

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	21045a	2019	GMC	terrain	73	Trade on New	No	\$ 18,977	\$ 18,977	91%	(\$48)	\$734
2	b20707a	2016	Hyundai	tucson	59	Trade on New	No	\$ 13,477	\$ 10,478	98%	(\$2,012)	\$0
3	c1720a	2016	Chrysler	town country	95	Trade on Used	No	\$ 12,877	\$ 12,877	95%	\$2,289	\$237
4	c1734	2018	GMC	acadia	59	Auction/Wholesale	No	\$ 21,977	\$ 21,977	94%	\$1,238	\$0
5	b21053a	2016	Audi	q5	18	Trade on New	No	\$ 24,677	\$ 24,590	102%	\$1,565	\$1,287
6	20670a	2018	GMC	sierra	109	Trade on New	No	\$ 34,977	\$ 34,777	94%	\$847	\$1,828
7	20501a	2014	Buick	5 series	21	Trade on New	No	\$ 14,677	\$ 14,677	92%	\$3,667	\$1,150
8	B20740A	2014	Jaguar	XK	113	Trade on New	No	\$ 32,677	\$ 32,477	97%	\$696	\$0
9	B21047A	2013	Chevrolet	cruze	19	Trade on New	No	\$ 5,788	\$ 5,788	97%	\$865	\$0
10	B20105A	2013	Acura	TSX	113	Trade on New	No	\$ 7,677	\$ 9,202	78%	(\$1,525)	\$0
11	20564A	2003	BMW	525	10	Trade on New	No	\$ 3,739	\$ 3,240	95%	\$500	\$0
12	P8114A	2014	gmc	terrain	64	Auction/Wholesale	No	\$ 11,677	\$ 11,677	90%	\$1,047	\$600
13	B21086A	2015	Chevrolet	tahoe	35	Trade on New	No	\$ 30,877	\$ 30,877	94%	\$2,575	\$441
14	21079n	2019	jeep	renegade	15	Trade on Used	No	\$ 19,477	\$ 18,045	96%	\$670	
15	20735A	2015	Buick	lacrosse	21	Trade on Used	No	\$ 18,477	\$ 18,045	104%	\$2,397	\$2,284
16	b21057a	2016	gmc	acadia	7	Trade on Used	No	\$ 21,977	\$ 21,977	97%	\$3,877	\$3,867
17	k1437	2007	toyota	camry	5	Street/Curb Buy	No	\$ 5,977	\$ 5,977	98%	\$2,938	\$0
18	c1742	2018	gmc	sierra	44	Auction/Wholesale	No	\$ 31,577	\$ 31,277	97%	\$554	\$2,489
19	b20214a	2018	GMC	terrain	64	Trade on New	Yes	\$ 17,977	\$ 17,977	96%	(\$664)	\$131
20	b20757a	2010	Dodge	avenger	59	Trade on New	No	\$ 4,677	\$ 4,239	83%	\$1,934	\$0
21	b21197a	2015	Jeep	cherokee	11	Trade on New	No	\$ 14,977	\$ 14,977	104%	\$1,952	\$0
22	b211156a	2014	GMC	acadia	54	Trade on New	No	\$ 19,377	\$ 19,300	93%	\$55	\$1,350
23	k1370a	2016	Toyota	runner	118	Trade on Used	No	\$ 26,677	\$ 26,677	88%	\$15	\$1,702
24	c1724	2017	Chevrolet	silverado	116	Trade on Used	No	\$ 28,677	\$ 27,676	94%	(\$4,312)	\$4,106
25	b21252a	2014	Jeep	cherokee	4	Trade on Used	No	\$ 15,277	\$ 15,277	105%	\$1,595	\$977
26	b21077b	2011	Chevrolet	silverdo	46	Trade on Used	No	\$ 29,477	\$ 29,477	92%	\$6,952	
27	c1717	2017	GMC	acadia	137	Auction/Wholesale	No	\$ 20,977	\$ 21,877	93%	\$1,021	\$1,667
28	b21162b	2011	Buick	enclave	20	Trade on Used	No	\$ 11,877	\$ 11,877	104%	\$2,224	\$508
29	21052b	2017	Mazda	6	20	Trade on Used	No	\$ 13,977	\$ 13,977	94%	\$2,350	\$515
30	b21032a	2015	Volkswagen	gti	38	Trade on New	No	\$ 13,677	\$ 13,376	94%	\$3,807	\$601

