

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	SP1761	2018	HONDA	CR-V	71	Trade on New	YES	\$ 30,197	\$ 30,197	101%	\$1,896	\$2,552
2	SP1779	2020	HONDA	CR-V	31	Trade on New	YES	\$ 37,500	\$ 37,000	101%	\$1,587	\$2,466
3	S5531A	2012	HONDA	CIVIC	45	Trade on New	No	\$ 11,997	\$ 11,500	98%	\$2,270	\$0
4	SP1786	2007	TOYOTA	RAV4	15	Street/Curb Buy	No	\$ 11,500	\$ 11,500	93%	\$2,609	\$1,627
5	SP1778	2015	FORD	FUSION	38	Street/Curb Buy	NO	\$ 15,775	\$ 15,775	100%	\$2,559	\$664
6	S5501A	2020	HONDA	CIVIC	48	Trade on New	YES	\$ 25,497	\$ 25,497	101%	\$2,515	\$150
7	S5463A	2018	SUBARU	LEGACY	93	Trade on New	No	\$ 27,105	\$ 26,500	98%	\$3,383	\$856
8	SP1767	2011	HONDA	RIDGELINE	40	Street/Curb Buy	No	\$ 17,597	\$ 17,300	103%	\$1,398	\$0
9	SP1774	2010	Mercedes-Benz	E350	32	Trade on New	No	\$ 18,997	\$ 18,997	108%	\$1,425	\$0
10	SP1766	2018	HONDA	ACCORD	51	Trade on New	YES	\$ 28,297	\$ 28,297	101%	\$1,691	\$939
11	S5499A	2013	GMC	ACADIA	56	Trade on New	No	\$ 19,597	\$ 18,917	96%	\$1,048	\$2,426
12	SP1681A	2017	TOYOTA	TACOMA	136	Trade on Used	No	\$ 33,149	\$ 32,648	98%	\$1,239	\$2,901
13	S5388A	2016	HONDA	PILOT	34	Trade on New	YES	\$ 27,954	\$ 27,954	104%	\$1,966	\$856
14	SP1758	2017	TOYOTA	CAMRY	53	Street/Curb Buy	NO	\$ 22,770	\$ 22,460	103%	\$2,996	\$0
15	SP1809	2003	HONDA	ELEMENT	5	Street/Curb Buy	No	\$ 9,860	\$ 9,860	111%	\$2,540	\$1,600
16	SP1802	2021	HONDA	ODYSSEY	11	Street/Curb Buy	YES	\$ 44,970	\$ 44,970	102%	\$1,595	\$2,194
17	SP1797	2019	HONDA	PILOT	6	LBO OEM/Leasing Co.	YES	\$ 39,500	\$ 39,500	103%	\$4,844	\$1,500
18	SP1793	2019	HONDA	ACCORD	14	Street/Curb Buy	YES	\$ 26,900	\$ 26,000	104%	\$2,294	\$1,149
19	SP1790	2021	HONDA	CIVIC	19	LBO OEM/Leasing Co.	YES	\$ 27,500	\$ 27,500	95%	\$2,692	\$649
20	SP1787	2007	HONDA	ACCORD	10	Street/Curb Buy	No	\$ 6,900	\$ 6,900	112%	\$652	\$1,555
21	SP1777	2017	HONDA	CR-V	51	Street/Curb Buy	YES	\$ 28,597	\$ 28,597	104%	\$1,705	\$2,179
22	SP1755	2019	HONDA	CR-V	107	Other	YES	\$ 32,850	\$ 32,850	94%	\$1,818	\$730
23	S5566A	2011	SUBARU	IMPREZA	7	Trade on New	No	\$ 11,957	\$ 11,707	97%	\$2,648	\$600
24	S5552A	2021	JEEP	GLADIATOR	47	Trade on New	No	\$ 46,680	\$ 45,800	101%	\$1,490	\$284
25	S5549A	2015	Chevrolet	SUBURBAN	53	Trade on New	No	\$ 42,339	\$ 42,339	108%	\$2,355	\$0
26	S5541A	2014	HONDA	ACCORD	44	Trade on New	No	\$ 18,700	\$ 18,700	104%	\$2,077	\$87
27	S5537A	2020	HONDA	CR-V	48	Trade on New	YES	\$ 36,197	\$ 35,103	104%	\$3,209	\$2,918
28	S5494B	2016	CADILLAC	ESCALADE	16	Trade on Used	No	\$ 43,681	\$ 43,681	96%	\$4,017	\$1,992

Scoreboard Totals

% Retailed of Non-Franchise Make	37%
Total # Retail Units	30
Avg. Days to Sale	45.1
Avg. Advertised Price (Time of Sale)	\$ 27,172
Avg. Transaction Price	\$ 26,921
Avg. Market Price at 100%	\$ 26,806
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 250
Avg. Front-End Gross	\$ 2,262
Avg. Finance Gross	\$ 1,126
PUVR	\$ 3,388
Total Gross (Units & PUVR)	\$ 101,654
GROI	100%
% with Trade	47%
Avg. Over/Under Allowance	\$159



