

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	N14410A	21	Honda	PILOT	34	Trade on Used	No	\$ 36,128	\$ 35,400	95%	\$2,178	\$349
2	PC6137	18	Volkswagen	Tiguan	18	Trade on Used	Yes	\$ 33,799	\$ 30,400	90%	\$1,034	\$349
3	N14401A	20	Mazda	cx3	30	Trade on Used	No	\$ 14,226	\$ 13,581	90%	\$3,794	\$349
4	N14542A	19	Nissan	QASHQAI	27	Trade on Used	No	\$ 19,519	\$ 18,900	85%	\$2,723	\$349
5	PC6135	21	Volkswagen	ATLAS	16	Trade on Used	Yes	\$ 42,654	\$ 42,654	95%	\$3,684	\$3,100
6	PC6131	20	Volkswagen	Tiguan	15	Trade on Used	Yes	\$ 28,610	\$ 26,610	95%	\$2,509	\$349
7	PC6104	22	Volkswagen	TAOS	80	Trade on Used	Yes	\$ 30,226	\$ 26,900	95%	\$2,996	\$2,599
8	N14484B	19	Honda	FIT	15	Trade on Used	No	\$ 27,726	\$ 27,494	90%	\$3,564	\$4,418
9	N14401A	20	Mazda	MAZDA 3	14	Trade on Used	No	\$ 14,226	\$ 14,092	80%	\$3,794	\$349
10	N14502A	19	Volkswagen	GOLF	8	Trade on Used	No	\$ 23,551	\$ 23,417	95%	\$4,339	\$2,233
11	N14531A	19	Volkswagen	TIGUAN	1	Trade on Used	No	\$ 11,762	\$ 11,500	90%	\$223	\$0
12	PC6131	20	Volkswagen	TIGUAN	15	Trade on Used	Yes	\$ 28,610	\$ 27,410	95%	\$2,381	\$349
13	PC6125	20	Volkswagen	TIGUAN	12	Trade on Used	Yes	\$ 27,137	\$ 26,410	90%	(\$534)	\$349
14	PC6127	20	Volkswagen	TOGUAN	6	Trade on Used	Yes	\$ 25,997	\$ 28,707	85%	\$3,486	\$1,849
15	N14341A	16	Nissan	ROGUE	67	Trade on Used	No	\$ 7,956	\$ 7,888	85%	\$67	\$0
16	N14438A	23	Volkswagen	GTI	26	Trade on Used	Yes	\$ 44,088	\$ 44,088	95%	\$3,117	\$6,340
17	PC6137	21	Volkswagen	Tiguan	21	Trade on Used	Yes	\$ 337,989	\$ 33,799	95%	\$775	\$1,849
18	PC6141	20	Volkswagen	JETTA	13	Trade on Used	Yes	\$ 19,400	\$ 19,000	95%	\$2,034	\$934
19	PC6140	24	Volkswagen	GOLF GTI	17	Trade on Used	Yes	\$ 37,400	\$ 36,870	95%	\$290	\$239
20	N14269A	18	Hyundai	ACCENT	18	Trade on Used	No	\$ 13,400	\$ 12,400	95%	\$2,374	\$709
21	N1452AA	19	Toyota	COROLLA	25	Trade on Used	No	\$ 20,000	\$ 20,000	95%	\$2,373	\$2,125
22	PC6129	22	Volkswagen	ATLAS	46	LBO OEM/Leasing Co.	Yes	\$ 35,400	\$ 34,400	95%	\$2,181	\$1,349
23	PC6119	19	Volkswagen	Tiguan	3	Trade on Used	Yes	\$ 12,643	\$ 12,643	85%	(\$599)	\$2,172
24	pc6129	22	Volkswagen	ATLAS	59	Trade on Used	No	\$ 35,400	\$ 34,150	90%	\$1,791	\$2,349
25	N14662A	18	Volkswagen	GOLF	10	Trade on Used	Yes	\$ 13,400	\$ 12,400	95%	\$1,154	\$349
26	PC6152	20	Volkswagen	Tiguan	11	Trade on Used	Yes	\$ 23,400	\$ 23,400	90%	\$1,026	\$5,050
27	N14438B	22	Volkswagen	Tiguan	39	Trade on Used	Yes	\$ 29,000	\$ 27,488	95%	\$1,494	\$349

Scoreboard Totals

% Retailed of Non-Franchise Make	7%
Total # Retail Units	29
Avg. Days to Sale	23.1
Avg. Advertised Price (Time of Sale)	\$ 36,291
Avg. Transaction Price	\$ 25,039
Avg. Market Price at 100%	\$ 39,566
Avg. Price to Market % (Time of Sale)	92%
Avg. Transaction to Market	63%
Avg. Transactional Discount	\$ 11,252
Avg. Front-End Gross	\$ 2,158
Avg. Finance Gross	\$ 1,431
PUVR	\$ 3,589
Total Gross (Units & PUVR)	\$ 104,081
GROI	223%
% with Trade	62%
Avg. Over/Under Allowance	\$0



