

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	P6994A	2011	FORD	F-150	12	Trade on Used	No	\$ 12,900	\$ 13,061	101%	\$525	\$633
2	10712A	2012	FORD	F-150	6	Trade on New	No	\$ 18,166	\$ 19,904	109%	\$1,590	\$131
3	P6903A	2016	Chevrolet	CAMARO	83	Trade on Used	No	\$ 20,195	\$ 20,495	101%	\$897	\$0
4	P6864B	2016	FORD	FUSION	134	Trade on Used	No	\$ 15,995	\$ 18,397	115%	\$3,043	\$2,596
5	P7002	2019	RAM	1500	7	Other	No	\$ 30,488	\$ 32,440	106%	(\$1,139)	\$200
6	10700A	2015	FORD	EXPLORER	16	Trade on New	No	\$ 20,260	\$ 19,100	94%	(\$1,596)	\$0
7	P6921	2018	NISSAN	MAXIMA	105	LBO OEM/Leasing Co.	No	\$ 19,437	\$ 19,937	102%	\$460	\$2,452
8	10633A	2014	FORD	ESCAPE	63	Trade on New	No	\$ 14,981	\$ 13,941	93%	(\$894)	\$624
9	10597A	2018	FORD	F-150	3	Trade on New	No	\$ 37,710	\$ 39,995	106%	\$4,285	\$2,558
10	P6940	2018	Ford	ESCAPE	69	Auction/Wholesale	No	\$ 18,813	\$ 17,615	93%	(\$197)	\$547
11	P6984	2017	DODGE	JOURNEY	48	Other	No	\$ 17,993	\$ 19,423	107%	\$530	\$0
12	P6948	2018	Chevrolet	IMPALA	44	LBO OEM/Leasing Co.	No	\$ 21,246	\$ 21,141	99%	\$1,894	\$1,536
13	P7009	2017	FORD	F-250	1	LBO Customer	No	\$ 39,078	\$ 41,800	107%	\$4,721	\$762
14	P6954	2018	DODGE	CHARGER	45	Other	No	\$ 26,558	\$ 26,950	101%	\$823	\$1,197
15	10663A	2015	FORD	FIESTA	25	Trade on New	No	\$ 9,921	\$ 7,995	80%	(\$266)	\$0
16	10702A	2015	FORD	TAURUS	7	Trade on New	No	\$ 17,947	\$ 18,247	101%	\$2,259	\$544
17	10638A	2015	FORD	ESCAPE	43	Trade on New	No	\$ 15,934	\$ 15,900	99%	\$1,730	\$827
18	P6964	2016	JEEP	COMPASS	48	Other	No	\$ 15,392	\$ 12,725	83%	(\$756)	\$100
19	P6928	2017	FORD	ESCAPE	92	Auction/Wholesale	No	\$ 18,201	\$ 19,300	106%	(\$205)	\$1,103
20	P6962A	2017	KIA	FORTE	18	Trade on Used	No	\$ 14,893	\$ 13,541	91%	(\$92)	\$676
21	P6913	2018	FORD	EXPLORER	139	Other	No	\$ 27,961	\$ 27,200	98%	(\$1,161)	\$157
22	10722A	2017	FORD	F-250	25	Trade on New	No	\$ 29,638	\$ 33,208	112%	\$2,501	\$442
23	P6957	2017	JEEP	RENEGADE	50	Other	No	\$ 18,436	\$ 20,400	111%	\$3,963	\$2,126
24	P6971	2011	LINCOLN	MKS	50	Other	No	\$ 12,401	\$ 11,218	90%	\$316	\$118
25	10491A	2017	RAM	2500	291	Trade on New	No	\$ 50,951	\$ 56,320	110%	\$1,989	\$1,230
26	P7008	2013	FORD	MUSTANG	10	Street/Curb Buy	No	\$ 13,910	\$ 12,900	93%	(\$110)	\$91
27	P7016	2018	FORD	F-150	0	Other	No	\$ 29,164	\$ 33,334	114%	\$1,801	\$2,458
28	P6009A	2015	TOYOTA	PRIUS	117	Trade on Used	No	\$ 18,647	\$ 17,198	92%	\$50	\$0
29	P6964A	2016	FORD	FIESTA	7	Trade on Used	No	\$ 10,382	\$ 10,500	101%	\$2,117	\$642
30	P7024	2016	FORD	ESCAPE	3	Auction/Wholesale	No	\$ 17,822	\$ 19,433	109%	\$1,442	\$823
31	P6929	2018	FORD	ESCAPE	100	Auction/Wholesale	No	\$ 22,743	\$ 26,559	117%	\$3,815	\$1,423
32	10635B	2009	Chevrolet	TAHOE	32	Trade on Used	No	\$ 12,507	\$ 11,491	92%	\$172	\$192
33	10689A	2017	FORD	MUSTANG	90	Trade on New	No	\$ 18,504	\$ 18,200	98%	(\$284)	\$0
34	P7008A	2015	FORD	F150	6	Trade on New	No	\$ 22,580	\$ 21,500	95%	\$920	\$1,150
35	P7025	2017	FORD	ESCAPE	0	Auction/Wholesale	No	\$ 17,426	\$ 18,180	104%	\$2,753	\$2,182
36	10694A	2017	FORD	FUSION	7	Trade on New	No	\$ 16,343	\$ 16,250	99%	\$1,906	\$1,726

