

#	Year	Make	Model	Days in Stock	Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front End Gross	Finance Gross
ex.	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$1,000
1	2016	CHEVROLET	MALIBU	66	Trade on New	No	\$ 14,987	\$ 14,540	93%	(\$40)	\$836
2	2014	FORD	FOCUS	20	Trade on New	No	\$ 8,369	\$ 6,650	114%	\$650	\$812
3	2014	HONDA	CR-V	24	LBO Customer	No		\$ 14,232		\$1,072	\$1,739
4	2017	HONDA	CIVIC	52	Trade on New	Yes	\$ 14,718	\$ 15,208	94%	\$932	\$0
5	2018	MINI	COUNTRYMAN	63	Trade on New	No	\$ 22,888	\$ 22,787	88%	(\$587)	\$0
6	2018	HONDA	ACCORD	49	Trade on New	No	\$ 22,601	\$ 22,430	91%	(\$768)	\$300
7	2016	HONDA	CIVIC	59	Trade on New	Yes	\$ 16,698	\$ 17,098	95%	\$398	\$0
8	2017	HONDA	ACCORD	45	LBO Customer	Yes		\$ 16,899		(\$151)	\$2,966
9	2018	KIA	FORTE	38	Trade on New	No	\$ 14,888	\$ 14,888	98%	\$48	\$1,158
10	2013	BMW	3 SERIES	20	Auction/Wholesale	No	\$ 20,524	\$ 20,269	104%	\$1,309	\$665
11	2018	TOYOTA	CAMRY	56	Auction/Wholesale	No	\$ 17,491	\$ 17,291	89%	(\$1,228)	\$0
12	2014	HONDA	CR-V	92	LBO OEM/Leasing Co.	No	\$ 15,598	\$ 16,397	93%	(\$1,447)	\$0
13	2016	HONDA	PILOT	45	Trade on New	Yes	\$ 25,137	\$ 25,737	94%	(\$1,187)	\$2,493
14	2016	HONDA	PILOT	52	Trade on New	Yes	\$ 26,471	\$ 27,071	94%	(\$713)	\$2,741
15	2016	HONDA	CR-V	71	Trade on New	Yes	\$ 19,998	\$ 20,549	90%	\$50	\$1,963
16	2016	HONDA	ACCORD	9	LBO Customer	No		\$ 14,964		\$0	\$1,408
17	2011	HONDA	ACCORD	30	Trade on Used	No	\$ 10,041	\$ 10,968	95%	\$408	\$192
18	2014	DODGE	JOURNEY	20	Trade on Used	No	\$ 10,769	\$ 11,769	87%	\$1,833	\$611
19	2016	HONDA	ACCORD	32	Trade on New	Yes	\$ 17,578	\$ 18,178	99%	\$1,833	\$3,885
20	2016	HONDA	CIVIC	41	LBO OEM/Leasing Co.	Yes	\$ 14,989	\$ 14,709	98%	(\$317)	\$649
21	2018	HONDA	CIVIC	43	Street/Curb Buy	No	\$ 18,998	\$ 18,998	93%	(\$122)	\$996
22	2014	HONDA	CR-V	36	Trade on New	No	\$ 13,369	\$ 13,000	96%	\$335	\$952
23	2013	HONDA	CIVIC	14	Trade on Used	No	\$ 12,369	\$ 11,500	108%	\$1,490	\$344
24	2013	MINI	COOPER	18	Auction/Wholesale	No	\$ 9,998	\$ 9,300	106%	\$880	\$1,757
25	2014	HONDA	ODYSSEY	143	Trade on New		\$ 15,987	\$ 16,011	93%	(\$323)	\$540
26	2018	TOYOTA	CAMRY	57	Auction/Wholesale	No	\$ 20,186	\$ 19,796	92%	(\$2,900)	\$300
27	2016	HONDA	CIVIC	29	Trade on New		\$ 16,599	\$ 16,229	99%	\$1,254	\$649
28	2016	HONDA	CIVIC	56	Trade on New		\$ 14,990	\$ 14,200	94%	(\$335)	\$781
29	2016	CHEVROLET	SILVERADO	56	Auction/Wholesale	No	\$ 24,386	\$ 24,650	90%	(\$485)	\$3,851
30	2016	KIA	SEDONA	43	Trade on Used	No	\$ 15,877	\$ 15,791	99%	\$246	\$1,054
31	2013	HONDA	ACCORD	26	Trade on New	No	\$ 14,687	\$ 14,500	105%	\$1,990	\$1,417
32	2016	HONDA	PILOT	21	Trade on New		\$ 26,496	\$ 27,000	97%	\$1,220	\$1,683
33	2015	CHEVROLET	SONIC	12	Trade on Used	No	\$ 8,216	\$ 6,350	89%	\$840	\$1,414
34	2015	HONDA	ACCORD	80	Trade on New		\$ 15,888	\$ 15,883	90%	(\$1,841)	\$1,720
35	2012	BMW	1 SERIES	10	Trade on Used	No	\$ 11,998	\$ 11,998	89%	\$3,349	\$391
36	2017	HONDA	CIVIC	47	Trade on New		\$ 18,808	\$ 19,408	100%	\$985	\$924
37	2016	HONDA	CIVIC	0	LBO Customer			\$ 12,976		(\$1,300)	\$3,308
38	2014	SUBARU	IMPREZA	3	Trade on New	No	\$ 21,998	\$ 21,998	97%	\$3,453	\$1,260
39	2015	HONDA	CR-V	41	Trade on New		\$ 17,999	\$ 18,105	101%	(\$559)	\$749
40	2013	CHEVROLET	TRAVERSE	73	Trade on Used	No	\$ 12,296	\$ 14,296	87%	(\$269)	\$681
41	2018	FORD	F-150	42	Auction/Wholesale	No	\$ 28,788	\$ 28,788	86%	\$389	\$0