31	b20471a	2016	Buick	verano	65	Trade on New	No	\$	12,977	\$	14,277	99%	\$1,392	\$578
32	k1424	2017	Subaru	wrx	76	Street/Curb Buy	No	\$	29,877	\$	31,477	98%	\$1,595	\$2,606
33	21040b	2015	Dodge	ram	21	Trade on New	No	\$	24,677	\$	24,677	98%	\$2,768	\$0
34	c1766	2015	GMC	yukon	21	Auction/Wholesale	No	\$	35,577	\$	35,977	99%	\$2,413	\$2,384
35	b21121a	2017	Chevrolet	cruze	49	Trade on New	No	\$	18,377	\$	18,377	94%	\$2,879	\$5,435
36	p8139	2017	GMC	sierra	1	Street/Curb Buy	No	\$	45,546	\$	45,577	99%	\$2,072	\$2,081
37	k1429	2015	Honda	crv	68	Street/Curb Buy	No	\$	15,677	\$	15,677	92%	(\$535)	\$1,580
38	c1760	2018	Chevrolet	impala	23	Auction/Wholesale	No	\$	22,177	\$	21,500	99%	\$901	\$1,309
39	c1757	2015	Chevrolet	suburban	28	Auction/Wholesale	No	\$	31,077	\$	31,075	99%	\$2,167	\$2,253
40	k1337a	2010	Lexus	is 250	93	Trade on Used	No	\$	17,977	\$	17,976	92%	(\$2,296)	\$3,669
41	b21140a	2013	Buick	lacrosse	32	Trade on Used	No	\$	13,177	\$	13,175	102%	(\$82)	\$0
42	k1359	2017	Subaru	forester	143	Street/Curb Buy	No	\$	18,977	\$	18,977	94%	(\$1,766)	\$1,648
43	b21162a	2018	GMC	enclave	9	Trade on New	No	\$	28,977	\$	28,977	96%	\$486	\$645
44	b21051a	2017	Ford	f150	46	Trade on New	No	\$	47,977	\$	47,977	92%	\$3,015	\$2,595
45	21052a	2019	Ram	1500	49	Trade on New	No	\$	45,477	\$	45,477	94%	\$3,052	\$2,834
46	c1706	2017	Toyota	rav4	133	Auction/Wholesale	No	\$	14,377	\$	14,377	90%	(\$2,405)	\$1,508
47	c1728	2017	nissan	rogue	93	Auction/Wholesale	No	\$	12,977	\$	12,977	90%	(\$2,398)	\$1,279
48	b20766a	2016	honda	civic	6	Trade on New	No	\$	12,977	\$	12,977	102%	\$3,209	\$1,014
49	b20214a	2018	GMC	acadfia	63	Trade on New	No	\$	17,977	\$	17,977	96%	(\$664)	\$127
50	k1376	2017	nissan	altima	121	Street/Curb Buy	No	\$	12,677	\$	12,677	87%	(\$3,919)	\$1,462
51	b20757a	2010	Dodge	avenger	58	Trade on New	No	\$	4,677	\$	4,239	83%	\$1,934	
52	21040a	2019	Ram	1500	90	Trade on New	No	\$	65,977	\$	65,977	96%	\$440	\$4,452
53	k1434	2017	Maserati	levante	18	Street/Curb Buy	No	\$	43,977	\$	42,977	99%	\$844	\$564

Scoreboard Totals

% Retailed of Non-Franchise Make	75%
Total # Retail Units	105
Avg. Days to Sale	46.9
Avg. Advertised Price (Time of Sale)	\$ 21,582
Avg. Transaction Price	\$ 21,511
Avg. Market Price at 100%	\$ 22,732
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 72
Avg. Front-End Gross	\$ 1,012
Avg. Finance Gross	\$ 1,468
PUVR	\$ 2,312
Total Gross (Units & PUVR)	\$ 242,800
GROI	82%
% with Trade	28%
Avg. Over/Under Allowance	\$493



