	Acura	INTEGRA	24	Trade on New	Yes	\$ 28,500	\$ 28,500	99%	\$359	\$1,690
27	L80632B	2018	Toyota	CAMRY	12	Trade on Used	No	\$ 18,000	\$ 18,000	99%	\$3,522	\$3,627
28	L610751A	2022	Acura	MDX	12	Trade on New	Yes	\$ 38,900	\$ 38,900	99%	(\$876)	\$700
29	LL9870	2024	Acura	RDX	37	Loaner	Yes	\$ 43,900	\$ 43,400	96%	\$1,980	\$1,015
30	LZ3886A	2022	Acura	MDX	17	Trade on New	Yes	\$ 41,750	\$ 41,750	97%	\$1,127	\$4,160
31	LP4349	2021	Acura	RDX	0	LBO Customer	No	\$ 19,799	\$ 19,799	100%	\$0	\$3,438
32	LL0070	2024	Acura	RDX	105	Loaner	Yes	\$ 371,000	\$ 37,100	99%	(\$952)	\$952
33	L65433A	2023	Acura	MDX	52	Trade on New	Yes	\$ 42,250	\$ 41,956	99%	\$2,313	\$3,777
34	L40750A	2023	Acura	INTEGRAS	26	Trade on New	Yes	\$ 28,050	\$ 28,050	99%	\$1,950	\$0

35	A50125A	2021	Acura	RDX	31	Trade on New	Yes	\$ 27,650	\$ 27,650	99%	\$1,742	\$2,606
36	L69437A	2016	Acura	MDX	27	Trade on New	Yes	\$ 19,700	\$ 17,684	100%	\$258	\$300
37	LL8222	2024	Acura	RDX	10	Loaner	Yes	\$ 40,000	\$ 40,500	97%	\$1,675	\$1,070
38	LL5144	2024	Acura	RDX	44	Loaner	Yes	\$ 40,000	\$ 40,309	97%	\$1,522	\$2,256
39	LI1979A	2023	Acura	INTEGRA	61	Loaner	Yes	\$ 26,500	\$ 26,499	95%	(\$897)	\$1,090
40	LL5384	2024	Acura	RDX	44	Loaner	Yes	\$ 40,000	\$ 39,900	96%	\$1,120	\$0
41	L66548B	2023	Acura	RDX	25	Trade on Used	Yes	\$ 42,050	\$ 42,050	98%	\$2,416	\$1,010
42	LL2979	2024	Acura	RDX	50	Loaner	Yes	\$ 40,000	\$ 40,000	97%	\$1,966	\$300
43	L66111A	2024	Honda	PASSPORT	140	Trade on New	No	\$ 37,000	\$ 36,000	93%	(\$30,851)	\$0
44	LL0269	2024	Acura	INTEGRA	21	Loaner	Yes	\$ 29,650	\$ 29,700	99%	\$1,979	\$899
45	L62711A	2024	Acura	MDX	7	Trade on New	Yes	\$ 50,500	\$ 48,949	100%	\$710	\$2,640
46	L89654A	2020	Acura	RDX	42	Trade on New	Yes	\$ 26,500	\$ 26,250	99%	\$4,046	\$0
47	L41468A	2015	Acura	TLX	16	Trade on New	Yes	\$ 13,500	\$ 16,100	101%	\$242	\$789
48	A40651A	2019	Toyota	TACOMA	90	Trade on New	No	\$ 29,000	\$ 28,800	88%	(\$1,877)	\$0
49	LI0303A	2023	Acura	TLX	16	Trade on New	Yes	\$ 48,000	\$ 47,000	100%	(\$457)	\$1,879
50	LL6450	2024	Acura	INTEGRA	66	Loaner	Yes	\$ 28,750	\$ 28,406	95%	(\$412)	\$0
51	LZ5805A	2023	Acura	MDX	17	Trade on New	Yes	\$ 45,900	\$ 45,000	98%	(\$381)	\$884
52	LZ1701A	2024	Acura	MDX	37	Trade on New	Yes	\$ 48,500	\$ 48,000	98%	\$26	\$1,676
53	L608343A	20217	Toyota	HIGHLANDER	12	Trade on New	No	\$ 22,500	\$ 22,500	98%	\$248	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	28%
Total # Retail Units	200
Avg. Days to Sale	33.9
Avg. Advertised Price (Time of Sale)	\$ 37,740
Avg. Transaction Price	\$ 33,132
Avg. Market Price at 100%	\$ 38,593
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	86%
Avg. Transactional Discount	\$ 4,608
Avg. Front-End Gross	\$ 908
Avg. Finance Gross	\$ 1,337
PUVR	\$ 2,245
Total Gross (Units & PUVR)	\$ 448,968
GROI	72%
% with Trade	22%
Avg. Over/Under Allowance	\$127



