

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Gabriel Camps	Francisco Diez-Rivas	Abraham Hidalgo
Alian Espinosa	Luis Soto	Al Blake
Juan Gonzalez	Leandro Guidi	Ariel Manso
Ray Blanco	Rosa Quintero	Carlos Escobar
Hector Brito	Billa Majeed	Carlos Pereda
Rene Aldana	Angel Rabassa	Donovan Woodbine
Philip Leite	George Chirobea	Edgar Portuondo
		Florian Grandi
		Frank Portillo
		Franz Watt
		Homey Sanjabi
		Jorge Quevedo
		Juan Toro
		Kaleb Fowler
		Lisset Silva
		Nadir Khan
		Peter Warwar
		Ralph Perez
		Rene Garcia
		Rene Rodriguez
		Rick Vega
		Robert Corso
		Carlos Flores
		Dairon Almeida
		Damian Stiep
		Jorge Martinez
		Nicholas Companioni
		Reggie Gonzalez
		Ricardo Martinez

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	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	Z930	2018	Mercedes-Benz	GLE350W	28	LBO OEM/Leasing Co.	Yes	\$ 39,257	\$ 39,257	96%	\$2,312	\$0
2	Z941B	2018	Mercedes-Benz	CLA250C	15	Trade on Used	Yes	\$ 29,081	\$ 29,081	103%	(\$390)	\$1,519
3	Z9155	2018	Mercedes-Benz	GLC300W	7	LBO OEM/Leasing Co.	Yes	\$ 36,997	\$ 34,497	103%	\$1,536	\$1,618
4	Z9113	2018	Mercedes-Benz	GLC300W	14	LBO OEM/Leasing Co.	Yes	\$ 34,342	\$ 34,342	102%	\$4,658	\$2,593
5	Z1006	2019	Mercedes-Benz	C300W	4	LBO OEM/Leasing Co.	Yes	\$ 45,188	\$ 37,938	124%	\$1,225	\$1,524
6	Z1008	2021	Mercedes-Benz	GLE53C4	4	LBO Customer	No	\$ 123,704	\$ 110,000	120%	\$28,000	\$6,607
7	Z958	2018	Mercedes-Benz	GLE350W	24	LBO OEM/Leasing Co.	Yes	\$ 41,912	\$ 40,912	104%	\$4,670	\$1,225
8	Z977B	2018	Mercedes-Benz	GLA250W	3	Trade on Used	Yes	\$ 32,376	\$ 32,376	115%	\$1,728	\$1,916
9	Z1008B	2019	Mercedes-Benz	GLE43C4	1	Trade on Used	Yes	\$ 76,000	\$ 76,000	105%	\$11,415	\$3,948
10	Z1042	2019	Mercedes-Benz	C300C	1	LBO Customer	Yes	\$ 30,120	\$ 30,120	93%	(\$109)	\$838
11	Z9115	2019	Mercedes-Benz	C300C	15	LBO OEM/Leasing Co.	Yes	\$ 43,260	\$ 43,200	106%	\$13,781	\$1,450
12	ZL1018	2021	Mercedes-Benz	GLC300W	2	Loaner	No	\$ 51,270	\$ 49,770	107%	\$7,571	\$3,397
13	ZL1020	2021	Mercedes-Benz	GLB250	2	Loaner	No	\$ 7,282	\$ 1,372	92%	\$7,282	\$1,372
14	Z1058	2018	Mercedes-Benz	C300W	2	LBO Customer	Yes	\$ 22,812	\$ 22,812	94%	\$0	\$257
15	Z1022	2019	Mercedes-Benz	C300W	3	LBO OEM/Leasing Co.	Yes	\$ 34,656	\$ 33,264	97%	\$220	\$1,554
16	Z1054	2018	Mercedes-Benz	GTA	2	LBO Customer	Yes	\$ 68,806	\$ 68,806	94%	\$165	\$0
17	Z9100	2018	Mercedes-Benz	S560V	19	LBO OEM/Leasing Co.	Yes	\$ 75,871	\$ 75,871	93%	\$10,869	\$3,053
18	Z958	2018	Mercedes-Benz	GLE350W	26	LBO OEM/Leasing Co.	Yes	\$ 41,912	\$ 40,912	106%	\$3,670	\$0
19	Z9111	2018	Mercedes-Benz	GLC300W	18	LBO OEM/Leasing Co.	Yes	\$ -	\$ 1,519	102%	(\$2,345)	\$1,519
20	Z1044	2019	Mercedes-Benz	S450V	2	LBO Customer	Yes	\$ 59,672	\$ 59,672	97%	(\$126)	\$1,492
21	ZL7164B	2019	Mercedes-Benz	E300W	49	LBO OEM/Leasing Co.	Yes	\$ 41,136	\$ 41,136	105%	(\$890)	\$200
22	Z8189	2019	Mercedes-Benz	GLA250W4	43	LBO OEM/Leasing Co.	Yes	\$ 34,022	\$ 31,832	108%	\$3,295	\$0
23	Z1061	2019	Mercedes-Benz	GLA250W	1	LBO OEM/Leasing Co.	Yes	\$ 27,900	\$ 27,900	103%	\$3,450	\$3,937
24	Z1065	2019	Mercedes-Benz	GLC300W	1	LBO OEM/Leasing Co.	Yes	\$ 34,500	\$ 34,500	102%	\$3,301	\$2,620
25	ZL1053	2021	Mercedes-Benz	GLB250W	1	Loaner	No	\$ 46,815	\$ 46,815	105%	\$6,574	\$2,326
26	Z1024	2018	Mercedes-Benz	GLE43W4	6	LBO OEM/Leasing Co.	Yes	\$ 56,806	\$ 56,806	106%	\$5,052	\$2,450
27	Z9154	2018	Mercedes-Benz	C300w	12	LBO OEM/Leasing Co.	Yes	\$ 32,762	\$ 32,000	93%	\$1,100	\$1,004