Scoreboard

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Desk Manager	Totals	joe genna jr
% Retailed of Non-New Franchise	75%	79%
Total # Retail Units	105	43
Avg. Days to Sale	46.9	47.8
Avg. Advertised Price (Time of Sale)	\$ 21,582	\$ 20,781
Avg. Transaction Price	\$ 21,511	\$ 20,702
Avg. Market Price at 100%	\$ 22,732	\$ 21,804
Avg. Price to Market % (Time of Sale)	95%	95%
Avg. Transaction to Market	95%	95%
Avg. Transactional Discount	\$ 72	\$ 79
Avg. Front-End Gross	\$ 1,012	\$ 1,081
Avg. Finance Gross	\$ 1,468	\$ 1,255
PUVR	\$ 2,312	\$ 2,219
Total Gross (Units & PUVR)	\$ 242,800	\$ 95,427
GROI	82%	81%
% with Trade	28%	28%
Avg. Over/Under Allowance	493	665



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corey owens	jose roman		
73%	72%	#DIV/0!	#DIV/0!
15	47	0	0
45.8	46.5	#DIV/0!	#DIV/0!
\$ 22,424	\$ 22,047	#DIV/0!	#DIV/0!
\$ 22,175	\$ 22,038	#DIV/0!	#DIV/0!
\$ 23,255	\$ 23,171	#DIV/0!	#DIV/0!
96%	95%	#DIV/0!	#DIV/0!
95%	95%	#DIV/0!	#DIV/0!
\$ 249	\$ 9	#DIV/0!	#DIV/0!
\$ 1,066	\$ 931	#DIV/0!	#DIV/0!
\$ 1,022	\$ 1,794	#DIV/0!	#DIV/0!
\$ 1,884	\$ 2,534	#DIV/0!	#DIV/0!
\$ 28,259	\$ 119,113	#DIV/0!	#DIV/0!
67%	89%	#DIV/0!	#DIV/0!
33%	26%	#DIV/0!	#DIV/0!
100	494	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	louis mathews
% Retailed of Non-New Franchise	75%	73%
Total # Retail Units	105	11
Avg. Days to Sale	46.9	41.7
Avg. Advertised Price (Time of Sale)	\$ 21,582	\$ 25,156
Avg. Transaction Price	\$ 21,511	\$ 25,166
Avg. Market Price at 100%	\$ 22,732	\$ 26,312
Avg. Price to Market % (Time of Sale)	95%	96%
Avg. Transaction to Market	95%	96%
Avg. Transactional Discount	\$ 72	\$ (10)
Avg. Front-End Gross	\$ 1,012	\$ 1,571
Avg. Finance Gross	\$ 1,468	\$ 1,740
PUVR	\$ 2,312	\$ 3,311
Total Gross (Units & PUVR)	\$ 242,800	\$ 36,424
GROI	82%	114%
% with Trade	28%	27%
Avg. Over/Under Allowance	493	767



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ernest bell	che bess	nubia canas	alex antunez
78%	80%	73%	92%
9	5	15	12
48.7	26.0	46.7	37.0
\$ 27,010	\$ 23,977	\$ 20,130	\$ 24,336
\$ 27,072	\$ 23,956	\$ 20,122	\$ 24,185
\$ 28,307	\$ 24,142	\$ 21,228	\$ 25,536
95%	99%	95%	95%
96%	99%	95%	95%
\$ (61)	\$ 21	\$ 9	\$ 152
\$ 1,881	\$ 2,089	\$ 840	\$ 2,265
\$ 1,985	\$ 681	\$ 1,491	\$ 1,292
\$ 3,866	\$ 2,634	\$ 2,132	\$ 3,341
\$ 34,794	\$ 13,171	\$ 31,974	\$ 40,097
106%	152%	82%	134%
44%	0%	13%	42%
1,476	#DIV/0!	375	187