Scoreboard

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Desk Manager	Totals	DANNY	AUBREY
% Retailed of Non-New Franchise	28%	34%	25%
Total # Retail Units	200	41	56
Avg. Days to Sale	33.9	34.9	33.0
Avg. Advertised Price (Time of Sale)	\$ 37,740	\$ 45,802	\$ 38,747
Avg. Transaction Price	\$ 33,132	\$ 32,848	\$ 32,264
Avg. Market Price at 100%	\$ 38,593	\$ 46,707	\$ 39,409
Avg. Price to Market % (Time of Sale)	98%	98%	98%
Avg. Transaction to Market	86%	70%	82%
Avg. Transactional Discount	\$ 4,608	\$ 12,954	\$ 6,484
Avg. Front-End Gross	\$ 908	\$ 1,041	\$ 1,144
Avg. Finance Gross	\$ 1,337	\$ 1,334	\$ 1,222
PUVR	\$ 2,245	\$ 2,374	\$ 2,365
Total Gross (Units & PUVR)	\$ 448,968	\$ 97,351	\$ 132,463
GROI	72%	75%	80%
% with Trade	22%	17%	23%
Avg. Over/Under Allowance	127	232	71



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27%	#DIV/0!	#DIV/0!	#DIV/0!
103	0	0	0
34.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,983	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,716	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,849	#DIV/0!	#DIV/0!	#DIV/0!
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\$ 266	#DIV/0!	#DIV/0!	#DIV/0!
\$ 727	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,400	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,128	#DIV/0!	#DIV/0!	#DIV/0!
\$ 219,153	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Sales Consultant	Totals	MYCHAL	ALLEN
% Retailed of Non-New Franchise	28%	0%	30%
Total # Retail Units	200	4	23
Avg. Days to Sale	33.9	29.3	31.0
Avg. Advertised Price (Time of Sale)	\$ 37,740	\$ 37,488	\$ 35,101
Avg. Transaction Price	\$ 33,132	\$ 37,175	\$ 34,645
Avg. Market Price at 100%	\$ 38,593	\$ 38,495	\$ 36,064
Avg. Price to Market % (Time of Sale)	98%	97%	97%
Avg. Transaction to Market	86%	97%	96%
Avg. Transactional Discount	\$ 4,608	\$ 313	\$ 456
Avg. Front-End Gross	\$ 908	\$ 1,280	\$ 1,488
Avg. Finance Gross	\$ 1,337	\$ 979	\$ 1,736
PUVR	\$ 2,245	\$ 2,259	\$ 3,224
Total Gross (Units & PUVR)	\$ 448,968	\$ 9,035	\$ 74,146
GROI	72%	75%	108%
% with Trade	22%	50%	35%
Avg. Over/Under Allowance	127	525	287



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RONALD	BRIAN	TONY	SIMEON
24%	29%	37%	25%
34	45	38	56
33.5	37.0	29.7	35.9
\$ 35,158	\$ 39,987	\$ 32,745	\$ 41,992
\$ 34,627	\$ 32,282	\$ 32,387	\$ 32,502
\$ 35,588	\$ 40,980	\$ 33,406	\$ 42,935
99%	98%	98%	98%
97%	79%	97%	76%
\$ 532	\$ 7,705	\$ 359	\$ 9,490
\$ 829	\$ 412	\$ 1,370	\$ 777
\$ 1,783	\$ 1,532	\$ 890	\$ 1,073
\$ 2,612	\$ 1,944	\$ 2,260	\$ 1,850
\$ 88,805	\$ 87,489	\$ 85,879	\$ 103,614
81%	59%	85%	57%
24%	24%	13%	16%
147	111	71	71

Scoreboard

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Finance Manager	Totals	JOEY	VICTOR
% Retailed of Non-New Franchise	28%	32%	25%
Total # Retail Units	200	95	105
Avg. Days to Sale	33.9	32.6	35.0
Avg. Advertised Price (Time of Sale)	\$ 37,740	\$ 36,818	\$ 38,573
Avg. Transaction Price	\$ 33,132	\$ 32,914	\$ 33,329
Avg. Market Price at 100%	\$ 38,593	\$ 37,502	\$ 39,510
Avg. Price to Market % (Time of Sale)	98%	98%	98%
Avg. Transaction to Market	86%	88%	84%
Avg. Transactional Discount	\$ 4,608	\$ 3,905	\$ 5,245
Avg. Front-End Gross	\$ 908	\$ 1,101	\$ 733
Avg. Finance Gross	\$ 1,337	\$ 1,554	\$ 1,140
PUVR	\$ 2,245	\$ 2,656	\$ 1,873
Total Gross (Units & PUVR)	\$ 448,968	\$ 252,278	\$ 196,690
GROI	72%	89%	58%
% with Trade	22%	22%	21%
Avg. Over/Under Allowance	127	122	132



