

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Joel Dunning	Tom Mallon	Ava
Jeff Kessler	Eugene	Dusty
Ernesto Garcia	Joel Dunning	Hunter
		Jason
		Jeff Root
		Kyle
		Malik
		Sarah
		Stephany
		Tony
		Grant
		Brian
		Abdul
		Kassidy

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	42075A	2020	Toyota	Tundra	27	Trade on New	Yes	\$ 47,900	\$ 46,500	99%	\$1,394	\$3,809
2	42883a	2012	BMW	XS	78	Trade on New	No	\$ 10,200	\$ 10,200	92%	\$1,808	\$0
3	3003	2017	Toyota	Tundra	46	LBO OEM/Leasing Co.	Yes	\$ 35,700	\$ 35,300	96%	\$1,871	\$1,000
4	2782A	2015	Chevrolet	Equinox	106	Trade on Used	No	\$ 10,400	\$ 9,800	92%	\$870	\$953
5	82825B	2016	Chevrolet	Cruze	54	Trade on Used	No	\$ 9,000	\$ 9,000	86%	\$573	\$2,493
6	3032	2020	Toyota	Rav4	5	LBO Customer	Yes	\$ 30,300	\$ 29,548	100%	\$4,226	\$0
7	43144A	2016	Toyota	Prius	14	Trade on New	Yes	\$ 13,500	\$ 13,500	97%	\$2,515	\$2,370
8	83581A	2017	Buick	Envision	54	Trade on New	No	\$ 19,800	\$ 19,000	95%	\$1,439	\$0
9	83413B	2018	Toyota	Tacoma	56	Trade on Used	Yes	\$ 32,468	\$ 32,000	94%	\$410	\$2,439
10	43018A	2011	Toyota	Camry	33	Trade on New	No	\$ 8,300	\$ 7,800	95%	\$1,872	\$0
11	3043	2018	Toyota	Camry	20	LBO Customer	Yes	\$ 22,500	\$ 22,200	98%	\$1,489	\$0
12	3055	2018	Toyota	Rav4	14	LBO OEM/Leasing Co.	Yes	\$ 25,200	\$ 24,600	99%	\$3,388	\$1,000
13	3077	2011	Toyota	Sienna	10	Street/Curb Buy	No	\$ 11,200	\$ 10,900	101%	\$2,334	\$0
14	43102A	2018	Toyota	Rav4	20	Trade on New	Yes	\$ 21,000	\$ 20,880	99%	\$3,092	\$2,081
15	2906	2017	Toyota	Tundra	127	LBO Customer	Yes	\$ 27,500	\$ 27,500	91%	\$1,787	\$744
16	42682A	2011	Acura	MDX	24	Trade on New	No	\$ 10,000	\$ 10,000	91%	\$2,783	\$972
17	42845A	2018	Toyota	Camry	104	Trade on New	Yes	\$ 21,600	\$ 21,580	93%	(\$32)	\$2,409
18	2944A	2018	Toyota	Tacoma	81	Trade on Used	Yes	\$ 31,000	\$ 30,500	91%	\$2,477	\$663
19	3052	2014	Toyota	Prius	20	Street/Curb Buy	No	\$ 13,000	\$ 12,400	95%	\$1,544	\$619
20	42305A	2020	Toyota	Rav4	19	Trade on New	Yes	\$ 28,000	\$ 27,700	99%	\$3,589	\$391
21	3069	2019	Toyota	Sienna	13	LBO OEM/Leasing Co.	Yes	\$ 33,000	\$ 33,000	92%	\$5,447	\$3,204
22	3032A	2013	Toyota	Corolla	5	Trade on Used	No	\$ 10,900	\$ 10,900	107%	\$1,429	\$1,213
23	2995A	2009	Pontiac	G6	28	Trade on Used	Yes	\$ 3,000	\$ 3,000	90%	\$1,314	\$0
24	83930A	2010	Ford	Focus	14	Trade on Used	No	\$ 5,300	\$ 4,939	98%	\$2,992	\$0
25	3049	2012	Toyota	Rav4	24	LBO OEM/Leasing Co.	No	\$ 15,000	\$ 15,000	98%	\$4,386	\$2,260
26	3045	2017	Toyota	Prius C	24	LBO OEM/Leasing Co.	Yes	\$ 15,500	\$ 15,200	94%	\$2,014	\$0
27	3054	2018	Toyota	Highlander	19	Auction/Wholesale	Yes	\$ 31,000	\$ 29,000	98%	\$926	\$1,810