37	10519A	2017	NISSAN	ROGUE	170	Trade on New	No	\$	18,650	\$	17,925	96%	\$56	\$1,267
38	P6971A	2010	CADILLAC	CTS	14	Trade on Used	No	\$	10,482	\$	12,900	123%	\$4,277	\$2,283
39	10716A	2015	FORD	FIESTA	35	Trade on New	No	\$	7,738	\$	4,654	60%	(\$1,123)	\$0
40	P7007	2018	FORD	FOCUS	24	Auction/Wholesale	YES	\$	16,916	\$	15,000	88%	(\$116)	\$327
41	P7010	2018	TOYOTA	CAMRY	24	Other	No	\$	20,936	\$	21,872	104%	\$3,600	\$1,832
42	P7031	2016	FORD	ESCAPE	4	Auction/Wholesale	No	\$	15,961	\$	16,711	105%	\$435	\$342
43	10687A	2012	FORD	F150	9	Trade on New	No	\$	18,240	\$	18,495	101%	\$2,254	\$175
44	10645C	2016	FORD	F150	17	Trade on New	No	\$	29,577	\$	28,500	96%	\$773	\$1,020
45	P6978A	2012	BUICK	VERANO	54	Trade on Used	No	\$	8,909	\$	6,909	77%	(\$518)	\$0
46	P7027	2018	FORD	ESCAPE	21	Auction/Wholesale	No	\$	17,290	\$	19,350	112%	\$2,094	\$1,762
47	10641B	2019	FORD	F150	68	Trade on New	No	\$	38,748	\$	41,132	106%	\$5,354	\$975
48	10639A	2015	FORD	EDGE	31	Trade on New	No	\$	24,852	\$	25,918	104%	\$4,065	\$1,163
49	P6955	2017	JEEP	WRANGLER	71	Other	No	\$	31,903	\$	30,903	97%	\$37	\$0
50	P7029	2004	FORD	F250	13	Auction/Wholesale	No	\$	21,136	\$	18,857	89%	(\$1,518)	\$1,132
51	10653E	2018	FORD	F150	18	Trade on New	No	\$	37,644	\$	39,500	105%	\$1,855	\$300
52	10668A	2017	HYUNDAI	SONATA	53	Trade on New	No	\$	18,162	\$	19,000	105%	\$473	\$465
53	P7035	2018	Chevrolet	Equinox	0	Auction/Wholesale	No	\$	20,200	\$	20,200	1000%	(\$554)	\$1,453

Scoreboard Totals

% Retailed of Non-Franchise Make	34%
Total # Retail Units	65
Avg. Days to Sale	47.0
Avg. Advertised Price (Time of Sale)	\$ 20,582
Avg. Transaction Price	\$ 20,896
Avg. Market Price at 100%	\$ 18,172
Avg. Price to Market % (Time of Sale)	113%
Avg. Transaction to Market	115%
Avg. Transactional Discount	\$ (294)
Avg. Front-End Gross	\$ 1,208
Avg. Finance Gross	\$ 878
PUVR	\$ 2,106
Total Gross (Units & PUVR)	\$ 136,894
GROI	77%
% with Trade	38%
Avg. Over/Under Allowance	\$1,879



