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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	35	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$750	\$1,100
1	6P3334	2017	Chevrolet	CRUZE	64	Auction/Wholesale	Yes	\$ 13,606	\$ 14,106	91%	(\$1,333)	\$2,300
2	6P3340	2017	Buick	ENVISION	56	Auction/Wholesale	Yes	\$ 21,665	\$ 21,665	91%	(\$80)	\$150
3	6P3373	2017	Chevrolet	CRUZE	47	Auction/Wholesale	No	\$ 13,775	\$ 13,775	89%	\$142	\$2,322
4	6P3387	2018	Buick	ENCORE	59	Auction/Wholesale	Yes	\$ 18,536	\$ 18,536	87%	(\$407)	\$1,103
5	6P3406	2018	Volkswagen	ATLAS	41	Auction/Wholesale	No	\$ 30,000	\$ 33,731	92%	\$5,491	\$1,527
6	6P3409	2017	Chevrolet	Equinox	45	Auction/Wholesale	Yes	\$ 17,462	\$ 17,462	95%	\$283	\$2,100
7	6P3411	2017	Chevrolet	1500	50	Auction/Wholesale	Yes	\$ 30,887	\$ 30,887	94%	\$2,506	\$2,316
8	6T3909	2017	Chevrolet	CRUZE	65	Trade on Used	Yes	\$ 13,000	\$ 13,500	92%	\$3,112	\$5,021
9	6T3911	2017	Chevrolet	SUBURBAN	58	Trade on Used	No	\$ 31,000	\$ 31,988	90%	\$3,902	\$2,537
10	6T3955	2016	Chevrolet	TRAX	49	Trade on New	No	\$ 13,472	\$ 13,472	97%	\$2,405	\$2,841
11	6T4056	2018	CADILLAC	CTS SEDAN	47	Trade on Used	No	\$ 27,750	\$ 27,750	94%	\$4,163	\$3,827
12	7P3351	2017	Chevrolet	CRUZE	43	Auction/Wholesale	Yes	\$ 14,208	\$ 14,208	89%	\$156	\$1,001
13	7P3359	2017	Chevrolet	BOLT	31	Auction/Wholesale	Yes	\$ 18,304	\$ 18,304	94%	\$718	\$1,279
14	7P3368	2017	CADILLAC	XT5	34	Auction/Wholesale	No	\$ 24,682	\$ 24,682	94%	\$1,187	\$1,239
15	7P3370	2017	Chevrolet	VOLT	22	Auction/Wholesale	Yes	\$ 19,189	\$ 19,189	94%	(\$761)	\$4,797
16	7P3381	2019	Chevrolet	Equinox	19	Auction/Wholesale	Yes	\$ 26,482	\$ 26,482	95%	\$3,476	\$3,487
17	7P3382	2018	Chevrolet	COLORADO	18	Auction/Wholesale	No	\$ 27,911	\$ 27,911	96%	(\$79)	\$337
18	7P3392	2018	Chevrolet	Equinox	20	Auction/Wholesale	Yes	\$ 24,747	\$ 24,747	100%	\$2,786	\$125
19	7P3393	2017	Chevrolet	1500	29	Auction/Wholesale	Yes	\$ 31,564	\$ 31,564	99%	\$3,098	\$4,015
20	7P3405	2018	Chevrolet	Equinox	20	Auction/Wholesale	No	\$ 19,505	\$ 19,505	91%	\$630	\$0
21	7P3406	2018	Chevrolet	TRAX	25	Auction/Wholesale	No	\$ 17,574	\$ 17,574	100%	\$2,102	\$1,864
22	7P3409	2019	Chevrolet	Equinox	15	Auction/Wholesale	Yes	\$ 20,674	\$ 20,674	93%	(\$306)	\$967
23	7P3415	2017	Chevrolet	Equinox	26	Auction/Wholesale	Yes	\$ 18,000	\$ 18,000	91%	\$130	\$610
24	7P3419	2017	Chevrolet	CRUZE	38	Auction/Wholesale	Yes	\$ 13,153	\$ 13,153	92%	(\$240)	\$6,219
25	7P3425	2017	Chevrolet	TRAX	32	Auction/Wholesale	Yes	\$ 14,894	\$ 14,765	90%	(\$245)	\$0
26	7P3428	2017	GMC	ACADIA	38	Auction/Wholesale	Yes	\$ 25,425	\$ 25,425	98%	\$1,727	\$2,870
27	7P3430	2017	GMC	TERRAIN	30	Auction/Wholesale	Yes	\$ 17,668	\$ 17,668	91%	\$1,858	\$2,912

