

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	PB8738	2020	Chevrolet	Impala	47	Auction/Wholesale		\$ 23,751	\$ 23,451	99%	\$271	\$211
2	2129868A	2012	Dodge	Ram	10	Trade on New		\$ 23,354	\$ 23,354	103%	\$4,719	\$1,994
3	PB8709	2018	Toyota	Highlander	72	Auction/Wholesale	No	\$ 27,850	\$ 27,650	92%	(\$2,296)	\$1,000
4	2029388A	2010	Chevrolet	Malibu	11	Trade on New	No	\$ 6,990	\$ 6,990	114%	\$116	\$0
5	2129752B	2011	Chevrolet	Silverado	35	Trade on New	No	\$ 17,672	\$ 17,672	88%	\$1,911	\$1,911
6	PM8702	2019	Nissan	Sentra	73	Auction/Wholesale	No	\$ 11,500	\$ 11,500	85%	(\$1,130)	\$983
7	PB8779	2018	Buick	Encore	31	Auction/Wholesale	No	\$ 14,610	\$ 14,574	93%	\$152	\$1,341
8	PB8592	2017	Chevrolet	Suburban	121	Auction/Wholesale	No	\$ 35,548	\$ 35,548	100%	(\$2,524)	\$2,599
9	Z2129837A	2018	Chevrolet	Silverado	58	Trade on New	No	\$ 41,675	\$ 41,675	96%	\$2,233	\$1,845
10	PA8659A	2011	Dodge	Journey	21	Trade on Used	No	\$ 7,280	\$ 7,084	96%	\$2,259	\$1,275
11	PB8860	2013	Chrysler	200	8	Auction/Wholesale	No	\$ 8,744	\$ 8,744	90%	(\$611)	\$1,253
12	PB8807	2019	Nissan	NV 200	23	Auction/Wholesale	No	\$ 18,368	\$ 18,368	100%	\$450	\$550
13	PB8750	2018	Chevrolet	CRUZE	40	Auction/Wholesale	No	\$ 14,240	\$ 14,240	104%	\$972	\$1,961
14	PA8730A	2019	Honda	CIVIC	27	Trade on Used	No	\$ 16,986	\$ 16,986	98%	\$1,840	\$2,204
15	PB8471A	2017	Hyundai	Elantra	107	Trade on Used	No	\$ 8,285	\$ 8,285	69%	(\$2,198)	\$1,663
16	PG8870	2017	Hyundai	Tucson	11	Auction/Wholesale	No	\$ 14,762	\$ 14,762	88%	(\$545)	\$2,188
17	2129792A1	2009	Chevrolet	Traverse	58	Trade on New	No	\$ 7,151	\$ 7,151	100%	\$477	\$0
18	2129791A	2015	Dodge	Charger	37	Trade on New	No	\$ 14,578	\$ 14,578	95%	\$1,267	\$292
19	2029588A	2017	Chevrolet	Equinox	66	Trade on New	No	\$ 15,175	\$ 15,175	97%	\$1,045	\$1,757
20	PM8701	2019	Dodge	Grand Caravan	76	Auction/Wholesale	No	\$ 15,775	\$ 15,775	93%	\$520	\$2,842
21	PB8595A	2015	Chrysler	Town&Country	45	Trade on Used	No	\$ 8,680	\$ 8,235	83%	(\$982)	\$0
22	PM8834	2018	Chevrolet	Malibu	18	Auction/Wholesale	No	\$ 15,823	\$ 15,823	98%	\$103	\$2,177
23	PM8669	2019	Dodge	Challenger	91	Auction/Wholesale	No	\$ 21,798	\$ 21,798	92%	\$2,189	\$1,813
24	2119775A	2006	Dodge	Charger	9	Trade on New	No	\$ 7,980	\$ 6,989	91%	\$2,573	\$0
25	PG8539A	2012	Chevrolet	Cruze	47	Trade on Used	No	\$ 7,480	\$ 6,850	102%	(\$1,153)	\$1,493
26	PV8660	2018	GMC	Sierra	93	Street/Curb Buy	No	\$ 41,500	\$ 41,011	101%	(\$1,326)	\$0