Scoreboard

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Desk Manager	Totals	Christina	Matt K
% Retailed of Non-New Franchise	37%	13%	50%
Total # Retail Units	30	8	20
Avg. Days to Sale	45.1	41.4	43.4
Avg. Advertised Price (Time of Sale)	\$ 27,172	\$ 33,203	\$ 24,559
Avg. Transaction Price	\$ 26,921	\$ 32,954	\$ 24,283
Avg. Market Price at 100%	\$ 26,806	\$ 32,674	\$ 24,282
Avg. Price to Market % (Time of Sale)	101%	102%	101%
Avg. Transaction to Market	100%	101%	100%
Avg. Transactional Discount	\$ 250	\$ 249	\$ 276
Avg. Front-End Gross	\$ 2,262	\$ 2,786	\$ 2,062
Avg. Finance Gross	\$ 1,126	\$ 1,682	\$ 972
PUVR	\$ 3,388	\$ 4,468	\$ 3,035
Total Gross (Units & PUVR)	\$ 101,654	\$ 35,746	\$ 60,695
GROI	100%	118%	104%
% with Trade	47%	63%	40%
Avg. Over/Under Allowance	159	287	98



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JOHN			
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2	0	0	0
77.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,174	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,174	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,096	#DIV/0!	#DIV/0!	#DIV/0!
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\$ 2,167	#DIV/0!	#DIV/0!	#DIV/0!
\$ 440	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,607	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,213	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Sales Consultant	Totals	EVAN	JB
% Retailed of Non-New Franchise	37%	50%	33%
Total # Retail Units	30	4	6
Avg. Days to Sale	45.1	41.3	36.8
Avg. Advertised Price (Time of Sale)	\$ 27,172	\$ 29,133	\$ 34,045
Avg. Transaction Price	\$ 26,921	\$ 29,071	\$ 33,678
Avg. Market Price at 100%	\$ 26,806	\$ 29,610	\$ 33,270
Avg. Price to Market % (Time of Sale)	101%	98%	102%
Avg. Transaction to Market	100%	98%	101%
Avg. Transactional Discount	\$ 250	\$ 63	\$ 367
Avg. Front-End Gross	\$ 2,262	\$ 2,679	\$ 2,674
Avg. Finance Gross	\$ 1,126	\$ 960	\$ 1,656
PUVR	\$ 3,388	\$ 3,639	\$ 4,330
Total Gross (Units & PUVR)	\$ 101,654	\$ 14,556	\$ 25,978
GROI	100%	109%	126%
% with Trade	47%	50%	50%
Avg. Over/Under Allowance	159	39	353



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LEIGH	JOHN	KEN	
43%	57%	0%	#DIV/0!
7	7	6	0
73.1	41.7	27.2	#DIV/0!
\$ 29,357	\$ 21,492	\$ 23,068	#DIV/0!
\$ 29,242	\$ 21,056	\$ 22,869	#DIV/0!
\$ 29,029	\$ 21,542	\$ 22,526	#DIV/0!
101%	100%	102%	#DIV/0!
101%	98%	102%	#DIV/0!
\$ 116	\$ 437	\$ 200	#DIV/0!
\$ 2,128	\$ 1,946	\$ 2,099	#DIV/0!
\$ 917	\$ 1,022	\$ 1,072	#DIV/0!
\$ 3,045	\$ 2,968	\$ 3,171	#DIV/0!
\$ 21,316	\$ 20,776	\$ 19,028	#DIV/0!
51%	122%	184%	#DIV/0!
29%	43%	67%	#DIV/0!
400	-88	138	#DIV/0!

Scoreboard

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Finance Manager	Totals	WALT	JOSIAH
% Retailed of Non-New Franchise	37%	27%	47%
Total # Retail Units	30	15	15
Avg. Days to Sale	45.1	48.9	41.3
Avg. Advertised Price (Time of Sale)	\$ 27,172	\$ 26,280	\$ 28,064
Avg. Transaction Price	\$ 26,921	\$ 26,127	\$ 27,716
Avg. Market Price at 100%	\$ 26,806	\$ 25,626	\$ 28,188
Avg. Price to Market % (Time of Sale)	101%	103%	100%
Avg. Transaction to Market	100%	102%	98%
Avg. Transactional Discount	\$ 250	\$ 154	\$ 347
Avg. Front-End Gross	\$ 2,262	\$ 2,281	\$ 2,244
Avg. Finance Gross	\$ 1,126	\$ 873	\$ 1,379
PUVR	\$ 3,388	\$ 3,154	\$ 3,623
Total Gross (Units & PUVR)	\$ 101,654	\$ 47,304	\$ 54,350
GROI	100%	89%	114%
% with Trade	47%	0%	0%
Avg. Over/Under Allowance	159	198	119



