

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	113678	2015	Toyota	Camry	23	Trade on New	Yes	\$ 15,488	\$ 15,250	111%	\$185	\$445
2	113683	2019	Toyota	Corolla	5	Trade on New	Yes	\$ 18,988	\$ 19,400	102%	\$1,990	\$2,673
3	114288	2016	Toyota	Prius	53	Auction/Wholesale	Yes	\$ 21,988	\$ 23,883	105%	\$1,976	\$2,282
4	114422	2018	Toyota	RAV4	37	Trade on New	Yes	\$ 28,988	\$ 27,412	98%	\$419	\$2,075
5	114474	2016	Toyota	Corolla	28	Auction/Wholesale	Yes	\$ 14,788	\$ 15,084	98%	\$722	\$1,945
6	113637	2019	Toyota	Corolla	14	Trade on New	Yes	\$ 17,988	\$ 19,498	93%	\$3,677	\$5,236
7	114390	2018	Toyota	RAV4	41	Trade on New	Yes	\$ 22,238	\$ 23,236	96%	\$2,976	\$31
8	113549	2017	Honda	HR-V	23	Trade on New	No	\$ 17,988	\$ 19,790	102%	\$4,905	\$266
9	113598	2018	Toyota	RAV4	20	Trade on New	Yes	\$ 24,754	\$ 23,359	101%	\$445	\$251
10	113640	2019	Toyota	Yaris	14	Trade on New	Yes	\$ 17,288	\$ 17,386	103%	\$2,090	\$829
11	113657	2018	Toyota	Tundra	12	Trade on New	Yes	\$ 39,488	\$ 37,299	102%	\$1,596	\$3,801
12	113703	2015	Toyota	Camry	5	Street/Curb Buy	Yes	\$ 15,288	\$ 14,100	96%	(\$9)	\$2,458
13	114350	2015	Ford	F-150	47	Trade on New	No	\$ 24,288	\$ 25,732	97%	\$1,992	\$706
14	114442	2018	Toyota	Camry	36	Auction/Wholesale	Yes	\$ 20,988	\$ 20,986	100%	\$1,260	\$791
15	113627	2016	Nissan	Sentra	17	Trade on New	No	\$ 13,788	\$ 16,625	107%	\$4,488	\$3,874
16	113674	2016	Lexus	IS 200t	10	Trade on New	No	\$ 22,988	\$ 22,495	96%	\$2,316	\$456
17	114223	2017	Toyota	Prius	63	Auction/Wholesale	Yes	\$ 18,998	\$ 18,498	103%	\$882	\$644
18	113557	2017	Toyota	Tundra	27	Trade on New	Yes	\$ 36,988	\$ 37,487	97%	\$2,281	\$6,005
19	113588	2018	Ford	Focus	22	Trade on Used	No	\$ 13,688	\$ 12,195	111%	(\$75)	\$31
20	113647	2013	Subaru	Outback	15	Trade on New	No	\$ 13,588	\$ 13,807	102%	\$3,467	\$394
21	113652	2018	Toyota	Corolla	14	Auction/Wholesale	Yes	\$ 18,288	\$ 19,500	109%	\$2,688	\$4,380
22	113656	2017	Hyundai	Santa Fe	14	Auction/Wholesale	No	\$ 26,588	\$ 25,937	101%	\$1,332	\$31
23	113685	2016	Toyota	Camry	9	Trade on New	Yes	\$ 18,688	\$ 20,697	103%	\$336	\$4,051
24	113719	2007	Toyota	Camry	4	Street/Curb Buy	No	\$ 10,988	\$ 10,321	124%	\$3,417	\$31
25	9977	2018	Toyota	Camry	52	Trade on New	Yes	\$ 23,688	\$ 23,144	98%	\$1,408	\$1,698
26	113725	2016	Toyota	Camry	4	LBO OEM/Leasing Co.	Yes	\$ 17,988	\$ 20,224	103%	\$3,758	\$446
27	113746	2017	Toyota	Camry	1	Auction/Wholesale	Yes	\$ 17,588	\$ 17,475	102%	\$1,487	\$616
28	114275	2019	Toyota	Tacoma	59	Trade on New	Yes	\$ 32,888	\$ 36,454	93%	\$5,028	\$2,191
29	114349	2018	Ford	Focus	17	Auction/Wholesale	No	\$ 14,588	\$ 13,717	112%	\$680	\$2,684
30	113553	2013	Ford	F-150	30	Trade on Used	No	\$ 18,988	\$ 18,217	103%	\$3,717	\$736
31	113585	2017	Toyota	RAV4	27	Trade on Used	Yes	\$ 19,988	\$ 20,000	100%	\$2,065	\$1,581
32	113586	2018	Honda	Civic	27	Trade on New	No	\$ 21,488	\$ 23,898	99%	\$4,007	\$2,339
33	113650	2017	Toyota	RAV4	17	Trade on New	Yes	\$ 19,488	\$ 23,798	106%	\$5,939	\$3,380
34	113677	2015	Dodge	Journey	15	Trade on Used	No	\$ 13,488	\$ 11,227	106%	(\$673)	\$2,199
35	113707	2015	Chrysler	300	18	Trade on New	No	\$ 16,788	\$ 18,378	93%	\$2,882	\$61
36	114227	2015	BMW	X5	67	Trade on New	No	\$ 25,998	\$ 25,998	86%	(\$1,070)	\$2,337
37	114294	2016	Nissan	Frontier	59	Trade on New	No	\$ 23,288	\$ 28,228	88%	\$7,568	\$4,135
38	114470	2016	Toyota	RAV4	39	Trade on New	Yes	\$ 18,788	\$ 16,800	96%	(\$514)	\$31
39	114489	2019	Toyota	Corolla	37	Trade on New	Yes	\$ 19,288	\$ 19,600	96%	\$1,208	\$1,041