27	2129855A	2015	Subaru	Outback	33	Trade on New	No	\$ 16,283	\$ 15,783	103%	\$2,239	\$1,638
28	PB8786	2017	Nissan	Rogue	35	Auction/Wholesale	No	\$ 18,905	\$ 18,905	96%	\$1,205	\$2,650
29	PB8856	2018	Chevrolet	Equinox	14	Auction/Wholesale	No	\$ 17,771	\$ 17,771	100%	\$976	\$1,417
30	PA8762	2016	Honda	Accord	42	Loaner/Rental Fleet	No	\$ 14,482	\$ 14,482	99%	(\$34)	\$0
31	2119803A	2016	Chevrolet	Sonic	6	Trade on New	No	\$ 8,810	\$ 8,810	100%	\$2,482	\$1,440
32	PM8776	2018	Honda	Civc	37	Auction/Wholesale	No	\$ 17,026	\$ 17,026	93%	(\$1,225)	\$1,099
33	2129533B	2007	GMC	Yukon	78	Trade on New	No	\$ 7,880	\$ 7,279	86%	(\$4,200)	\$0
34	2129721B	2017	Toyota	RAV4	14	Trade on Used	No	\$ 19,082	\$ 18,980	96%	\$500	\$0
35	2129731A	2017	Chevrolet	Silverado	7	Trade on New	No	\$ 32,236	\$ 32,236	106%	\$2,771	\$2,210
36	Z2129844A	2015	Hyundai	Veloster	49	Trade on New	No	\$ 10,933	\$ 10,933	93%	\$1,505	\$0
37	2129787A	2016	Chevrolet	Tahoe	63	Trade on New	No	\$ 36,942	\$ 36,942	95%	\$1,040	\$1,519
38	PV8853	2016	Chevrolet	Camaro	18	Street/Curb Buy	Yes	\$ 25,988	\$ 25,988	104%	\$4,320	\$3,121
39	PV8718A	2017	Volkswagen	Jetta	18	Street/Curb Buy	No	\$ 10,993	\$ 10,743	83%	\$1,299	\$1,369
40	PM8796	2018	Nissan	Frontier	35	Auction/Wholesale	No	\$ 19,199	\$ 19,199	107%	\$1,669	\$3,033
41	PG8775A	2015	Ford	Expedition	16	Trade on Used	No	\$ 21,246	\$ 21,246	103%	\$108	\$0
42	PV8852	2013	Honda	Accord	20	Street/Curb Buy	No	\$ 13,137	\$ 12,150	96%	\$688	\$0
43	PV8723	2018	Chevrolet	Suburban	63	Street/Curb Buy	No	\$ 37,863	\$ 37,525	104%	\$196	\$1,903
44	PA8682	2015	Scion	TC	88	Loaner/Rental Fleet	No	\$ 10,925	\$ 10,925	96%	(\$2,682)	\$0
45	PG8759	2019	Chevrolet	Cruze	47	Auction/Wholesale	No	\$ 15,456	\$ 15,168	97%	\$489	\$1,709
46	2129901A	2017	Chevrolet	Silverado	12	Trade on New	Yes	\$ 38,945	\$ 37,945	104%	\$4,490	\$2,475
47	Z2129784A	2020	Chevrolet	Equinox	81	Trade on New	Yes	\$ 22,516	\$ 22,516	82%	\$628	\$3,156
48	2129771A	2016	Ford	Explorer	50	Trade on New	No	\$ 21,706	\$ 21,706	91%	\$1,504	\$3,654
49	Z2129740A	2017	Nissan	Altima	63	Trade on New	No	\$ 11,931	\$ 11,931	78%	\$1,623	\$2,203
50	PB8827	2018	Chevrolet	Equinox	26	Auction/Wholesale	No	\$ 17,349	\$ 17,349	96%	\$1,616	\$2,725
51	PB8748A	2012	Dodge	Caravan	25	Trade on Used	No	\$ 10,998	\$ 10,217	101%	\$331	\$2,158
52	Z2129912A	2015	Kia	Optima	18	Trade on New	No	\$ 12,314	\$ 12,314	106%	\$1,717	\$1,456
53	2119801A	2016	Toyota	Corolla	37	Trade on New	No	\$ 11,507	\$ 11,507	95%	\$433	\$2,610