28	3013	2016	Toyota	4Runner	48	LBO Customer	Yes	\$	28,000	\$	27,000	96%	\$2,222	\$2,121
29	42786B	2012	Ford	Focus	37	Trade on Used	No	\$	5,300	\$	4,351	94%	\$1,023	\$0
30	2990	2019	Toyota	Highlander	62	Street/Curb Buy	Yes	\$	33,000	\$	32,000	98%	\$1,192	\$0
31	43159A	2012	Toyota	Rav4	19	Trade on New	No	\$	14,500	\$	14,500	96%	\$2,542	\$898
32	43104A	2018	Toyota	Rav4	30	Trade on New	Yes	\$	22,800	\$	22,800	97%	\$2,289	\$0
33	43139A	2018	Toyota	Prius	29	Trade on New	Yes	\$	24,375	\$	24,375	103%	\$3,086	\$1,000
34	3047	2017	Toyota	Sienna	25	LBO OEM/Leasing Co.	Yes	\$	26,500	\$	26,500	96%	\$3,996	\$2,047
35	3059	2018	Toyota	Camry	18	LBO OEM/Leasing Co.	Yes	\$	22,300	\$	21,850	97%	\$3,335	\$1,400
36	3092	2018	Toyota	Corolla	12	LBO Customer	No	\$	12,500	\$	12,371	98%	\$1,200	\$2,053
37	43118A	2018	Toyota	Camry	34	Trade on New	Yes	\$	22,000	\$	19,695	98%	\$290	\$0
38	3042	2020	Toyota	Corolla	28	Street/Curb Buy	yes	\$	21,500	\$	21,120	98%	\$3,414	\$0
39	3002A	2019	Jeep	Cherokee	40	Trade on Used	No	\$	23,303	\$	23,303	98%	\$3,894	\$0
40	3021	2018	Toyota	Rav4	40	Street/Curb Buy	Yes	\$	22,000	\$	22,274	96%	\$1,486	\$0
41	3022A	2008	Toyota	Camry	23	Trade on Used	No	\$	6,000	\$	5,528	95%	\$737	\$0
42	82816B	2016	Dodge	Dart	36	Trade on Used	No	\$	11,300	\$	10,999	100%	\$515	\$0
43	83590A	2014	Cadillac	CTS	91	Trade on New	No	\$	18,000	\$	18,000	89%	\$1,145	\$0
44	43121A	2013	Toyota	Highlander	32	Trade on New	No	\$	14,300	\$	14,000	95%	\$1,103	\$0
45	3111	2018	Toyota	Sienna	2	Street/Curb Buy	Yes	\$	22,500	\$	22,078	99%	\$1,750	\$2,614
46	43136A	2014	Toyota	4Runner	25	Trade on New	No	\$	24,200	\$	23,900	99%	\$3,055	\$1,623
47	3046	2017	Toyota	Sienna	4	Street/Curb Buy	No	\$	25,400	\$	25,400	102%	\$2,211	\$0
48	3061	2017	Toyota	Corolla	14	LBO Customer	No	\$	11,500	\$	11,275	95%	\$75	\$300
49	42847A	2018	Toyota	Highlander	26	Trade on Used		\$	31,500	\$	30,600	96%	\$1,360	\$1,358
50	2790A	2018	GMC	Canyon	130	Trade on Used		\$	28,000	\$	27,416	90%	\$1,270	\$0
51	3032	2020	Toyota	Rav4	25	Street/Curb Buy	Yes	\$	29,500	\$	29,500	99%	\$4,226	\$0
52	3078	2018	Toyota	4Runner	12	LBO OEM/Leasing Co.	Yes	\$	37,600	\$	37,600	102%	\$6,217	\$1,575
53	83721A	2017	Ford	Focus	15	Trade on New	No	\$	11,000	\$	11,000	93%	\$1,368	\$675

Scoreboard Totals

% Retailed of Non-Franchise Make	25%
Total # Retail Units	77
Avg. Days to Sale	34.6
Avg. Advertised Price (Time of Sale)	\$ 21,127
Avg. Transaction Price	\$ 20,748
Avg. Market Price at 100%	\$ 21,906
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 379
Avg. Front-End Gross	\$ 2,277
Avg. Finance Gross	\$ 1,049
PUVR	\$ 3,327
Total Gross (Units & PUVR)	\$ 256,163
GROI	167%
% with Trade	36%
Avg. Over/Under Allowance	\$414



