

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	US82512P	2018	Honda	Civic Si	19	Street/Curb Buy	Yes	\$24,991	\$ 25,000	104%	\$2,458	\$1,918
2	US82514	2018	Honda	Civic LX	11	Trade on New	Yes	\$18,991	\$ 18,500	97%	\$776	\$0
3	US78307DP	2019	Honda	Civic Sport	21	Trade on New	Yes	\$23,691	\$ 23,691	100%	\$214	\$2,892
4	US81980P	2018	Honda	CR-V EX-L	32	Street/Curb Buy	Yes	\$29,991	\$ 29,991	101%	\$7,668	\$1,206
5	US81911	2019	Honda	Civic Type R Touring	97	Trade on New	Yes	\$43,991	\$ 43,691	107%	\$3,241	\$2,473
6	US81993P	2018	Honda	Pilot EX-L w/RES	7	Street/Curb Buy	Yes	\$35,991	\$ 35,991	107%	\$3,697	\$2,034
7	US81972V	2018	Honda	Civic Sport	55	LBO OEM/Leasing Co.	Yes	\$23,991	\$ 23,991	96%	\$7,002	\$1,270
8	US81987	2016	Honda	Pilot EX-L w/Navigation	25	Trade on New	Yes	\$28,691	\$ 28,691	107%	\$2,054	\$2,857
9	US82511	2018	Honda	CR-V EX-L	23	Trade on New	Yes	\$29,991	\$ 29,991	98%	\$1,959	\$2,477
10	US82448P	2018	Honda	Accord Sport	42	Street/Curb Buy	Yes	\$27,591	\$ 26,754	107%	\$5,792	\$2,490
12	US82438	2019	Honda	Civic EX-L	69	Trade on New	Yes	\$24,992	\$ 24,593	95%	\$3,518	\$707
13	US81996	2019	Honda	CR-V Touring	12	Trade on New	Yes	\$36,991	\$ 36,991	112%	\$3,836	\$1,500
14	US82450P	2020	Honda	CR-V EX	42	Street/Curb Buy	Yes	\$32,991	\$ 32,991	106%	\$4,295	\$2,137
15	US81994	2020	Honda	Civic Touring	16	Trade on New	Yes	\$26,991	\$ 26,991	105%	\$5,168	\$1,242
16	US82418	2020	Honda	Insight Touring	107	Trade on New	Yes	\$26,999	\$ 26,999	94%	\$2,752	\$2,312
17	US81102	2020	Honda	Accord Sport	134	Trade on New	Yes	\$27,791	\$ 27,506	99%	\$1,467	\$2,182
18	US82462	2020	Honda	Civic EX	9	Trade on New	Yes	\$23,691	\$ 22,888	103%	\$2,811	\$488
19	US82500	2016	Honda	CR-V SE	9	Trade on New	Yes	\$21,291	\$ 21,291	105%	\$0	\$1,938
20	US82473	2017	Honda	Accord LX	64	Trade on New	Yes	\$17,991	\$ 17,991	95%	\$1,430	\$2,224
21	US82460	2018	Honda	CR-V EX-L	11	Trade on New	Yes	\$30,691	\$ 30,638	101%	\$2,516	\$2,510
22	US82431	2020	Honda	Accord Sport	89	Trade on New	Yes	\$28,691	\$ 28,400	102%	\$1,470	\$3,342
23	US81888	2019	Honda	Pilot EX	73	Trade on New	Yes	\$34,992	\$ 34,992	94%	\$4,417	\$3,076
24	US82452	2016	Honda	Pilot EX-L	50	Trade on New	Yes	\$26,491	\$ 25,971	97%	\$1,332	\$409
25	US82457	2018	Honda	CR-V EX-L w/Navigation	46	Trade on New	Yes	\$30,491	\$ 30,291	103%	\$3,077	\$707
26	US82491	2018	Honda	CR-V LX	29	Trade on New	Yes	\$24,491	\$ 24,449	100%	\$2,664	\$2,229
27	US81995	2018	Honda	CR-V EX	23	Trade on New	Yes	\$26,991	\$ 26,991	99%	\$1,685	\$1,608

