

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	IH6415	2017	Nissan	Versa	28	Other	Yes	\$ 7,971	\$ 7,818	85%	(\$2,749)	\$1,588
2	N25554A	2018	Nissan	Sentra	111	Trade on New	Yes	\$ 10,576	\$ 10,481	80%	(\$2,417)	\$3,217
3	P6434	2017	Nissan	Altima	18	Auction/Wholesale	No	\$ 13,865	\$ 12,865	92%	(\$1,752)	\$1,848
4	N26139A	2017	Nissan	Sentra	19	Trade on New	No	\$ 10,981	\$ 10,981	95%	(\$1,456)	\$797
5	PR6314	2018	Ford	Explorer	140	Auction/Wholesale	No	\$ 22,881	\$ 22,881	89%	(\$6,216)	\$6,672
6	N25598A	2018	Nissan	Sentra	30	Trade on New	No	\$ 12,262	\$ 10,262	85%	(\$1,427)	\$1,447
7	P6428	2017	Infiniti	QX50	27	Auction/Wholesale	No	\$ 20,482	\$ 20,458	98%	(\$546)	\$3,501
8	N26084A	2018	Toyota	Rav4	15	Trade on New	No	\$ 19,717	\$ 19,717	91%	(\$393)	\$409
9	P6390	2018	Hyundai	Sonata	55	Auction/Wholesale	No	\$ 16,758	\$ 16,758	92%	(\$2,245)	\$709
10	P6424	2017	Nissan	Rogue	30	Auction/Wholesale	Yes	\$ 16,334	\$ 16,334	94%	(\$1,437)	\$2,769
11	IL6385	2018	Ford	Expedition	58	Other	No	\$ 40,365	\$ 40,365	85%	(\$3,183)	\$1,109
12	P6409	2019	Nissan	Titan	43	Auction/Wholesale	Yes	\$ 45,989	\$ 45,989	98%	(\$1,918)	\$2,499
13	N25476A	2010	Toyota	Rav4	20	Trade on New	No	\$ 9,591	\$ 8,498	96%	\$413	\$0
14	P6444	2017	Nissan	Rogue	6	Auction/Wholesale	Yes	\$ 14,926	\$ 14,926	95%	(\$992)	\$542
15	N25517A	2013	Kia	Soul	13	Trade on New	No	\$ 8,991	\$ 8,991	94%	\$1,142	\$1,765
16	N26031B	2015	Mazda	6	25	Trade on Used	No	\$ 13,787	\$ 12,981	98%	(\$1,346)	\$1,470
17	N25419A	2020	Mazda	CX-5	25	Trade on New	Yes	\$ 23,858	\$ 23,858	92%	\$2,213	\$0
18	NR6402	2019	Nissan	Versa	46	Loaner/Rental Fleet	Yes	\$ 9,534	\$ 9,534	78%	(\$704)	\$496
19	NR6403	2019	Nissan	Kicks	47	Loaner/Rental Fleet	Yes	\$ 13,354	\$ 12,919	87%	(\$270)	\$645
20	P6425	2018	Infiniti	Q50	32	Auction/Wholesale	No	\$ 32,184	\$ 32,184	93%	(\$1,228)	\$5,685
21	PR6307	2019	Toyota	Sienna	144	Auction/Wholesale	No	\$ 25,994	\$ 25,994	92%	(\$302)	\$2,516
22	P6410	2017	Toyota	Camry	46	Auction/Wholesale	No	\$ 15,289	\$ 14,735	90%	(\$660)	\$105
23	P6392A	2017	Subaru	WRX	34	Trade on Used	No	\$ 18,894	\$ 18,894	91%	(\$120)	\$2,553
24	P6451	2017	Nissan	Rogue	4	Auction/Wholesale	No	\$ 15,998	\$ 15,998	91%	(\$1,178)	\$955
25	N26148A	2016	Nissan	Rogue	29	Trade on New	No	\$ 11,012	\$ 11,012	87%	(\$17)	\$2,871
26	IH6417	2018	Nissan	Maxima	39	Other	Yes	\$ 21,954	\$ 21,667	94%	(\$2,648)	\$2,396
27	N25968A	2015	Nissan	Altima	43	Trade on New	Yes	\$ 9,793	\$ 9,554	78%	\$147	\$1,302