42	2018	HONDA	HR-V	76	Trade on New		\$	18,798	\$	19,350	97%	(\$2,535)	\$2,804
43	2015	HONDA	CIVIC	12	LBO OEM/Leasing Co.		\$	14,987	\$	13,820	94%	\$563	\$1,214
44	2012	GMC	ACADIA	51	Trade on New	No	\$	15,308	\$	18,268	95%	\$1,119	\$881
45	2017	HONDA	ACCORD	27	Trade on Used		\$	18,987	\$	19,387	101%	\$975	\$2,144
46	2014	HONDA	CR-V	65	Auction/Wholesale		\$	13,969	\$	17,569	94%	(\$456)	\$2,647
47	2016	FORD	F-150	29	Trade on Used	No	\$	26,491	\$	29,391	102%	\$3,320	\$2,222
48	2017	HONDA	CIVIC	32	Trade on New		\$	21,630	\$	21,350	100%	\$378	\$529
49	2015	HUNDAI	SONATA	63	Other	No	\$	15,130	\$	15,250	92%	(\$435)	\$2,555
50	2008	HONDA	CR-V	9	Trade on New	No	\$	8,999	\$	8,999	98%	\$2,349	\$0
51	2017	HONDA	CR-V	49	LBO OEM/Leasing Co.		\$	18,771	\$	19,271	87%	\$296	\$1,186
52	2018	HONDA	CIVIC	63	Trade on New		\$	18,696	\$	18,320	99%	(\$1,170)	\$649
53	2016	AUDI	Q3	55	Trade on New	No	\$	24,172	\$	23,972	97%	(\$578)	\$1,711

Scoreboard Totals

% Retailed of Non-New Franchise	45%
Total # Retail Units	200
Average Days to Sale	37.5
Average Advertised Price (Time of Sale)	\$ 17,097
Average Transaction Price	\$ 16,890
Average Market Price at 100%	\$ 17,784
Average Price to Market % (Time of Sale)	96%
Average Transaction to Market	95%
Average Transactional Discount	\$ (1,075)
Average Front End Gross	\$ 259
Average Finance Gross	\$ 1,089
PUVR	\$ 1,348
Total Gross (Units & PUVR)	\$ 269,689
GROI	77%



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	45%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	37.5	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 17,097	#DIV/0!
Average Transaction Price	\$ 16,890	#DIV/0!
Average Market Price at 100%	\$ 17,784	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	95%	#DIV/0!
Average Transactional Discount	\$ (1,075)	#DIV/0!
Average Front End Gross	\$ 259	#DIV/0!
Average Finance Gross	\$ 1,089	#DIV/0!
PUVR	\$ 1,348	#DIV/0!
Total Gross (Units & PUVR)	\$ 269,689	#DIV/0!
GROI	77%	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	45%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	37.5	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 17,097	#DIV/0!
Average Transaction Price	\$ 16,890	#DIV/0!
Average Market Price at 100%	\$ 17,784	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	95%	#DIV/0!
Average Transactional Discount	\$ (1,075)	#DIV/0!
Average Front End Gross	\$ 259	#DIV/0!
Average Finance Gross	\$ 1,089	#DIV/0!
PUVR	\$ 1,348	#DIV/0!
Total Gross (Units & PUVR)	\$ 269,689	#DIV/0!
GROI	77%	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	45%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	37.5	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 17,097	#DIV/0!
Average Transaction Price	\$ 16,890	#DIV/0!
Average Market Price at 100%	\$ 17,784	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	95%	#DIV/0!
Average Transactional Discount	\$ (1,075)	#DIV/0!
Average Front End Gross	\$ 259	#DIV/0!
Average Finance Gross	\$ 1,089	#DIV/0!
PUVR	\$ 1,348	#DIV/0!
Total Gross (Units & PUVR)	\$ 269,689	#DIV/0!
GROI	77%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	34
Average Days to Sale	37.5	40.3
Average Advertised Price (Time of Sale)	\$ 17,097	\$ 19,376
Average Transaction Price	\$ 16,890	\$ 19,455
Average Market Price at 100%	\$ 17,784	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	95%	#DIV/0!
Average Transactional Discount	\$ (1,075)	\$ (1,219)
Average Front End Gross	\$ 259	\$ 256
Average Finance Gross	\$ 1,089	\$ 1,531
PUVR	\$ 1,348	\$ 1,787
Total Gross (Units & PUVR)	\$ 269,689	\$ 60,752
GROI	77%	82%