Scoreboard Totals

% Retailed of Non-Franchise Make	65%
Total # Retail Units	94
Avg. Days to Sale	43.4
Avg. Advertised Price (Time of Sale)	\$ 17,548
Avg. Transaction Price	\$ 17,330
Avg. Market Price at 100%	\$ 18,312
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 218
Avg. Front-End Gross	\$ 340
Avg. Finance Gross	\$ 1,393
PUVR	\$ 1,733
Total Gross (Units & PUVR)	\$ 162,909
GROI	83%
% with Trade	26%
Avg. Over/Under Allowance	(\$172)



Scoreboard

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Desk Manager	Totals	Paul London
% Retailed of Non-New Franchise	65%	67%
Total # Retail Units	94	21
Avg. Days to Sale	43.4	40.0
Avg. Advertised Price (Time of Sale)	\$ 17,548	\$ 17,151
Avg. Transaction Price	\$ 17,330	\$ 16,566
Avg. Market Price at 100%	\$ 18,312	\$ 17,967
Avg. Price to Market % (Time of Sale)	96%	95%
Avg. Transaction to Market	95%	92%
Avg. Transactional Discount	\$ 218	\$ 584
Avg. Front-End Gross	\$ 340	\$ 507
Avg. Finance Gross	\$ 1,393	\$ 1,491
PUVR	\$ 1,733	\$ 1,998
Total Gross (Units & PUVR)	\$ 162,909	\$ 41,958
GROI	83%	109%
% with Trade	26%	24%
Avg. Over/Under Allowance	-172	-222



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Andy Ruckman	Alex Hockaday	Eric Tansmore	Jeff Spangler
64%	78%	73%	58%
11	9	15	38
43.8	50.2	51.7	40.3
\$ 16,813	\$ 17,417	\$ 19,044	\$ 17,421
\$ 16,624	\$ 17,374	\$ 18,948	\$ 17,308
\$ 17,176	\$ 18,421	\$ 19,485	\$ 18,235
98%	95%	98%	96%
97%	94%	97%	95%
\$ 189	\$ 43	\$ 96	\$ 113
\$ 290	\$ 135	\$ 662	\$ 185
\$ 1,593	\$ 1,168	\$ 1,312	\$ 1,366
\$ 1,882	\$ 1,302	\$ 1,974	\$ 1,550
\$ 20,705	\$ 11,722	\$ 29,617	\$ 58,907
93%	54%	73%	80%
36%	22%	33%	21%
25	0	50	-393

Scoreboard

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Sales Consultant	Totals	Kay Westmoreland
% Retailed of Non-New Franchise	65%	62%
Total # Retail Units	94	13
Avg. Days to Sale	43.4	37.9
Avg. Advertised Price (Time of Sale)	\$ 17,548	\$ 17,276
Avg. Transaction Price	\$ 17,330	\$ 17,168
Avg. Market Price at 100%	\$ 18,312	\$ 17,485
Avg. Price to Market % (Time of Sale)	96%	99%
Avg. Transaction to Market	95%	98%
Avg. Transactional Discount	\$ 218	\$ 108
Avg. Front-End Gross	\$ 340	\$ 1,099
Avg. Finance Gross	\$ 1,393	\$ 1,930
PUVR	\$ 1,733	\$ 3,030
Total Gross (Units & PUVR)	\$ 162,909	\$ 39,384
GROI	83%	168%
% with Trade	26%	38%
Avg. Over/Under Allowance	-172	-125



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Joey Lopez	Val Vick	Jordan Kent	Conor Rice
100%	100%	92%	56%
3	4	12	9
52.7	38.5	39.2	43.7
\$ 14,798	\$ 9,966	\$ 15,921	\$ 22,450
\$ 14,764	\$ 7,556	\$ 15,772	\$ 22,435
\$ 16,731	\$ 10,773	\$ 16,315	\$ 23,311
88%	93%	98%	96%
88%	70%	97%	96%
\$ 34	\$ 2,410	\$ 149	\$ 15
\$ (974)	\$ 21	\$ 73	\$ 692
\$ 921	\$ 611	\$ 1,097	\$ 1,231
\$ (54)	\$ 632	\$ 1,170	\$ 1,923
\$ (161)	\$ 2,526	\$ 14,040	\$ 17,306
-2%	78%	68%	71%
0%	25%	33%	22%
#DIV/0!	-150	-313	-125

Jose Velasquez	Cesar Jelambi	Sara Driggers	Carl Juneau
43%	50%	75%	0%
7	8	8	1
35.0	46.5	43.5	70.0
\$ 15,033	\$ 16,874	\$ 16,645	\$ 19,631
\$ 14,846	\$ 16,557	\$ 16,645	\$ 19,631
\$ 15,345	\$ 17,517	\$ 17,532	\$ 20,238
98%	96%	95%	97%
97%	95%	95%	97%
\$ 186	\$ 318	\$ -	\$ -
\$ (235)	\$ (75)	\$ 144	\$ (34)
\$ 1,263	\$ 1,626	\$ 1,653	\$ 2,407
\$ 1,028	\$ 1,551	\$ 1,797	\$ 2,373
\$ 7,196	\$ 12,411	\$ 14,372	\$ 2,373
71%	73%	89%	62%
14%	38%	13%	0%
0	47	0	#DIV/0!

