









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	3035	2018	SUBARU	OUTBACK	23	Auction/Wholesale	YES	\$ 22,000	\$ 22,000	101%	\$881	\$200
2	82932A	2020	SUBARU	LEGACY	24	Loaner/Rental Fleet	Yes	\$ 25,500	\$ 25,250	100%	\$1,598	\$1,540
3	3050	2002	toyota	HIGHLANDER	13	Street/Curb Buy	No	\$ 6,000	\$ 5,378	92%	\$1,635	\$0
4	83448B	2018	HYUNDAI	ELANTRA	35	Trade on Used	No	\$ 15,500	\$ 14,370	92%	\$946	\$0
5	3039	2006	SUBARU	LEGACY	20	Street/Curb Buy	No	\$ 6,300	\$ 5,661	96%	\$210	\$0
6	83830A	2017	SUBARU	OUTBACK	22	Trade on New	YES	\$ 19,500	\$ 19,125	101%	\$1,709	\$1,702
7	82339A	2020	SUBARU	FORESTER	25	Loaner/Rental Fleet	YES	\$ 32,000	\$ 32,000	100%	\$2,553	\$200
8	3041	2019	TOYOTA	4RUNNER	21	Auction/Wholesale	No	\$ 38,200	\$ 38,200	102%	\$4,678	\$1,854
9	83483A	2016	BUICK	LACROSSE	106	TRADE ON NEW	No	\$ 15,300	\$ 15,000	85%	(\$678)	\$262
10	83566A	2018	subaru	crosstrek	51	TRADE ON NEW	YES	\$ 21,300	\$ 21,300	101%	\$3,101	\$1,537
11	82198B	2012	FORD	FOCUS	34	TRADE ON USED	NO	\$ 6,000	\$ 5,333	95%	\$1,179	\$0
12	3028	2018	SUBARU	IMPREZA	26	LBO Customer	YES	\$ 18,000	\$ 18,000	98%	\$1,055	\$3,942
13	82280A	2020	SUBARU	IMPREZA	64	Auction/Wholesale	YES	\$ 22,500	\$ 22,000	99%	\$1,500	\$1,285
14	82940B	2008	CADILLAC	CTS	173	TRADE ON USED	No	\$ 6,425	\$ 5,850	82%	(\$858)	\$0
15	3036	2018	SUBARU	IMPREZA	26	LBO Customer	YES	\$ 16,000	\$ 16,000	101%	\$3,066	\$1,590
16	82862A	2020	SUBARU	OUTBACK	27	Trade on New	YES	\$ 31,500	\$ 30,500	98%	\$1,500	\$577
17	3030	2018	SUBARU	FORESTER	27	Auction/Wholesale	YES	\$ 23,000	\$ 23,000	100%	\$1,210	\$1,085
18	83012B	2012	GMC	TERRAIN	40	Trade on Used	No	\$ 6,300	\$ 6,300	71%	\$1,203	\$0
19	83214B	2010	GMC	TERRAIN	77	Trade on Used	No	\$ 6,800	\$ 6,800	100%	\$1,593	\$0
20	42572B	2017	JEEP	WRANGLER	120	Trade on Used	No	\$ 24,500	\$ 24,203	89%	(\$146)	\$1,296
21	2864A	2011	GMC	SIERRA	30	Trade on Used	No	\$ 14,000	\$ 14,000	100%	\$2,334	\$0
22	83052A	2020	SUBARU	IMPREZA	31	Loaner/Rental Fleet	YES	\$ 23,100	\$ 23,500	101%	\$2,500	\$200
23	83728A	2017	SUBARU	OUTBACK	60	Trade on New	YES	\$ 18,000	\$ 18,000	101%	\$4,021	\$1,300
24	83589B	2014	Chevrolet	CRUZE	18	Trade on Used	No	\$ 8,700	\$ 7,925	98%	\$2,132	\$670
25	83613A	2018	SUBARU	FORESTER	44	Trade on New	YES	\$ 24,000	\$ 23,500	101%	\$2,477	\$0
26	3025	2018	SUBARU	OUTBACK	34	Street/Curb Buy	YES	\$ 25,200	\$ 25,200	99%	\$1,121	\$1,785
27	2951B	2009	Chevrolet	HHR	27	Trade on Used	No	\$ 4,750	\$ 4,750	96%	\$2,268	\$0
28	83107A	2017	SUBARU	OUTBACK	177	Trade on New	No	\$ 19,500	\$ 34,521	88%	(\$673)	\$0
29	83359A	2019	SUBARU	OUTBACK	59	Trade on New	YES	\$ 21,700	\$ 22,896	101%	\$3,830	\$200
30	42998A	2019	KIA	NIRO	68	Trade on New	No	\$ 20,600	\$ 20,600	94%	\$544	\$229