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	30	14	16
Avg. Days to Sale	45.1	47.4	43.1
Avg. Advertised Price (Time of Sale)	\$ 27,172	\$ 32,611	\$ 22,162
Avg. Transaction Price	\$ 26,921	\$ 32,361	\$ 22,162
Avg. Market Price at 100%	\$ 26,806	\$ 32,277	\$ 22,208
Avg. Price to Market % (Time of Sale)	101%	101%	100%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ 250	\$ 250	\$ 251
Avg. Front-End Gross	\$ 2,262	\$ 2,369	\$ 2,169
Avg. Finance Gross	\$ 1,126	\$ 1,371	\$ 912
PUVR	\$ 3,388	\$ 3,740	\$ 3,081
Total Gross (Units & PUVR)	\$ 101,654	\$ 52,355	\$ 49,299
GROI	100%	88%	116%
% with Trade	47%	71%	25%
Avg. Over/Under Allowance	159	144	197



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	30	19	11
Avg. Days to Sale	45.1	42.5	49.6
Avg. Advertised Price (Time of Sale)	\$ 27,172	\$ 27,453	\$ 26,393
Avg. Transaction Price	\$ 26,921	\$ 27,227	\$ 26,393
Avg. Market Price at 100%	\$ 26,806	\$ 27,065	\$ 26,635
Avg. Price to Market % (Time of Sale)	101%	101%	99%
Avg. Transaction to Market	100%	101%	99%
Avg. Transactional Discount	\$ 250	\$ 226	\$ 293
Avg. Front-End Gross	\$ 2,262	\$ 2,216	\$ 2,343
Avg. Finance Gross	\$ 1,126	\$ 1,181	\$ 1,032
PUVR	\$ 3,388	\$ 3,397	\$ 3,375
Total Gross (Units & PUVR)	\$ 101,654	\$ 64,535	\$ 37,120
GROI	100%	106%	93%
% with Trade	47%	53%	36%
Avg. Over/Under Allowance	159	153	179



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	30	15	3
% of Retail Units	100%	50%	10%
% Retailed of Non-New Franchise	37%	40%	67%
Avg. Days to Sale	45.1	49.4	81.0
Avg. Transaction Price	\$ 26,921	\$ 27,700	\$ 36,309
Avg. Transaction to Market %	100%	100%	98%
Avg. Transactional Discount	\$ 250	\$ 367	\$ 167
Avg. Front End Gross	\$ 2,262	\$ 2,170	\$ 2,539
Avg. Finance Gross	\$ 1,126	\$ 982	\$ 1,734
PUVR	\$ 3,388	\$ 3,152	\$ 4,273
Total Gross (Units & PUVR)	\$ 101,654	\$ 47,287	\$ 12,818
GROI	100%	83%	52%
% with Trade	47%	40%	67%
Avg. Over/Under Allowance	159	132	439



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
9	0	0	0
30%	0%	0%	0%
33%	#DIV/0!	#DIV/0!	#DIV/0!
26.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,374	#DIV/0!	#DIV/0!	#DIV/0!
103%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 167	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,039	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,219	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,257	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,317	#DIV/0!	#DIV/0!	#DIV/0!
219%	#DIV/0!	#DIV/0!	#DIV/0!
33%	#DIV/0!	#DIV/0!	#DIV/0!
83	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
2	0	1
7%	0%	3%
0%	#DIV/0!	0%
12.5	#DIV/0!	107.0
\$ 33,500	#DIV/0!	\$ 32,850
99%	#DIV/0!	94%
\$ -	#DIV/0!	\$ -
\$ 3,768	#DIV/0!	\$ 1,818
\$ 1,075	#DIV/0!	\$ 730
\$ 4,843	#DIV/0!	\$ 2,548
\$ 9,685	#DIV/0!	\$ 2,548
416%	#DIV/0!	26%
100%	#DIV/0!	100%
150	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	30	9	7
% of Retail Units	100%	30%	23%
% Retailed of Non-New Franchise	37%	33%	29%
Avg. Days to Sale	45.1	11.4	37.7
Avg. Transaction Price	\$ 26,921	\$ 24,624	\$ 21,032
Avg. Transaction to Market %	100%	101%	102%
Avg. Transactional Discount	\$ 250	\$ 128	\$ 185
Avg. Front End Gross	\$ 2,262	\$ 2,655	\$ 1,898
Avg. Finance Gross	\$ 1,126	\$ 1,430	\$ 582
PUVR	\$ 3,388	\$ 4,084	\$ 2,479
Total Gross (Units & PUVR)	\$ 101,654	\$ 36,757	\$ 17,356
GROI	100%	522%	113%
% with Trade	47%	33%	43%
Avg. Over/Under Allowance	159	183	100



46-60 days	61-90 days	90+ days
8	2	4
27%	7%	13%
50%	0%	50%
50.9	76.0	106.8
\$ 30,876	\$ 33,597	\$ 31,149
101%	100%	97%
\$ 371	\$ 500	\$ 277
\$ 2,126	\$ 2,444	\$ 2,200
\$ 1,112	\$ 1,576	\$ 1,199
\$ 3,238	\$ 4,020	\$ 3,399
\$ 25,905	\$ 8,040	\$ 13,596
74%	57%	37%
50%	50%	75%
124	0	292