

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	34927	2019	Ford	Fusion	75	Auction/Wholesale	No	\$ 22,995	\$ 19,644	106%	\$123	\$0
2	69918b	2014	Hyundai	Sonata	22	Trade on Used	No	\$ 11,995	\$ 11,924	87%	\$3,005	\$0
3	34947	2014	Hyundai	TERRAIN	21	Auction/Wholesale	No	\$ 13,995	\$ 12,705	116%	\$944	\$127
4	34934	2016	Hyundai	TUCSON	49	Auction/Wholesale	No	\$ 20,995	\$ 19,733	112%	\$962	\$1,060
5	34937	2015	Dodge	JOURNEY	47	Auction/Wholesale	No	\$ 14,995	\$ 13,309	118%	\$1,027	\$917
6	69920B	2013	Ford	F150	20	Trade on Used	No	\$ 16,994	\$ 15,000	93%	\$4,324	\$280
7	69994J	2015	Dodge	2500	44	Trade on New	No	\$ -	\$ 25,000	105%	\$1,393	\$0
8	34927B	2016	JEEP	RENEGADE	11	Trade on Used	No	\$ 17,995	\$ 16,310	102%	\$4,535	\$562
9	60013A	2016	Dodge	1500	10	Trade on New	No	\$ 37,995	\$ 36,850	101%	\$6,197	\$2,807
10	34954	2015	Ford	EXPLORER	3	Street/Curb Buy	No	\$ 23,995	\$ 22,999	102%	\$4,765	\$2,776
11	60013J	2015	Dodge	CHALLENGER	12	Trade on New	No	\$ 49,995	\$ 46,980	96%	\$3,189	\$0
12	34931	2018	Hyundai	ELANTRA	60	Auction/Wholesale	No	\$ 14,550	\$ 13,150	103%	(\$523)	\$0
13	69991B	2016	Chevrolet	MALIBU	34	Auction/Wholesale	No	\$ 16,995	\$ 15,625	110%	\$2,270	\$831
14	34933	2019	Hyundai	VELOSTER	63	Auction/Wholesale	No	\$ 21,995	\$ 19,777	106%	\$1,113	\$6,450
15	69812F	2014	Ford	F150	14	Street/Curb Buy	No	\$ 24,995	\$ 23,325	96%	\$324	\$985
16	60020A	2008	Dodge	DAKOTA	4	Trade on New	No	\$ 9,995	\$ 9,450	91%	\$2,819	\$0
17	34945	2018	Buick	ENCORE	42	Auction/Wholesale	No	\$ 22,995	\$ 18,995	117%	\$281	\$3,571
18	34939	2017	Buick	ENCORE	65	Auction/Wholesale	No	\$ 18,995	\$ 15,820	115%	(\$552)	\$168
19	69813A	2007	Toyota	RAV4	22	Trade on New	No	\$ 7,995	\$ 7,295	87%	\$2,628	\$1,156
20	34936	2018	Ford	FOCUS	9	Auction/Wholesale	No	\$ 15,995	\$ 15,000	104%	\$3,185	\$817
21	69980J	2017	Toyota	COROLLA	22	Trade on New	No	\$ 18,995	\$ 18,995	111%	\$3,855	\$830
22	34926	2019	Dodge	CARAVAN	47	Auction/Wholesale	No	\$ 19,995	\$ 17,686	113%	\$222	\$0
23	69918A	2018	Hyundai	SANTA FE	21	Trade on New	No	\$ 25,995	\$ 24,995	118%	\$3,065	\$1,828
24	34930	2014	Toyota	TUNDRA	16	Auction/Wholesale	No	\$ 28,995	\$ 28,000	105%	\$1,729	\$978
25	69806A	2003	Ford	RANGER	9	Trade on New	No	\$ 5,995	\$ 5,395	81%	\$2,666	\$0
26	34938	2018	JEEP	CHEROKEE	1	Auction/Wholesale	No	\$ 19,995	\$ 19,995	105%	\$2,502	\$2,991
27	34928	2015	Mercedes-Benz	GLA	49	Auction/Wholesale	No	\$ 21,995	\$ 20,380	104%	\$1,142	\$351