28	N25931A	2017	Nissan	Sentra	30	Trade on New	No	\$	8,222	\$	8,222	80%	(\$1,193)	\$165
29	NR6400	2019	Nissan	Kicks	49	Loaner/Rental Fleet	Yes	\$	13,424	\$	13,424	91%	\$1,521	\$165
30	N25766A	2019	Nissan	Versa	103	Trade on New	Yes	\$	8,391	\$	8,191	73%	(\$183)	\$451
31	N26137A	2015	Chrysler	200	27	Trade on New	No	\$	11,715	\$	11,715	89%	(\$664)	\$593
32	N26059A	2016	Chrysler	Town&Country	23	Trade on New	No	\$	12,799	\$	12,799	90%	(\$711)	\$2,695
33	P6448	2017	Jeep	Compass	13	Auction/Wholesale	No	\$	16,884	\$	16,884	96%	\$971	\$3,799
34	P6459	2017	Nissan	Sentra	13	Auction/Wholesale	No	\$	11,561	\$	11,561	85%	(\$1,287)	\$1,912
35	P6466	2018	Chevrolet	Colorado	6	Auction/Wholesale	No	\$	22,836	\$	23,051	98%	\$114	\$395
36	IT6394	2019	Nissan	Kicks	65	Other	Yes	\$	13,884	\$	13,884	90%	(\$1,276)	\$1,950
37	P6457	2018	Infiniti	QX30	11	Auction/Wholesale	No	\$	21,874	\$	21,874	96%	(\$2,003)	\$1,244
38	P6369	2018	Nissan	Rogue Sport	114	Auction/Wholesale	Yes	\$	12,994	\$	12,994	85%	(\$1,222)	\$267
39	N25844A	2014	Volkswagen	Passat	47	Trade on New	No	\$	6,881	\$	6,252	87%	(\$887)	\$60
40	N25741A	2017	Nissan	Sentra	26	Trade on New	No	\$	8,990	\$	8,677	98%	(\$2,119)	\$862
41	P6446	2017	Infiniti	QX50	20	Auction/Wholesale	No	\$	20,575	\$	20,575	92%	(\$681)	\$1,001
42	P6406A	2008	Hyundai	Elantra	29	Trade on Used	No	\$	5,497	\$	5,497	85%	\$300	\$212
43	P6445	2017	Nissan	Sentra	19	Auction/Wholesale	Yes	\$	12,506	\$	12,506	89%	(\$322)	\$493
44	NR6399	2019	Nissan	Kicks	55	Loaner/Rental Fleet	Yes	\$	12,984	\$	12,984	88%	(\$488)	\$3,514
45	P6441	2017	Toyota	Tacoma	29	Auction/Wholesale	No	\$	32,991	\$	32,491	94%	\$1,121	\$709
46	P6405	2019	Nissan	Frontier	55	Loaner/Rental Fleet	Yes	\$	28,991	\$	27,600	93%	(\$1,350)	\$1
47	N26176A	2019	Nissan	Frontier	5	Trade on New	No	\$	19,994	\$	19,994	100%	(\$539)	\$2,178
48	IT6382	2019	Ram	1500	89	Other	No	\$	29,879	\$	29,500	93%	(\$1,158)	\$303
49	IL6419	2018	Honda	Accord	55	Other	No	\$	22,554	\$	22,554	93%	(\$3,858)	\$0
50	N25386A	2018	Nissan	Pathfinder	13	Trade on New	No	\$	18,364	\$	18,364	88%	(\$925)	\$1,862
51	IL6384	2019	Hyundai	Elantra	79	Other	No	\$	10,987	\$	10,987	82%	(\$1,271)	\$518
52	P6469	2017	Nissan	Rogue	13	Auction/Wholesale	Yes	\$	15,509	\$	15,000	102%	(\$1,855)	\$190
53	N26150A	2019	Nissan	Rogue	26	Trade on New	Yes	\$	17,092	\$	17,092	94%	(\$869)	\$1,250