31	83738A	2014	SUBARU	FORESTER	20	Trade on New	No	\$	14,000	\$	13,150	100%	\$3,428	\$153
32	42826A	2014	TOYOTA	TUNDRA	115	Trade on New	No	\$	29,700	\$	29,700	97%	\$0	\$0
33	43081A	2009	ACURA	TSX	17	Trade on New	No	\$	8,500	\$	8,000	101%	\$1,591	\$0
34	83886A	2013	HYUNDAI	ELANTRA	35	Trade on New	No	\$	7,400	\$	7,000	92%	\$1,810	\$0
35	2916A	2015	HONDA	PILOT	41	Trade on Used	No	\$	13,800	\$	13,449	100%	\$2,130	\$0
36	83579a	2018	HONDA	CRV	15	Trade on New	No	\$	25,000	\$	24,350	95%	\$1,381	\$158
37	3065	2013	SUBARU	WRX	29	Street/Curb Buy	NO	\$	26,500	\$	26,000	100%	\$3,824	\$845
38	3055A	2007	TOYOTA	PRIUS	20	Trade on Used	NO	\$	5,500	\$	5,000	117%	\$2,076	\$0
39	42651A	2011	SUBARU	OUTBACK	61	Trade on New	NO	\$	8,700	\$	8,125	96%	\$2,137	\$0
40	84005A	2015	SUBARU	FORESTER	12	TRADE ON NEW	NO	\$	14,000	\$	13,400	101%	\$5,392	\$0
41	2949A	2019	Chevrolet	MALIBU	65	Trade on Used	NO	\$	15,400	\$	15,225	87%	\$1,483	\$167
42	83921A	2018	SUBARU	crosstrek	23	TRADE ON NEW	YES	\$	22,000	\$	21,500	100%	\$2,224	\$3,333
43	83612B	2017	FORD	ESCAPE	22	Trade on Used	NO	\$	12,800	\$	12,800	93%	\$2,636	\$1,900
44	3033	2019	SUBARU	IMPENZA	36	Street/Curb Buy	YES	\$	19,800	\$	19,375	102%	\$2,087	\$1,360
45	2844A	2018	Chevrolet	COLORADO	124	Trade on Used	NO	\$	32,500	\$	32,500	92%	(\$1)	\$1,634
46	2989A	2014	BMW	3 SERIES	40	TRADE ON USED	NO	\$	13,500	\$	12,975	105%	\$2,106	\$0
47	3063	2018	SUBARU	FORESTER	22	LBO Customer	YES	\$	22,000	\$	22,000	102%	\$1,338	\$1,941
48	2962A	2015	Chevrolet	TRAX	37	TRADE ON USED	NO	\$	11,000	\$	11,000	87%	\$1,928	\$178
49	83601A	2009	JEEP	WRANGLER	15	TRADE ON USED	NO	\$	14,900	\$	14,500	99%	\$1,674	\$0
50	42556C	2015	FORD	FIESTA	69	TRADE ON USED	NO	\$	7,600	\$	7,200	86%	\$790	\$0
51	2997	2013	CADILLAC	SRX	44	Street/Curb Buy	No	\$	17,800	\$	18,450	101%	\$1,685	\$185
52	2947A	2008	HONDA	FIT	29	TRADE ON USED	NO	\$	5,700	\$	5,100	103%	\$2,658	\$0
53	42842B	2015	Chevrolet	SILVERADO	36	TRADE ON USED	NO	\$	23,000	\$	22,675	94%	\$1,634	\$193

## Scoreboard Totals

% Retailed of Non-Franchise Make	51%
Total # Retail Units	68
Avg. Days to Sale	44.8
Avg. Advertised Price (Time of Sale)	\$ 17,252
Avg. Transaction Price	\$ 17,229
Avg. Market Price at 100%	\$ 17,778
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 23
Avg. Front-End Gross	\$ 1,953
Avg. Finance Gross	\$ 722
PUVR	\$ 2,675
Total Gross (Units & PUVR)	\$ 181,913
GROI	125%
% with Trade	15%
Avg. Over/Under Allowance	\$1,053