28	7P3439	2017	GMC	TERRAIN	46	Auction/Wholesale	Yes	\$	17,148	\$	17,148	91%	(\$557)	\$1,393
29	7P3440	2017	Buick	ENVISION	24	Auction/Wholesale	Yes	\$	24,000	\$	24,000	92%	\$51	\$250
30	7P3448	2017	Chevrolet	Equinox	29	Auction/Wholesale	Yes	\$	17,187	\$	17,638	92%	\$143	\$513
31	7P3454	2018	Chevrolet	Equinox	34	Auction/Wholesale	Yes	\$	20,000	\$	20,610	92%	(\$236)	\$1,679
32	7P3455	2017	Chevrolet	MALIBU	21	Auction/Wholesale	YES	\$	16,571	\$	16,571	96%	\$156	\$1,018
33	7P3456	2017	Chevrolet	TRAVERSE	22	Auction/Wholesale	No	\$	22,849	\$	23,349	95%	(\$104)	\$5,838
34	7T3402	2015	JEEP	CHEROKEE	19	Trade on New	No	\$	16,850	\$	15,738	121%	\$3,851	\$1,929
35	7T4083	2015	BMW	M6	34	Trade on Used	No	\$	50,000	\$	48,924	99%	\$1,874	\$2,138
36	7T4093	2008	TOYOTA	TACOMA	35	Trade on New	No	\$	14,600	\$	13,636	102%	\$3,968	\$1,271
37	7T4115	2017	Chevrolet	1500	38	Trade on New	No	\$	33,150	\$	33,150	101%	\$4,399	\$1,661
38	7T4136	2015	Chevrolet	TRAX	25	Trade on New	Yes	\$	12,460	\$	12,460	92%	\$2,647	\$467
39	7T4155	2015	Chevrolet	TRAVERSE	30	Trade on New	Yes	\$	16,000	\$	16,000	97%	\$2,963	\$1,213
40	7T4177	2018	Chevrolet	COLORADO	36	Trade on Used	Yes	\$	29,687	\$	29,687	102%	\$4,454	\$3,996
41	7T4192	2017	DODGE	JOURNEY	22	Trade on Used	No	\$	24,500	\$	13,841	96%	\$2,556	\$632
42	7T4204	2016	Chevrolet	TRAVERSE	27	Trade on New	Yes	\$	20,555	\$	20,555	101%	\$1,565	\$4,722
43	7T4207	2015	Chevrolet	CRUZE	27	Trade on Used	No	\$	9,876	\$	9,876	96%	\$2,937	\$875
44	7T4209	2017	Chevrolet	Equinox	20	Trade on Used	Yes	\$	19,492	\$	18,750	103%	\$2,278	\$3,159
45	7T4210	2018	Chevrolet	1500	14	Trade on New	Yes	\$	33,932	\$	33,932	99%	\$4,109	\$1,971
46	7T4215	2017	Chevrolet	TRAVERSE	11	Trade on Used	Yes	\$	25,536	\$	25,536	99%	\$1,489	\$4,589
47	7T4217	2016	Chevrolet	CRUZE	19	Trade on New	Yes	\$	11,075	\$	11,575	97%	\$1,310	\$979
48	7T4223	2017	Chevrolet	1500	13	Trade on Used	Yes	\$	34,932	\$	34,500	101%	\$2,568	\$1,428
49	7T4234	2010	HONDA	CRV	13	Trade on New	No	\$	10,955	\$	10,955	100%	\$2,339	\$965
50	7T4236	2019	Chevrolet	TAHOE	15	Trade on Used	No	\$	58,254	\$	58,254	99%	\$1,916	\$436
51	7T4239	2018	Chevrolet	MALIBU	16	Trade on Used	Yes	\$	17,707	\$	17,707	96%	\$595	\$2,479
52	7T4241	2016	Chevrolet	Equinox	17	Trade on New	Yes	\$	14,902	\$	15,111	92%	\$257	\$1,574
53	7T4248	2015	Chevrolet	1500	11	Trade on New	Yes	\$	25,146	\$	25,146	104%	\$4,686	\$3,307

