

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	HD14261	2016	HONDA	ODYSSEY	25	Trade on New	No	\$ 19,334	\$ 19,319	99%	\$2,764	\$0
2	HD14751	2015	HONDA	PILOT	12	Trade on New	No	\$ 25,546	\$ 26,215	102%	\$4,384	\$2,080
3	HP33090	2019	Chevrolet	COLORADO	3	Street/Curb Buy	No	\$ 18,760	\$ 18,760	97%	(\$870)	\$393
4	HD13151	2003	TOYOTA	CAMRY	10	Trade on New	No	\$ 5,852	\$ 5,448	127%	\$2,023	\$884
5	HD11162	2018	HONDA	CIVIC	24	Trade on Used	Yes	\$ 21,277	\$ 20,681	97%	\$1,616	\$124
6	HD10301	2019	HONDA	PILOT	19	Trade on New	Yes	\$ 36,634	\$ 36,011	102%	\$4,459	\$2,200
7	WI36423	2018	HONDA	FIT	0	LBO Customer	No	\$ 11,762	\$ 11,762	100%	\$206	\$2,122
8	HD02202	2012	Hyundai	ELANTRA	41	Trade on Used	NO	\$ 9,974	\$ 9,959	99%	\$2,615	\$0
9	HD01731	2018	HONDA	CIVIC	25	Trade on Used	No	\$ 16,934	\$ 17,619	120%	\$1,915	\$226
10	HP32820	2018	HONDA	CIVIC	108	Auction/Wholesale	No	\$ 21,755	\$ 19,243	98%	(\$156)	\$2,247
11	HP32830	2020	HONDA	PILOT	45	Auction/Wholesale	No	\$ 37,378	\$ 37,378	96%	\$4,677	\$1,669
12	HD04151	2016	Hyundai	ELANTRA	13	Trade on New	No	\$ 14,029	\$ 15,014	113%	\$3,429	\$2,111
13	HD00411	2019	Kia	SORENTO	42	Trade on New	No	\$ 23,584	\$ 23,077	101%	\$2,324	\$2,266
14	HD12651	2018	HONDA	CRV	7	Trade on New	Yes	\$ 23,379	\$ 25,567	102%	(\$173)	\$0
15	HD06401	2018	NISSAN	ALTIMA	23	Trade on New	No	\$ 20,611	\$ 19,502	103%	\$2,195	\$1,315
16	HD02591	2011	Chevrolet	AVEO	49	Trade on New	No	\$ 6,921	\$ 6,479	130%	\$543	\$0
17	HD09021	2019	HONDA	CRV	12	Trade on New	Yes	\$ 24,921	\$ 26,006	100%	\$4,646	\$1,456
18	HP32331	2018	HONDA	FIT	16	Trade on New	Yes	\$ 17,591	\$ 17,591	106%	\$721	\$1,850
19	HD12461	2018	HONDA	CRV	38	Trade on New	Yes	\$ 26,494	\$ 27,163	98%	\$3,604	\$1,134
20	HP33040	2020	HONDA	INSIGHT	19	Trade on New	Yes	\$ 24,712	\$ 24,661	98%	\$3,089	\$412
21	HD11551	2020	HONDA	CIVIC	48	Trade on New	Yes	\$ 23,966	\$ 24,841	98%	\$1,774	\$0
22	HD10081	2019	HONDA	FIT	31	Trade on New	No	\$ 17,714	\$ 18,399	101%	\$2,319	\$1,712
23	HD09051	2019	HONDA	CIVIC	17	Trade on New	No	\$ 21,997	\$ 22,651	98%	\$2,151	\$5,719
24	HD12511	2019	HONDA	CRV	56	Trade on New	Yes	\$ 28,793	\$ 29,778	93%	\$2,746	\$2,076
25	HC41051	2020	TOYOTA	CAMRY	47	Trade on New	No	\$ 25,997	\$ 30,662	99%	\$2,936	\$1,325
26	HD06871	2015	NISSAN	ALTIMA	66	Trade on New	No	\$ 9,384	\$ 10,579	89%	\$3,889	\$1,883
27	HD12181	2016	HONDA	HRV	16	Trade on New	No	\$ 16,964	\$ 17,749	109%	\$3,161	\$928