Scoreboard Totals

% Retailed of Non-Franchise Make	67%
Total # Retail Units	36
Avg. Days to Sale	27.4
Avg. Advertised Price (Time of Sale)	\$ 21,964
Avg. Transaction Price	\$ 21,221
Avg. Market Price at 100%	\$ 21,388
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 743
Avg. Front-End Gross	\$ 2,477
Avg. Finance Gross	\$ 1,123
PUVR	\$ 3,600
Total Gross (Units & PUVR)	\$ 129,614
GROI	223%
% with Trade	42%
Avg. Over/Under Allowance	(\$643)



Scoreboard

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Desk Manager	Totals	Les
% Retailed of Non-New Franchise	67%	50%
Total # Retail Units	36	6
Avg. Days to Sale	27.4	17.8
Avg. Advertised Price (Time of Sale)	\$ 21,964	\$ 19,996
Avg. Transaction Price	\$ 21,221	\$ 23,206
Avg. Market Price at 100%	\$ 21,388	\$ 19,775
Avg. Price to Market % (Time of Sale)	103%	101%
Avg. Transaction to Market	99%	117%
Avg. Transactional Discount	\$ 743	\$ (3,211)
Avg. Front-End Gross	\$ 2,477	\$ 3,838
Avg. Finance Gross	\$ 1,123	\$ 1,256
PUVR	\$ 3,600	\$ 5,094
Total Gross (Units & PUVR)	\$ 129,614	\$ 30,566
GROI	223%	443%
% with Trade	42%	33%
Avg. Over/Under Allowance	-643	-1,010



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Andre	Miguel		
65%	80%	#DIV/0!	#DIV/0!
20	10	0	0
28.4	31.0	#DIV/0!	#DIV/0!
\$ 22,173	\$ 22,729	#DIV/0!	#DIV/0!
\$ 20,574	\$ 21,324	#DIV/0!	#DIV/0!
\$ 22,583	\$ 20,871	#DIV/0!	#DIV/0!
98%	109%	#DIV/0!	#DIV/0!
91%	102%	#DIV/0!	#DIV/0!
\$ 1,599	\$ 1,404	#DIV/0!	#DIV/0!
\$ 2,371	\$ 1,874	#DIV/0!	#DIV/0!
\$ 863	\$ 1,562	#DIV/0!	#DIV/0!
\$ 3,235	\$ 3,436	#DIV/0!	#DIV/0!
\$ 64,692	\$ 34,356	#DIV/0!	#DIV/0!
199%	187%	#DIV/0!	#DIV/0!
40%	50%	#DIV/0!	#DIV/0!
-771	-100	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Dustin
% Retailed of Non-New Franchise	67%	80%
Total # Retail Units	36	10
Avg. Days to Sale	27.4	25.4
Avg. Advertised Price (Time of Sale)	\$ 21,964	\$ 20,951
Avg. Transaction Price	\$ 21,221	\$ 19,495
Avg. Market Price at 100%	\$ 21,388	\$ 19,946
Avg. Price to Market % (Time of Sale)	103%	105%
Avg. Transaction to Market	99%	98%
Avg. Transactional Discount	\$ 743	\$ 1,455
Avg. Front-End Gross	\$ 2,477	\$ 2,536
Avg. Finance Gross	\$ 1,123	\$ 1,426
PUVR	\$ 3,600	\$ 3,962
Total Gross (Units & PUVR)	\$ 129,614	\$ 39,615
GROI	223%	288%
% with Trade	42%	20%
Avg. Over/Under Allowance	-643	-1,010