28	US82501	2018	Honda	CR-V LX	14	Trade on New	Yes	\$26,491	\$ 26,491	101%	\$2,277	\$682
29	US82436	2018	Honda	CR-V EX-L	81	Trade on New	Yes	\$29,991	\$ 29,991	95%	\$3,842	\$682
30	US82434	2019	Honda	CR-V EX	81	Trade on New	Yes	\$31,191	\$ 31,991	105%	\$3,589	\$1,619
31	US82559P	2018	Honda	CR-V EX-L	10	Street/Curb Buy	Yes	\$30,991	\$ 29,638	102%	\$4,249	\$0
32	US81999	2018	Honda	CR-V EX	21	Trade on New	Yes	\$27,991	\$ 27,458	101%	\$1,035	\$2,638
33	US82555	2017	Honda	Pilot Touring	25	Trade on New	Yes	\$33,991	\$ 33,991	103%	\$1,088	\$2,665
34	US81080	2018	Honda	Accord Touring	127	Trade on New	Yes	\$28,991	\$ 29,437	96%	\$3,617	\$2,926
35	US81971P	2019	Honda	Odyssey EX	77	Street/Curb Buy	Yes	\$33,492	\$ 33,492	107%	\$1,233	\$265
36	US82508P	2019	Honda	Fit EX	8	Street/Curb Buy	Yes	\$20,991	\$ 19,991	105%	\$1,330	\$2,723
37	US82492	2017	Honda	CR-V EX-L	31	Trade on New	Yes	\$25,991	\$ 25,592	102%	\$3,105	\$1,014
38	US81983	2018	Honda	Accord EX-L 2.0T	51	Trade on New	Yes	\$28,691	\$ 27,691	109%	\$380	\$2,331
39	US81968P	2018	Honda	Accord EX	82	Street/Curb Buy	Yes	\$25,991	\$ 25,500	102%	\$365	\$0
40	US82495	2018	Honda	Pilot EX-L w/Navigation	33	Trade on New	Yes	\$32,591	\$ 32,591	102%	\$3,871	\$2,359
41	US82493	2019	Honda	Accord Sport	40	Trade on New	Yes	\$25,991	\$ 25,491	98%	\$2,473	\$1,544
42	US82522P	2018	Honda	Civic LX	12	Street/Curb Buy	Yes	\$21,991	\$ 21,991	105%	\$2,375	\$1,897
43	US82468	2018	Honda	Pilot Touring	13	Trade on New	Yes	\$37,991	\$ 37,991	104%	\$3,685	\$1,954
44	US82523V	2020	Honda	CR-V LX	8	LBO OEM/Leasing Co.	Yes	\$28,991	\$ 28,991	103%	\$2,732	\$2,006
45	US82469	2018	Honda	CR-V LX	13	Trade on New	Yes	\$26,991	\$ 26,991	102%	\$525	\$1,304
46	US82543	2018	Honda	Civic LX-P	12	Trade on New	Yes	\$20,991	\$ 20,991	102%	\$2,617	\$3,095
47	US82515	2018	Honda	Civic EX-T	40	Trade on New	Yes	\$20,791	\$ 20,791	99%	\$2,008	\$265
48	US81909	2018	Honda	Odyssey EX-L w/Navigation	78	Trade on New	Yes	\$34,991	\$ 34,991	96%	\$3,170	\$2,390
49	US81997	2020	Honda	Pilot Black Edition	36	Trade on New	Yes	\$45,991	\$ 45,592	102%	\$3,738	\$3,399
50	US82542	2019	Honda	Pilot EX-L	14	Trade on New	Yes	\$38,691	\$ 38,292	105%	\$4,035	\$265
51	US82519V	2018	Honda	Civic LX	24	LBO OEM/Leasing Co.	Yes	\$19,991	\$ 19,991	99%	\$5,607	\$2,257
52	US82560	2020	Honda	Civic EX	28	Trade on New	Yes	\$26,991	\$ 26,991	103%	\$2,378	\$1,290
53	US82564	2018	Honda	Civic LX	11	Trade on New	Yes	\$20,991	\$ 20,991	107%	\$3,194	\$290

Scoreboard Totals

% Retailed of Non-Franchise Make	1%
Total # Retail Units	106
Avg. Days to Sale	40.6
Avg. Advertised Price (Time of Sale)	\$ 28,304
Avg. Transaction Price	\$ 28,160
Avg. Market Price at 100%	\$ 27,855
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ 190
Avg. Front-End Gross	\$ 2,887
Avg. Finance Gross	\$ 1,752
PUVR	\$ 4,638
Total Gross (Units & PUVR)	\$ 491,665
GROI	146%
% with Trade	36%
Avg. Over/Under Allowance	\$763