Scoreboard Totals

% Retailed of Non-Franchise Make	50%
Total # Retail Units	72
Avg. Days to Sale	37.6
Avg. Advertised Price (Time of Sale)	\$ 17,018
Avg. Transaction Price	\$ 16,821
Avg. Market Price at 100%	\$ 18,645
Avg. Price to Market % (Time of Sale)	91%
Avg. Transaction to Market	90%
Avg. Transactional Discount	\$ 198
Avg. Front-End Gross	\$ (904)
Avg. Finance Gross	\$ 1,444
PUVR	\$ 540
Total Gross (Units & PUVR)	\$ 38,894
GROI	31%
% with Trade	21%
Avg. Over/Under Allowance	\$168



Scoreboard

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Desk Manager	Totals	Rick Corona
% Retailed of Non-New Franchise	50%	61%
Total # Retail Units	72	38
Avg. Days to Sale	37.6	44.3
Avg. Advertised Price (Time of Sale)	\$ 17,018	\$ 16,853
Avg. Transaction Price	\$ 16,821	\$ 16,688
Avg. Market Price at 100%	\$ 18,645	\$ 18,543
Avg. Price to Market % (Time of Sale)	91%	91%
Avg. Transaction to Market	90%	90%
Avg. Transactional Discount	\$ 198	\$ 165
Avg. Front-End Gross	\$ (904)	\$ (966)
Avg. Finance Gross	\$ 1,444	\$ 1,524
PUVR	\$ 540	\$ 558
Total Gross (Units & PUVR)	\$ 38,894	\$ 21,204
GROI	31%	27%
% with Trade	21%	18%
Avg. Over/Under Allowance	168	134



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Mike Vandenberg			
38%	#DIV/0!	#DIV/0!	#DIV/0!
34	0	0	0
30.1	#DIV/0!	#DIV/0!	#DIV/0!
\$ 17,203	#DIV/0!	#DIV/0!	#DIV/0!
\$ 16,969	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,512	#DIV/0!	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 234	#DIV/0!	#DIV/0!	#DIV/0!
\$ (834)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,354	#DIV/0!	#DIV/0!	#DIV/0!
\$ 520	#DIV/0!	#DIV/0!	#DIV/0!
\$ 17,690	#DIV/0!	#DIV/0!	#DIV/0!
37%	#DIV/0!	#DIV/0!	#DIV/0!
24%	#DIV/0!	#DIV/0!	#DIV/0!
206	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Pete Acevedo
% Retailed of Non-New Franchise	50%	50%
Total # Retail Units	72	22
Avg. Days to Sale	37.6	32.9
Avg. Advertised Price (Time of Sale)	\$ 17,018	\$ 16,086
Avg. Transaction Price	\$ 16,821	\$ 15,938
Avg. Market Price at 100%	\$ 18,645	\$ 17,705
Avg. Price to Market % (Time of Sale)	91%	91%
Avg. Transaction to Market	90%	90%
Avg. Transactional Discount	\$ 198	\$ 147
Avg. Front-End Gross	\$ (904)	\$ (718)
Avg. Finance Gross	\$ 1,444	\$ 1,489
PUVR	\$ 540	\$ 772
Total Gross (Units & PUVR)	\$ 38,894	\$ 16,976
GROI	31%	53%
% with Trade	21%	18%
Avg. Over/Under Allowance	168	41



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Luis Lopez	Jonny Marquez	Gabriel Padilla	Ranna Batarseh
33%	71%	56%	50%
9	7	9	2
35.4	47.7	35.6	20.5
\$ 18,332	\$ 20,416	\$ 16,613	\$ 18,405
\$ 18,218	\$ 20,175	\$ 16,482	\$ 18,405
\$ 19,243	\$ 21,831	\$ 18,767	\$ 19,925
95%	94%	89%	92%
95%	92%	88%	92%
\$ 114	\$ 241	\$ 131	\$ -
\$ (1,370)	\$ (850)	\$ (864)	\$ (631)
\$ 1,310	\$ 1,548	\$ 1,606	\$ 830
\$ (60)	\$ 699	\$ 742	\$ 199
\$ (538)	\$ 4,890	\$ 6,679	\$ 397
-3%	26%	46%	19%
11%	29%	33%	50%
56	143	256	500