28	HD13212	2013	FORD	F150	40	Trade on New	No	\$	18,848	\$	19,533	102%	\$2,138	\$2,328
29	HP33120	2015	HONDA	CIVIC	7	Trade on New	No	\$	16,244	\$	16,244	106%	\$2,080	\$2,473
30	HP32880	2018	HONDA	CIVIC	43	TRADE ON NEW	No	\$	18,844	\$	21,258	107%	(\$209)	\$827
31	HP33150	2014	DODGE	RAM 1500	3	Trade on New	No	\$	26,966	\$	23,010	107%	(\$1,777)	\$1,326
32	HD11921	2016	Chevrolet	SILVERADO	31	Trade on New	No	\$	43,253	\$	43,408	111%	\$7,193	\$0
33	HD10042	2017	HONDA	ACCORD	22	Trade on New	No	\$	23,227	\$	23,322	105%	\$2,594	\$2,207
34	HD12082	2012	HONDA	CIVIC	19	Trade on New	No	\$	11,987	\$	10,633	106%	\$2,692	\$1,216
35	HD12931	2020	TOYOTA	CAMRY	25	Trade on New	No	\$	26,877	\$	27,546	99%	\$2,836	\$3,070
36	HP32711	2017	Chevrolet	MALIBU	10	Auction/Wholesale	No	\$	18,972	\$	17,100	108%	\$150	\$2,186
37	HP32930	2018	Chevrolet	SILVERADO	29	Auction/Wholesale	No	\$	63,674	\$	62,170	105%	\$6,401	\$4,193
38	HD08501	2018	HONDA	CRV	17	Trade on New	Yes	\$	23,641	\$	23,231	95%	\$1,346	\$0
39	HD10391	2017	HONDA	CIVIC	3	Trade on New	No	\$	21,511	\$	21,511	105%	\$877	\$3,067
40	HD12851	2018	HONDA	ACCORD	10	Trade on New	Yes	\$	23,856	\$	24,841	108%	\$2,157	\$1,319
41	HD13751	2017	HONDA	HRV	21	Trade on New	No	\$	20,531	\$	20,704	108%	\$309	\$2,471
42	HP32921	2012	HONDA	ACCORD	24	Auction/Wholesale	No	\$	9,993	\$	9,276	97%	\$1,901	\$0
43	HD11131	2012	Hyundai	ELANTRA	30	Trade on New	No	\$	11,992	\$	11,730	129%	\$2,252	\$2,409
44	HD09772	2015	FORD	EXPLORER	39	Trade on New	No	\$	19,994	\$	18,787	98%	\$974	\$1,550
45	HD12621	2013	HONDA	CRV	26	Trade on New	No	\$	14,662	\$	14,284	96%	\$1,127	\$0
46	HP32751	2017	JEEP	WRANGLER	8	Street/Curb Buy	No	\$	34,288	\$	34,288	103%	\$2,183	\$2,262
47	HD07822	2008	HONDA	CRV	15	Trade on Used	No	\$	8,992	\$	8,585	103%	\$1,717	\$0
48	HD03671	2018	SUBARU	OUTBACK	66	Trade on New	No	\$	23,702	\$	23,944	93%	\$2,641	\$0
49	HD13441	2019	HONDA	CIVIC	16	Trade on New	Yes	\$	23,424	\$	23,424	103%	\$1,190	\$3,274
50	HD04761	2017	TOYOTA	COROLLA	9	Trade on New	No	\$	15,709	\$	15,709	100%	\$2,111	\$744
51	HD04891	2017	HONDA	ACCORD	38	Trade on New	Yes	\$	18,966	\$	19,651	107%	\$2,469	\$7,645
52	HD11971	2008	SATURN	VUE	18	Trade on New	No	\$	6,992	\$	6,206	118%	\$1,306	\$140
53	HD08522	2014	FORD	FUSION	25	Trade on Used	No	\$	13,992	\$	13,607	105%	(\$355)	\$3,590

