

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Bruce Gilby	Brian Gregg	Rick Wright
Mike Venditte		Dustin Dean
Brannon Silkwood		Lacie Raney
		Lem Wilson
		Deborah Coop
		Damon Cooper
		Gentry Sakata
		Tony Adeola
		Jamie Pinckard

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	24555A	2014	Toyota	Avalon	38	Trade on New	No	\$ 16,221	\$ 15,800	99%	\$1,958	\$0
2	3647A	2016	Lexus	ES350	25	Trade on New	Yes	\$ 29,030	\$ 28,640	104%	\$3,250	\$3,771
3	24358B	2017	Infiniti	QX60	28	Trade on Used	Yes	\$ 31,548	\$ 30,800	100%	\$4,026	\$2,265
4	24608A	2016	Lexus	RX350	15	Trade on New	Yes	\$ 30,958	\$ 30,958	99%	\$4,557	\$2,186
5	24698A	2018	Lexus	LS500	2	Trade on New	Yes	\$ 66,300	\$ 64,950	100%	\$3,912	\$6,343
6	24600B	2018	Honda	Accord	16	Trade on Used	No	\$ 25,774	\$ 25,774	97%	\$2,669	\$2,850
7	24326A	2021	Lexus	RX350	30	Loaner/Rental Fleet	Yes	\$ 48,900	\$ 48,900	99%	\$6,869	\$5,266
8	24596B	2017	Lexus	LS460	47	Trade on Used	Yes	\$ 46,522	\$ 44,950	102%	\$3,656	\$1,490
9	24716A	2019	Lexus	RX350	10	Trade on New	Yes	\$ 48,193	\$ 48,098	99%	\$4,535	\$1,655
10	24651A	2017	Acura	RDX	51	Trade on New	No	\$ 32,231	\$ 31,500	100%	\$2,206	\$750
11	23958c	2018	Nissan	Murano	77	Trade on New	No	\$ 27,997	\$ 27,777	97%	\$6,392	\$0
12	24710a	2019	Lexus	GX460	20	Trade on New	Yes	\$ 54,900	\$ 54,900	99%	\$7,275	\$6,029
13	3653B	2014	Mercedes-Benz	E350	42	Trade on Used	No	\$ 22,054	\$ 22,054	98%	\$3,229	\$1,141
14	24362A	2013	Lexus	LS460	55	Trade on New	No	\$ 29,037	\$ 27,680	99%	\$3,292	\$3,208
15	3662A	2018	Lexus	Gx460	31	Street/Curb Buy	Yes	\$ 45,931	\$ 45,931	100%	\$2,278	\$1,088
16	23989B	2020	Buick	Envision	72	Trade on New	No	\$ 32,800	\$ 28,901	98%	\$3,310	\$503
17	24558A	2019	Lexus	ES350	50	Street/Curb Buy	Yes	\$ 41,291	\$ 41,291	101%	\$4,858	\$2,191
18	24730a	2017	Lexus	RX350	10	Trade on New	Yes	\$ 37,865	\$ 37,770	99%	\$5,810	\$1,150
19	24677A	2019	Lexus	NX300	1	Trade on New	Yes	\$ 37,900	\$ 37,900	101%	\$3,605	\$1,513
20	23927C	2018	Infiniti	Q50	65	Trade on Used	No	\$ 28,492	\$ 28,492	94%	\$1,923	\$868
21	24623A	2018	Chevrolet	Camaro	28	Trade on New	No	\$ 41,863	\$ 41,863	95%	\$2,456	\$1,205
22	24224A	2017	Mercedes-Benz	CLA	63	Trade on New	No	\$ 27,841	\$ 26,000	97%	\$2,717	\$1,599
23	24575A	2016	Lexus	ES350	59	Trade on New	No	\$ 22,158	\$ 22,158	94%	\$4,358	\$3,111
24	24618a	2013	Toyota	Tundra	36	Trade on New	No	\$ 29,320	\$ 28,000	100%	\$4,712	\$0
25	24471A	2017	Nissan	Maxima	32	Trade on New	No	\$ 26,464	\$ 26,464	97%	\$5,345	\$3,082
26	3658A	2019	Lexus	RX350	19	Street/Curb Buy	No	\$ 48,900	\$ 48,900	101%	\$1,506	\$0
27	3632A	2016	Lexus	RC	97	Street/Curb Buy	Yes	\$ 30,562	\$ 28,405	94%	\$2,875	\$0
28	24597A	2015	Lexus	ES350	47	Trade on New	No	\$ 28,000	\$ 26,905	110%	\$1,649	\$0
29	24416A	2019	Lexus	ES350	31	Trade on New	No	\$ 40,653	\$ 40,000	98%	\$4,512	\$0