28	Z989	2018	Mercedes-Benz	C300w	24	LBO OEM/Leasing Co.	Yes	\$	33,309	\$	30,000	97%	(\$1,209)	\$751
29	Z9166	2018	Mercedes-Benz	GLC300W	11	LBO OEM/Leasing Co.	Yes	\$	2,816	\$	2,468	101%	\$2,816	\$2,468
30	Z8173B	2018	Mercedes-Benz	C300W	31	Trade on Used	Yes	\$	32,432	\$	29,006	104%	(\$2,191)	\$565
31	Z9168	2020	Mercedes-Benz	GLA250W	12	LBO OEM/Leasing Co.	Yes	\$	39,439	\$	39,439	108%	\$4,338	\$4,103
32	Z1048	2021	Mercedes-Benz	GLE350W	5	LBO OEM/Leasing Co.	Yes	\$	65,767	\$	65,767	104%	\$5,653	\$4,983
33	Z9115B	2016	Cadillac	CTS	5	Trade on Used	No	\$	22,497	\$	22,497	98%	\$2,932	\$1,505
34	Z1086	2017	Mercedes-Benz	GLS450W4	2	LBO Customer	Yes	\$	41,905	\$	41,905	97%	\$3,598	\$4,953
35	Z9102B	2018	Mercedes-Benz	E400A	21	Trade on Used	Yes	\$	64,021	\$	58,156	100%	\$4,234	\$2,585
36	Z8143	2018	Mercedes-Benz	C300W	50	LBO OEM/Leasing Co.	Yes	\$	32,900	\$	32,900	101%	\$3,281	\$3,761
37	Z1002	2018	Mercedes-Benz	G63	11	Street/Curb Buy	Yes	\$	139,415	\$	125,900	97%	\$16,705	\$7,175
38	Z1084	2019	Mercedes-Benz	GLE63CS	0	LBO Customer	Yes	\$	56,415	\$	56,415	93%	(\$49)	\$0
39	Z9132	2019	Mercedes-Benz	C300C	18	LBO OEM/Leasing Co.	Yes	\$	42,536	\$	40,536	104%	\$3,382	\$1,348
40	Z1043	2019	Mercedes-Benz	GLA250W	6	LBO OEM/Leasing Co.	Yes	\$	34,046	\$	31,022	106%	\$6,355	\$0
41	Z9164	2019	Mercedes-Benz	CLA250C	14	LBO OEM/Leasing Co.	Yes	\$	33,762	\$	33,029	107%	\$4,086	\$2,060
42	Z1028	2020	Mercedes-Benz	C300C	8	LBO OEM/Leasing Co.	Yes	\$	52,740	\$	50,740	97%	\$5,958	\$2,412
43	ZL1017	2021	Mercedes-Benz	GLB250W4	8	Loaner	No	\$	46,985	\$	46,985	99%	\$7,626	\$100
44	Z1059	2018	Mercedes-Benz	GLE350W	6	LBO OEM/Leasing Co.		\$	47,252	\$	40,752	116%	(\$919)	\$1,083
45	Z876	2018	Mercedes-Benz	GLS450W4	63	LBO OEM/Leasing Co.	Yes	\$	50,998	\$	50,498	97%	(\$659)	\$2,106
46	Z9158	2018	Mercedes-Benz	CLA250C	15	LBO OEM/Leasing Co.	Yes	\$	31,427	\$	31,427	111%	(\$108)	\$400
47	Z954	2018	Mercedes-Benz	C300W	33	LBO OEM/Leasing Co.	Yes	\$	31,728	\$	31,728	102%	\$387	\$2,804
48	Z1092	2019	Mercedes-Benz	GLC300W	1	LBO Customer	Yes	\$	30,258	\$	30,258	98%	\$0	\$1,051
49	Z892	2020	Mercedes-Benz	GLS450W4	62	LBO OEM/Leasing Co.		\$	79,060	\$	76,855	96%	(\$819)	\$0
50	Z806	2018	Mercedes-Benz	E400A	72	LBO OEM/Leasing Co.	Yes	\$	71,165	\$	69,595	111%	\$11,435	\$1,416
51	Z8182	2019	Mercedes-Benz	GLE63CS	49	Street/Curb Buy	Yes	\$	102,854	\$	98,445	104%	\$12,270	\$0
52	Z9153	2019	Mercedes-Benz	SL450	16	LBO OEM/Leasing Co.	Yes	\$	81,100	\$	74,000	100%	\$8,026	\$0
53	ZL1020B	2019	Mercedes-Benz	GLA250W	6	Trade on Used	Yes	\$	33,813	\$	33,813	102%	\$2,865	\$2,074