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Dylan	Mike	Ed	Jonathan
75%	80%	33%	100%
4	5	12	5
30.8	43.4	19.0	32.6
\$ 27,496	\$ 21,195	\$ 22,023	\$ 20,195
\$ 32,397	\$ 19,017	\$ 20,814	\$ 18,913
\$ 29,312	\$ 19,354	\$ 22,386	\$ 19,386
94%	110%	98%	104%
111%	98%	93%	98%
\$ (4,901)	\$ 2,178	\$ 1,209	\$ 1,282
\$ 2,651	\$ 1,424	\$ 2,819	\$ 2,457
\$ 1,129	\$ 1,245	\$ 427	\$ 2,060
\$ 3,780	\$ 2,668	\$ 3,246	\$ 4,517
\$ 15,120	\$ 13,342	\$ 38,950	\$ 22,587
137%	116%	295%	264%
50%	60%	58%	20%
-1,800	-650	-371	#DIV/0!

Scoreboard

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Finance Manager	Totals	Brecken
% Retailed of Non-New Franchise	67%	59%
Total # Retail Units	36	17
Avg. Days to Sale	27.4	27.6
Avg. Advertised Price (Time of Sale)	\$ 21,964	\$ 25,839
Avg. Transaction Price	\$ 21,221	\$ 25,693
Avg. Market Price at 100%	\$ 21,388	\$ 26,214
Avg. Price to Market % (Time of Sale)	103%	99%
Avg. Transaction to Market	99%	98%
Avg. Transactional Discount	\$ 743	\$ 146
Avg. Front-End Gross	\$ 2,477	\$ 3,108
Avg. Finance Gross	\$ 1,123	\$ 1,491
PUVR	\$ 3,600	\$ 4,599
Total Gross (Units & PUVR)	\$ 129,614	\$ 78,179
GROI	223%	234%
% with Trade	42%	0%
Avg. Over/Under Allowance	-643	-860



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Jasmine			
74%	#DIV/0!	#DIV/0!	#DIV/0!
19	0	0	0
27.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,498	#DIV/0!	#DIV/0!	#DIV/0!
\$ 17,220	#DIV/0!	#DIV/0!	#DIV/0!
\$ 17,547	#DIV/0!	#DIV/0!	#DIV/0!
105%	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,278	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,914	#DIV/0!	#DIV/0!	#DIV/0!
\$ 794	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,707	#DIV/0!	#DIV/0!	#DIV/0!
\$ 51,435	#DIV/0!	#DIV/0!	#DIV/0!
208%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
-340	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	36	0
Avg. Days to Sale	27.4	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,964	#DIV/0!
Avg. Transaction Price	\$ 21,221	#DIV/0!
Avg. Market Price at 100%	\$ 21,388	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!
Avg. Transactional Discount	\$ 743	#DIV/0!
Avg. Front-End Gross	\$ 2,477	#DIV/0!
Avg. Finance Gross	\$ 1,123	#DIV/0!
PUVR	\$ 3,600	#DIV/0!
Total Gross (Units & PUVR)	\$ 129,614	#DIV/0!
GROI	223%	#DIV/0!
% with Trade	42%	#DIV/0!
Avg. Over/Under Allowance	-643	#DIV/0!



No	
	36
	27.4
\$	21,221
\$	21,221
\$	21,640
	98%
	98%
\$	743
\$	2,477
\$	1,123
\$	3,600
\$	129,614
	223%
	55%
	-643

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	36	12
Avg. Days to Sale	27.4	17.2
Avg. Advertised Price (Time of Sale)	\$ 21,964	\$ 25,190
Avg. Transaction Price	\$ 21,221	\$ 24,120
Avg. Market Price at 100%	\$ 21,388	\$ 25,644
Avg. Price to Market % (Time of Sale)	103%	98%
Avg. Transaction to Market	99%	94%
Avg. Transactional Discount	\$ 743	\$ 1,070
Avg. Front-End Gross	\$ 2,477	\$ 3,193
Avg. Finance Gross	\$ 1,123	\$ 1,035
PUVR	\$ 3,600	\$ 4,228
Total Gross (Units & PUVR)	\$ 129,614	\$ 50,739
GROI	223%	368%
% with Trade	42%	0%
Avg. Over/Under Allowance	-643	-915