40	113604	2018	Toyota	RAV4	25	Trade on New	Yes	\$	23,588	\$	25,988	95%	\$3,559	\$3,396
41	113613	2017	Toyota	RAV4	24	Trade on New	Yes	\$	22,588	\$	25,991	97%	\$5,605	\$1,502
42	113711	2017	Toyota	Camry	10	Trade on New	Yes	\$	18,988	\$	19,500	98%	\$2,153	\$3,780
43	113754	2013	Nissan	Rogue	3	Trade on New	No	\$	10,988	\$	10,988	107%	\$1,127	\$1,996
44	113542	2017	Toyota	RAV4	33	Trade on New	Yes	\$	21,888	\$	21,888	91%	\$1,472	\$336
45	114267	2017	Mazda	3	64	Auction/Wholesale	No	\$	14,288	\$	14,288	94%	(\$830)	\$1,063
46	114377	2017	Toyota	RAV4	51	Auction/Wholesale	Yes	\$	18,688	\$	19,782	94%	\$272	\$131
47	113686	2018	Toyota	C-HR	15	Trade on New	Yes	\$	21,288	\$	21,954	98%	\$2,976	\$1,647
48	113755	2018	Toyota	Highlander	5	Street/Curb Buy	Yes	\$	30,588	\$	29,479	94%	\$2,049	\$248
49	114479	2017	Honda	Civic	41	Auction/Wholesale	No	\$	19,388	\$	16,087	110%	(\$2,182)	\$2,733
50	113599	2018	Nissan	Frontier	29	Trade on New	No	\$	18,488	\$	17,999	94%	\$2,165	\$61
51	113723	2017	Toyota	Tacoma	10	LBO OEM/Leasing Co.	Yes	\$	34,723	\$	34,550	102%	\$1,823	\$2,914
52	113752	2018	Toyota	RAV4	15	Trade on New	Yes	\$	22,488	\$	21,000	93%	\$1,914	\$790
53	113787	2017	Toyota	Camry	1	LBO OEM/Leasing Co.	Yes	\$	17,988	\$	17,490	100%	\$673	\$231