Tim Green	Russell Petersohn	Bob Powers	Daijha Littles
67%	43%	50%	80%
6	7	4	5
41.7	55.3	59.5	49.4
\$ 13,240	\$ 19,188	\$ 21,716	\$ 19,926
\$ 13,027	\$ 19,188	\$ 21,716	\$ 19,728
\$ 14,539	\$ 21,306	\$ 22,455	\$ 20,453
91%	90%	97%	97%
90%	90%	97%	96%
\$ 213	\$ -	\$ -	\$ 198
\$ 929	\$ 198	\$ 201	\$ 535
\$ 1,254	\$ 1,932	\$ 1,208	\$ 1,292
\$ 2,182	\$ 2,129	\$ 1,409	\$ 1,827
\$ 13,094	\$ 14,906	\$ 5,637	\$ 9,137
145%	72%	39%	68%
17%	29%	25%	20%
0	-967	0	0

Keenan Kanda			
60%	#DIV/0!	#DIV/0!	#DIV/0!
5	0	0	0
33.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,769	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,509	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,934	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 260	#DIV/0!	#DIV/0!	#DIV/0!
\$ 817	#DIV/0!	#DIV/0!	#DIV/0!
\$ 982	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,799	#DIV/0!	#DIV/0!	#DIV/0!
\$ 8,993	#DIV/0!	#DIV/0!	#DIV/0!
82%	#DIV/0!	#DIV/0!	#DIV/0!
20%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	Ernie Hensel
% Retailed of Non-New Franchise	65%	56%
Total # Retail Units	94	39
Avg. Days to Sale	43.4	45.4
Avg. Advertised Price (Time of Sale)	\$ 17,548	\$ 17,828
Avg. Transaction Price	\$ 17,330	\$ 17,681
Avg. Market Price at 100%	\$ 18,312	\$ 18,456
Avg. Price to Market % (Time of Sale)	96%	97%
Avg. Transaction to Market	95%	96%
Avg. Transactional Discount	\$ 218	\$ 147
Avg. Front-End Gross	\$ 340	\$ 401
Avg. Finance Gross	\$ 1,393	\$ 1,770
PUVR	\$ 1,733	\$ 2,171
Total Gross (Units & PUVR)	\$ 162,909	\$ 84,671
GROI	83%	97%
% with Trade	26%	0%
Avg. Over/Under Allowance	-172	-63



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Abe Kent	Joey Lopez		
67%	100%	#DIV/0!	#DIV/0!
49	6	0	0
42.4	38.8	#DIV/0!	#DIV/0!
\$ 17,640	\$ 14,976	#DIV/0!	#DIV/0!
\$ 17,339	\$ 14,976	#DIV/0!	#DIV/0!
\$ 18,497	\$ 15,186	#DIV/0!	#DIV/0!
95%	99%	#DIV/0!	#DIV/0!
94%	99%	#DIV/0!	#DIV/0!
\$ 301	\$ -	#DIV/0!	#DIV/0!
\$ 375	\$ (337)	#DIV/0!	#DIV/0!
\$ 1,188	\$ 612	#DIV/0!	#DIV/0!
\$ 1,563	\$ 275	#DIV/0!	#DIV/0!
\$ 76,586	\$ 1,652	#DIV/0!	#DIV/0!
77%	17%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
-295	0	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	94	4
Avg. Days to Sale	43.4	33.0
Avg. Advertised Price (Time of Sale)	\$ 17,548	\$ 26,361
Avg. Transaction Price	\$ 17,330	\$ 26,111
Avg. Market Price at 100%	\$ 18,312	\$ 27,064
Avg. Price to Market % (Time of Sale)	96%	97%
Avg. Transaction to Market	95%	96%
Avg. Transactional Discount	\$ 218	\$ 250
Avg. Front-End Gross	\$ 340	\$ 2,547
Avg. Finance Gross	\$ 1,393	\$ 2,772
PUVR	\$ 1,733	\$ 5,319
Total Gross (Units & PUVR)	\$ 162,909	\$ 21,275
GROI	83%	222%
% with Trade	26%	6%
Avg. Over/Under Allowance	-172	0



