

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
ESTERS	DOETSCH	MILLER,DEAVEN
BAILEY	HERRERA	KEITA,SEKOU V.
DICK JR	SAUNDERS	HOUSE SALESPERSON
DENELL	HOUSE	ASHBERRY,MICHAEL J
BROWN		MOSTAFA,HASSAN E
RUBY JR		CRUZ,MANUEL E
HOUSE		MCCALLA,ZACHARY I
		SCHUELER,JOHN
		ROMERO,RONALD
		NEGRON,BRANDON
		JOHNSON JR,LOUIS
		THACH,CHAU
		KARN,GEORGE E
		BOYD,SHAUN
		KIM,JOON
		ERLICH,JEFFREY S.
		RUBY,NOAH
		ECKERT,DYLAN
		RAYMOND JR,HERBERT O
		REIDER,CHRISTOPHER
		PEREZ,MYNOR

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	206746A	2016	NISSAN	SENTRA	34	Trade on New	No	\$ 9,500	\$ 9,500	92%	\$1,174	\$682
2	206677A	2016	FORD	EXPLORER	25	Trade on New	Yes	\$ 17,500	\$ 17,500	93%	\$1,356	\$94
3	506007	2017	FORD	F150	47	Street/Curb Buy	Yes	\$ 28,500	\$ 28,500	85%	\$423	\$0
4	506056	2015	DODGE	CHARGER	32	Street/Curb Buy	No	\$ 18,072	\$ 18,072	97%	\$1,934	\$2,577
5	585985	2019	FORD	TRANSIT CONNEC	59	Auction/Wholesale	Yes	\$ 32,500	\$ 32,500	100%	\$864	\$170
6	585987	2017	FORD	F150	59	Auction/Wholesale	Yes	\$ 30,500	\$ 30,500	91%	(\$2,204)	\$1,572
7	585966A	2014	FORD	EXPLORER	42	Trade on Used	No	\$ 16,000	\$ 16,000	92%	\$276	\$0
8	586018	2017	FORD	FUSION	45	Auction/Wholesale	Yes	\$ 14,322	\$ 14,322	91%	(\$2,833)	\$961
9	586075	2017	LINCOLN	MKC	11	Auction/Wholesale	Yes	\$ 26,697	\$ 26,697	100%	(\$563)	\$3,005
10	205909A	2017	HYUNDAI	SONATA	33	Trade on New	No	\$ 13,777	\$ 13,777	90%	\$193	\$240
11	206522B	2015	CHEVROLET	EQUINOX	14	Trade on New	No	\$ 13,450	\$ 13,450	100%	\$1,621	\$1,760
12	206160A	2016	ACURA	ILX	7	Trade on New	No	\$ 16,378	\$ 16,378	96%	(\$1,707)	\$1,777
13	206457A	2018	JEEP	GRAND CHEROKE	60	Trade on New	No	\$ 21,000	\$ 21,000	78%	(\$7,020)	\$100
14	586051	2017	FORD	F150	35	Auction/Wholesale	Yes	\$ 43,987	\$ 43,987	97%	(\$3,649)	\$1,229
15	206902A	2016	HYUNDAI	SONATA	12	Trade on New	No	\$ 15,916	\$ 15,916	104%	\$1,313	\$1,152
16	586050	2019	FORD	F250	36	Auction/Wholesale	Yes	\$ 70,500	\$ 70,500	98%	\$1,358	\$4,958
17	206473A	2012	CHEVROLET	TRAVERSE	28	Trade on New	No	\$ 13,510	\$ 13,510	108%	\$2,757	\$1,732
18	206557A	2019	FORD	TRANSIT CONNEC	11	Trade on New	Yes	\$ 24,641	\$ 24,641	94%	\$2,170	\$1,277
19	197569A	2018	CHEVROLET	SILVERADO	54	Trade on New	No	\$ 17,840	\$ 17,840	79%	\$56	\$2,509
20	206017A	2015	FORD	F150	13	Trade on New	No	\$ 28,107	\$ 28,107	99%	\$3,905	\$2,534
21	206477A	2011	FORD	EDGE	39	Trade on New	No	\$ 8,500	\$ 8,500	84%	\$1,793	\$207
22	206832A	2013	HYUNDAI	TUCSON	22	Trade on New	No	\$ 10,000	\$ 10,000	92%	\$1,746	\$1,149
23	586035B	2015	TOYOTA	RAV4	15	Trade on New	No	\$ 19,000	\$ 19,000	100%	\$3,061	\$1,000
24	506086	2005	MERCEDES-BENZ	AMG GTS	3	street/curb buy	No	\$ 20,867	\$ 20,867	97%	\$20,867	\$0
25	206818A	2015	FORD	F250	13	Trade on New	No	\$ 40,000	\$ 40,000	94%	\$3,891	\$0
26	586087	2015	TESLA	S SERIES PERFOR	4	Auction/Wholesale	No	\$ 85,710	\$ 85,710	95%	\$349	\$480
27	586030	2017	FORD	EXPLORER	45	Auction/Wholesale	Yes	\$ 27,119	\$ 27,119	97%	\$4,487	\$535
28	586038	2017	FORD	F150	45	Auction/Wholesale	Yes	\$ 32,500	\$ 32,500	92%	(\$931)	\$3,900
29	205443A	2016	HYUNDAI	SANTA FE	19	Trade on New	No	\$ 17,050	\$ 17,050	97%	\$1,813	\$0
30	206830A	2015	FORD	EXPLORER	19	Trade on New	No	\$ 19,500	\$ 19,500	99%	\$902	\$0