## Scoreboard

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Desk Manager	Totals	DAVE S
% Retailed of Non-New Franchise	51%	43%
Total # Retail Units	68	30
Avg. Days to Sale	44.8	39.2
Avg. Advertised Price (Time of Sale)	\$ 17,252	\$ 17,873
Avg. Transaction Price	\$ 17,229	\$ 18,134
Avg. Market Price at 100%	\$ 17,778	\$ 18,220
Avg. Price to Market % (Time of Sale)	97%	98%
Avg. Transaction to Market	97%	100%
Avg. Transactional Discount	\$ 23	\$ (261)
Avg. Front-End Gross	\$ 1,953	\$ 2,085
Avg. Finance Gross	\$ 722	\$ 821
PUVR	\$ 2,675	\$ 2,905
Total Gross (Units & PUVR)	\$ 181,913	\$ 87,162
GROI	125%	147%
% with Trade	15%	17%
Avg. Over/Under Allowance	1,053	985



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IAN A	ZACH D		
59%	56%	#DIV/0!	#DIV/0!
22	16	0	0
45.2	54.6	#DIV/0!	#DIV/0!
\$ 14,770	\$ 19,500	#DIV/0!	#DIV/0!
\$ 14,597	\$ 19,150	#DIV/0!	#DIV/0!
\$ 15,094	\$ 20,173	#DIV/0!	#DIV/0!
98%	97%	#DIV/0!	#DIV/0!
97%	95%	#DIV/0!	#DIV/0!
\$ 173	\$ 350	#DIV/0!	#DIV/0!
\$ 1,799	\$ 1,916	#DIV/0!	#DIV/0!
\$ 391	\$ 994	#DIV/0!	#DIV/0!
\$ 2,190	\$ 2,910	#DIV/0!	#DIV/0!
\$ 48,190	\$ 46,562	#DIV/0!	#DIV/0!
120%	100%	#DIV/0!	#DIV/0!
9%	19%	#DIV/0!	#DIV/0!
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## Scoreboard

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Sales Consultant	Totals	DARREN
% Retailed of Non-New Franchise	51%	50%
Total # Retail Units	68	8
Avg. Days to Sale	44.8	48.6
Avg. Advertised Price (Time of Sale)	\$ 17,252	\$ 17,584
Avg. Transaction Price	\$ 17,229	\$ 17,225
Avg. Market Price at 100%	\$ 17,778	\$ 17,743
Avg. Price to Market % (Time of Sale)	97%	99%
Avg. Transaction to Market	97%	97%
Avg. Transactional Discount	\$ 23	\$ 359
Avg. Front-End Gross	\$ 1,953	\$ 2,376
Avg. Finance Gross	\$ 722	\$ 931
PUVR	\$ 2,675	\$ 3,307
Total Gross (Units & PUVR)	\$ 181,913	\$ 26,459
GROI	125%	142%
% with Trade	15%	38%
Avg. Over/Under Allowance	1,053	1,725



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BRENT	JUANITA	ADAM	NICOLE
22%	33%	50%	83%
9	6	6	6
30.7	33.8	83.0	55.2
\$ 18,556	\$ 19,217	\$ 21,530	\$ 17,217
\$ 18,208	\$ 19,067	\$ 21,480	\$ 16,837
\$ 18,393	\$ 19,558	\$ 22,634	\$ 17,764
101%	98%	95%	97%
99%	97%	95%	95%
\$ 348	\$ 150	\$ 50	\$ 380
\$ 2,814	\$ 1,628	\$ 905	\$ 1,542
\$ 711	\$ 1,599	\$ 1,375	\$ 255
\$ 3,525	\$ 3,227	\$ 2,280	\$ 1,797
\$ 31,728	\$ 19,360	\$ 13,680	\$ 10,781
227%	180%	46%	70%
11%	17%	17%	17%
1,000	1,000	#DIV/0!	250

RICH	RYAN	MACK	NATE
40%	75%	50%	60%
5	4	4	10
21.8	39.3	78.8	48.0
\$ 16,020	\$ 13,400	\$ 14,175	\$ 17,250
\$ 15,667	\$ 12,994	\$ 17,639	\$ 17,107
\$ 16,087	\$ 13,688	\$ 15,037	\$ 18,111
100%	98%	94%	95%
97%	95%	117%	94%
\$ 353	\$ 407	\$ (3,464)	\$ 143
\$ 1,498	\$ 2,020	\$ 1,255	\$ 1,839
\$ 357	\$ 489	\$ -	\$ 557
\$ 1,855	\$ 2,509	\$ 1,255	\$ 2,396
\$ 9,274	\$ 10,036	\$ 5,020	\$ 23,957
196%	177%	33%	105%
40%	0%	25%	0%
0	#DIV/0!	1,000	#DIV/0!