James Seitua	Mark Casso	Nathan Williams	Shivam Patel
43%	50%	43%	67%
7	6	7	3
29.6	66.2	32.6	46.3
\$ 16,297	\$ 20,996	\$ 15,303	\$ 10,012
\$ 15,537	\$ 20,764	\$ 15,248	\$ 10,012
\$ 17,796	\$ 22,401	\$ 16,624	\$ 11,476
92%	94%	92%	87%
87%	93%	92%	87%
\$ 761	\$ 232	\$ 55	\$ -
\$ (861)	\$ (1,949)	\$ (237)	\$ (863)
\$ 1,126	\$ 1,184	\$ 1,785	\$ 1,659
\$ 266	\$ (765)	\$ 1,547	\$ 796
\$ 1,860	\$ (4,588)	\$ 10,831	\$ 2,387
21%	-20%	112%	62%
29%	17%	14%	0%
243	250	457	0

Scoreboard

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Finance Manager	Totals	Ricardo Aguilera
% Retailed of Non-New Franchise	50%	65%
Total # Retail Units	72	31
Avg. Days to Sale	37.6	35.8
Avg. Advertised Price (Time of Sale)	\$ 17,018	\$ 18,718
Avg. Transaction Price	\$ 16,821	\$ 18,506
Avg. Market Price at 100%	\$ 18,645	\$ 20,098
Avg. Price to Market % (Time of Sale)	91%	93%
Avg. Transaction to Market	90%	92%
Avg. Transactional Discount	\$ 198	\$ 212
Avg. Front-End Gross	\$ (904)	\$ (916)
Avg. Finance Gross	\$ 1,444	\$ 1,455
PUVR	\$ 540	\$ 539
Total Gross (Units & PUVR)	\$ 38,894	\$ 16,703
GROI	31%	29%
% with Trade	21%	0%
Avg. Over/Under Allowance	168	232



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Damione Thom	Majd Alhaddad		
32%	50%	#DIV/0!	#DIV/0!
25	16	0	0
36.5	42.8	#DIV/0!	#DIV/0!
\$ 16,367	\$ 14,743	#DIV/0!	#DIV/0!
\$ 16,229	\$ 14,479	#DIV/0!	#DIV/0!
\$ 18,024	\$ 16,275	#DIV/0!	#DIV/0!
91%	91%	#DIV/0!	#DIV/0!
90%	89%	#DIV/0!	#DIV/0!
\$ 138	\$ 264	#DIV/0!	#DIV/0!
\$ (900)	\$ (885)	#DIV/0!	#DIV/0!
\$ 1,341	\$ 1,583	#DIV/0!	#DIV/0!
\$ 441	\$ 698	#DIV/0!	#DIV/0!
\$ 11,027	\$ 11,164	#DIV/0!	#DIV/0!
27%	41%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
120	119	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	72	23
Avg. Days to Sale	37.6	46.3
Avg. Advertised Price (Time of Sale)	\$ 17,018	\$ 16,202
Avg. Transaction Price	\$ 16,821	\$ 16,044
Avg. Market Price at 100%	\$ 18,645	\$ 17,771
Avg. Price to Market % (Time of Sale)	91%	91%
Avg. Transaction to Market	90%	90%
Avg. Transactional Discount	\$ 198	\$ 158
Avg. Front-End Gross	\$ (904)	\$ (873)
Avg. Finance Gross	\$ 1,444	\$ 1,386
PUVR	\$ 540	\$ 513
Total Gross (Units & PUVR)	\$ 38,894	\$ 11,797
GROI	31%	25%
% with Trade	21%	9%
Avg. Over/Under Allowance	168	174



No	
	49
	33.5
\$	17,185
\$	17,185
\$	18,884
	91%
	91%
\$	216
\$	(918)
\$	1,471
\$	553
\$	27,097
	35%
	33%
	165