Scoreboard

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Desk Manager	Totals	Joel Dunning
% Retailed of Non-New Franchise	25%	20%
Total # Retail Units	77	20
Avg. Days to Sale	34.6	28.9
Avg. Advertised Price (Time of Sale)	\$ 21,127	\$ 22,325
Avg. Transaction Price	\$ 20,748	\$ 21,999
Avg. Market Price at 100%	\$ 21,906	\$ 22,870
Avg. Price to Market % (Time of Sale)	96%	98%
Avg. Transaction to Market	95%	96%
Avg. Transactional Discount	\$ 379	\$ 326
Avg. Front-End Gross	\$ 2,277	\$ 2,253
Avg. Finance Gross	\$ 1,049	\$ 1,435
PUVR	\$ 3,327	\$ 3,688
Total Gross (Units & PUVR)	\$ 256,163	\$ 73,751
GROI	167%	209%
% with Trade	36%	45%
Avg. Over/Under Allowance	414	643



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Jeff Kessler	Ernesto Garcia		
24%	31%	#DIV/0!	#DIV/0!
41	16	0	0
39.8	28.4	#DIV/0!	#DIV/0!
\$ 22,084	\$ 17,175	#DIV/0!	#DIV/0!
\$ 21,699	\$ 16,747	#DIV/0!	#DIV/0!
\$ 22,983	\$ 17,660	#DIV/0!	#DIV/0!
96%	97%	#DIV/0!	#DIV/0!
94%	95%	#DIV/0!	#DIV/0!
\$ 385	\$ 428	#DIV/0!	#DIV/0!
\$ 2,317	\$ 2,205	#DIV/0!	#DIV/0!
\$ 1,014	\$ 659	#DIV/0!	#DIV/0!
\$ 3,331	\$ 2,865	#DIV/0!	#DIV/0!
\$ 136,580	\$ 45,832	#DIV/0!	#DIV/0!
139%	217%	#DIV/0!	#DIV/0!
37%	25%	#DIV/0!	#DIV/0!
-150	500	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Ava
% Retailed of Non-New Franchise	25%	13%
Total # Retail Units	77	8
Avg. Days to Sale	34.6	40.6
Avg. Advertised Price (Time of Sale)	\$ 21,127	\$ 20,863
Avg. Transaction Price	\$ 20,748	\$ 20,637
Avg. Market Price at 100%	\$ 21,906	\$ 21,444
Avg. Price to Market % (Time of Sale)	96%	97%
Avg. Transaction to Market	95%	96%
Avg. Transactional Discount	\$ 379	\$ 226
Avg. Front-End Gross	\$ 2,277	\$ 2,599
Avg. Finance Gross	\$ 1,049	\$ 1,431
PUVR	\$ 3,327	\$ 4,030
Total Gross (Units & PUVR)	\$ 256,163	\$ 32,237
GROI	167%	173%
% with Trade	36%	25%
Avg. Over/Under Allowance	414	-150



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Dusty	Hunter	Jason	Jeff Root
0%	0%	0%	60%
1	6	8	5
14.0	30.3	32.1	25.2
\$ 11,500	\$ 30,746	\$ 21,250	\$ 16,041
\$ 11,275	\$ 30,146	\$ 20,766	\$ 15,861
\$ 12,105	\$ 31,413	\$ 21,854	\$ 16,811
95%	98%	97%	95%
93%	96%	95%	94%
\$ 225	\$ 600	\$ 484	\$ 180
\$ 75	\$ 2,293	\$ 2,339	\$ 2,534
\$ 300	\$ 1,840	\$ 1,021	\$ 984
\$ 375	\$ 4,133	\$ 3,360	\$ 3,518
\$ 375	\$ 24,798	\$ 26,879	\$ 17,591
86%	163%	181%	317%
0%	50%	50%	0%
#DIV/0!	-25	625	#DIV/0!

Kyle	Malik	Sarah	Stephany
57%	29%	33%	10%
7	14	3	10
31.4	37.9	27.0	32.0
\$ 22,300	\$ 20,750	\$ 16,400	\$ 20,937
\$ 21,793	\$ 20,348	\$ 15,946	\$ 20,730
\$ 23,258	\$ 21,588	\$ 16,423	\$ 21,518
96%	96%	100%	97%
94%	94%	97%	96%
\$ 507	\$ 402	\$ 454	\$ 207
\$ 2,019	\$ 2,396	\$ 1,871	\$ 2,099
\$ 1,200	\$ 801	\$ 404	\$ 952
\$ 3,219	\$ 3,197	\$ 2,275	\$ 3,051
\$ 22,536	\$ 44,758	\$ 6,826	\$ 30,511
169%	149%	190%	166%
29%	43%	0%	60%
#DIV/0!	450	#DIV/0!	500