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	141	59
Avg. Days to Sale	33.9	32.8	36.5
Avg. Advertised Price (Time of Sale)	\$ 37,740	\$ 42,101	\$ 26,853
Avg. Transaction Price	\$ 33,132	\$ 35,759	\$ 26,853
Avg. Market Price at 100%	\$ 38,593	\$ 42,968	\$ 28,014
Avg. Price to Market % (Time of Sale)	98%	98%	96%
Avg. Transaction to Market	86%	83%	96%
Avg. Transactional Discount	\$ 4,608	\$ 6,342	\$ 464
Avg. Front-End Gross	\$ 908	\$ 1,115	\$ 412
Avg. Finance Gross	\$ 1,337	\$ 1,350	\$ 1,306
PUVR	\$ 2,245	\$ 2,465	\$ 1,719
Total Gross (Units & PUVR)	\$ 448,968	\$ 347,568	\$ 101,400
GROI	72%	76%	63%
% with Trade	22%	23%	17%
Avg. Over/Under Allowance	127	154	62



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	144	56
Avg. Days to Sale	33.9	30.2	43.3
Avg. Advertised Price (Time of Sale)	\$ 37,740	\$ 42,195	\$ 25,727
Avg. Transaction Price	\$ 33,132	\$ 36,011	\$ 25,727
Avg. Market Price at 100%	\$ 38,593	\$ 42,986	\$ 27,166
Avg. Price to Market % (Time of Sale)	98%	98%	95%
Avg. Transaction to Market	86%	84%	95%
Avg. Transactional Discount	\$ 4,608	\$ 6,184	\$ 557
Avg. Front-End Gross	\$ 908	\$ 1,067	\$ 501
Avg. Finance Gross	\$ 1,337	\$ 1,408	\$ 1,154
PUVR	\$ 2,245	\$ 2,474	\$ 1,655
Total Gross (Units & PUVR)	\$ 448,968	\$ 356,313	\$ 92,655
GROI	72%	82%	53%
% with Trade	22%	24%	16%
Avg. Over/Under Allowance	127	151	65



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	97	28
% of Retail Units	100%	49%	14%
% Retailed of Non-New Franchise	28%	34%	57%
Avg. Days to Sale	33.9	33.0	28.8
Avg. Transaction Price	\$ 33,132	\$ 30,860	\$ 27,213
Avg. Transaction to Market %	86%	96%	96%
Avg. Transactional Discount	\$ 4,608	\$ 402	\$ 444
Avg. Front End Gross	\$ 908	\$ 930	\$ 1,562
Avg. Finance Gross	\$ 1,337	\$ 1,351	\$ 1,420
PUVR	\$ 2,245	\$ 2,281	\$ 2,982
Total Gross (Units & PUVR)	\$ 448,968	\$ 221,235	\$ 83,506
GROI	72%	81%	137%
% with Trade	22%	23%	18%
Avg. Over/Under Allowance	127	131	89



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
6	2	52	9
3%	1%	26%	5%
0%	100%	0%	0%
24.7	10.5	40.7	6.8
\$ 32,550	\$ 37,450	\$ 41,656	\$ 28,701
96%	98%	94%	99%
\$ 1,232	\$ 500	\$ 16,531	\$ -
\$ 1,312	\$ 3,741	\$ 755	\$ (30)
\$ 2,301	\$ -	\$ 1,219	\$ 1,747
\$ 3,613	\$ 3,741	\$ 1,975	\$ 1,717
\$ 21,680	\$ 7,482	\$ 102,685	\$ 15,455
162%	342%	42%	318%
0%	0%	31%	0%
0	0	195	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	5	0
1%	3%	0%
0%	100%	#DIV/0!
11.0	81.8	#DIV/0!
\$ 43,914	\$ 26,473	#DIV/0!
100%	95%	#DIV/0!
\$ 86	\$ 427	#DIV/0!
\$ 2,669	\$ (1,870)	#DIV/0!
\$ 300	\$ 661	#DIV/0!
\$ 2,969	\$ (1,209)	#DIV/0!
\$ 2,969	\$ (6,044)	#DIV/0!
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0%	0%	#DIV/0!
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	101	36
% of Retail Units	100%	51%	18%
% Retailed of Non-New Franchise	28%	22%	28%
Avg. Days to Sale	33.9	15.8	37.3
Avg. Transaction Price	\$ 33,132	\$ 34,183	\$ 33,193
Avg. Transaction to Market %	86%	97%	96%
Avg. Transactional Discount	\$ 4,608	\$ 5,553	\$ 428
Avg. Front End Gross	\$ 908	\$ 1,780	\$ 779
Avg. Finance Gross	\$ 1,337	\$ 1,489	\$ 1,295
PUVR	\$ 2,245	\$ 3,269	\$ 2,074
Total Gross (Units & PUVR)	\$ 448,968	\$ 330,159	\$ 74,668
GROI	72%	219%	60%
% with Trade	22%	20%	28%
Avg. Over/Under Allowance	127	114	239



46-60 days	61-90 days	90+ days
27	16	11
14%	8%	6%
48%	50%	27%
53.0	72.7	113.2
\$ 30,302	\$ 31,299	\$ 35,255
96%	94%	86%
\$ 120	\$ 366	\$ 30,500
\$ 853	\$ (146)	\$ (4,843)
\$ 1,105	\$ 1,130	\$ 649
\$ 1,958	\$ 985	\$ (4,194)
\$ 52,870	\$ 15,753	\$ (46,136)
44%	16%	-38%
30%	13%	27%
120	63	91