Sales Consultant(s)	New Car Franchise(s)
Anthony Montez	Toyota
JR Avalos	
Joseph Lawrence	
Leonardo Fernandez	
Marcus Owens	
Geovanny Bishop	
Alejandro Valdez	
Leonardo Mesa	
Randall Juba	
Eduardo Flores	
Klinton Eady	
Charles Wang	
Rafael Correa	
Miguel Vicuna	
Luis Palafox	
Marc Cassell	
Sandra Rivera	
Chris Reyes	
Nelson Scharf	
Alex Alvarez	
Monty Blankier	
Karriem Jones	
Justin Leonard	
Angel Molina	
Georgina Alaniz	
Silvino Rivas	
Jonathan Montalvo	
Jason Rivas	
Isaac Orozco	
Todd McGowan	
House	
Ruben Lara	

Chart Title

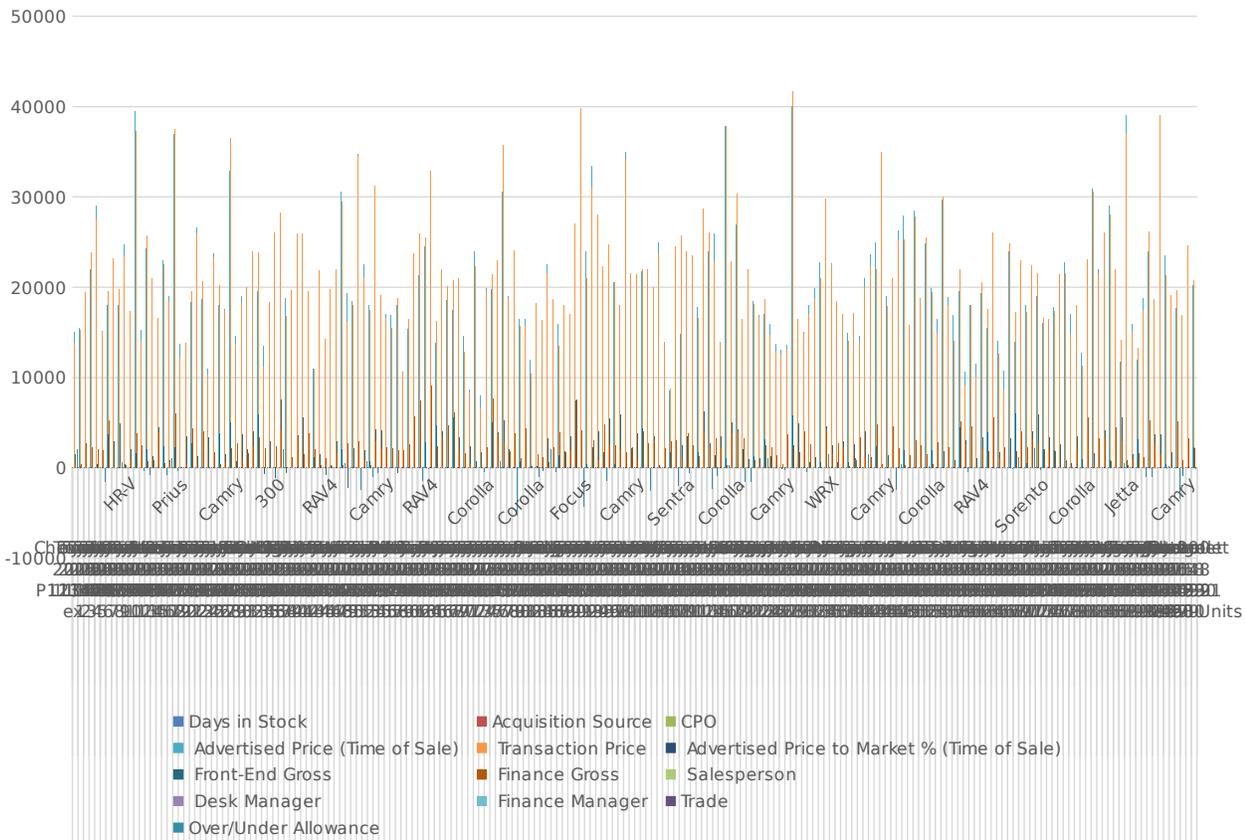


Chart Title

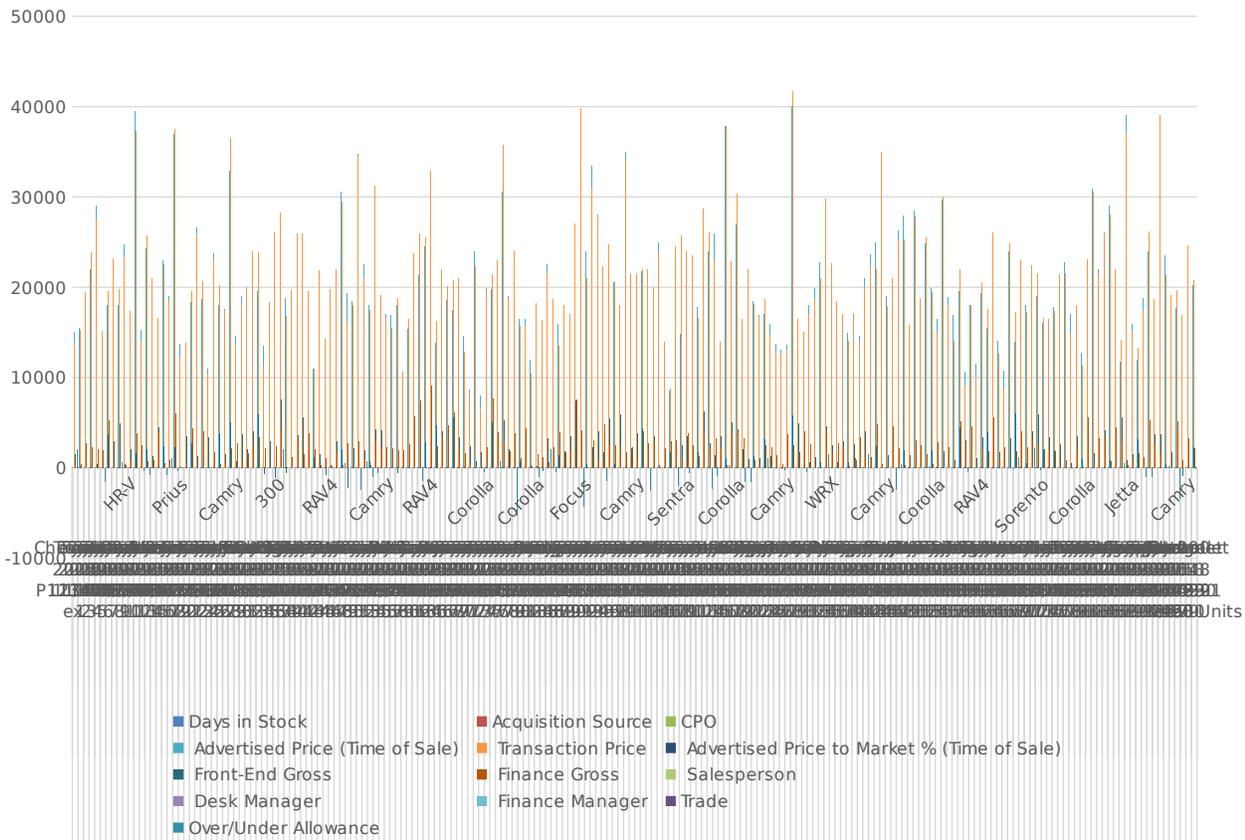


Chart Title

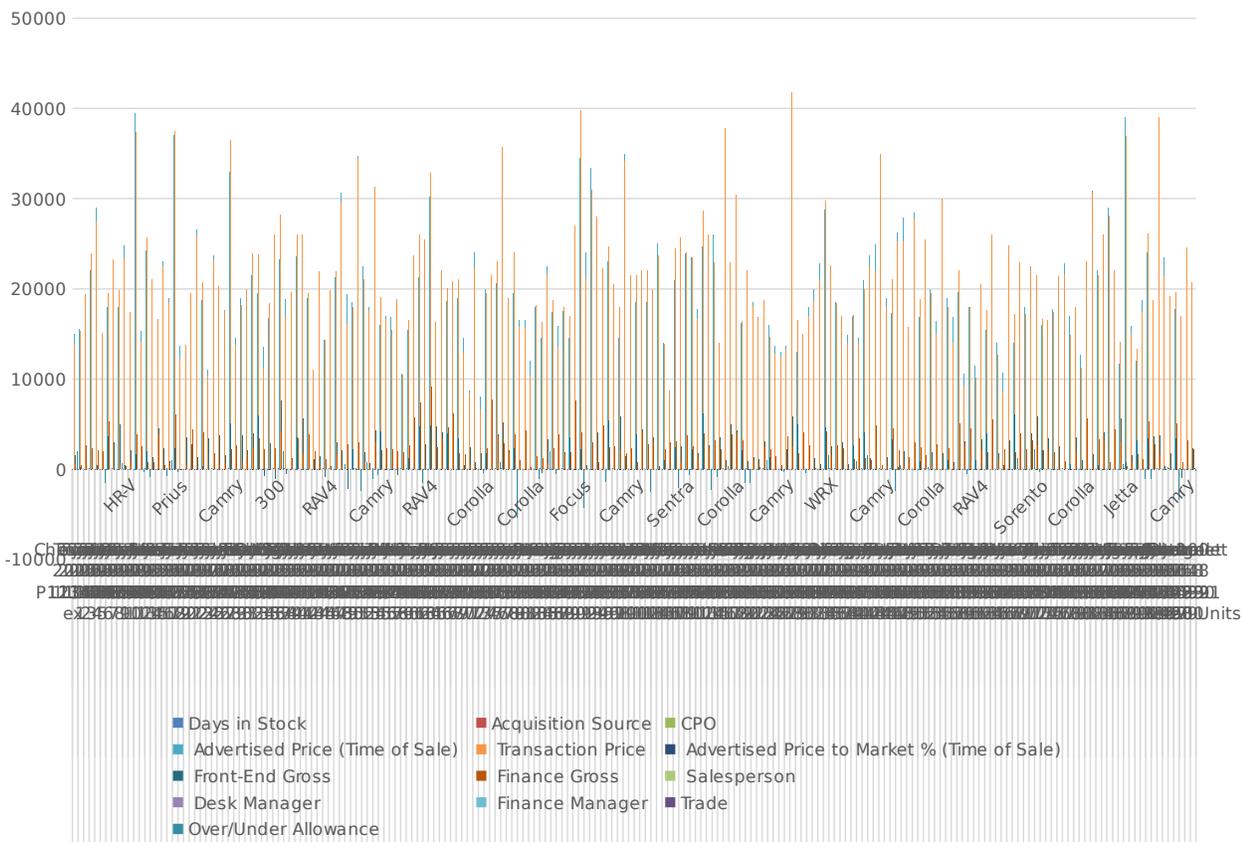
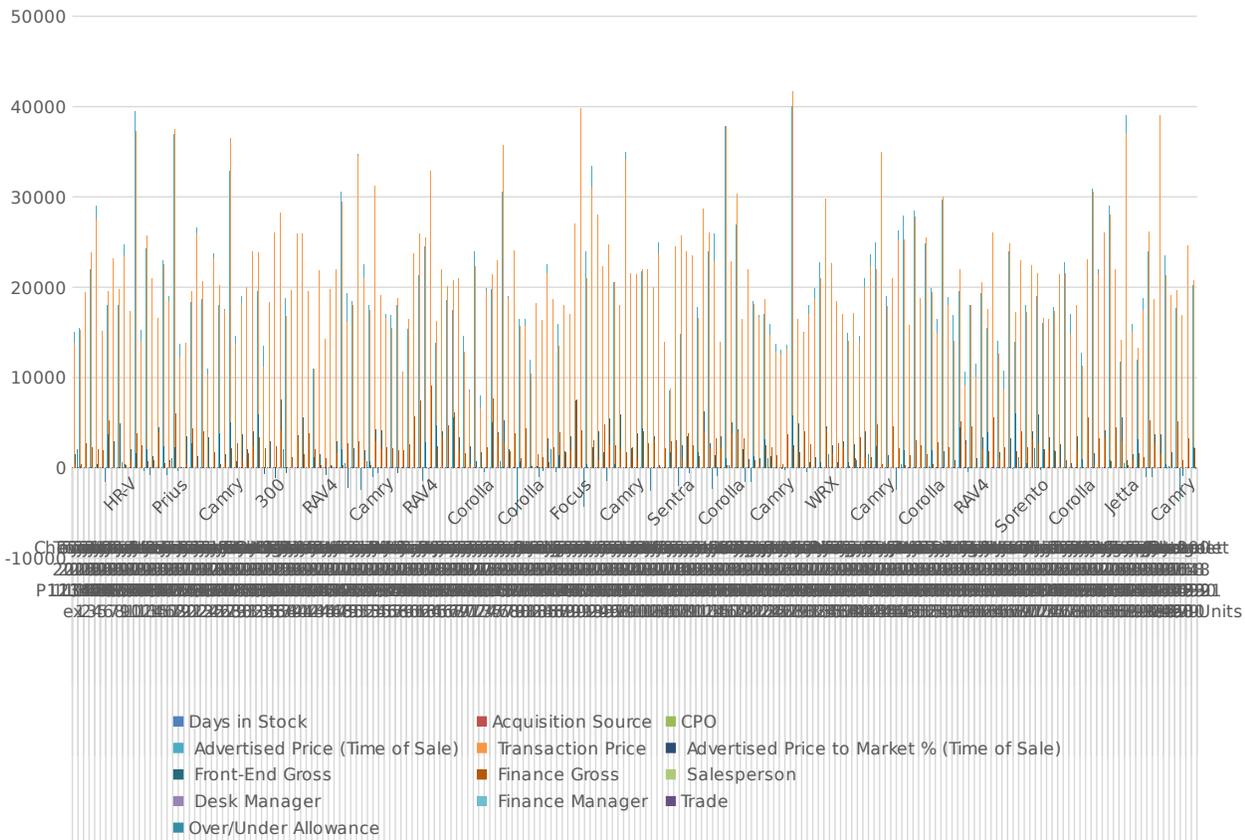