Tony	Grant	Brian	Abdul
33%	67%	0%	20%
3	3	1	5
26.3	27.7	14.0	45.8
\$ 16,100	\$ 16,567	\$ 13,500	\$ 24,600
\$ 15,333	\$ 16,233	\$ 13,500	\$ 24,390
\$ 16,673	\$ 17,140	\$ 13,918	\$ 25,518
97%	97%	97%	96%
92%	95%	97%	96%
\$ 767	\$ 333	\$ -	\$ 210
\$ 1,114	\$ 2,705	\$ 2,515	\$ 3,568
\$ 603	\$ 971	\$ 2,370	\$ 897
\$ 1,718	\$ 3,676	\$ 4,885	\$ 4,465
\$ 5,153	\$ 11,028	\$ 4,885	\$ 22,323
153%	295%	930%	144%
0%	0%	0%	60%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Kassidy			
33%	#DIV/0!	#DIV/0!	#DIV/0!
3	0	0	0
67.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,667	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,065	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,279	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 602	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,086	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,002	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,088	#DIV/0!	#DIV/0!	#DIV/0!
\$ 6,263	#DIV/0!	#DIV/0!	#DIV/0!
46%	#DIV/0!	#DIV/0!	#DIV/0!
67%	#DIV/0!	#DIV/0!	#DIV/0!
1,750	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	Tom Mallon
% Retailed of Non-New Franchise	25%	19%
Total # Retail Units	77	31
Avg. Days to Sale	34.6	35.2
Avg. Advertised Price (Time of Sale)	\$ 21,127	\$ 21,081
Avg. Transaction Price	\$ 20,748	\$ 20,819
Avg. Market Price at 100%	\$ 21,906	\$ 21,915
Avg. Price to Market % (Time of Sale)	96%	96%
Avg. Transaction to Market	95%	95%
Avg. Transactional Discount	\$ 379	\$ 261
Avg. Front-End Gross	\$ 2,277	\$ 2,660
Avg. Finance Gross	\$ 1,049	\$ 1,310
PUVR	\$ 3,327	\$ 3,971
Total Gross (Units & PUVR)	\$ 256,163	\$ 123,086
GROI	167%	195%
% with Trade	36%	3%
Avg. Over/Under Allowance	414	586



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Eugene	Joel Dunning		
24%	75%	#DIV/0!	#DIV/0!
42	4	0	0
35.1	24.5	#DIV/0!	#DIV/0!
\$ 21,989	\$ 12,425	#DIV/0!	#DIV/0!
\$ 21,552	\$ 11,750	#DIV/0!	#DIV/0!
\$ 22,649	\$ 12,919	#DIV/0!	#DIV/0!
97%	96%	#DIV/0!	#DIV/0!
95%	91%	#DIV/0!	#DIV/0!
\$ 437	\$ 675	#DIV/0!	#DIV/0!
\$ 2,005	\$ 2,167	#DIV/0!	#DIV/0!
\$ 948	\$ 92	#DIV/0!	#DIV/0!
\$ 2,953	\$ 2,259	#DIV/0!	#DIV/0!
\$ 124,040	\$ 9,036	#DIV/0!	#DIV/0!
140%	282%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
113	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	77	44
Avg. Days to Sale	34.6	35.6
Avg. Advertised Price (Time of Sale)	\$ 21,127	\$ 25,765
Avg. Transaction Price	\$ 20,748	\$ 25,371
Avg. Market Price at 100%	\$ 21,906	\$ 26,561
Avg. Price to Market % (Time of Sale)	96%	97%
Avg. Transaction to Market	95%	96%
Avg. Transactional Discount	\$ 379	\$ 394
Avg. Front-End Gross	\$ 2,277	\$ 2,610
Avg. Finance Gross	\$ 1,049	\$ 1,374
PUVR	\$ 3,327	\$ 3,983
Total Gross (Units & PUVR)	\$ 256,163	\$ 175,272
GROI	167%	159%
% with Trade	36%	62%
Avg. Over/Under Allowance	414	405



No	
	31
	30.3
\$	13,654
\$	13,654
\$	14,506
	94%
	94%
\$	333
\$	1,868
\$	613
\$	2,481
\$	76,903
	216%
	17%
	500