maricruz roman	gabe badding	brandon rowe	tito villalvazo
50%	91%	71%	86%
10	11	7	14
46.6	47.5	88.9	44.0
\$ 24,467	\$ 17,170	\$ 22,134	\$ 17,039
\$ 24,425	\$ 17,071	\$ 22,206	\$ 16,691
\$ 25,708	\$ 17,855	\$ 23,447	\$ 17,916
95%	96%	94%	95%
95%	96%	95%	93%
\$ 42	\$ 99	\$ (71)	\$ 348
\$ 499	\$ 1,112	\$ (133)	\$ 257
\$ 2,140	\$ 1,406	\$ 1,931	\$ 833
\$ 2,425	\$ 2,263	\$ 1,798	\$ 1,031
\$ 24,250	\$ 24,892	\$ 12,586	\$ 14,431
77%	101%	33%	51%
50%	55%	14%	7%
525	450	65	0

evan moen			
55%	#DIV/0!	#DIV/0!	#DIV/0!
11	0	0	0
48.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,677	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,652	#DIV/0!	#DIV/0!	#DIV/0!
\$ 19,751	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25	#DIV/0!	#DIV/0!	#DIV/0!
\$ 175	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,031	#DIV/0!	#DIV/0!	#DIV/0!
\$ 925	#DIV/0!	#DIV/0!	#DIV/0!
\$ 10,180	#DIV/0!	#DIV/0!	#DIV/0!
37%	#DIV/0!	#DIV/0!	#DIV/0!
18%	#DIV/0!	#DIV/0!	#DIV/0!
500	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	tony ruiz
% Retailed of Non-New Franchise	75%	78%
Total # Retail Units	105	65
Avg. Days to Sale	46.9	50.2
Avg. Advertised Price (Time of Sale)	\$ 21,582	\$ 20,831
Avg. Transaction Price	\$ 21,511	\$ 20,706
Avg. Market Price at 100%	\$ 22,732	\$ 21,876
Avg. Price to Market % (Time of Sale)	95%	95%
Avg. Transaction to Market	95%	95%
Avg. Transactional Discount	\$ 72	\$ 125
Avg. Front-End Gross	\$ 1,012	\$ 1,028
Avg. Finance Gross	\$ 1,468	\$ 1,587
PUVR	\$ 2,312	\$ 2,371
Total Gross (Units & PUVR)	\$ 242,800	\$ 154,085
GROI	82%	82%
% with Trade	28%	14%
Avg. Over/Under Allowance	493	670



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joe genna jr			
70%	#DIV/0!	#DIV/0!	#DIV/0!
40	0	0	0
41.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,803	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,818	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,838	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (15)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 987	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,296	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,218	#DIV/0!	#DIV/0!	#DIV/0!
\$ 88,715	#DIV/0!	#DIV/0!	#DIV/0!
84%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
141	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	105	1
Avg. Days to Sale	46.9	64.0
Avg. Advertised Price (Time of Sale)	\$ 21,582	\$ 17,977
Avg. Transaction Price	\$ 21,511	\$ 17,977
Avg. Market Price at 100%	\$ 22,732	\$ 18,726
Avg. Price to Market % (Time of Sale)	95%	96%
Avg. Transaction to Market	95%	96%
Avg. Transactional Discount	\$ 72	\$ -
Avg. Front-End Gross	\$ 1,012	\$ (664)
Avg. Finance Gross	\$ 1,468	\$ 131
PUVR	\$ 2,312	\$ (533)
Total Gross (Units & PUVR)	\$ 242,800	\$ (533)
GROI	82%	-17%
% with Trade	28%	0%
Avg. Over/Under Allowance	493	#DIV/0!