Chart Title



Scoreboard Totals

% Retailed of Non-Franchise Make	32%
Total # Retail Units	200
Avg. Days to Sale	21.2
Avg. Advertised Price (Time of Sale)	\$ 20,189
Avg. Transaction Price	\$ 20,733
Avg. Market Price at 100%	\$ 19,815
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	105%
Avg. Transactional Discount	\$ (548)
Avg. Front-End Gross	\$ 2,294
Avg. Finance Gross	\$ 2,136
PUVR	\$ 4,448
Total Gross (Units & PUVR)	\$ 889,552
GROI	364%
% with Trade	33%
Avg. Over/Under Allowance	(\$126)



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	
% Retailed of Non-New Franchise	32%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	21.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,189	#DIV/0!
Avg. Transaction Price	\$ 20,733	#DIV/0!
Avg. Market Price at 100%	\$ 19,815	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!
Avg. Transaction to Market	105%	#DIV/0!
Avg. Transactional Discount	\$ (548)	#DIV/0!
Avg. Front-End Gross	\$ 2,294	#DIV/0!
Avg. Finance Gross	\$ 2,136	#DIV/0!
PUVR	\$ 4,448	#DIV/0!
Total Gross (Units & PUVR)	\$ 889,552	#DIV/0!
GROI	364%	#DIV/0!
% with Trade	33%	#DIV/0!
Avg. Over/Under Allowance	-126	#DIV/0!



Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	32%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	21.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,189	#DIV/0!
Avg. Transaction Price	\$ 20,733	#DIV/0!
Avg. Market Price at 100%	\$ 19,815	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!
Avg. Transaction to Market	105%	#DIV/0!
Avg. Transactional Discount	\$ (548)	#DIV/0!
Avg. Front-End Gross	\$ 2,294	#DIV/0!
Avg. Finance Gross	\$ 2,136	#DIV/0!
PUVR	\$ 4,448	#DIV/0!
Total Gross (Units & PUVR)	\$ 889,552	#DIV/0!
GROI	364%	#DIV/0!
% with Trade	33%	#DIV/0!
Avg. Over/Under Allowance	-126	#DIV/0!



Scoreboard*(Click on the blue head*

Finance Manager	Totals	
% Retailed of Non-New Franchise	32%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	21.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,189	#DIV/0!
Avg. Transaction Price	\$ 20,733	#DIV/0!
Avg. Market Price at 100%	\$ 19,815	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!
Avg. Transaction to Market	105%	#DIV/0!
Avg. Transactional Discount	\$ (548)	#DIV/0!
Avg. Front-End Gross	\$ 2,294	#DIV/0!
Avg. Finance Gross	\$ 2,136	#DIV/0!
PUVR	\$ 4,448	#DIV/0!
Total Gross (Units & PUVR)	\$ 889,552	#DIV/0!
GROI	364%	#DIV/0!
% with Trade	33%	#DIV/0!
Avg. Over/Under Allowance	-126	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	111
Avg. Days to Sale	21.2	20.2
Avg. Advertised Price (Time of Sale)	\$ 20,189	\$ 21,511
Avg. Transaction Price	\$ 20,733	\$ 22,318
Avg. Market Price at 100%	\$ 19,815	\$ 21,657
Avg. Price to Market % (Time of Sale)	102%	99%
Avg. Transaction to Market	105%	103%
Avg. Transactional Discount	\$ (548)	\$ (820)
Avg. Front-End Gross	\$ 2,294	\$ 2,402
Avg. Finance Gross	\$ 2,136	\$ 2,321
PUVR	\$ 4,448	\$ 4,761
Total Gross (Units & PUVR)	\$ 889,552	\$ 528,449
GROI	364%	380%
% with Trade	33%	183%
Avg. Over/Under Allowance	-126	-180

No	
	89
	22.5
\$	18,755
\$	18,755
\$	18,159
	103%
	103%
\$	(216)
\$	2,159
\$	1,905
\$	4,064
\$	361,729
	347%
	124%
	-58

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	134
Avg. Days to Sale	21.2	18.9
Avg. Advertised Price (Time of Sale)	\$ 20,189	\$ 20,755
Avg. Transaction Price	\$ 20,733	\$ 21,343
Avg. Market Price at 100%	\$ 19,815	\$ 20,703
Avg. Price to Market % (Time of Sale)	102%	100%
Avg. Transaction to Market	105%	103%
Avg. Transactional Discount	\$ (548)	\$ (588)
Avg. Front-End Gross	\$ 2,294	\$ 2,389
Avg. Finance Gross	\$ 2,136	\$ 2,274
PUVR	\$ 4,448	\$ 4,663
Total Gross (Units & PUVR)	\$ 889,552	\$ 624,842
GROI	364%	416%
% with Trade	33%	28%
Avg. Over/Under Allowance	-126	-153