Scoreboard

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Desk Manager	Totals	Lino Santiago	Mongi Borni
% Retailed of Non-New Franchise	1%	0%	0%
Total # Retail Units	106	28	42
Avg. Days to Sale	40.6	52.6	36.0
Avg. Advertised Price (Time of Sale)	\$ 28,304	\$ 26,208	\$ 29,051
Avg. Transaction Price	\$ 28,160	\$ 26,149	\$ 28,862
Avg. Market Price at 100%	\$ 27,855	\$ 26,389	\$ 28,391
Avg. Price to Market % (Time of Sale)	102%	99%	102%
Avg. Transaction to Market	101%	99%	102%
Avg. Transactional Discount	\$ 190	\$ 60	\$ 190
Avg. Front-End Gross	\$ 2,887	\$ 2,449	\$ 3,068
Avg. Finance Gross	\$ 1,752	\$ 1,783	\$ 1,712
PUVR	\$ 4,638	\$ 4,232	\$ 4,780
Total Gross (Units & PUVR)	\$ 491,665	\$ 118,508	\$ 200,752
GROI	146%	111%	166%
% with Trade	36%	25%	40%
Avg. Over/Under Allowance	763	486	1,129



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Joe Collins	Marius Krawiec		
0%	0%	#DIV/0!	#DIV/0!
23	11	0	0
39.6	35.2	#DIV/0!	#DIV/0!
\$ 30,457	\$ 26,718	#DIV/0!	#DIV/0!
\$ 30,116	\$ 26,513	#DIV/0!	#DIV/0!
#REF!	\$ 26,341	#DIV/0!	#DIV/0!
#REF!	101%	#DIV/0!	#DIV/0!
#REF!	101%	#DIV/0!	#DIV/0!
\$ 340	\$ 205	#DIV/0!	#DIV/0!
\$ 2,860	\$ 3,364	#DIV/0!	#DIV/0!
\$ 1,758	\$ 1,809	#DIV/0!	#DIV/0!
\$ 4,619	\$ 5,173	#DIV/0!	#DIV/0!
\$ 106,228	\$ 56,900	#DIV/0!	#DIV/0!
140%	200%	#DIV/0!	#DIV/0!
43%	36%	#DIV/0!	#DIV/0!
562	250	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Armando Charriez	Chris Douglas
% Retailed of Non-New Franchise	1%	0%	0%
Total # Retail Units	106	1	3
Avg. Days to Sale	40.6	7.0	16.7
Avg. Advertised Price (Time of Sale)	\$ 28,304	\$ 28,991	\$ 26,491
Avg. Transaction Price	\$ 28,160	\$ 28,791	\$ 26,327
Avg. Market Price at 100%	\$ 27,855	\$ 27,503	\$ 26,269
Avg. Price to Market % (Time of Sale)	102%	105%	101%
Avg. Transaction to Market	101%	105%	100%
Avg. Transactional Discount	\$ 190	\$ 200	\$ 164
Avg. Front-End Gross	\$ 2,887	\$ 3,818	\$ 1,380
Avg. Finance Gross	\$ 1,752	\$ 1,146	\$ 1,116
PUVR	\$ 4,638	\$ 4,964	\$ 2,496
Total Gross (Units & PUVR)	\$ 491,665	\$ 4,964	\$ 7,488
GROI	146%	887%	205%
% with Trade	36%	0%	0%
Avg. Over/Under Allowance	763	#DIV/0!	#DIV/0!



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Carlos Nunez	Cliff Ashamole	Hiep Luong	Bernie Hughes
0%	0%	0%	0%
15	10	14	3
34.4	22.1	55.7	46.3
\$ 29,684	\$ 27,584	\$ 30,027	\$ 31,224
\$ 29,499	\$ 27,104	\$ 29,843	\$ 31,318
\$ 29,185	\$ 26,884	\$ 29,762	\$ 30,522
102%	103%	101%	102%
101%	101%	100%	103%
\$ 185	\$ 480	\$ 184	\$ (93)
\$ 3,553	\$ 3,226	\$ 3,688	\$ 2,917
\$ 2,057	\$ 1,871	\$ 1,548	\$ 1,295
\$ 5,610	\$ 5,097	\$ 5,236	\$ 4,211
\$ 84,155	\$ 50,972	\$ 73,305	\$ 12,634
199%	306%	113%	104%
47%	40%	57%	33%
1,357	150	497	2,000

Greg Cole	Jeff Wood	Omar Haque	Clint Rupert
0%	0%	0%	0%
9	7	7	7
40.6	57.3	54.3	58.3
\$ 25,347	\$ 26,791	\$ 28,262	\$ 31,448
\$ 25,194	\$ 26,624	\$ 28,283	\$ 31,344
\$ 24,907	\$ 27,415	\$ 27,656	\$ 30,624
102%	98%	102%	103%
101%	97%	102%	102%
\$ 153	\$ 167	\$ (21)	\$ 104
\$ 3,529	\$ 2,337	\$ 2,400	\$ 2,276
\$ 1,157	\$ 1,912	\$ 1,873	\$ 1,706
\$ 4,686	\$ 4,249	\$ 4,273	\$ 3,982
\$ 42,173	\$ 29,746	\$ 29,912	\$ 27,872
165%	100%	100%	78%
33%	14%	29%	71%
675	0	500	240