Scoreboard Totals

% Retailed of Non-Franchise Make	2%
Total # Retail Units	162
Avg. Days to Sale	16.7
Avg. Advertised Price (Time of Sale)	\$ 48,167
Avg. Transaction Price	\$ 46,075
Avg. Market Price at 100%	\$ 46,984
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 1,676
Avg. Front-End Gross	\$ 4,220
Avg. Finance Gross	\$ 1,929
PUVR	\$ 6,170
Total Gross (Units & PUVR)	\$ 999,464
GROI	289%
% with Trade	34%
Avg. Over/Under Allowance	\$1,316



Scoreboard

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Desk Manager	Totals	Gabriel Camps	Alian Espinosa
% Retailed of Non-New Franchise	2%	5%	0%
Total # Retail Units	162	56	89
Avg. Days to Sale	16.7	18.0	16.1
Avg. Advertised Price (Time of Sale)	\$ 48,167	\$ 49,568	\$ 49,058
Avg. Transaction Price	\$ 46,075	\$ 46,554	\$ 47,260
Avg. Market Price at 100%	\$ 46,984	\$ 47,780	\$ 47,859
Avg. Price to Market % (Time of Sale)	103%	104%	103%
Avg. Transaction to Market	98%	97%	99%
Avg. Transactional Discount	\$ 1,676	\$ 1,814	\$ 1,797
Avg. Front-End Gross	\$ 4,220	\$ 4,629	\$ 4,108
Avg. Finance Gross	\$ 1,929	\$ 2,100	\$ 1,793
PUVR	\$ 6,170	\$ 6,801	\$ 5,902
Total Gross (Units & PUVR)	\$ 999,464	\$ 380,883	\$ 525,242
GROI	289%	292%	279%
% with Trade	34%	32%	33%
Avg. Over/Under Allowance	1,316	567	1,582



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Juan Gonzalez	Ray Blanco	Hector Brito	Rene Aldana
0%	0%	0%	#DIV/0!
1	8	4	0
4.0	21.8	13.0	#DIV/0!
\$ 43,620	\$ 38,655	\$ 27,353	#DIV/0!
\$ 43,620	\$ 37,943	\$ 26,414	#DIV/0!
\$ 44,510	\$ 38,491	\$ 28,716	#DIV/0!
98%	100%	95%	#DIV/0!
98%	99%	92%	#DIV/0!
\$ -	\$ 711	\$ 939	#DIV/0!
\$ 10,566	\$ 2,399	\$ 3,729	#DIV/0!
\$ 2,938	\$ 1,987	\$ 1,966	#DIV/0!
\$ 13,504	\$ 4,386	\$ 5,694	#DIV/0!
\$ 13,504	\$ 35,090	\$ 22,777	#DIV/0!
2786%	191%	597%	#DIV/0!
100%	50%	25%	#DIV/0!
2,750	1,000	1,000	#DIV/0!