No	
	64
	26.4
\$	19,560
\$	19,560
\$	18,790
	104%
	104%
\$	(465)
\$	2,132
\$	1,865
\$	3,997
\$	255,814
	279%
	44%
	-72

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	115
% of Retail Units	100%	58%
% Retailed of Non-New Franchise	32%	29%
Avg. Days to Sale	21.2	21.3
Avg. Transaction Price	\$ 20,733	\$ 21,415
Avg. Transaction to Market %	105%	103%
Avg. Transactional Discount	\$ (548)	\$ (677)
Avg. Front End Gross	\$ 2,294	\$ 2,562
Avg. Finance Gross	\$ 2,136	\$ 2,192
PUVR	\$ 4,448	\$ 4,792
Total Gross (Units & PUVR)	\$ 889,552	\$ 551,042
GROI	364%	379%
% with Trade	33%	29%
Avg. Over/Under Allowance	-126	-87



Trade on Used	Street/Curb buy	Auction/wholesale
15	10	45
8%	5%	23%
40%	30%	49%
18.2	13.6	26.8
\$ 16,611	\$ 18,046	\$ 20,746
103%	101%	109%
\$ (75)	\$ 513	\$ (610)
\$ 1,923	\$ 1,783	\$ 1,919
\$ 2,194	\$ 1,457	\$ 2,222
\$ 4,117	\$ 3,240	\$ 4,141
\$ 61,749	\$ 32,397	\$ 186,348
490%	475%	268%
40%	40%	38%
-609	50	-87

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
0	0	15
0%	0%	8%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	12.5
#DIV/0!	#DIV/0!	\$ 21,374
#DIV/0!	#DIV/0!	105%
#DIV/0!	#DIV/0!	\$ (575)
#DIV/0!	#DIV/0!	\$ 2,074
#DIV/0!	#DIV/0!	\$ 1,840
#DIV/0!	#DIV/0!	\$ 3,914
#DIV/0!	#DIV/0!	\$ 58,703
#DIV/0!	#DIV/0!	526%
#DIV/0!	#DIV/0!	33%
#DIV/0!	#DIV/0!	-173

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	151
% of Retail Units	100%	76%
% Retailed of Non-New Franchise	32%	28%
Avg. Days to Sale	21.2	12.5
Avg. Transaction Price	\$ 20,733	\$ 20,070
Avg. Transaction to Market %	105%	105%
Avg. Transactional Discount	\$ (548)	\$ (440)
Avg. Front End Gross	\$ 2,294	\$ 2,482
Avg. Finance Gross	\$ 2,136	\$ 2,290
PUVR	\$ 4,448	\$ 4,772
Total Gross (Units & PUVR)	\$ 889,552	\$ 720,556
GROI	364%	686%
% with Trade	33%	32%
Avg. Over/Under Allowance	-126	-130



31-45 days	46-60 days	61-90 days	90+ days
24	16	9	0
12%	8%	5%	0%
46%	44%	44%	#DIV/0!
37.3	52.8	69.6	#DIV/0!
\$ 21,563	\$ 24,274	\$ 23,344	#DIV/0!
103%	104%	101%	#DIV/0!
\$ (334)	\$ (1,572)	\$ (1,086)	#DIV/0!
\$ 1,667	\$ 2,223	\$ 939	#DIV/0!
\$ 1,698	\$ 1,931	\$ 1,081	#DIV/0!
\$ 3,365	\$ 4,153	\$ 2,020	#DIV/0!
\$ 80,760	\$ 66,453	\$ 18,180	#DIV/0!
151%	117%	45%	#DIV/0!
21%	56%	22%	#DIV/0!
-194	-19	-57	#DIV/0!