MY

Scoreboard		<i>(Click on the blue head</i>	
Desk Manager	Totals		
% Retailed of Non-New Franchise	34%		#DIV/0!
Total # Retail Units	65		0
Avg. Days to Sale	47.0		#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,582		#DIV/0!
Avg. Transaction Price	\$ 20,896		#DIV/0!
Avg. Market Price at 100%	\$ 18,172		#DIV/0!
Avg. Price to Market % (Time of Sale)	113%		#DIV/0!
Avg. Transaction to Market	115%		#DIV/0!
Avg. Transactional Discount	\$ (294)		#DIV/0!
Avg. Front-End Gross	\$ 1,208		#DIV/0!
Avg. Finance Gross	\$ 878		#DIV/0!
PUVR	\$ 2,106		#DIV/0!
Total Gross (Units & PUVR)	\$ 136,894		#DIV/0!
GROI	77%		#DIV/0!
% with Trade	38%		#DIV/0!
Avg. Over/Under Allowance	\$1,879		#DIV/0!



Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	34%	#DIV/0!
Total # Retail Units	65	0
Avg. Days to Sale	47.0	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,582	#DIV/0!
Avg. Transaction Price	\$ 20,896	#DIV/0!
Avg. Market Price at 100%	\$ 18,172	#DIV/0!
Avg. Price to Market % (Time of Sale)	113%	#DIV/0!
Avg. Transaction to Market	115%	#DIV/0!
Avg. Transactional Discount	\$ (294)	#DIV/0!
Avg. Front-End Gross	\$ 1,208	#DIV/0!
Avg. Finance Gross	\$ 878	#DIV/0!
PUVR	\$ 2,106	#DIV/0!
Total Gross (Units & PUVR)	\$ 136,894	#DIV/0!
GROI	77%	#DIV/0!
% with Trade	38%	#DIV/0!
Avg. Over/Under Allowance	\$1,879	#DIV/0!



Scoreboard*(Click on the blue head*

Finance Manager	Totals	
% Retailed of Non-New Franchise	34%	#DIV/0!
Total # Retail Units	65	0
Avg. Days to Sale	47.0	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,582	#DIV/0!
Avg. Transaction Price	\$ 20,896	#DIV/0!
Avg. Market Price at 100%	\$ 18,172	#DIV/0!
Avg. Price to Market % (Time of Sale)	113%	#DIV/0!
Avg. Transaction to Market	115%	#DIV/0!
Avg. Transactional Discount	\$ (294)	#DIV/0!
Avg. Front-End Gross	\$ 1,208	#DIV/0!
Avg. Finance Gross	\$ 878	#DIV/0!
PUVR	\$ 2,106	#DIV/0!
Total Gross (Units & PUVR)	\$ 136,894	#DIV/0!
GROI	77%	#DIV/0!
% with Trade	38%	#DIV/0!
Avg. Over/Under Allowance	\$1,879	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	65	3
Avg. Days to Sale	47.0	30.3
Avg. Advertised Price (Time of Sale)	\$ 20,582	\$ 26,672
Avg. Transaction Price	\$ 20,896	\$ 29,288
Avg. Market Price at 100%	\$ 18,172	\$ 24,627
Avg. Price to Market % (Time of Sale)	113%	108%
Avg. Transaction to Market	115%	119%
Avg. Transactional Discount	\$ (294)	\$ (2,616)
Avg. Front-End Gross	\$ 1,208	\$ 5,549
Avg. Finance Gross	\$ 878	\$ 959
PUVR	\$ 2,106	\$ 6,508
Total Gross (Units & PUVR)	\$ 136,894	\$ 19,524
GROI	77%	264%
% with Trade	38%	3%
Avg. Over/Under Allowance	\$1,879	20000%