Philip Leite			
0%	#DIV/0!	#DIV/0!	#DIV/0!
4	0	0	0
7.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 49,723	#DIV/0!	#DIV/0!	#DIV/0!
\$ 49,552	#DIV/0!	#DIV/0!	#DIV/0!
\$ 49,899	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 171	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,504	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,146	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,650	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,600	#DIV/0!	#DIV/0!	#DIV/0!
530%	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!
3,250	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Damian Stiep	Nicholas Companion
% Retailed of Non-New Franchise	2%	0%	0%
Total # Retail Units	162	11	10
Avg. Days to Sale	16.7	22.4	25.4
Avg. Advertised Price (Time of Sale)	\$ 48,167	\$ 45,420	\$ 41,431
Avg. Transaction Price	\$ 46,075	\$ 38,257	\$ 40,666
Avg. Market Price at 100%	\$ 46,984	\$ 45,869	\$ 40,302
Avg. Price to Market % (Time of Sale)	103%	99%	103%
Avg. Transaction to Market	98%	83%	101%
Avg. Transactional Discount	\$ 1,676	\$ 971	\$ 764
Avg. Front-End Gross	\$ 4,220	\$ 3,070	\$ 5,485
Avg. Finance Gross	\$ 1,929	\$ 1,904	\$ 2,338
PUVR	\$ 6,170	\$ 5,196	\$ 7,823
Total Gross (Units & PUVR)	\$ 999,464	\$ 57,153	\$ 78,235
GROI	289%	219%	273%
% with Trade	34%	45%	40%
Avg. Over/Under Allowance	1,316	1,250	1,714



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Carlos Flores	Jorge Martinez	Dairon Almeida	Ricardo Martinez
0%	0%	0%	10%
10	16	16	10
16.7	16.6	19.6	25.3
\$ 54,512	\$ 49,063	\$ 51,159	\$ 46,200
\$ 48,937	\$ 46,388	\$ 49,214	\$ 43,899
\$ 54,006	\$ 46,116	\$ 50,141	\$ 43,808
101%	106%	102%	105%
91%	101%	98%	100%
\$ 5,575	\$ 2,675	\$ 1,945	\$ 2,302
\$ 6,714	\$ 4,212	\$ 3,363	\$ 2,626
\$ 2,066	\$ 2,024	\$ 1,673	\$ 1,695
\$ 8,780	\$ 6,236	\$ 5,036	\$ 4,321
\$ 87,802	\$ 99,772	\$ 80,576	\$ 43,212
387%	292%	188%	140%
60%	38%	38%	20%
1,875	1,167	947	650

Reggie Gonzalez	Ariel Manso	Carlos Escobar	Carlos Pereda
0%	17%	0%	#DIV/0!
17	6	3	0
18.0	19.3	2.3	#DIV/0!
\$ 43,416	\$ 75,850	\$ 84,504	#DIV/0!
\$ 41,605	\$ 72,429	\$ 84,338	#DIV/0!
\$ 41,795	\$ 73,762	\$ 79,240	#DIV/0!
104%	103%	107%	#DIV/0!
100%	98%	106%	#DIV/0!
\$ 1,811	\$ 3,421	\$ 167	#DIV/0!
\$ 3,025	\$ 8,967	\$ 22,051	#DIV/0!
\$ 1,573	\$ 2,831	\$ 4,041	#DIV/0!
\$ 4,599	\$ 11,798	\$ 26,092	#DIV/0!
\$ 78,176	\$ 70,788	\$ 78,276	#DIV/0!
221%	303%	4773%	#DIV/0!
41%	33%	33%	#DIV/0!
1,400	750	2,500	#DIV/0!

