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Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Market Price at 100%	Transaction to Market (%)	Transactional Discount (\$)	Front-End Gross	Finance Gross
1	5/1/2762	2013	Mercedes-Benz	SL550	13	Trade on Used			59944	59944	1.07	56022	1.07	0	###	\$ 100.00
1	3/15/3185	2010	Honda	Civic	14	Trade on Used			9645	9545	1.15	8386	1.14	0	###	\$ 100.00
1	4/10/3163	2017	Audi	A3	3	Trade on Used	Yes	Yes	45622	45622	1.04	43867	1.04	100	###	\$ 900.00
1	10/10/3204	2010	Mazda	Mazda3	14	Trade on Used			12644	12644	1.09	11600	1.09	0	###	\$ 100.00
1	10/1/3057	2017	Audi	Q5	17	Trade on Used	Yes	Yes	35445	35445	0.96	36921	0.96	0	###	\$5,996.00
1	11/5/3222	2019	Mercedes-Benz	GLC300	26	Trade on Used	Yes		59951	59951	1.01	59357	1.01	0	###	\$3,519.00
1	3/4/4476	2018	Audi	A4	47	LBO Customer	Yes	Yes	41630	40570	1.04	40028	1.01	0	###	\$2,748.00
1	1/27/3110	2014	Volkswagen	Tiguan	18	Trade on Used			22596	22596	1.08	20922	1.08	0	###	\$ 100.00
1	5/19/3142	2018	Audi	SQ5	2	Trade on Used	Yes	Yes	56511.4	55577.8	1.07	52814	1.05	4000	###	\$3,816.00
1	9/16/3243	2016	Land Rover	Discovery Sport	22	Trade on Used			34939	34939	1.02	34253	1.02	1060	###	\$5,180.00
1	12/14/3020	2019	Audi	SQ5	9	Trade on Used	Yes	Yes	73308	73308	1.04	70488	1.04	0	###	\$3,909.00
1	2/13/3202	2021	Audi	Q7	27	Trade on Used	Yes	Yes	92135	92135	0.97	94984	0.97	933.6	###	\$ 100.00
2	12/16/4475	2020	Jeep	Wrangler	33	Trade on Used			54483	54483	1.07	50918	1.07	0	###	\$3,869.00
3	4/11/3086	2021	Audi	Q3	4	Loaner	Yes	Yes	45705	41905	1.07	42714	0.98	0	###	\$1,595.00
4	1/24/4476	2018	Audi	Q3	22	LBO Customer	Yes	Yes	37660	37660	0.96	39229	0.96	0	\$ 773.34	\$ 500.00
5	11/23/3045	2014	Volkswagen	Jetta	61	Trade on Used			16483	15983	1.03	16002	1	0	###	\$ 100.00
6	11/25/4475	2014	Audi	A5	5	LBO Customer		Yes	26483	26483	1.06	24983	1.06	0	###	\$ 250.00
7	41517X	2021	Audi	Q3	9	Loaner	Yes	Yes	40183	39688	0.94	42747	0.93	3800	###	\$ 100.00
8	4/3/4501	2019	Audi	Q5	29	LBO Customer	Yes	Yes	48950	48950	1.01	48465	1.01	0	###	\$2,516.00
9	3/24/4501	2019	Audi	A7	4	LBO Customer	Yes	Yes	80269.5	80269.5	1.08	74323	1.08	0	###	\$6,457.00
10	8/8/4475	2020	RAM	RAM 1500 Crev	82	Trade on Used			69439	69439	0.96	72332	0.96	0	###	\$1,700.00
11	3/4/4501	2019	Audi	e-tron	9	LBO Customer	Yes	Yes	95884.5	95884.5	1	95884	1	0	###	\$3,878.00
12	9/27/4475	2019	Nissan	370Z	24	Trade on Used			37439	37439	0.98	38203	0.98	500	###	\$2,491.00
13	5/3/4476	2018	Audi	Q5	17	LBO Customer	Yes	Yes	54783.85	54783.85	1.02	53709	1.02	0	###	\$2,533.00
14	5/5/2870	2017	Audi	Q5	43	LBO Customer	Yes	Yes	30739	30739	0.92	33411	0.92	0	###	\$1,215.00
15	4/2/3042	2021	Audi	Q3	5	Loaner	Yes	Yes	40978	40978	0.96	42685	0.96	0	###	\$ 595.00
16	4/13/4476	2019	Audi	Q5	1	LBO Customer	Yes	Yes	47940	47940	1.06	45226	1.06	495	###	\$2,244.00
17	1/23/4501	2018	Audi	S5	6	LBO Customer	Yes	Yes	56450	56450	1.03	54805	1.03	0	###	\$1,580.00
18	4/5/4474	1988	Toyota	MR2	16	Trade on Used			19299	18154	1	19299	0.94	0	###	\$3,360.00