No	
	147
	35.9
\$	16,156
\$	16,156
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	(964)
\$	294
\$	959
\$	1,253
\$	184,204
	78%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	111
Average Days to Sale	37.5	35.9
Average Advertised Price (Time of Sale)	\$ 17,097	\$ 17,159
Average Transaction Price	\$ 16,890	\$ 17,016
Average Market Price at 100%	\$ 17,784	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	95%	#DIV/0!
Average Transactional Discount	\$ (1,075)	\$ (2,176)
Average Front End Gross	\$ 259	\$ 185
Average Finance Gross	\$ 1,089	\$ 1,141
PUVR	\$ 1,348	\$ 1,326
Total Gross (Units & PUVR)	\$ 269,689	\$ 147,144
GROI	77%	78%



No	
	89
	39.5
\$	16,732
\$	16,732
\$	17,969
	93%
	93%
\$	299
\$	352
\$	1,024
\$	1,377
\$	122,545
	75%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	113
% of Retail Units	100%	57%
% Retailed of Off-Brand	45%	36%
Average Days to Sale	37.5	40.5
Average Transaction Price	\$ 16,890	\$ 16,978
Average Transaction to Market %	95%	#DIV/0!
Average Transactional Discount	\$ (1,075)	\$ (0)
Average Front End Gross	\$ 259	\$ 334
Average Finance Gross	\$ 1,089	\$ 1,049
PUVR	\$ 1,348	\$ 1,383
Total Gross (Units & PUVR)	\$ 269,689	\$ 156,272
GROI	77%	72%



Trade on Used	Street/Curb buy	Auction/wholesale
38	4	22
19%	2%	11%
76%	0%	82%
37.8	47.8	35.4
\$ 12,602	\$ 20,054	\$ 23,052
89%	94%	97%
\$ 505	\$ 219	\$ 18
\$ 479	\$ 314	\$ 309
\$ 822	\$ 661	\$ 1,347
\$ 1,301	\$ 975	\$ 1,657
\$ 49,435	\$ 3,898	\$ 36,447
98%	37%	73%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
0	14	8
0%	7%	4%
#DIV/0!	0%	0%
#DIV/0!	8.0	42.4
#DIV/0!	\$ 16,838	\$ 17,779
#DIV/0!	#DIV/0!	94%
#DIV/0!	\$ (16,838)	\$ 61
#DIV/0!	\$ (915)	\$ 136
#DIV/0!	\$ 1,902	\$ 826
#DIV/0!	\$ 987	\$ 962
#DIV/0!	\$ 13,819	\$ 7,698
#DIV/0!	264%	46%

Other	
	1
	1%
	100%
	63.0
\$	15,250
	93%
\$	(120)
\$	(435)
\$	2,555
\$	2,120
\$	2,120
	79%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	83
% of Retail Units	100%	42%
% Retailed of Off-Brand	45%	40%
Average Days to Sale	37.5	17.4
Average Transaction Price	\$ 16,890	\$ 16,705
Average Transaction to Market %	95%	#DIV/0!
Average Transactional Discount	\$ (1,075)	\$ (1,636)
Average Front End Gross	\$ 259	\$ 949
Average Finance Gross	\$ 1,089	\$ 1,050
PUVR	\$ 1,348	\$ 1,999
Total Gross (Units & PUVR)	\$ 269,689	\$ 165,938
GROI	77%	247%



31-45 days	46-60 days	61-90 days	90+ days
45	37	24	6
23%	19%	12%	3%
53%	41%	58%	33%
38.0	53.7	70.3	111.7
\$ 16,276	\$ 17,892	\$ 15,648	\$ 19,885
#DIV/0!	92%	94%	91%
\$ (26)	\$ (11)	\$ (412)	\$ 168
\$ 323	\$ (27)	\$ (1,044)	\$ (1,624)
\$ 1,138	\$ 1,048	\$ 1,028	\$ 564
\$ 1,461	\$ 1,021	\$ (16)	\$ (1,061)
\$ 65,755	\$ 37,779	\$ (376)	\$ (6,364)
85%	38%	-1%	-17%