Donovan Woodbin	Edgar Portuondo	Florian Grandi	Frank Portillo
0%	0%	0%	0%
2	2	7	5
2.0	21.0	24.3	6.4
\$ 33,822	\$ 41,882	\$ 44,288	\$ 53,929
\$ 32,822	\$ 41,215	\$ 43,942	\$ 53,416
\$ 34,633	\$ 40,607	\$ 42,855	\$ 52,560
98%	103%	103%	103%
95%	101%	103%	102%
\$ 1,000	\$ 667	\$ 345	\$ 513
\$ 3,617	\$ 6,179	\$ 3,794	\$ 3,472
\$ 1,525	\$ 1,431	\$ 2,583	\$ 1,961
\$ 5,142	\$ 7,609	\$ 6,378	\$ 5,433
\$ 10,283	\$ 15,218	\$ 44,643	\$ 27,165
2820%	316%	215%	572%
50%	50%	43%	20%
2,000	1,466	3,875	#DIV/0!

Franz Watt	Homey Sanjabi	Jorge Quevedo	Juan Toro
0%	0%	0%	0%
8	2	1	5
9.4	3.0	16.0	6.2
\$ 50,663	\$ 28,231	\$ 217,643	\$ 60,485
\$ 50,551	\$ 28,231	\$ 203,500	\$ 58,408
\$ 50,738	\$ 28,410	\$ 205,324	\$ 60,123
100%	99%	106%	101%
100%	99%	99%	97%
\$ 113	\$ -	\$ 14,143	\$ 2,077
\$ 5,439	\$ (474)	\$ 14,574	\$ 3,263
\$ 2,319	\$ 1,139	\$ 1,010	\$ 2,631
\$ 7,758	\$ 665	\$ 15,584	\$ 5,894
\$ 62,061	\$ 1,329	\$ 15,584	\$ 29,471
589%	282%	172%	586%
38%	0%	0%	0%
1,642	#DIV/0!	#DIV/0!	#DIV/0!

Kaleb Fowler	Lisset Silva	Nadir Khan	Peter Warwar
0%	0%	0%	0%
2	6	2	1
24.5	2.8	1.5	2.0
\$ 34,034	\$ 43,372	\$ 32,259	\$ 68,806
\$ 31,427	\$ 43,372	\$ 32,259	\$ 68,806
\$ 31,810	\$ 41,932	\$ 31,940	\$ 73,198
107%	103%	101%	94%
99%	103%	101%	94%
\$ 2,607	\$ -	\$ -	\$ -
\$ 4,825	\$ 1,164	\$ 143	\$ 165
\$ -	\$ 1,440	\$ 2,000	\$ -
\$ 4,825	\$ 2,604	\$ 2,143	\$ 165
\$ 9,650	\$ 15,624	\$ 4,285	\$ 165
226%	763%	1594%	43%
50%	17%	0%	0%
2,000	-1,000	#DIV/0!	#DIV/0!

Ralph Perez	Rene Garcia	Rene Rodriguez	Rick Vega
25%	#DIV/0!	0%	0%
4	0	4	4
17.5	#DIV/0!	18.5	9.8
\$ 29,965	#DIV/0!	\$ 34,588	\$ 47,627
\$ 29,965	#DIV/0!	\$ 34,588	\$ 47,045
\$ 30,397	#DIV/0!	\$ 33,075	\$ 47,848
99%	#DIV/0!	105%	100%
99%	#DIV/0!	105%	98%
\$ -	#DIV/0!	\$ -	\$ 582
\$ 2,691	#DIV/0!	\$ 1,721	\$ 5,201
\$ 2,174	#DIV/0!	\$ 1,670	\$ 1,214
\$ 4,865	#DIV/0!	\$ 3,390	\$ 6,414
\$ 19,459	#DIV/0!	\$ 13,560	\$ 25,658
334%	#DIV/0!	191%	503%
0%	#DIV/0!	50%	50%
#DIV/0!	#DIV/0!	#DIV/0!	200