Scoreboard Totals

% Retailed of Non-Franchise Make	31%
Total # Retail Units	124
Avg. Days to Sale	29.9
Avg. Advertised Price (Time of Sale)	\$ 20,785
Avg. Transaction Price	\$ 20,945
Avg. Market Price at 100%	\$ 20,136
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	104%
Avg. Transactional Discount	\$ (160)
Avg. Front-End Gross	\$ 1,969
Avg. Finance Gross	\$ 1,490
PUVR	\$ 3,459
Total Gross (Units & PUVR)	\$ 428,929
GROI	199%
% with Trade	30%
Avg. Over/Under Allowance	\$484



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	31%	#DIV/0!
Total # Retail Units	124	0
Avg. Days to Sale	29.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,785	#DIV/0!
Avg. Transaction Price	\$ 20,945	#DIV/0!
Avg. Market Price at 100%	\$ 20,136	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!
Avg. Transactional Discount	\$ (160)	#DIV/0!
Avg. Front-End Gross	\$ 1,969	#DIV/0!
Avg. Finance Gross	\$ 1,490	#DIV/0!
PUVR	\$ 3,459	#DIV/0!
Total Gross (Units & PUVR)	\$ 428,929	#DIV/0!
GROI	199%	#DIV/0!
% with Trade	30%	#DIV/0!
Avg. Over/Under Allowance	484	#DIV/0!



Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	31%	#DIV/0!
Total # Retail Units	124	0
Avg. Days to Sale	29.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,785	#DIV/0!
Avg. Transaction Price	\$ 20,945	#DIV/0!
Avg. Market Price at 100%	\$ 20,136	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!
Avg. Transactional Discount	\$ (160)	#DIV/0!
Avg. Front-End Gross	\$ 1,969	#DIV/0!
Avg. Finance Gross	\$ 1,490	#DIV/0!
PUVR	\$ 3,459	#DIV/0!
Total Gross (Units & PUVR)	\$ 428,929	#DIV/0!
GROI	199%	#DIV/0!
% with Trade	30%	#DIV/0!
Avg. Over/Under Allowance	484	#DIV/0!



Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	31%	#DIV/0!
Total # Retail Units	124	0
Avg. Days to Sale	29.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,785	#DIV/0!
Avg. Transaction Price	\$ 20,945	#DIV/0!
Avg. Market Price at 100%	\$ 20,136	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!
Avg. Transaction to Market	104%	#DIV/0!
Avg. Transactional Discount	\$ (160)	#DIV/0!
Avg. Front-End Gross	\$ 1,969	#DIV/0!
Avg. Finance Gross	\$ 1,490	#DIV/0!
PUVR	\$ 3,459	#DIV/0!
Total Gross (Units & PUVR)	\$ 428,929	#DIV/0!
GROI	199%	#DIV/0!
% with Trade	30%	#DIV/0!
Avg. Over/Under Allowance	484	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	124	36
Avg. Days to Sale	29.9	33.8
Avg. Advertised Price (Time of Sale)	\$ 20,785	\$ 24,698
Avg. Transaction Price	\$ 20,945	\$ 25,410
Avg. Market Price at 100%	\$ 20,136	\$ 24,712
Avg. Price to Market % (Time of Sale)	103%	100%
Avg. Transaction to Market	104%	103%
Avg. Transactional Discount	\$ (160)	\$ (712)
Avg. Front-End Gross	\$ 1,969	\$ 2,435
Avg. Finance Gross	\$ 1,490	\$ 1,589
PUVR	\$ 3,459	\$ 4,024
Total Gross (Units & PUVR)	\$ 428,929	\$ 144,873
GROI	199%	169%
% with Trade	30%	44%
Avg. Over/Under Allowance	484	843



No	
	87
	28.2
\$	19,115
\$	19,115
\$	18,582
	103%
	103%
\$	78
\$	1,803
\$	1,427
\$	3,230
\$	281,027
	216%
	78%
	244

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	124	85
Avg. Days to Sale	29.9	30.2
Avg. Advertised Price (Time of Sale)	\$ 20,785	\$ 21,242
Avg. Transaction Price	\$ 20,945	\$ 21,588
Avg. Market Price at 100%	\$ 20,136	\$ 20,996
Avg. Price to Market % (Time of Sale)	103%	101%
Avg. Transaction to Market	104%	103%
Avg. Transactional Discount	\$ (160)	\$ (346)
Avg. Front-End Gross	\$ 1,969	\$ 1,998
Avg. Finance Gross	\$ 1,490	\$ 1,475
PUVR	\$ 3,459	\$ 3,473
Total Gross (Units & PUVR)	\$ 428,929	\$ 295,193
GROI	199%	192%
% with Trade	30%	18%
Avg. Over/Under Allowance	484	657