Scoreboard

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Desk Manager	Totals	GERRY JOHANSON	ATTILA LACOB
% Retailed of Non-New Franchise	7%	8%	0%
Total # Retail Units	29	25	1
Avg. Days to Sale	23.1	20.3	67.0
Avg. Advertised Price (Time of Sale)	\$ 36,291	\$ 37,584	\$ 7,956
Avg. Transaction Price	\$ 25,039	\$ 24,625	\$ 7,888
Avg. Market Price at 100%	\$ 39,566	\$ 40,364	\$ 9,360
Avg. Price to Market % (Time of Sale)	92%	93%	85%
Avg. Transaction to Market	63%	61%	84%
Avg. Transactional Discount	\$ 11,252	\$ 12,960	\$ 68
Avg. Front-End Gross	\$ 2,158	\$ 2,052	\$ 67
Avg. Finance Gross	\$ 1,431	\$ 1,299	\$ -
PUVR	\$ 3,589	\$ 3,351	\$ 67
Total Gross (Units & PUVR)	\$ 104,081	\$ 83,770	\$ 67
GROI	223%	242%	5%
% with Trade	62%	64%	0%
Avg. Over/Under Allowance	0	0	0



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RAYMOND Latreille			
0%	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0
35.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,400	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,275	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,035	#DIV/0!	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!	#DIV/0!
89%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,125	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,045	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,349	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,394	#DIV/0!	#DIV/0!	#DIV/0!
\$ 10,787	#DIV/0!	#DIV/0!	#DIV/0!
189%	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Sales Consultant	Totals	Abdalla Al Kabra	ANIK ROY
% Retailed of Non-New Franchise	7%	13%	14%
Total # Retail Units	29	8	7
Avg. Days to Sale	23.1	21.5	17.0
Avg. Advertised Price (Time of Sale)	\$ 36,291	\$ 66,733	\$ 25,710
Avg. Transaction Price	\$ 25,039	\$ 27,478	\$ 25,197
Avg. Market Price at 100%	\$ 39,566	\$ 70,751	\$ 28,221
Avg. Price to Market % (Time of Sale)	92%	94%	91%
Avg. Transaction to Market	63%	39%	89%
Avg. Transactional Discount	\$ 11,252	\$ 39,255	\$ 513
Avg. Front-End Gross	\$ 2,158	\$ 1,963	\$ 1,664
Avg. Finance Gross	\$ 1,431	\$ 1,175	\$ 1,579
PUVR	\$ 3,589	\$ 3,138	\$ 3,243
Total Gross (Units & PUVR)	\$ 104,081	\$ 25,105	\$ 22,703
GROI	223%	191%	273%
% with Trade	62%	63%	71%
Avg. Over/Under Allowance	0	0	0



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AMANDA POISSON	SULAIMAN ABDULRAHIM		
0%	0%	#DIV/0!	#DIV/0!
11	1	0	0
25.1	25.0	#DIV/0!	#DIV/0!
\$ 25,933	\$ 20,000	#DIV/0!	#DIV/0!
\$ 25,241	\$ 20,000	#DIV/0!	#DIV/0!
\$ 28,203	\$ 21,053	#DIV/0!	#DIV/0!
92%	95%	#DIV/0!	#DIV/0!
89%	95%	#DIV/0!	#DIV/0!
\$ 692	\$ -	#DIV/0!	#DIV/0!
\$ 2,408	\$ 2,373	#DIV/0!	#DIV/0!
\$ 1,689	\$ 2,125	#DIV/0!	#DIV/0!
\$ 4,096	\$ 4,498	#DIV/0!	#DIV/0!
\$ 45,061	\$ 4,498	#DIV/0!	#DIV/0!
233%	324%	#DIV/0!	#DIV/0!
73%	0%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	ADRIAN BELL	Jenn Curle
% Retailed of Non-New Franchise	7%	0%	17%
Total # Retail Units	29	16	12
Avg. Days to Sale	23.1	25.4	16.3
Avg. Advertised Price (Time of Sale)	\$ 36,291	\$ 25,834	\$ 52,596
Avg. Transaction Price	\$ 25,039	\$ 25,033	\$ 26,478
Avg. Market Price at 100%	\$ 39,566	\$ 27,941	\$ 56,209
Avg. Price to Market % (Time of Sale)	92%	92%	94%
Avg. Transaction to Market	63%	90%	47%
Avg. Transactional Discount	\$ 11,252	\$ 801	\$ 26,118
Avg. Front-End Gross	\$ 2,158	\$ 1,989	\$ 2,558
Avg. Finance Gross	\$ 1,431	\$ 1,082	\$ 2,016
PUVR	\$ 3,589	\$ 3,071	\$ 4,574
Total Gross (Units & PUVR)	\$ 104,081	\$ 49,128	\$ 54,886
GROI	223%	174%	381%
% with Trade	62%	63%	67%
Avg. Over/Under Allowance	0	0	0