Robert Corso	Carlos Flores		
0%	0%	#DIV/0!	#DIV/0!
3	10	0	0
14.3	16.7	#DIV/0!	#DIV/0!
\$ 32,067	\$ 54,512	#DIV/0!	#DIV/0!
\$ 31,082	\$ 48,937	#DIV/0!	#DIV/0!
\$ 31,349	\$ 54,006	#DIV/0!	#DIV/0!
102%	101%	#DIV/0!	#DIV/0!
99%	91%	#DIV/0!	#DIV/0!
\$ 985	\$ 5,575	#DIV/0!	#DIV/0!
\$ 2,072	\$ 6,714	#DIV/0!	#DIV/0!
\$ 835	\$ 2,066	#DIV/0!	#DIV/0!
\$ 2,908	\$ 8,780	#DIV/0!	#DIV/0!
\$ 8,723	\$ 87,802	#DIV/0!	#DIV/0!
235%	387%	#DIV/0!	#DIV/0!
33%	60%	#DIV/0!	#DIV/0!
500	1,875	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	Francisco Diez-	Luis Soto
% Retailed of Non-New Franchise	2%	2%	2%
Total # Retail Units	162	85	65
Avg. Days to Sale	16.7	17.3	17.2
Avg. Advertised Price (Time of Sale)	\$ 48,167	\$ 49,477	\$ 42,898
Avg. Transaction Price	\$ 46,075	\$ 46,484	\$ 41,945
Avg. Market Price at 100%	\$ 46,984	\$ 48,192	\$ 41,932
Avg. Price to Market % (Time of Sale)	103%	103%	102%
Avg. Transaction to Market	98%	96%	100%
Avg. Transactional Discount	\$ 1,676	\$ 2,206	\$ 953
Avg. Front-End Gross	\$ 4,220	\$ 3,762	\$ 3,971
Avg. Finance Gross	\$ 1,929	\$ 2,237	\$ 1,518
PUVR	\$ 6,170	\$ 6,038	\$ 5,489
Total Gross (Units & PUVR)	\$ 999,464	\$ 513,214	\$ 356,765
GROI	289%	271%	273%
% with Trade	34%	0%	0%
Avg. Over/Under Allowance	1,316	827	1,664



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Billa Majeed	George Chirobe	Leandro Guidi	Rosa Quintero
0%	0%	0%	0%
3	4	1	4
8.7	15.5	8.0	5.5
\$ 41,538	\$ 42,103	\$ 52,740	\$ 115,853
\$ 40,286	\$ 41,431	\$ 50,740	\$ 112,318
\$ 39,088	\$ 42,073	\$ 54,371	\$ 110,053
106%	100%	97%	105%
103%	98%	93%	102%
\$ 1,252	\$ 673	\$ 2,000	\$ 3,536
\$ 5,164	\$ 1,389	\$ 5,958	\$ 19,681
\$ 1,503	\$ 792	\$ 2,412	\$ 3,383
\$ 6,668	\$ 2,181	\$ 8,370	\$ 23,064
\$ 20,003	\$ 8,726	\$ 8,370	\$ 92,255
688%	122%	742%	1344%
0%	0%	0%	0%
#DIV/0!	2,000	1,000	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	162	141	19
Avg. Days to Sale	16.7	18.0	5.2
Avg. Advertised Price (Time of Sale)	\$ 48,167	\$ 47,045	\$ 53,343
Avg. Transaction Price	\$ 46,075	\$ 44,915	\$ 53,343
Avg. Market Price at 100%	\$ 46,984	\$ 46,015	\$ 52,149
Avg. Price to Market % (Time of Sale)	103%	102%	102%
Avg. Transaction to Market	98%	98%	102%
Avg. Transactional Discount	\$ 1,676	\$ 1,652	\$ 1,573
Avg. Front-End Gross	\$ 4,220	\$ 3,226	\$ 12,131
Avg. Finance Gross	\$ 1,929	\$ 1,803	\$ 3,005
PUVR	\$ 6,170	\$ 5,045	\$ 15,136
Total Gross (Units & PUVR)	\$ 999,464	\$ 711,409	\$ 287,585
GROI	289%	225%	1960%
% with Trade	34%	32%	53%
Avg. Over/Under Allowance	1,316	1,265	1,515