No	
	88
	44.2
\$	16,793
\$	16,793
\$	17,754
	95%
	95%
\$	218
\$	191
\$	1,337
\$	1,528
\$	134,439
	74%
	50%
	-187

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	94	33
Avg. Days to Sale	43.4	39.9
Avg. Advertised Price (Time of Sale)	\$ 17,548	\$ 20,973
Avg. Transaction Price	\$ 17,330	\$ 20,850
Avg. Market Price at 100%	\$ 18,312	\$ 21,431
Avg. Price to Market % (Time of Sale)	96%	98%
Avg. Transaction to Market	95%	97%
Avg. Transactional Discount	\$ 218	\$ 123
Avg. Front-End Gross	\$ 340	\$ 864
Avg. Finance Gross	\$ 1,393	\$ 1,706
PUVR	\$ 1,733	\$ 2,569
Total Gross (Units & PUVR)	\$ 162,909	\$ 84,788
GROI	83%	111%
% with Trade	26%	6%
Avg. Over/Under Allowance	-172	-409

No
61
45.3
\$ 15,426
\$ 15,426
\$ 16,558
93%
93%
\$ 269
\$ 57
\$ 1,223
\$ 1,281
\$ 78,121
66%
36%
-38

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	94	24	9
% of Retail Units	100%	26%	10%
% Retailed of Non-New Franchise	65%	54%	89%
Avg. Days to Sale	43.4	41.5	36.7
Avg. Transaction Price	\$ 17,330	\$ 17,494	\$ 12,275
Avg. Transaction to Market %	95%	94%	94%
Avg. Transactional Discount	\$ 218	\$ 140	\$ 239
Avg. Front End Gross	\$ 340	\$ 1,263	\$ 117
Avg. Finance Gross	\$ 1,393	\$ 1,347	\$ 1,130
PUVR	\$ 1,733	\$ 2,611	\$ 1,247
Total Gross (Units & PUVR)	\$ 162,909	\$ 62,660	\$ 11,223
GROI	83%	130%	100%
% with Trade	26%	17%	22%
Avg. Over/Under Allowance	-172	-188	0



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
8	51	2	0
9%	54%	2%	0%
63%	65%	100%	#DIV/0!
34.9	46.0	65.0	#DIV/0!
\$ 20,961	\$ 17,757	\$ 12,704	#DIV/0!
95%	93%	98%	#DIV/0!
\$ 403	\$ 230	\$ -	#DIV/0!
\$ 1,295	\$ (138)	\$ (1,358)	#DIV/0!
\$ 903	\$ 1,592	\$ -	#DIV/0!
\$ 2,197	\$ 1,454	\$ (1,358)	#DIV/0!
\$ 17,578	\$ 74,164	\$ (2,716)	#DIV/0!
108%	64%	-59%	#DIV/0!
25%	31%	0%	#DIV/0!
0	-208	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	94	38	17
% of Retail Units	100%	40%	18%
% Retailed of Non-New Franchise	65%	55%	88%
Avg. Days to Sale	43.4	18.9	38.2
Avg. Transaction Price	\$ 17,330	\$ 16,015	\$ 16,289
Avg. Transaction to Market %	95%	96%	96%
Avg. Transactional Discount	\$ 218	\$ 412	\$ 58
Avg. Front End Gross	\$ 340	\$ 1,125	\$ 484
Avg. Finance Gross	\$ 1,393	\$ 1,339	\$ 1,588
PUVR	\$ 1,733	\$ 2,464	\$ 2,072
Total Gross (Units & PUVR)	\$ 162,909	\$ 93,637	\$ 35,224
GROI	83%	292%	120%
% with Trade	26%	18%	24%
Avg. Over/Under Allowance	-172	-157	-100



46-60 days	61-90 days	90+ days
12	22	5
13%	23%	5%
42%	77%	60%
52.7	71.5	101.2
\$ 20,357	\$ 16,709	\$ 26,328
95%	89%	87%
\$ 162	\$ 64	\$ 98
\$ 300	\$ (858)	\$ (744)
\$ 1,432	\$ 1,288	\$ 1,504
\$ 1,732	\$ 430	\$ 760
\$ 20,786	\$ 9,461	\$ 3,801
58%	13%	10%
25%	41%	20%
0	-84	-1,934