Jeff Ross	Bill Martin	Clint Rupert	Aaron Schmit
0%	0%	0%	0%
1	9	7	3
25.0	25.4	58.3	26.7
\$ 28,691	\$ 27,035	\$ 31,448	\$ 30,391
\$ 28,691	\$ 26,714	\$ 31,344	\$ 30,388
\$ 26,937	\$ 26,546	\$ 30,624	\$ 29,045
107%	102%	103%	105%
107%	101%	102%	105%
\$ -	\$ 321	\$ 104	\$ 3
\$ 2,054	\$ 3,044	\$ 2,276	\$ 1,871
\$ 2,857	\$ 1,909	\$ 1,706	\$ 990
\$ 4,911	\$ 4,953	\$ 3,982	\$ 2,862
\$ 4,911	\$ 44,578	\$ 27,872	\$ 8,585
246%	262%	78%	127%
0%	33%	71%	33%
#DIV/0!	1,000	240	700

Kevin Turner	James Newton	Paul Vanderwoud	
0%	0%	0%	#DIV/0!
3	7	3	0
24.0	49.6	54.3	#DIV/0!
\$ 27,491	\$ 28,305	\$ 22,125	#DIV/0!
\$ 27,491	\$ 27,972	\$ 21,961	#DIV/0!
#REF!	\$ 28,363	\$ 21,832	#DIV/0!
#REF!	100%	101%	#DIV/0!
#REF!	99%	101%	#DIV/0!
\$ -	\$ 333	\$ 163	#DIV/0!
\$ 4,060	\$ 1,479	\$ 1,549	#DIV/0!
\$ 1,820	\$ 2,009	\$ 2,238	#DIV/0!
\$ 5,880	\$ 3,488	\$ 3,787	#DIV/0!
\$ 17,641	\$ 24,415	\$ 11,360	#DIV/0!
321%	91%	114%	#DIV/0!
0%	14%	33%	#DIV/0!
#DIV/0!	1,500	500	#DIV/0!

Scoreboard

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Finance Manager	Totals	Rob Gill	Harry Tarabicos
% Retailed of Non-New Franchise	1%	0%	0%
Total # Retail Units	106	36	37
Avg. Days to Sale	40.6	39.1	42.8
Avg. Advertised Price (Time of Sale)	\$ 28,304	\$ 28,539	\$ 27,291
Avg. Transaction Price	\$ 28,160	\$ 28,299	\$ 27,195
Avg. Market Price at 100%	\$ 27,855	\$ 28,253	\$ 26,864
Avg. Price to Market % (Time of Sale)	102%	101%	102%
Avg. Transaction to Market	101%	100%	101%
Avg. Transactional Discount	\$ 190	\$ 240	\$ 96
Avg. Front-End Gross	\$ 2,887	\$ 2,871	\$ 2,400
Avg. Finance Gross	\$ 1,752	\$ 1,921	\$ 1,978
PUVR	\$ 4,638	\$ 4,792	\$ 4,378
Total Gross (Units & PUVR)	\$ 491,665	\$ 172,516	\$ 161,977
GROI	146%	156%	135%
% with Trade	36%	0%	0%
Avg. Over/Under Allowance	763	840	941