No	
	104
	46.8
\$	21,545
\$	21,545
\$	22,661
	95%
	95%
\$	73
\$	1,028
\$	1,483
\$	2,340
\$	243,333
	84%
	62%
	493

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	105	26
Avg. Days to Sale	46.9	44.2
Avg. Advertised Price (Time of Sale)	\$ 21,582	\$ 26,954
Avg. Transaction Price	\$ 21,511	\$ 26,962
Avg. Market Price at 100%	\$ 22,732	\$ 28,032
Avg. Price to Market % (Time of Sale)	95%	96%
Avg. Transaction to Market	95%	96%
Avg. Transactional Discount	\$ 72	\$ (8)
Avg. Front-End Gross	\$ 1,012	\$ 666
Avg. Finance Gross	\$ 1,468	\$ 1,659
PUVR	\$ 2,312	\$ 2,198
Total Gross (Units & PUVR)	\$ 242,800	\$ 57,143
GROI	82%	66%
% with Trade	28%	0%
Avg. Over/Under Allowance	493	550

No
79
47.8
\$ 19,716
\$ 19,716
\$ 20,843
95%
95%
\$ 98
\$ 1,126
\$ 1,402
\$ 2,350
\$ 185,656
90%
37%
474

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	105	37	27
% of Retail Units	100%	35%	26%
% Retailed of Non-New Franchise	75%	76%	85%
Avg. Days to Sale	46.9	46.4	44.8
Avg. Transaction Price	\$ 21,511	\$ 20,177	\$ 20,372
Avg. Transaction to Market %	95%	95%	95%
Avg. Transactional Discount	\$ 72	\$ (58)	\$ 164
Avg. Front End Gross	\$ 1,012	\$ 1,267	\$ 1,635
Avg. Finance Gross	\$ 1,468	\$ 1,105	\$ 1,636
PUVR	\$ 2,312	\$ 2,253	\$ 3,029
Total Gross (Units & PUVR)	\$ 242,800	\$ 83,355	\$ 81,774
GROI	82%	87%	119%
% with Trade	28%	27%	33%
Avg. Over/Under Allowance	493	355	611



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
22	19	0	0
21%	18%	0%	0%
73%	63%	#DIV/0!	#DIV/0!
37.6	61.7	#DIV/0!	#DIV/0!
\$ 24,903	\$ 21,798	#DIV/0!	#DIV/0!
95%	93%	#DIV/0!	#DIV/0!
\$ 196	\$ 49	#DIV/0!	#DIV/0!
\$ 716	\$ (28)	#DIV/0!	#DIV/0!
\$ 1,624	\$ 1,755	#DIV/0!	#DIV/0!
\$ 2,119	\$ 1,635	#DIV/0!	#DIV/0!
\$ 46,610	\$ 31,061	#DIV/0!	#DIV/0!
81%	44%	#DIV/0!	#DIV/0!
27%	21%	#DIV/0!	#DIV/0!
714	450	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	105	49	8
% of Retail Units	100%	47%	8%
% Retailed of Non-New Franchise	75%	78%	75%
Avg. Days to Sale	46.9	15.0	39.5
Avg. Transaction Price	\$ 21,511	\$ 21,338	\$ 23,626
Avg. Transaction to Market %	95%	96%	96%
Avg. Transactional Discount	\$ 72	\$ 208	\$ (37)
Avg. Front End Gross	\$ 1,012	\$ 1,729	\$ 1,716
Avg. Finance Gross	\$ 1,468	\$ 1,459	\$ 1,389
PUVR	\$ 2,312	\$ 3,188	\$ 3,105
Total Gross (Units & PUVR)	\$ 242,800	\$ 156,209	\$ 24,841
GROI	82%	359%	120%
% with Trade	28%	24%	50%
Avg. Over/Under Allowance	493	436	900



46-60 days	61-90 days	90+ days
16	15	17
15%	14%	16%
69%	60%	88%
52.4	72.9	114.5
\$ 22,405	\$ 20,343	\$ 21,200
90%	95%	92%
\$ 266	\$ (380)	\$ (53)
\$ 1,598	\$ 341	\$ (1,344)
\$ 1,348	\$ 1,440	\$ 1,637
\$ 2,946	\$ 1,781	\$ 292
\$ 47,139	\$ 26,709	\$ 4,971
90%	43%	4%
19%	27%	35%
0	1,000	404