BLAINE	MCKENZIE	NICK	TIM
60%	#DIV/0!	100%	0%
5	0	3	1
26.8	#DIV/0!	32.0	26.0
\$ 16,320	#DIV/0!	\$ 10,233	\$ 16,000
\$ 16,310	#DIV/0!	\$ 10,033	\$ 16,000
\$ 16,651	#DIV/0!	\$ 10,726	\$ 15,842
98%	#DIV/0!	95%	101%
98%	#DIV/0!	94%	101%
\$ 10	#DIV/0!	\$ 200	\$ -
\$ 2,243	#DIV/0!	\$ 2,307	\$ 3,066
\$ 796	#DIV/0!	\$ 59	\$ 1,590
\$ 3,039	#DIV/0!	\$ 2,366	\$ 4,656
\$ 15,196	#DIV/0!	\$ 7,098	\$ 4,656
250%	#DIV/0!	265%	403%
0%	#DIV/0!	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

ERICK	CLAYTON		
#DIV/0!	0%	#DIV/0!	#DIV/0!
0	1	0	0
#DIV/0!	29.0	#DIV/0!	#DIV/0!
#DIV/0!	\$ 26,500	#DIV/0!	#DIV/0!
#DIV/0!	\$ 26,000	#DIV/0!	#DIV/0!
#DIV/0!	\$ 26,500	#DIV/0!	#DIV/0!
#DIV/0!	100%	#DIV/0!	#DIV/0!
#DIV/0!	98%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 500	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,824	#DIV/0!	#DIV/0!
#DIV/0!	\$ 845	#DIV/0!	#DIV/0!
#DIV/0!	\$ 4,669	#DIV/0!	#DIV/0!
#DIV/0!	\$ 4,669	#DIV/0!	#DIV/0!
#DIV/0!	223%	#DIV/0!	#DIV/0!
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## Scoreboard

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Finance Manager	Totals	BEN M
% Retailed of Non-New Franchise	51%	68%
Total # Retail Units	68	34
Avg. Days to Sale	44.8	41.5
Avg. Advertised Price (Time of Sale)	\$ 17,252	\$ 14,690
Avg. Transaction Price	\$ 17,229	\$ 14,825
Avg. Market Price at 100%	\$ 17,778	\$ 15,133
Avg. Price to Market % (Time of Sale)	97%	97%
Avg. Transaction to Market	97%	98%
Avg. Transactional Discount	\$ 23	\$ (136)
Avg. Front-End Gross	\$ 1,953	\$ 1,692
Avg. Finance Gross	\$ 722	\$ 507
PUVR	\$ 2,675	\$ 2,199
Total Gross (Units & PUVR)	\$ 181,913	\$ 74,762
GROI	125%	129%
% with Trade	15%	0%
Avg. Over/Under Allowance	1,053	708



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CHRIS B			
35%	#DIV/0!	#DIV/0!	#DIV/0!
34	0	0	0
48.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 19,815	#DIV/0!	#DIV/0!	#DIV/0!
\$ 19,632	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,203	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 182	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,213	#DIV/0!	#DIV/0!	#DIV/0!
\$ 938	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,152	#DIV/0!	#DIV/0!	#DIV/0!
\$ 107,152	#DIV/0!	#DIV/0!	#DIV/0!
120%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
2,088	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

CPO	Totals	Yes
Total # Retail Units	68	26
Avg. Days to Sale	44.8	35.3
Avg. Advertised Price (Time of Sale)	\$ 17,252	\$ 22,808
Avg. Transaction Price	\$ 17,229	\$ 22,630
Avg. Market Price at 100%	\$ 17,778	\$ 22,635
Avg. Price to Market % (Time of Sale)	97%	101%
Avg. Transaction to Market	97%	100%
Avg. Transactional Discount	\$ 23	\$ 177
Avg. Front-End Gross	\$ 1,953	\$ 2,342
Avg. Finance Gross	\$ 722	\$ 1,451
PUVR	\$ 2,675	\$ 3,793
Total Gross (Units & PUVR)	\$ 181,913	\$ 98,625
GROI	125%	171%
% with Trade	15%	17%
Avg. Over/Under Allowance	1,053	1,135



No	
	42
	50.6
\$	13,885
\$	13,885
\$	14,594
	95%
	95%
\$	(72)
\$	1,712
\$	271
\$	1,983
\$	83,288
	102%
	8%
	917