No	
	62
	47.8
\$	20,490
\$	20,490
\$	20,189
	101%
	101%
\$	(178)
\$	997
\$	874
\$	1,886
\$	116,929
	69%
	50%
	196284%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	65	41
Avg. Days to Sale	47.0	37.0
Avg. Advertised Price (Time of Sale)	\$ 20,582	\$ 20,912
Avg. Transaction Price	\$ 20,896	\$ 21,251
Avg. Market Price at 100%	\$ 18,172	\$ 20,832
Avg. Price to Market % (Time of Sale)	113%	100%
Avg. Transaction to Market	115%	102%
Avg. Transactional Discount	\$ (294)	\$ (339)
Avg. Front-End Gross	\$ 1,208	\$ 1,476
Avg. Finance Gross	\$ 878	\$ 842
PUVR	\$ 2,106	\$ 2,318
Total Gross (Units & PUVR)	\$ 136,894	\$ 95,043
GROI	77%	106%
% with Trade	38%	2%
Avg. Over/Under Allowance	\$1,879	159406%

No	
	22
	68.9
\$	20,636
\$	20,636
\$	19,596
	105%
	105%
\$	(212)
\$	721
\$	990
\$	1,711
\$	37,639
	43%
	109%
	219133%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	65	25
% of Retail Units	100%	38%
% Retailed of Non-New Franchise	34%	16%
Avg. Days to Sale	47.0	50.6
Avg. Transaction Price	\$ 20,896	\$ 21,882
Avg. Transaction to Market %	115%	95%
Avg. Transactional Discount	\$ (294)	\$ (52)
Avg. Front End Gross	\$ 1,208	\$ 1,189
Avg. Finance Gross	\$ 878	\$ 756
PUVR	\$ 2,106	\$ 1,954
Total Gross (Units & PUVR)	\$ 136,894	\$ 48,841
GROI	77%	64%
% with Trade	38%	32%
Avg. Over/Under Allowance	\$1,879	259667%



Trade on Used	Street/Curb buy	Auction/wholesale
10	1	13
15%	2%	20%
60%	0%	8%
53.0	10.0	33.6
\$ 13,793	\$ 12,900	\$ 21,629
97%	86%	178%
\$ 331	\$ 1,010	\$ (1,079)
\$ 1,007	\$ (110)	\$ 1,869
\$ 742	\$ 91	\$ 1,050
\$ 1,815	\$ (19)	\$ 2,918
\$ 18,152	\$ (19)	\$ 37,938
89%	-5%	144%
30%	100%	54%
83700%	#DIV/0!	61045%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
0	1	2
0%	2%	3%
#DIV/0!	0%	100%
#DIV/0!	1.0	74.5
#DIV/0!	\$ 41,800	\$ 20,539
#DIV/0!	114%	102%
#DIV/0!	\$ (2,722)	\$ (198)
#DIV/0!	\$ 4,721	\$ 1,177
#DIV/0!	\$ 762	\$ 1,994
#DIV/0!	\$ 5,483	\$ 3,171
#DIV/0!	\$ 5,483	\$ 6,342
#DIV/0!	4722%	75%
#DIV/0!	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Other	
	13
	20%
	69%
	50.8
\$	22,793
	102%
\$	(317)
\$	572
\$	944
\$	1,516
\$	19,713
	47%
	46%
	295050%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	65	27
% of Retail Units	100%	42%
% Retailed of Non-New Franchise	34%	15%
Avg. Days to Sale	47.0	13.0
Avg. Transaction Price	\$ 20,896	\$ 21,015
Avg. Transaction to Market %	115%	102%
Avg. Transactional Discount	\$ (294)	\$ (407)
Avg. Front End Gross	\$ 1,208	\$ 1,549
Avg. Finance Gross	\$ 878	\$ 770
PUVR	\$ 2,106	\$ 2,319
Total Gross (Units & PUVR)	\$ 136,894	\$ 62,610
GROI	77%	306%
% with Trade	38%	44%
Avg. Over/Under Allowance	\$1,879	194171%



31-45 days	46-60 days	61-90 days	90+ days
9	9	6	11
14%	14%	9%	17%
33%	67%	33%	55%
39.3	51.9	74.0	130.6
\$ 20,331	\$ 15,817	\$ 23,714	\$ 22,865
93%	96%	96%	102%
\$ 1	\$ 121	\$ 143	\$ (491)
\$ 1,672	\$ 628	\$ 819	\$ 642
\$ 736	\$ 856	\$ 358	\$ 1,246
\$ 2,408	\$ 1,484	\$ 1,177	\$ 1,888
\$ 21,676	\$ 13,354	\$ 7,059	\$ 20,768
108%	65%	24%	23%
11%	56%	33%	27%
81100%	198680%	139950%	162567%