No	
	24
	32.5
\$	19,771
\$	19,771
\$	19,638
	101%
	101%
\$	580
\$	2,120
\$	1,167
\$	3,286
\$	78,875
	184%
	63%
	-100

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	36	13	5
% of Retail Units	100%	36%	14%
% Retailed of Non-New Franchise	67%	62%	60%
Avg. Days to Sale	27.4	20.8	16.0
Avg. Transaction Price	\$ 21,221	\$ 23,697	\$ 20,772
Avg. Transaction to Market %	99%	#DIV/0!	82%
Avg. Transactional Discount	\$ 743	\$ (701)	\$ 1,623
Avg. Front End Gross	\$ 2,477	\$ 2,973	\$ 4,404
Avg. Finance Gross	\$ 1,123	\$ 976	\$ 922
PUVR	\$ 3,600	\$ 3,949	\$ 5,326
Total Gross (Units & PUVR)	\$ 129,614	\$ 51,337	\$ 26,631
GROI	223%	289%	577%
% with Trade	42%	38%	60%
Avg. Over/Under Allowance	-643	-1,390	-300



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
2	16	0	0
6%	44%	0%	0%
0%	81%	#DIV/0!	#DIV/0!
8.5	38.6	#DIV/0!	#DIV/0!
\$ 23,162	\$ 19,107	#DIV/0!	#DIV/0!
94%	100%	#DIV/0!	#DIV/0!
\$ 1,333	\$ 1,569	#DIV/0!	#DIV/0!
\$ 2,545	\$ 1,464	#DIV/0!	#DIV/0!
\$ 1,881	\$ 1,210	#DIV/0!	#DIV/0!
\$ 4,425	\$ 2,675	#DIV/0!	#DIV/0!
\$ 8,850	\$ 42,796	#DIV/0!	#DIV/0!
809%	130%	#DIV/0!	#DIV/0!
100%	31%	#DIV/0!	#DIV/0!
-935	1,000	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	36	23	4
% of Retail Units	100%	64%	11%
% Retailed of Non-New Franchise	67%	52%	100%
Avg. Days to Sale	27.4	13.1	38.8
Avg. Transaction Price	\$ 21,221	\$ 22,872	\$ 19,880
Avg. Transaction to Market %	99%	94%	#DIV/0!
Avg. Transactional Discount	\$ 743	\$ 1,008	\$ (4,384)
Avg. Front End Gross	\$ 2,477	\$ 3,381	\$ 1,911
Avg. Finance Gross	\$ 1,123	\$ 1,044	\$ 1,101
PUVR	\$ 3,600	\$ 4,425	\$ 3,011
Total Gross (Units & PUVR)	\$ 129,614	\$ 101,772	\$ 12,044
GROI	223%	530%	141%
% with Trade	42%	48%	0%
Avg. Over/Under Allowance	-643	-852	#DIV/0!



46-60 days	61-90 days	90+ days
5	4	0
14%	11%	0%
100%	75%	#DIV/0!
50.4	69.0	#DIV/0!
\$ 16,852	\$ 18,532	#DIV/0!
100%	92%	#DIV/0!
\$ 1,654	\$ 3,213	#DIV/0!
\$ 566	\$ 241	#DIV/0!
\$ 466	\$ 2,419	#DIV/0!
\$ 1,032	\$ 2,660	#DIV/0!
\$ 5,158	\$ 10,640	#DIV/0!
44%	75%	#DIV/0!
40%	50%	#DIV/0!
#DIV/0!	400	#DIV/0!