

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	35	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$750	\$1,100
1	M481441	2016	Toyota	Camry	35	Trade on New	Yes	\$ 16,990	\$ 16,087	103%	\$300	\$0
2	M961271	2012	Toyota	Prius	42	Trade on New	No	\$ 11,990	\$ 9,487	92%	\$536	\$0
3	M481201	2012	Toyota	Tacoma	29	Auction/Wholesale	No	\$ 23,194	\$ 23,194	95%	\$4,366	\$0
4	M482861	2015	Toyota	Prius	40	Auction/Wholesale	No	\$ 14,900	\$ 14,900	100%	\$301	\$0
5	M469861	2015	Toyota	Camry	32	Trade on New	Yes	\$ 20,995	\$ 17,856	97%	\$2,338	\$0
6	M965390	2014	Toyota	Camry	25	Auction/Wholesale	No	\$ 13,990	\$ 11,667	102%	\$2,958	\$0
7	M481262	2018	Subaru	Outback	51	Trade on New	No	\$ 27,594	\$ 27,594	98%	\$1,000	\$0
8	P963220	2017	Ford	Focus	80	Auction/Wholesale	No	\$ 9,800	\$ 9,800	80%	(\$1,853)	\$2,200
9	M965600	2018	Toyota	Rav4	18	Trade on New	Yes	\$ 22,778	\$ 22,778	95%	\$1,935	\$0
10	P963960	2016	Ford	F150	66	Trade on New	No	\$ 33,995	\$ 30,346	93%	\$300	\$4,543
11	M486221	2017	Toyota	Rav4	20	Auction/Wholesale	No	\$ 17,074	\$ 17,074	96%	\$951	\$0
12	P964020	2017	Honda	HRV	69	Trade on New	No	\$ 19,995	\$ 15,942	89%	(\$1,332)	\$259
13	M477661	2012	Hyundai	Elantra	27	Auction/Wholesale	No	\$ 5,900	\$ 5,900	92%	(\$465)	\$0
14	M479491	2017	Toyota	Rav4	17	Trade on New	Yes	\$ 24,990	\$ 22,242	106%	\$2,320	\$517
15	M483251	2011	Honda	CRV	19	Auction/Wholesale	No	\$ 9,200	\$ 9,200	98%	\$568	\$0
16	M479941	2017	Toyota	Rav4	17	Trade on New	Yes	\$ 24,990	\$ 22,242	97%	\$2,320	\$517
17	M965830	2020	Toyota	Corolla	17	Trade on New	Yes	\$ 17,996	\$ 17,996	105%	\$2,461	\$840
18	P963700	2018	Toyota	Rav4	78	Trade on New	Yes	\$ 16,989	\$ 16,989	96%	(\$1,937)	\$0
19	M479531	2017	Toyota	Avalon	12	Trade on New	Yes	\$ 29,995	\$ 25,986	104%	\$1,650	\$0
20	M484961	2019	Toyota	4Runner	21	Trade on Used	Yes	\$ 44,990	\$ 42,563	103%	\$3,981	\$2,744
21	M472151	2012	Toyota	Tacoma	22	Trade on New	No	\$ 21,990	\$ 18,796	97%	\$20	\$1,581
22	P965220	2019	Toyota	4Runner	39	Trade on Used	Yes	\$ 34,278	\$ 32,478	92%	\$1,530	\$51
23	M480551	2015	Toyota	Rav4	37	Auction/Wholesale	Yes	\$ 19,800	\$ 19,800	98%	\$1,056	\$0
24	M482241	2017	Honda	CRV	51	Auction/Wholesale	No	\$ 21,500	\$ 21,500	96%	\$183	\$0
25	M479851	2018	Toyota	CHR	71	Auction/Wholesale	Yes	\$ 17,976	\$ 17,976	85%	(\$273)	\$0
26	M483541	2014	Toyota	Rav4	23	Trade on New	No	\$ 17,400	\$ 17,400	100%	\$1,157	\$2,118
27	M477542	2018	Toyota	CHR	39	Trade on Used	Yes	\$ 17,800	\$ 17,800	96%	(\$1,119)	\$0