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	162	159	3
Avg. Days to Sale	16.7	16.9	7.0
Avg. Advertised Price (Time of Sale)	\$ 48,167	\$ 48,082	\$ 52,720
Avg. Transaction Price	\$ 46,075	\$ 45,950	\$ 52,720
Avg. Market Price at 100%	\$ 46,984	\$ 46,902	\$ 48,220
Avg. Price to Market % (Time of Sale)	103%	103%	109%
Avg. Transaction to Market	98%	98%	109%
Avg. Transactional Discount	\$ 1,676	\$ 1,708	\$ -
Avg. Front-End Gross	\$ 4,220	\$ 4,131	\$ 8,929
Avg. Finance Gross	\$ 1,929	\$ 1,920	\$ 2,377
PUVR	\$ 6,170	\$ 6,072	\$ 11,307
Total Gross (Units & PUVR)	\$ 999,464	\$ 965,446	\$ 33,920
GROI	289%	282%	1103%
% with Trade	34%	28%	333%
Avg. Over/Under Allowance	1,316	1,343	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	162	0	17
% of Retail Units	100%	0%	10%
% Retailed of Non-New Franchise	2%	#DIV/0!	12%
Avg. Days to Sale	16.7	#DIV/0!	19.2
Avg. Transaction Price	\$ 46,075	#DIV/0!	\$ 40,878
Avg. Transaction to Market %	98%	#DIV/0!	102%
Avg. Transactional Discount	\$ 1,676	#DIV/0!	\$ 1,042
Avg. Front End Gross	\$ 4,220	#DIV/0!	\$ 2,810
Avg. Finance Gross	\$ 1,929	#DIV/0!	\$ 2,229
PUVR	\$ 6,170	#DIV/0!	\$ 5,039
Total Gross (Units & PUVR)	\$ 999,464	#DIV/0!	\$ 85,658
GROI	289%	#DIV/0!	231%
% with Trade	34%	#DIV/0!	35%
Avg. Over/Under Allowance	1,316	#DIV/0!	1,108



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
7	0	14	27
4%	0%	9%	17%
14%	#DIV/0!	0%	0%
26.1	#DIV/0!	5.1	3.7
\$ 84,503	#DIV/0!	\$ 43,501	\$ 47,158
101%	#DIV/0!	89%	99%
\$ 4,659	#DIV/0!	\$ 1,156	\$ 925
\$ 7,911	#DIV/0!	\$ 8,101	\$ 2,599
\$ 2,076	#DIV/0!	\$ 2,477	\$ 2,067
\$ 9,987	#DIV/0!	\$ 10,578	\$ 4,667
\$ 69,909	#DIV/0!	\$ 148,091	\$ 126,005
163%	#DIV/0!	1702%	962%
14%	#DIV/0!	57%	11%
#DIV/0!	#DIV/0!	1,644	1,100

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
97	0	0
60%	0%	0%
0%	#DIV/0!	#DIV/0!
20.9	#DIV/0!	#DIV/0!
\$ 44,283	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,858	#DIV/0!	#DIV/0!
\$ 4,091	#DIV/0!	#DIV/0!
\$ 1,748	#DIV/0!	#DIV/0!
\$ 5,871	#DIV/0!	#DIV/0!
\$ 569,502	#DIV/0!	#DIV/0!
228%	#DIV/0!	#DIV/0!
38%	#DIV/0!	#DIV/0!
1,305	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	162	130	16
% of Retail Units	100%	80%	10%
% Retailed of Non-New Franchise	2%	2%	0%
Avg. Days to Sale	16.7	10.1	36.3
Avg. Transaction Price	\$ 46,075	\$ 45,747	\$ 39,289
Avg. Transaction to Market %	98%	#DIV/0!	96%
Avg. Transactional Discount	\$ 1,676	\$ 1,687	\$ 1,327
Avg. Front End Gross	\$ 4,220	\$ 4,746	\$ 1,922
Avg. Finance Gross	\$ 1,929	\$ 2,043	\$ 1,576
PUVR	\$ 6,170	\$ 6,789	\$ 3,497
Total Gross (Units & PUVR)	\$ 999,464	\$ 882,554	\$ 55,955
GROI	289%	530%	88%
% with Trade	34%	33%	38%
Avg. Over/Under Allowance	1,316	1,187	1,954



46-60 days	61-90 days	90+ days
8	6	0
5%	4%	0%
0%	0%	#DIV/0!
51.6	64.0	#DIV/0!
\$ 47,389	\$ 64,483	#DIV/0!
97%	97%	#DIV/0!
\$ 869	\$ 3,506	#DIV/0!
\$ 1,679	\$ 2,053	#DIV/0!
\$ 1,269	\$ 1,243	#DIV/0!
\$ 2,949	\$ 3,296	#DIV/0!
\$ 23,589	\$ 19,779	#DIV/0!
43%	29%	#DIV/0!
50%	17%	#DIV/0!
2,850	-1,000	#DIV/0!