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	72	36
Avg. Days to Sale	37.6	36.4
Avg. Advertised Price (Time of Sale)	\$ 17,018	\$ 14,652
Avg. Transaction Price	\$ 16,821	\$ 14,440
Avg. Market Price at 100%	\$ 18,645	\$ 16,021
Avg. Price to Market % (Time of Sale)	91%	91%
Avg. Transaction to Market	90%	90%
Avg. Transactional Discount	\$ 198	\$ 212
Avg. Front-End Gross	\$ (904)	\$ (970)
Avg. Finance Gross	\$ 1,444	\$ 1,427
PUVR	\$ 540	\$ 457
Total Gross (Units & PUVR)	\$ 38,894	\$ 16,448
GROI	31%	31%
% with Trade	21%	11%
Avg. Over/Under Allowance	168	153

No	
	36
	38.8
\$	19,202
\$	19,202
\$	21,036
	91%
	91%
\$	183
\$	(837)
\$	1,461
\$	624
\$	22,446
	30%
	31%
	183

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	72	27	3
% of Retail Units	100%	38%	4%
% Retailed of Non-New Franchise	50%	33%	100%
Avg. Days to Sale	37.6	32.4	29.3
Avg. Transaction Price	\$ 16,821	\$ 12,799	\$ 12,457
Avg. Transaction to Market %	90%	89%	89%
Avg. Transactional Discount	\$ 198	\$ 195	\$ 269
Avg. Front End Gross	\$ (904)	\$ (552)	\$ (389)
Avg. Finance Gross	\$ 1,444	\$ 1,279	\$ 1,412
PUVR	\$ 540	\$ 727	\$ 1,023
Total Gross (Units & PUVR)	\$ 38,894	\$ 19,642	\$ 3,069
GROI	31%	63%	101%
% with Trade	21%	22%	0%
Avg. Over/Under Allowance	168	111	0



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
1	27	5	0
1%	38%	7%	0%
100%	63%	0%	#DIV/0!
49.0	35.3	50.4	#DIV/0!
\$ 25,250	\$ 20,527	\$ 15,292	#DIV/0!
87%	92%	86%	#DIV/0!
\$ -	\$ 179	\$ 365	#DIV/0!
\$ (1,654)	\$ (940)	\$ (258)	#DIV/0!
\$ -	\$ 1,823	\$ 964	#DIV/0!
\$ (1,654)	\$ 884	\$ 706	#DIV/0!
\$ (1,654)	\$ 23,859	\$ 3,530	#DIV/0!
-48%	44%	33%	#DIV/0!
0%	26%	20%	#DIV/0!
0	281	300	#DIV/0!

BO OEM/Leasing co	Other
0	9
0%	13%
#DIV/0!	67%
#DIV/0!	54.7
#DIV/0!	\$ 19,136
#DIV/0!	89%
#DIV/0!	\$ 169
#DIV/0!	\$ (2,300)
#DIV/0!	\$ 1,238
#DIV/0!	\$ (1,061)
#DIV/0!	\$ (9,552)
#DIV/0!	-37%
#DIV/0!	11%
#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	72	41	10
% of Retail Units	100%	57%	14%
% Retailed of Non-New Franchise	50%	49%	50%
Avg. Days to Sale	37.6	19.1	39.6
Avg. Transaction Price	\$ 16,821	\$ 15,516	\$ 20,942
Avg. Transaction to Market %	90%	92%	91%
Avg. Transactional Discount	\$ 198	\$ 235	\$ 91
Avg. Front End Gross	\$ (904)	\$ (546)	\$ (1,017)
Avg. Finance Gross	\$ 1,444	\$ 1,257	\$ 2,597
PUVR	\$ 540	\$ 711	\$ 1,580
Total Gross (Units & PUVR)	\$ 38,894	\$ 29,134	\$ 15,800
GROI	31%	86%	69%
% with Trade	21%	24%	20%
Avg. Over/Under Allowance	168	202	180



46-60 days	61-90 days	90+ days
12	4	5
17%	6%	7%
58%	50%	40%
51.8	74.0	122.4
\$ 17,986	\$ 17,289	\$ 16,108
87%	89%	83%
\$ 251	\$ 95	\$ 59
\$ (1,393)	\$ (1,364)	\$ (2,068)
\$ 686	\$ 1,280	\$ 2,625
\$ (707)	\$ (84)	\$ 557
\$ (8,489)	\$ (334)	\$ 2,783
-27%	-2%	10%
8%	25%	20%
125	0	100