31	505992B	2017	FORD	F350	11	Trade on New	Yes	\$ 56,887	\$ 56,887	100%	\$6,160	\$5,761
32	586053	2019	FORD	MUSTANG	42	Auction/Wholesale	Yes	\$ 38,000	\$ 38,000	96%	(\$301)	\$1,947
33	205923A	2019	VOLKSWAGEN	ATLAS	18	Trade on New	No	\$ 39,263	\$ 39,263	99%	\$2,705	\$700
34	206707A	2013	DODGE	RAM	47	Trade on New	No	\$ 25,420	\$ 25,420	98%	\$2,704	\$3,618
35	586054	2017	FORD	F150	44	Auction/Wholesale	Yes	\$ 33,000	\$ 33,000	92%	(\$236)	\$2,393
36	200336A	2016	FORD	FUSION HYBRID	19	Trade on New	Yes	\$ 10,000	\$ 10,000	95%	\$3,447	\$0
37	206318B	2016	FORD	TRANSIT CONNEC	21	Trade on New	Yes	\$ 19,208	\$ 19,208	97%	\$2,463	\$100
38	206808A	2012	FORD	F250	6	Trade on New	No	\$ 38,413	\$ 38,413	101%	\$35,982	\$0
39	586074	2017	FORD	FUSION	24	Auction/Wholesale	Yes	\$ 15,000	\$ 15,000	92%	(\$1,143)	\$1,897
40	585978A	2015	FORD	EDGE	19	Trade on Used	No	\$ 16,400	\$ 16,400	97%	\$1,226	\$2,470
41	260630A	2014	BUICK	ENCLAVE	16	Trade on New	No	\$ 13,700	\$ 13,700	96%	\$1,917	\$100
42	206773A	2015	TOYOTA	HIGHLANDER	42	Trade on New	No	\$ 25,000	\$ 25,000	96%	\$185	\$481
43	206574A	2018	JEEP	WRANGLER UNLIM	21	Trade on New	No	\$ 35,000	\$ 35,000	97%	\$2,298	\$1,580
44	206681A	2017	FORD	EXPLORER	37	Trade on New	Yes	\$ 28,700	\$ 28,700	97%	\$3,011	\$8,536
45	205726A	2018	FORD	EXPLORER	30	Trade on New	Yes	\$ 32,000	\$ 32,000	99%	\$1,595	\$2,820
46	586045	2017	FORD	F150	54	Auction/Wholesale	Yes	\$ 31,337	\$ 31,337	95%	\$3,789	\$5,299
47	586094	2017	FORD	EXPLORER	10	Auction/Wholesale	Yes	\$ 35,500	\$ 35,500	99%	\$3,005	\$975
48	206805A	2018	FORD	FOCUS	27	Trade on New	Yes	\$ 13,500	\$ 13,500	84%	\$1,574	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	31%
Total # Retail Units	124
Avg. Days to Sale	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,021
Avg. Transaction Price	\$ 26,021
Avg. Market Price at 100%	\$ 27,150
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ -
Avg. Front-End Gross	\$ 2,500
Avg. Finance Gross	\$ 1,412
PUVR	\$ 3,900
Total Gross (Units & PUVR)	\$ 483,656
GROI	#DIV/0!
% with Trade	44%
Avg. Over/Under Allowance	(\$7)



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	31%	#DIV/0!
Total # Retail Units	124	0
Avg. Days to Sale	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,021	#DIV/0!
Avg. Transaction Price	\$ 26,021	#DIV/0!
Avg. Market Price at 100%	\$ 27,150	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!
Avg. Front-End Gross	\$ 2,500	#DIV/0!
Avg. Finance Gross	\$ 1,412	#DIV/0!
PUVR	\$ 3,900	#DIV/0!
Total Gross (Units & PUVR)	\$ 483,656	#DIV/0!
GROI	#DIV/0!	#DIV/0!
% with Trade	44%	#DIV/0!
Avg. Over/Under Allowance	-7	#DIV/0!



Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	31%	#DIV/0!
Total # Retail Units	124	0
Avg. Days to Sale	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,021	#DIV/0!
Avg. Transaction Price	\$ 26,021	#DIV/0!
Avg. Market Price at 100%	\$ 27,150	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!
Avg. Front-End Gross	\$ 2,500	#DIV/0!
Avg. Finance Gross	\$ 1,412	#DIV/0!
PUVR	\$ 3,900	#DIV/0!
Total Gross (Units & PUVR)	\$ 483,656	#DIV/0!
GROI	#DIV/0!	#DIV/0!
% with Trade	44%	#DIV/0!
Avg. Over/Under Allowance	-7	#DIV/0!



Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	31%	#DIV/0!
Total # Retail Units	124	0
Avg. Days to Sale	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,021	#DIV/0!
Avg. Transaction Price	\$ 26,021	#DIV/0!
Avg. Market Price at 100%	\$ 27,150	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!
Avg. Front-End Gross	\$ 2,500	#DIV/0!
Avg. Finance Gross	\$ 1,412	#DIV/0!
PUVR	\$ 3,900	#DIV/0!
Total Gross (Units & PUVR)	\$ 483,656	#DIV/0!
GROI	#DIV/0!	#DIV/0!
% with Trade	44%	#DIV/0!
Avg. Over/Under Allowance	-7	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	124	69
Avg. Days to Sale	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,021	\$ 29,223
Avg. Transaction Price	\$ 26,021	\$ 29,223
Avg. Market Price at 100%	\$ 27,150	\$ 30,607
Avg. Price to Market % (Time of Sale)	96%	95%
Avg. Transaction to Market	96%	95%
Avg. Transactional Discount	\$ -	\$ -
Avg. Front-End Gross	\$ 2,500	\$ 1,639
Avg. Finance Gross	\$ 1,412	\$ 1,709
PUVR	\$ 3,900	\$ 3,323
Total Gross (Units & PUVR)	\$ 483,656	\$ 229,316
GROI	#DIV/0!	#DIV/0!
% with Trade	44%	#DIV/0!
Avg. Over/Under Allowance	-7	16



No	
	55
	#DIV/0!
\$	22,003
\$	22,003
\$	22,752
	97%
	97%
\$	-
\$	3,580
\$	1,044
\$	4,624
\$	254,340
	#DIV/0!
	#DIV/0!
	-36

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	124	86
Avg. Days to Sale	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,021	\$ 27,692
Avg. Transaction Price	\$ 26,021	\$ 27,692
Avg. Market Price at 100%	\$ 27,150	\$ 28,843
Avg. Price to Market % (Time of Sale)	96%	96%
Avg. Transaction to Market	96%	96%
Avg. Transactional Discount	\$ -	\$ -
Avg. Front-End Gross	\$ 2,500	\$ 2,228
Avg. Finance Gross	\$ 1,412	\$ 1,482
PUVR	\$ 3,900	\$ 3,693
Total Gross (Units & PUVR)	\$ 483,656	\$ 317,625
GROI	#DIV/0!	#DIV/0!
% with Trade	44%	33%
Avg. Over/Under Allowance	-7	5

No	
	38
	#DIV/0!
\$	22,238
\$	22,238
\$	23,230
	96%
	96%
\$	-
\$	3,115
\$	1,254
\$	4,369
\$	166,031
	#DIV/0!
	68%
	-35

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	124	2	1
% of Retail Units	100%	2%	1%
% Retailed of Non-New Franchise	31%	50%	0%
Avg. Days to Sale	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,021	\$ 13,500	\$ 16,000
Avg. Transaction to Market %	96%	93%	92%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 2,500	\$ 1,265	\$ 276
Avg. Finance Gross	\$ 1,412	\$ 388	\$ -
PUVR	\$ 3,900	\$ 1,653	\$ 276
Total Gross (Units & PUVR)	\$ 483,656	\$ 3,306	\$ 276
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	44%	0%	100%
Avg. Over/Under Allowance	-7	0	0



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
4	42	0	0
3%	34%	0%	0%
75%	2%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,525	\$ 30,488	#DIV/0!	#DIV/0!
94%	95%	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 6,040	\$ (4)	#DIV/0!	#DIV/0!
\$ 853	\$ 1,456	#DIV/0!	#DIV/0!
\$ 6,893	\$ 1,417	#DIV/0!	#DIV/0!
\$ 27,572	\$ 59,516	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0%	36%	#DIV/0!	#DIV/0!
0	25	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	124	0	0
% of Retail Units	100%	0%	0%
% Retailed of Non-New Franchise	31%	#DIV/0!	#DIV/0!
Avg. Days to Sale	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,021	#DIV/0!	#DIV/0!
Avg. Transaction to Market %	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 2,500	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,412	#DIV/0!	#DIV/0!
PUVR	\$ 3,900	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 483,656	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	44%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-7	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
0	0	124
0%	0%	100%
#DIV/0!	#DIV/0!	31%
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	\$ 26,021
#DIV/0!	#DIV/0!	96%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 2,500
#DIV/0!	#DIV/0!	\$ 1,412
#DIV/0!	#DIV/0!	\$ 3,912
#DIV/0!	#DIV/0!	\$ 485,067
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	44%
#DIV/0!	#DIV/0!	-7