28	M965550	2018	Toyota	Rav4	29	Trade on Used	Yes	\$	31,990	\$	29,522	94%	\$700	\$859
29	M479242	2011	Toyota	CAMRY	45	Trade on New	No	\$	8,900	\$	8,900	96%	\$1,620	\$141
30	M484871	2019	Volkswagen	BEETLE	34	Trade on Used	No	\$	21,995	\$	19,924	106%	\$2,463	\$150
31	M482441	2018	Toyota	HIGHLANDER	32	Trade on Used	Yes	\$	34,995	\$	30,750	91%	\$5	\$209
32	M964450	2017	Toyota	RAV4	61	Trade on Used	Yes	\$	23,995	\$	20,846	93%	\$386	\$657
33	M485491	2018	Toyota	4RUNNER	19	Trade on New	Yes	\$	39,990	\$	34,812	97%	\$752	\$0
34	M484331	2010	Honda	CIVIC	40	Trade on Used	No	\$	9,990	\$	6,992	95%	\$880	\$89
35	M476481	2016	Ford	F150	80	Trade on New	No	\$	38,995	\$	34,289	101%	\$2,731	\$0
36	M476591	2017	Toyota	RAV4	42	Trade on New	Yes	\$	20,000	\$	20,000	96%	(\$1,206)	\$0
37	M963831	2015	Toyota	PRIUS	26	Trade on Used	Yes	\$	12,998	\$	12,998	97%	\$1,023	\$0
38	M478461	2018	Toyota	CAMRY	41	Trade on New	Yes	\$	20,997	\$	20,997	98%	\$1,724	\$2,631
39	M484841	2019	Toyota	HIGHLANDER	28	Trade on New	Yes	\$	37,990	\$	35,000	94%	\$245	\$0
40	P964190	2019	Toyota	CAMRY	70	Trade on Used	Yes	\$	17,000	\$	17,000	92%	(\$2,953)	\$0
41	P964870	2019	Chrysler	PACIFICA	55	Trade on New	No	\$	27,995	\$	22,803	93%	(\$2,422)	\$0
42	M965570	2013	Toyota	PRIUS	28	Trade on New	No	\$	10,909	\$	10,909	106%	\$1,670	\$0
43	M477351	2015	Toyota	PRIUS	19	Auction/Wholesale	Yes	\$	16,000	\$	16,000	104%	\$1,580	\$562
44	M482441	10-Jul	Toyota	HIGHLANDER	32	Trade on New	Yes	\$	34,995	\$	30,744	99%	\$5	\$209
45	M484471	2015	Volkswagen	BEETLE	34	Trade on Used	No	\$	21,995	\$	19,924	102%	\$2,463	\$150
46	M479272	2011	Toyota	CAMRY	45	Trade on New	No	\$	8,900	\$	8,900	98%	\$1,620	\$141
47	M965550	2018	Toyota	HIGHLANDER	29	Trade on New	Yes	\$	31,990	\$	29,522	96%	\$1,060	\$859
48	P964630	2017	Buick	LACROSSE	64	Trade on Used	No	\$	25,995	\$	21,297	93%	(\$833)	\$0
49	P964890	2019	Chevrolet	IMPALA	58	Trade on New	No	\$	17,573	\$	17,573	95%	(\$823)	\$0
50	P963940	2019	Toyota	CAMRY	79	Trade on New	Yes	\$	17,000	\$	17,000	91%	(\$2,188)	\$0
51	M965770	2019	Toyota	HIGHLANDER	26	Trade on Used	Yes	\$	34,995	\$	32,715	101%	\$1,324	\$0
52	M486201	2015	Subaru	OUTBACK	26	Trade on Used	No	\$	17,600	\$	17,600	96%	\$1,297	\$2,127
53	M967760	2017	Toyota	CAMRY	28	Auction/Wholesale	Yes	\$	17,062	\$	17,062	98%	\$2,876	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	31%
Total # Retail Units	110
Avg. Days to Sale	37.8
Avg. Advertised Price (Time of Sale)	\$ 22,397
Avg. Transaction Price	\$ 21,393
Avg. Market Price at 100%	\$ 22,718
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 1,004
Avg. Front-End Gross	\$ 807
Avg. Finance Gross	\$ 426
PUVR	\$ 1,233
Total Gross (Units & PUVR)	\$ 135,638
GROI	55%
% with Trade	35%
Avg. Over/Under Allowance	\$33