No	
	39
	29.2
\$	19,543
\$	19,543
\$	18,979
	103%
	103%
\$	247
\$	1,905
\$	1,524
\$	3,429
\$	133,735
	217%
	56%
	191

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	124	96	15
% of Retail Units	100%	77%	12%
% Retailed of Non-New Franchise	31%	27%	60%
Avg. Days to Sale	29.9	30.7	27.3
Avg. Transaction Price	\$ 20,945	\$ 21,455	\$ 15,353
Avg. Transaction to Market %	104%	104%	102%
Avg. Transactional Discount	\$ (160)	\$ (277)	\$ 89
Avg. Front End Gross	\$ 1,969	\$ 2,068	\$ 1,519
Avg. Finance Gross	\$ 1,490	\$ 1,383	\$ 1,448
PUVR	\$ 3,459	\$ 3,452	\$ 2,967
Total Gross (Units & PUVR)	\$ 428,929	\$ 331,369	\$ 44,500
GROI	199%	189%	255%
% with Trade	30%	34%	7%
Avg. Over/Under Allowance	484	325	2,550



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
4	7	0	1
3%	6%	0%	1%
50%	29%	#DIV/0!	0%
13.0	35.6	#DIV/0!	0.0
\$ 23,463	\$ 25,798	#DIV/0!	\$ 11,762
105%	99%	#DIV/0!	100%
\$ (461)	\$ 1,043	#DIV/0!	\$ (0)
\$ 665	\$ 2,489	#DIV/0!	\$ 206
\$ 1,691	\$ 1,922	#DIV/0!	\$ 2,122
\$ 2,356	\$ 4,411	#DIV/0!	\$ 2,328
\$ 9,422	\$ 30,880	#DIV/0!	\$ 2,328
278%	173%	#DIV/0!	#DIV/0!
25%	14%	#DIV/0!	0%
1,000	1,000	#DIV/0!	#DIV/0!

BO OEM/Leasing co	Other
0	1
0%	1%
#DIV/0!	0%
#DIV/0!	46.0
#DIV/0!	\$ 20,952
#DIV/0!	103%
#DIV/0!	\$ -
#DIV/0!	\$ 2,516
#DIV/0!	\$ 7,913
#DIV/0!	\$ 10,429
#DIV/0!	\$ 10,429
#DIV/0!	390%
#DIV/0!	100%
#DIV/0!	2,300

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	124	71	29
% of Retail Units	100%	57%	23%
% Retailed of Non-New Franchise	31%	31%	38%
Avg. Days to Sale	29.9	16.5	37.3
Avg. Transaction Price	\$ 20,945	\$ 18,858	\$ 23,086
Avg. Transaction to Market %	104%	105%	102%
Avg. Transactional Discount	\$ (160)	\$ 107	\$ (326)
Avg. Front End Gross	\$ 1,969	\$ 1,885	\$ 2,279
Avg. Finance Gross	\$ 1,490	\$ 1,422	\$ 1,639
PUVR	\$ 3,459	\$ 3,308	\$ 3,918
Total Gross (Units & PUVR)	\$ 428,929	\$ 234,854	\$ 113,636
GROI	199%	383%	164%
% with Trade	30%	24%	28%
Avg. Over/Under Allowance	484	635	566



46-60 days	61-90 days	90+ days
13	8	2
10%	6%	2%
23%	38%	0%
50.6	74.1	100.0
\$ 25,198	\$ 25,146	\$ 24,132
104%	99%	94%
\$ (1,334)	\$ (539)	\$ 1,875
\$ 2,222	\$ 1,807	\$ 320
\$ 1,396	\$ 1,717	\$ 1,124
\$ 3,618	\$ 3,524	\$ 1,443
\$ 47,036	\$ 28,189	\$ 2,886
102%	68%	22%
62%	38%	50%
150	150	250