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	68	33
Avg. Days to Sale	44.8	37.8
Avg. Advertised Price (Time of Sale)	\$ 17,252	\$ 20,924
Avg. Transaction Price	\$ 17,229	\$ 21,144
Avg. Market Price at 100%	\$ 17,778	\$ 20,871
Avg. Price to Market % (Time of Sale)	97%	100%
Avg. Transaction to Market	97%	101%
Avg. Transactional Discount	\$ 23	\$ (220)
Avg. Front-End Gross	\$ 1,953	\$ 2,387
Avg. Finance Gross	\$ 722	\$ 1,173
PUVR	\$ 2,675	\$ 3,560
Total Gross (Units & PUVR)	\$ 181,913	\$ 117,494
GROI	125%	160%
% with Trade	15%	18%
Avg. Over/Under Allowance	1,053	1,113

No	
	35
	51.3
\$	13,537
\$	13,537
\$	14,648
	92%
	92%
\$	253
\$	1,543
\$	297
\$	1,841
\$	64,420
	95%
	11%
	875

## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	68	23	24
% of Retail Units	100%	34%	35%
% Retailed of Non-New Franchise	51%	35%	100%
Avg. Days to Sale	44.8	52.4	50.2
Avg. Transaction Price	\$ 17,229	\$ 18,544	\$ 11,869
Avg. Transaction to Market %	97%	99%	91%
Avg. Transactional Discount	\$ 23	\$ (406)	\$ 293
Avg. Front End Gross	\$ 1,953	\$ 1,962	\$ 1,673
Avg. Finance Gross	\$ 722	\$ 641	\$ 314
PUVR	\$ 2,675	\$ 2,603	\$ 1,987
Total Gross (Units & PUVR)	\$ 181,913	\$ 59,871	\$ 47,688
GROI	125%	96%	120%
% with Trade	15%	17%	4%
Avg. Over/Under Allowance	1,053	583	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
8	4	4	3
12%	6%	6%	4%
25%	25%	0%	0%
36.9	33.8	24.5	24.7
\$ 17,567	\$ 26,300	\$ 27,313	\$ 18,667
97%	100%	100%	100%
\$ 258	\$ 125	\$ 338	\$ -
\$ 1,940	\$ 2,067	\$ 2,288	\$ 1,820
\$ 547	\$ 1,106	\$ 910	\$ 2,491
\$ 2,487	\$ 3,173	\$ 3,198	\$ 4,311
\$ 19,897	\$ 12,693	\$ 12,790	\$ 12,932
138%	129%	172%	337%
13%	25%	0%	33%
0	1,500	#DIV/0!	1,000

BO OEM/Leasing co	Other
2	0
3%	0%
0%	#DIV/0!
15.5	#DIV/0!
\$ 24,600	#DIV/0!
103%	#DIV/0!
\$ -	#DIV/0!
\$ 4,557	#DIV/0!
\$ 3,465	#DIV/0!
\$ 8,021	#DIV/0!
\$ 16,043	#DIV/0!
757%	#DIV/0!
100%	#DIV/0!
2,088	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	68	31	17
% of Retail Units	100%	46%	25%
% Retailed of Non-New Franchise	51%	39%	71%
Avg. Days to Sale	44.8	21.3	36.9
Avg. Transaction Price	\$ 17,229	\$ 17,541	\$ 15,928
Avg. Transaction to Market %	97%	97%	94%
Avg. Transactional Discount	\$ 23	\$ 348	\$ 207
Avg. Front End Gross	\$ 1,953	\$ 2,418	\$ 1,954
Avg. Finance Gross	\$ 722	\$ 978	\$ 407
PUVR	\$ 2,675	\$ 3,396	\$ 2,361
Total Gross (Units & PUVR)	\$ 181,913	\$ 105,290	\$ 40,131
GROI	125%	327%	145%
% with Trade	15%	19%	6%
Avg. Over/Under Allowance	1,053	1,435	0



46-60 days	61-90 days	90+ days
6	7	7
9%	10%	10%
17%	57%	86%
58.2	67.6	133.4
\$ 18,311	\$ 13,829	\$ 21,479
100%	92%	97%
\$ (111)	\$ 257	\$ (1,978)
\$ 2,992	\$ 1,370	\$ (420)
\$ 540	\$ 781	\$ 456
\$ 3,531	\$ 2,151	\$ 36
\$ 21,187	\$ 15,055	\$ 251
119%	83%	0%
0%	29%	14%
#DIV/0!	250	1,000