Scoreboard Totals

% Retailed of Non-Franchise Make	27%
Total # Retail Units	100
Avg. Days to Sale	24.8
Avg. Advertised Price (Time of Sale)	\$ 22,272
Avg. Transaction Price	\$ 22,350
Avg. Market Price at 100%	\$ 23,285
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ (77)
Avg. Front-End Gross	\$ 1,587
Avg. Finance Gross	\$ 1,950
PUVR	\$ 3,518
Total Gross (Units & PUVR)	\$ 351,763
GROI	228%
% with Trade	38%
Avg. Over/Under Allowance	\$154



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	100	0
Avg. Days to Sale	24.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,272	#DIV/0!
Avg. Transaction Price	\$ 22,350	#DIV/0!
Avg. Market Price at 100%	\$ 23,285	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ (77)	#DIV/0!
Avg. Front-End Gross	\$ 1,587	#DIV/0!
Avg. Finance Gross	\$ 1,950	#DIV/0!
PUVR	\$ 3,518	#DIV/0!
Total Gross (Units & PUVR)	\$ 351,763	#DIV/0!
GROI	228%	#DIV/0!
% with Trade	38%	#DIV/0!
Avg. Over/Under Allowance	154	#DIV/0!



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Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	100	0
Avg. Days to Sale	24.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,272	#DIV/0!
Avg. Transaction Price	\$ 22,350	#DIV/0!
Avg. Market Price at 100%	\$ 23,285	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ (77)	#DIV/0!
Avg. Front-End Gross	\$ 1,587	#DIV/0!
Avg. Finance Gross	\$ 1,950	#DIV/0!
PUVR	\$ 3,518	#DIV/0!
Total Gross (Units & PUVR)	\$ 351,763	#DIV/0!
GROI	228%	#DIV/0!
% with Trade	38%	#DIV/0!
Avg. Over/Under Allowance	154	#DIV/0!



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Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	100	0
Avg. Days to Sale	24.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,272	#DIV/0!
Avg. Transaction Price	\$ 22,350	#DIV/0!
Avg. Market Price at 100%	\$ 23,285	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ (77)	#DIV/0!
Avg. Front-End Gross	\$ 1,587	#DIV/0!
Avg. Finance Gross	\$ 1,950	#DIV/0!
PUVR	\$ 3,518	#DIV/0!
Total Gross (Units & PUVR)	\$ 351,763	#DIV/0!
GROI	228%	#DIV/0!
% with Trade	38%	#DIV/0!
Avg. Over/Under Allowance	154	#DIV/0!



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Scoreboard

CPO	Totals	Yes
Total # Retail Units	100	74
Avg. Days to Sale	24.8	23.8
Avg. Advertised Price (Time of Sale)	\$ 22,272	\$ 21,614
Avg. Transaction Price	\$ 22,350	\$ 21,832
Avg. Market Price at 100%	\$ 23,285	\$ 22,549
Avg. Price to Market % (Time of Sale)	96%	96%
Avg. Transaction to Market	96%	97%
Avg. Transactional Discount	\$ (77)	\$ (219)
Avg. Front-End Gross	\$ 1,587	\$ 1,484
Avg. Finance Gross	\$ 1,950	\$ 2,006
PUVR	\$ 3,518	\$ 3,463
Total Gross (Units & PUVR)	\$ 351,763	\$ 256,268
GROI	228%	240%
% with Trade	38%	130%
Avg. Over/Under Allowance	154	173

No
26
27.9
\$ 23,821
\$ 23,821
\$ 25,096
95%
95%
\$ 326
\$ 1,881
\$ 1,792
\$ 3,673
\$ 95,495
199%
25%
101