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	29	18	11
Avg. Days to Sale	23.1	20.7	27.1
Avg. Advertised Price (Time of Sale)	\$ 36,291	\$ 46,031	\$ 19,893
Avg. Transaction Price	\$ 25,039	\$ 28,184	\$ 19,893
Avg. Market Price at 100%	\$ 39,566	\$ 49,102	\$ 22,464
Avg. Price to Market % (Time of Sale)	92%	94%	89%
Avg. Transaction to Market	63%	57%	89%
Avg. Transactional Discount	\$ 11,252	\$ 17,846	\$ 461
Avg. Front-End Gross	\$ 2,158	\$ 1,964	\$ 2,475
Avg. Finance Gross	\$ 1,431	\$ 1,571	\$ 1,203
PUVR	\$ 3,589	\$ 3,535	\$ 3,677
Total Gross (Units & PUVR)	\$ 104,081	\$ 63,631	\$ 40,450
GROI	223%	218%	246%
% with Trade	62%	72%	45%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	29	27	2
Avg. Days to Sale	23.1	23.7	15.5
Avg. Advertised Price (Time of Sale)	\$ 36,291	\$ 37,246	\$ 21,070
Avg. Transaction Price	\$ 25,039	\$ 25,333	\$ 21,070
Avg. Market Price at 100%	\$ 39,566	\$ 39,989	\$ 25,608
Avg. Price to Market % (Time of Sale)	92%	93%	82%
Avg. Transaction to Market	63%	63%	82%
Avg. Transactional Discount	\$ 11,252	\$ 11,913	\$ 2,330
Avg. Front-End Gross	\$ 2,158	\$ 2,155	\$ 2,203
Avg. Finance Gross	\$ 1,431	\$ 1,498	\$ 529
PUVR	\$ 3,589	\$ 3,652	\$ 2,732
Total Gross (Units & PUVR)	\$ 104,081	\$ 98,617	\$ 5,464
GROI	223%	219%	301%
% with Trade	62%	63%	50%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	29	0	28
% of Retail Units	100%	0%	97%
% Retailed of Non-New Franchise	7%	#DIV/0!	7%
Avg. Days to Sale	23.1	#DIV/0!	22.3
Avg. Transaction Price	\$ 25,039	#DIV/0!	\$ 24,705
Avg. Transaction to Market %	63%	#DIV/0!	86%
Avg. Transactional Discount	\$ 11,252	#DIV/0!	\$ 11,618
Avg. Front End Gross	\$ 2,158	#DIV/0!	\$ 2,157
Avg. Finance Gross	\$ 1,431	#DIV/0!	\$ 1,434
PUVR	\$ 3,589	#DIV/0!	\$ 3,591
Total Gross (Units & PUVR)	\$ 104,081	#DIV/0!	\$ 100,551
GROI	223%	#DIV/0!	235%
% with Trade	62%	#DIV/0!	61%
Avg. Over/Under Allowance	0	#DIV/0!	0



BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	0
3%	0%	0%
0%	#DIV/0!	#DIV/0!
46.0	#DIV/0!	#DIV/0!
\$ 34,400	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!
\$ 1,000	#DIV/0!	#DIV/0!
\$ 2,181	#DIV/0!	#DIV/0!
\$ 1,349	#DIV/0!	#DIV/0!
\$ 3,530	#DIV/0!	#DIV/0!
\$ 3,530	#DIV/0!	#DIV/0!
80%	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	29	23	2
% of Retail Units	100%	79%	7%
% Retailed of Non-New Franchise	7%	9%	0%
Avg. Days to Sale	23.1	15.0	36.5
Avg. Transaction Price	\$ 25,039	\$ 24,344	\$ 31,444
Avg. Transaction to Market %	63%	85%	92%
Avg. Transactional Discount	\$ 11,252	\$ 13,844	\$ 1,120
Avg. Front End Gross	\$ 2,158	\$ 2,255	\$ 1,836
Avg. Finance Gross	\$ 1,431	\$ 1,500	\$ 349
PUVR	\$ 3,589	\$ 3,756	\$ 2,185
Total Gross (Units & PUVR)	\$ 104,081	\$ 86,379	\$ 4,370
GROI	223%	370%	69%
% with Trade	62%	57%	100%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
2	2	0
7%	7%	0%
0%	0%	#DIV/0!
52.5	73.5	#DIV/0!
\$ 34,275	\$ 17,394	#DIV/0!
90%	84%	#DIV/0!
\$ 1,125	\$ 1,697	#DIV/0!
\$ 1,986	\$ 1,532	#DIV/0!
\$ 1,849	\$ 1,300	#DIV/0!
\$ 3,835	\$ 2,831	#DIV/0!
\$ 7,670	\$ 5,662	#DIV/0!
77%	80%	#DIV/0!
100%	50%	#DIV/0!
0	0	#DIV/0!