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Thomas Dainora			
0%	#DIV/0!	#DIV/0!	#DIV/0!
31	0	0	0
41.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,394	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,152	#DIV/0!	#DIV/0!	#DIV/0!
#REF!	#DIV/0!	#DIV/0!	#DIV/0!
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\$ 242	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,486	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,284	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,771	#DIV/0!	#DIV/0!	#DIV/0!
\$ 147,895	#DIV/0!	#DIV/0!	#DIV/0!
141%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
448	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	106	105	1
Avg. Days to Sale	40.6	40.9	4.0
Avg. Advertised Price (Time of Sale)	\$ 28,304	\$ 28,304	#DIV/0!
Avg. Transaction Price	\$ 28,160	\$ 28,160	#DIV/0!
Avg. Market Price at 100%	\$ 27,855	#REF!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#REF!	#DIV/0!
Avg. Transaction to Market	101%	#REF!	#DIV/0!
Avg. Transactional Discount	\$ 190	\$ 190	#DIV/0!
Avg. Front-End Gross	\$ 2,887	\$ 2,887	#DIV/0!
Avg. Finance Gross	\$ 1,752	\$ 1,752	#DIV/0!
PUVR	\$ 4,638	\$ 4,638	#DIV/0!
Total Gross (Units & PUVR)	\$ 491,665	\$ 487,026	#DIV/0!
GROI	146%	145%	#DIV/0!
% with Trade	36%	36%	0%
Avg. Over/Under Allowance	763	763	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	106	105	1
Avg. Days to Sale	40.6	40.9	4.0
Avg. Advertised Price (Time of Sale)	\$ 28,304	\$ 28,304	#DIV/0!
Avg. Transaction Price	\$ 28,160	\$ 28,160	#DIV/0!
Avg. Market Price at 100%	\$ 27,855	#REF!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#REF!	#DIV/0!
Avg. Transaction to Market	101%	#REF!	#DIV/0!
Avg. Transactional Discount	\$ 190	\$ 190	#DIV/0!
Avg. Front-End Gross	\$ 2,887	\$ 2,887	#DIV/0!
Avg. Finance Gross	\$ 1,752	\$ 1,752	#DIV/0!
PUVR	\$ 4,638	\$ 4,638	#DIV/0!
Total Gross (Units & PUVR)	\$ 491,665	\$ 487,026	#DIV/0!
GROI	146%	145%	#DIV/0!
% with Trade	36%	36%	0%
Avg. Over/Under Allowance	763	763	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	106	68	1
% of Retail Units	100%	64%	1%
% Retailed of Non-New Franchise	1%	0%	100%
Avg. Days to Sale	40.6	46.3	4.0
Avg. Transaction Price	\$ 28,160	\$ 27,882	#DIV/0!
Avg. Transaction to Market %	101%	#REF!	#DIV/0!
Avg. Transactional Discount	\$ 190	\$ 134	#DIV/0!
Avg. Front End Gross	\$ 2,887	\$ 2,481	#DIV/0!
Avg. Finance Gross	\$ 1,752	\$ 1,733	#DIV/0!
PUVR	\$ 4,638	\$ 4,214	#DIV/0!
Total Gross (Units & PUVR)	\$ 491,665	\$ 286,539	#DIV/0!
GROI	146%	118%	#DIV/0!
% with Trade	36%	35%	0%
Avg. Over/Under Allowance	763	843	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
32	0	0	0
30%	0%	0%	0%
0%	#DIV/0!	#DIV/0!	#DIV/0!
32.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,323	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 312	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,205	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,859	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,065	#DIV/0!	#DIV/0!	#DIV/0!
\$ 162,065	#DIV/0!	#DIV/0!	#DIV/0!
189%	#DIV/0!	#DIV/0!	#DIV/0!
38%	#DIV/0!	#DIV/0!	#DIV/0!
725	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
5	0	0
5%	0%	0%
0%	#DIV/0!	#DIV/0!
19.8	#DIV/0!	#DIV/0!
\$ 24,448	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
\$ 143	#DIV/0!	#DIV/0!
\$ 6,285	#DIV/0!	#DIV/0!
\$ 1,314	#DIV/0!	#DIV/0!
\$ 7,600	#DIV/0!	#DIV/0!
\$ 37,998	#DIV/0!	#DIV/0!
565%	#DIV/0!	#DIV/0!
40%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	106	57	15
% of Retail Units	100%	54%	14%
% Retailed of Non-New Franchise	1%	2%	0%
Avg. Days to Sale	40.6	14.7	36.9
Avg. Transaction Price	\$ 28,160	\$ 27,144	\$ 28,420
Avg. Transaction to Market %	101%	#DIV/0!	100%
Avg. Transactional Discount	\$ 190	\$ 178	\$ 326
Avg. Front End Gross	\$ 2,887	\$ 2,961	\$ 3,438
Avg. Finance Gross	\$ 1,752	\$ 1,585	\$ 1,711
PUVR	\$ 4,638	\$ 4,546	\$ 5,148
Total Gross (Units & PUVR)	\$ 491,665	\$ 259,141	\$ 77,227
GROI	146%	409%	177%
% with Trade	36%	33%	40%
Avg. Over/Under Allowance	763	699	450



46-60 days	61-90 days	90+ days
8	13	13
8%	12%	12%
0%	0%	0%
51.8	78.4	113.2
\$ 29,449	\$ 29,552	\$ 29,976
#REF!	99%	99%
\$ 429	\$ 62	\$ 62
\$ 2,530	\$ 2,573	\$ 2,469
\$ 1,900	\$ 1,639	\$ 2,525
\$ 4,430	\$ 4,212	\$ 4,994
\$ 35,436	\$ 54,754	\$ 64,923
105%	65%	53%
25%	54%	31%
250	1,400	700