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	100	73
Avg. Days to Sale	24.8	23.6
Avg. Advertised Price (Time of Sale)	\$ 22,272	\$ 21,943
Avg. Transaction Price	\$ 22,350	\$ 22,195
Avg. Market Price at 100%	\$ 23,285	\$ 22,778
Avg. Price to Market % (Time of Sale)	96%	96%
Avg. Transaction to Market	96%	97%
Avg. Transactional Discount	\$ (77)	\$ (252)
Avg. Front-End Gross	\$ 1,587	\$ 1,670
Avg. Finance Gross	\$ 1,950	\$ 2,070
PUVR	\$ 3,518	\$ 3,711
Total Gross (Units & PUVR)	\$ 351,763	\$ 270,904
GROI	228%	255%
% with Trade	38%	42%
Avg. Over/Under Allowance	154	110

No
27
28.1
\$ 22,768
\$ 22,768
\$ 24,383
93%
93%
\$ 394
\$ 1,366
\$ 1,629
\$ 2,995
\$ 80,859
168%
26%
273

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	100	21	19
% of Retail Units	100%	21%	19%
% Retailed of Non-New Franchise	27%	19%	16%
Avg. Days to Sale	24.8	19.1	26.2
Avg. Transaction Price	\$ 22,350	\$ 19,340	\$ 28,059
Avg. Transaction to Market %	96%	98%	95%
Avg. Transactional Discount	\$ (77)	\$ 112	\$ 613
Avg. Front End Gross	\$ 1,587	\$ 2,832	\$ 2,908
Avg. Finance Gross	\$ 1,950	\$ 1,610	\$ 2,188
PUVR	\$ 3,518	\$ 4,442	\$ 4,982
Total Gross (Units & PUVR)	\$ 351,763	\$ 93,283	\$ 94,650
GROI	228%	432%	244%
% with Trade	38%	33%	21%
Avg. Over/Under Allowance	154	149	142



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
0	60	0	0
0%	60%	0%	0%
#DIV/0!	33%	#DIV/0!	#DIV/0!
#DIV/0!	26.4	#DIV/0!	#DIV/0!
#DIV/0!	\$ 21,595	#DIV/0!	#DIV/0!
#DIV/0!	96%	#DIV/0!	#DIV/0!
#DIV/0!	\$ (362)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 734	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,997	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,731	#DIV/0!	#DIV/0!
#DIV/0!	\$ 163,830	#DIV/0!	#DIV/0!
#DIV/0!	172%	#DIV/0!	#DIV/0!
#DIV/0!	45%	#DIV/0!	#DIV/0!
#DIV/0!	160	#DIV/0!	#DIV/0!

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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	100	71	17
% of Retail Units	100%	71%	17%
% Retailed of Non-New Franchise	27%	23%	35%
Avg. Days to Sale	24.8	16.9	37.2
Avg. Transaction Price	\$ 22,350	\$ 22,600	\$ 22,103
Avg. Transaction to Market %	96%	97%	95%
Avg. Transactional Discount	\$ (77)	\$ (50)	\$ (128)
Avg. Front End Gross	\$ 1,587	\$ 1,638	\$ 1,534
Avg. Finance Gross	\$ 1,950	\$ 1,889	\$ 1,976
PUVR	\$ 3,518	\$ 3,527	\$ 3,510
Total Gross (Units & PUVR)	\$ 351,763	\$ 250,409	\$ 59,669
GROI	228%	332%	154%
% with Trade	38%	39%	29%
Avg. Over/Under Allowance	154	173	41



46-60 days	61-90 days	90+ days
10	2	0
10%	2%	0%
50%	0%	#DIV/0!
52.1	64.5	#DIV/0!
\$ 22,703	\$ 13,803	#DIV/0!
93%	95%	#DIV/0!
\$ (99)	\$ (500)	#DIV/0!
\$ 1,461	\$ 890	#DIV/0!
\$ 1,998	\$ 3,661	#DIV/0!
\$ 3,458	\$ 4,550	#DIV/0!
\$ 34,583	\$ 9,100	#DIV/0!
105%	184%	#DIV/0!
40%	50%	#DIV/0!
225	99	#DIV/0!