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	77	58
Avg. Days to Sale	34.6	31.4
Avg. Advertised Price (Time of Sale)	\$ 21,127	\$ 23,601
Avg. Transaction Price	\$ 20,748	\$ 23,213
Avg. Market Price at 100%	\$ 21,906	\$ 24,263
Avg. Price to Market % (Time of Sale)	96%	97%
Avg. Transaction to Market	95%	96%
Avg. Transactional Discount	\$ 379	\$ 388
Avg. Front-End Gross	\$ 2,277	\$ 2,435
Avg. Finance Gross	\$ 1,049	\$ 1,234
PUVR	\$ 3,327	\$ 3,669
Total Gross (Units & PUVR)	\$ 256,163	\$ 212,814
GROI	167%	181%
% with Trade	36%	38%
Avg. Over/Under Allowance	414	414

No	
	19
	44.2
\$	13,224
\$	13,224
\$	14,475
	91%
	91%
\$	350
\$	1,796
\$	486
\$	2,282
\$	43,349
	140%
	26%
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Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	77	29	17
% of Retail Units	100%	38%	22%
% Retailed of Non-New Franchise	25%	28%	65%
Avg. Days to Sale	34.6	35.3	42.1
Avg. Transaction Price	\$ 20,748	\$ 20,821	\$ 15,199
Avg. Transaction to Market %	95%	95%	92%
Avg. Transactional Discount	\$ 379	\$ 392	\$ 405
Avg. Front End Gross	\$ 2,277	\$ 2,160	\$ 1,708
Avg. Finance Gross	\$ 1,049	\$ 1,369	\$ 661
PUVR	\$ 3,327	\$ 3,529	\$ 2,370
Total Gross (Units & PUVR)	\$ 256,163	\$ 102,332	\$ 40,286
GROI	167%	173%	133%
% with Trade	36%	41%	12%
Avg. Over/Under Allowance	414	300	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
8	1	0	10
10%	1%	0%	13%
0%	0%	#DIV/0!	0%
23.9	19.0	#DIV/0!	45.6
\$ 21,959	\$ 29,000	#DIV/0!	\$ 20,957
97%	92%	#DIV/0!	94%
\$ 304	\$ 2,000	#DIV/0!	\$ 403
\$ 2,270	\$ 926	#DIV/0!	\$ 1,730
\$ 404	\$ 1,810	#DIV/0!	\$ 733
\$ 2,674	\$ 2,736	#DIV/0!	\$ 2,463
\$ 21,390	\$ 2,736	#DIV/0!	\$ 24,633
184%	179%	#DIV/0!	93%
50%	0%	#DIV/0!	40%
1,125	#DIV/0!	#DIV/0!	500

BO OEM/Leasing co	Other
12	0
16%	0%
0%	#DIV/0!
21.3	#DIV/0!
\$ 26,763	#DIV/0!
96%	#DIV/0!
\$ 204	#DIV/0!
\$ 3,942	#DIV/0!
\$ 1,457	#DIV/0!
\$ 5,399	#DIV/0!
\$ 64,786	#DIV/0!
340%	#DIV/0!
50%	#DIV/0!
150	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	77	46	14
% of Retail Units	100%	60%	18%
% Retailed of Non-New Franchise	25%	17%	36%
Avg. Days to Sale	34.6	18.5	35.1
Avg. Transaction Price	\$ 20,748	\$ 20,969	\$ 17,728
Avg. Transaction to Market %	95%	96%	93%
Avg. Transactional Discount	\$ 379	\$ 332	\$ 529
Avg. Front End Gross	\$ 2,277	\$ 2,573	\$ 2,417
Avg. Finance Gross	\$ 1,049	\$ 1,138	\$ 769
PUVR	\$ 3,327	\$ 3,711	\$ 3,186
Total Gross (Units & PUVR)	\$ 256,163	\$ 170,719	\$ 44,602
GROI	167%	345%	184%
% with Trade	36%	39%	21%
Avg. Over/Under Allowance	414	405	500



46-60 days	61-90 days	90+ days
6	5	6
8%	6%	8%
33%	20%	50%
51.3	72.8	108.5
\$ 23,367	\$ 22,820	\$ 21,749
92%	92%	90%
\$ 445	\$ 520	\$ 201
\$ 1,630	\$ 1,349	\$ 1,107
\$ 1,717	\$ 654	\$ 684
\$ 3,347	\$ 2,003	\$ 1,791
\$ 20,081	\$ 10,016	\$ 10,745
100%	43%	27%
33%	0%	83%
#DIV/0!	#DIV/0!	#DIV/0!