30	24608A	2016	Lexus	RX350	40	Trade on New	Yes	\$ 30,958	\$ 30,958	96%	\$3,492	\$2,186
31	24528A	2021	Lexus	GX460	13	Trade on New	Yes	\$ 53,900	\$ 53,700	98%	\$7,708	\$1,587
32	24369A	2021	Lexus	GX460	6	Trade on New	No	\$ 53,900	\$ 51,900	92%	\$7,154	\$869
33	24553A	2015	Lexus	RX350	85	Trade on New	No	\$ 19,563	\$ 19,000	89%	\$2,746	\$2,827
34	24466A	2021	Lexus	GX460	17	Trade on New	Yes	\$ 53,900	\$ 52,900	93%	\$9,143	\$2,261
35	3657A	2014	Lexus	LS460	34	Street/Curb Buy	No	\$ 29,600	\$ 29,600	83%	\$620	\$0
36	3647A	2016	Lexus	ES350	35	Street/Curb Buy	Yes	\$ 29,030	\$ 28,640	103%	\$2,500	\$3,770
37	24595A	2021	Lexus	RX350	17	Trade on New	Yes	\$ 49,900	\$ 47,405	98%	\$5,200	\$0
38	24570A	2019	Lexus	GX460	46	Trade on New	Yes	\$ 45,273	\$ 45,273	97%	\$1,868	\$2,235
39	24503A	2017	Toyota	4Runner	51	Trade on New	No	\$ 39,383	\$ 38,900	98%	\$1,420	\$3,733
40	24703A	2021	Lexus	IS250	34	Trade on New	No	\$ 41,500	\$ 39,900	101%	\$2,689	\$0
41	3655A	2019	Lexus	GX460	33	Street/Curb Buy	Yes	\$ 58,777	\$ 58,682	107%	\$2,034	\$0
42	24666A	2021	Toyota	Highlander	19	Trade on New	No	\$ 42,500	\$ 41,500	96%	\$2,120	\$3,360
43	24647A	2018	Lexus	RX350	30	Trade on New	Yes	\$ 42,614	\$ 40,827	98%	\$2,790	\$2,914
44	24409A	2016	Toyota	4Runner	109	Trade on New	No	\$ 30,800	\$ 28,750	94%	\$1,991	\$250
45	24105C	2010	Toyota	Highlander	72	Trade on Used	No	\$ 8,000	\$ 6,805	78%	\$553	\$0
46	3654A	2004	Lexus	RX350	26	Street/Curb Buy	No	\$ 8,149	\$ 8,649	100%	\$1,453	\$0
47	24388A	2020	Lexus	NX300	2	Trade on New	Yes	\$ 40,900	\$ 39,500	101%	\$3,682	\$0
48	24571A	2011	Lexus	GX460	52	Trade on New	No	\$ 22,274	\$ 21,450	95%	\$1,615	\$0
49	24698A	2018	Lexus	LS460	27	Trade on New	Yes	\$ 64,950	\$ 64,950	95%	\$5,762	\$6,343
50	24492A	2018	Acura	MDX	57	Trade on New	No	\$ 38,773	\$ 37,805	96%	\$1,368	\$400
51	24358B	2017	Infiniti	QX60	38	Trade on Used	No	\$ 31,548	\$ 30,800	100%	\$2,632	\$2,264
52	24429B	2015	Lexus	NX300	28	Trade on Used	Yes	\$ 28,906	\$ 27,500	105%	\$1,408	\$0
53	3636B	2017	Lexus	GX460	65	Trade on Used	Yes	\$ 42,665	\$ 42,000	99%	\$1,461	\$1,125

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	67
Avg. Days to Sale	38.2
Avg. Advertised Price (Time of Sale)	\$ 36,682
Avg. Transaction Price	\$ 35,844
Avg. Market Price at 100%	\$ 37,345
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 838
Avg. Front-End Gross	\$ 3,214
Avg. Finance Gross	\$ 1,610
PUVR	\$ 4,824
Total Gross (Units & PUVR)	\$ 323,205
GROI	127%
% with Trade	19%
Avg. Over/Under Allowance	#DIV/0!



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	67	0
Avg. Days to Sale	38.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,682	#DIV/0!
Avg. Transaction Price	\$ 35,844	#DIV/0!
Avg. Market Price at 100%	\$ 37,345	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 838	#DIV/0!
Avg. Front-End Gross	\$ 3,214	#DIV/0!
Avg. Finance Gross	\$ 1,610	#DIV/0!
PUVR	\$ 4,824	#DIV/0!
Total Gross (Units & PUVR)	\$ 323,205	#DIV/0!
GROI	127%	#DIV/0!
% with Trade	19%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!



Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	67	0
Avg. Days to Sale	38.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,682	#DIV/0!
Avg. Transaction Price	\$ 35,844	#DIV/0!
Avg. Market Price at 100%	\$ 37,345	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 838	#DIV/0!
Avg. Front-End Gross	\$ 3,214	#DIV/0!
Avg. Finance Gross	\$ 1,610	#DIV/0!
PUVR	\$ 4,824	#DIV/0!
Total Gross (Units & PUVR)	\$ 323,205	#DIV/0!
GROI	127%	#DIV/0!
% with Trade	19%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!



Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	67	0
Avg. Days to Sale	38.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,682	#DIV/0!
Avg. Transaction Price	\$ 35,844	#DIV/0!
Avg. Market Price at 100%	\$ 37,345	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 838	#DIV/0!
Avg. Front-End Gross	\$ 3,214	#DIV/0!
Avg. Finance Gross	\$ 1,610	#DIV/0!
PUVR	\$ 4,824	#DIV/0!
Total Gross (Units & PUVR)	\$ 323,205	#DIV/0!
GROI	127%	#DIV/0!
% with Trade	19%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	67	34
Avg. Days to Sale	38.2	32.3
Avg. Advertised Price (Time of Sale)	\$ 36,682	\$ 43,325
Avg. Transaction Price	\$ 35,844	\$ 42,388
Avg. Market Price at 100%	\$ 37,345	\$ 43,549
Avg. Price to Market % (Time of Sale)	98%	99%
Avg. Transaction to Market	96%	97%
Avg. Transactional Discount	\$ 838	\$ 937
Avg. Front-End Gross	\$ 3,214	\$ 3,670
Avg. Finance Gross	\$ 1,610	\$ 2,067
PUVR	\$ 4,824	\$ 5,737
Total Gross (Units & PUVR)	\$ 323,205	\$ 195,049
GROI	127%	151%
% with Trade	19%	22%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!



No	
	33
	44.2
\$	29,100
\$	29,100
\$	30,817
	94%
	94%
\$	736
\$	2,743
\$	1,140
\$	3,884
\$	128,157
	109%
	14%
	#DIV/0!

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	67	0
Avg. Days to Sale	38.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 36,682	#DIV/0!
Avg. Transaction Price	\$ 35,844	#DIV/0!
Avg. Market Price at 100%	\$ 37,345	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 838	#DIV/0!
Avg. Front-End Gross	\$ 3,214	#DIV/0!
Avg. Finance Gross	\$ 1,610	#DIV/0!
PUVR	\$ 4,824	#DIV/0!
Total Gross (Units & PUVR)	\$ 323,205	#DIV/0!
GROI	127%	#DIV/0!
% with Trade	19%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!

No	
	67
	38.2
\$	35,844
\$	35,844
\$	37,278
	96%
	96%
\$	838
\$	3,214
\$	1,610
\$	4,824
\$	323,205
	127%
	9%
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Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	67	45	12
% of Retail Units	100%	67%	18%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	38.2	36.1	42.7
Avg. Transaction Price	\$ 35,844	\$ 36,801	\$ 30,290
Avg. Transaction to Market %	96%	96%	95%
Avg. Transactional Discount	\$ 838	\$ 999	\$ 724
Avg. Front End Gross	\$ 3,214	\$ 3,566	\$ 2,260
Avg. Finance Gross	\$ 1,610	\$ 1,758	\$ 1,088
PUVR	\$ 4,824	\$ 5,324	\$ 3,347
Total Gross (Units & PUVR)	\$ 323,205	\$ 239,579	\$ 40,169
GROI	127%	144%	93%
% with Trade	19%	20%	17%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
9	0	1	0
13%	0%	1%	0%
100%	#DIV/0!	100%	#DIV/0!
43.7	#DIV/0!	30.0	#DIV/0!
\$ 37,011	#DIV/0!	\$ 48,900	#DIV/0!
98%	#DIV/0!	99%	#DIV/0!
\$ 278	#DIV/0!	\$ -	#DIV/0!
\$ 2,321	#DIV/0!	\$ 6,869	#DIV/0!
\$ 1,159	#DIV/0!	\$ 5,266	#DIV/0!
\$ 3,480	#DIV/0!	\$ 12,135	#DIV/0!
\$ 31,322	#DIV/0!	\$ 12,135	#DIV/0!
78%	#DIV/0!	298%	#DIV/0!
22%	#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	67	25	19
% of Retail Units	100%	37%	28%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	38.2	17.1	36.0
Avg. Transaction Price	\$ 35,844	\$ 41,153	\$ 33,939
Avg. Transaction to Market %	96%	97%	98%
Avg. Transactional Discount	\$ 838	\$ 690	\$ 407
Avg. Front End Gross	\$ 3,214	\$ 4,225	\$ 2,600
Avg. Finance Gross	\$ 1,610	\$ 2,270	\$ 1,125
PUVR	\$ 4,824	\$ 6,495	\$ 3,725
Total Gross (Units & PUVR)	\$ 323,205	\$ 162,365	\$ 70,777
GROI	127%	333%	110%
% with Trade	19%	24%	5%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
12	9	2
18%	13%	3%
100%	100%	100%
51.2	69.8	103.0
\$ 33,826	\$ 29,419	\$ 28,578
94%	91%	88%
\$ 1,518	\$ 971	\$ 2,104
\$ 2,519	\$ 2,800	\$ 2,433
\$ 1,537	\$ 1,230	\$ 125
\$ 4,057	\$ 4,029	\$ 2,558
\$ 48,682	\$ 36,265	\$ 5,116
84%	71%	31%
17%	44%	0%
#DIV/0!	#DIV/0!	#DIV/0!