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	31%	#DIV/0!
Total # Retail Units	110	0
Avg. Days to Sale	37.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,397	#DIV/0!
Avg. Transaction Price	\$ 21,393	#DIV/0!
Avg. Market Price at 100%	\$ 22,718	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 1,004	#DIV/0!
Avg. Front-End Gross	\$ 807	#DIV/0!
Avg. Finance Gross	\$ 426	#DIV/0!
PUVR	\$ 1,233	#DIV/0!
Total Gross (Units & PUVR)	\$ 135,638	#DIV/0!
GROI	55%	#DIV/0!
% with Trade	35%	#DIV/0!
Avg. Over/Under Allowance	33	#DIV/0!



Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	31%	#DIV/0!
Total # Retail Units	110	0
Avg. Days to Sale	37.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,397	#DIV/0!
Avg. Transaction Price	\$ 21,393	#DIV/0!
Avg. Market Price at 100%	\$ 22,718	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 1,004	#DIV/0!
Avg. Front-End Gross	\$ 807	#DIV/0!
Avg. Finance Gross	\$ 426	#DIV/0!
PUVR	\$ 1,233	#DIV/0!
Total Gross (Units & PUVR)	\$ 135,638	#DIV/0!
GROI	55%	#DIV/0!
% with Trade	35%	#DIV/0!
Avg. Over/Under Allowance	33	#DIV/0!



Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	31%	#DIV/0!
Total # Retail Units	110	0
Avg. Days to Sale	37.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,397	#DIV/0!
Avg. Transaction Price	\$ 21,393	#DIV/0!
Avg. Market Price at 100%	\$ 22,718	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 1,004	#DIV/0!
Avg. Front-End Gross	\$ 807	#DIV/0!
Avg. Finance Gross	\$ 426	#DIV/0!
PUVR	\$ 1,233	#DIV/0!
Total Gross (Units & PUVR)	\$ 135,638	#DIV/0!
GROI	55%	#DIV/0!
% with Trade	35%	#DIV/0!
Avg. Over/Under Allowance	33	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	110	53
Avg. Days to Sale	37.8	36.7
Avg. Advertised Price (Time of Sale)	\$ 22,397	\$ 24,586
Avg. Transaction Price	\$ 21,393	\$ 23,569
Avg. Market Price at 100%	\$ 22,718	\$ 25,048
Avg. Price to Market % (Time of Sale)	99%	98%
Avg. Transaction to Market	94%	94%
Avg. Transactional Discount	\$ 1,004	\$ 1,017
Avg. Front-End Gross	\$ 807	\$ 774
Avg. Finance Gross	\$ 426	\$ 369
PUVR	\$ 1,233	\$ 1,143
Total Gross (Units & PUVR)	\$ 135,638	\$ 60,583
GROI	55%	48%
% with Trade	35%	63%
Avg. Over/Under Allowance	33	23



No	
	57
	38.8
\$	19,369
\$	19,369
\$	20,792
	93%
	93%
\$	992
\$	838
\$	479
\$	1,317
\$	75,055
	63%
	39%
	42

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	110	76
Avg. Days to Sale	37.8	32.8
Avg. Advertised Price (Time of Sale)	\$ 22,397	\$ 21,959
Avg. Transaction Price	\$ 21,393	\$ 21,107
Avg. Market Price at 100%	\$ 22,718	\$ 22,171
Avg. Price to Market % (Time of Sale)	99%	99%
Avg. Transaction to Market	94%	95%
Avg. Transactional Discount	\$ 1,004	\$ 852
Avg. Front-End Gross	\$ 807	\$ 993
Avg. Finance Gross	\$ 426	\$ 380
PUVR	\$ 1,233	\$ 1,373
Total Gross (Units & PUVR)	\$ 135,638	\$ 104,313
GROI	55%	71%
% with Trade	35%	30%
Avg. Over/Under Allowance	33	23

No	
	34
	48.9
\$	22,030
\$	22,030
\$	24,344
	90%
	90%
\$	1,344
\$	393
\$	528
\$	921
\$	31,325
	31%
	44%
	54

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	110	54	23
% of Retail Units	100%	49%	21%
% Retailed of Non-New Franchise	31%	11%	35%
Avg. Days to Sale	37.8	33.4	44.4
Avg. Transaction Price	\$ 21,393	\$ 21,728	\$ 22,394
Avg. Transaction to Market %	94%	96%	92%
Avg. Transactional Discount	\$ 1,004	\$ 1,154	\$ 1,283
Avg. Front End Gross	\$ 807	\$ 1,063	\$ 508
Avg. Finance Gross	\$ 426	\$ 477	\$ 412
PUVR	\$ 1,233	\$ 1,540	\$ 920
Total Gross (Units & PUVR)	\$ 135,638	\$ 83,161	\$ 21,166
GROI	55%	76%	33%
% with Trade	35%	39%	35%
Avg. Over/Under Allowance	33	50	-7



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
1	31	1	0
1%	28%	1%	0%
0%	61%	100%	#DIV/0!
24.0	41.1	31.0	#DIV/0!
\$ 24,985	\$ 19,294	\$ 41,691	#DIV/0!
92%	95%	93%	#DIV/0!
\$ -	\$ 526	\$ 2,304	#DIV/0!
\$ 795	\$ 642	\$ (976)	#DIV/0!
\$ -	\$ 373	\$ 33	#DIV/0!
\$ 795	\$ 1,015	\$ (943)	#DIV/0!
\$ 795	\$ 31,459	\$ (943)	#DIV/0!
48%	46%	-26%	#DIV/0!
0%	26%	100%	#DIV/0!
0	5	600	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	110	52	30
% of Retail Units	100%	47%	27%
% Retailed of Non-New Franchise	31%	15%	30%
Avg. Days to Sale	37.8	21.5	37.2
Avg. Transaction Price	\$ 21,393	\$ 21,710	\$ 20,245
Avg. Transaction to Market %	94%	98%	92%
Avg. Transactional Discount	\$ 1,004	\$ 831	\$ 1,313
Avg. Front End Gross	\$ 807	\$ 1,620	\$ 679
Avg. Finance Gross	\$ 426	\$ 528	\$ 208
PUVR	\$ 1,233	\$ 2,148	\$ 886
Total Gross (Units & PUVR)	\$ 135,638	\$ 111,672	\$ 26,585
GROI	55%	166%	42%
% with Trade	35%	35%	43%
Avg. Over/Under Allowance	33	-33	104



46-60 days	61-90 days	90+ days
8	20	0
7%	18%	0%
75%	55%	#DIV/0!
53.4	74.9	#DIV/0!
\$ 20,952	\$ 22,465	#DIV/0!
96%	90%	#DIV/0!
\$ 649	\$ 1,130	#DIV/0!
\$ (197)	\$ (710)	#DIV/0!
\$ 452	\$ 477	#DIV/0!
\$ 256	\$ (233)	#DIV/0!
\$ 2,044	\$ (4,663)	#DIV/0!
8%	-5%	#DIV/0!
38%	20%	#DIV/0!
83	88	#DIV/0!