Scoreboard Totals

% Retailed of Non-Franchise Make	0%
Total # Retail Units	46
Avg. Days to Sale	21.7
Avg. Advertised Price (Time of Sale)	\$ 47,678
Avg. Transaction Price	\$ 47,272
Avg. Market Price at 100%	\$ 46,525
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ 303
Avg. Front-End Gross	\$ 4,778
Avg. Finance Gross	\$ 2,055
PUVR	\$ 6,833
Total Gross (Units & PUVR)	\$ 314,322
GROI	239%
% with Trade	43%
Avg. Over/Under Allowance	\$0



Scoreboard

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Desk Manager	Totals	Dylan Jonsson	
% Retailed of Non-New Franchise	0%	0%	#DIV/0!
Total # Retail Units	46	46	0
Avg. Days to Sale	21.7	21.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 47,678	\$ 47,678	#DIV/0!
Avg. Transaction Price	\$ 47,272	\$ 47,272	#DIV/0!
Avg. Market Price at 100%	\$ 46,525	\$ 47,120	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	101%	#DIV/0!
Avg. Transaction to Market	102%	100%	#DIV/0!
Avg. Transactional Discount	\$ 303	\$ 237	#DIV/0!
Avg. Front-End Gross	\$ 4,778	\$ 4,778	#DIV/0!
Avg. Finance Gross	\$ 2,055	\$ 2,055	#DIV/0!
PUVR	\$ 6,833	\$ 6,833	#DIV/0!
Total Gross (Units & PUVR)	\$ 314,322	\$ 314,322	#DIV/0!
GROI	239%	239%	#DIV/0!
% with Trade	43%	43%	#DIV/0!
Avg. Over/Under Allowance	0	0	#DIV/0!



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Scoreboard

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Sales Consultant	Totals	David Vollet	Graham Clarke
% Retailed of Non-New Franchise	0%	0%	0%
Total # Retail Units	46	18	8
Avg. Days to Sale	21.7	22.3	15.8
Avg. Advertised Price (Time of Sale)	\$ 47,678	\$ 49,299	\$ 49,021
Avg. Transaction Price	\$ 47,272	\$ 48,901	\$ 48,961
Avg. Market Price at 100%	\$ 46,525	\$ 49,198	\$ 46,393
Avg. Price to Market % (Time of Sale)	102%	100%	106%
Avg. Transaction to Market	102%	99%	106%
Avg. Transactional Discount	\$ 303	\$ 296	\$ -
Avg. Front-End Gross	\$ 4,778	\$ 5,517	\$ 3,895
Avg. Finance Gross	\$ 2,055	\$ 1,805	\$ 2,470
PUVR	\$ 6,833	\$ 7,322	\$ 6,365
Total Gross (Units & PUVR)	\$ 314,322	\$ 131,798	\$ 50,922
GROI	239%	241%	297%
% with Trade	43%	44%	38%
Avg. Over/Under Allowance	0	0	0



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Todd Lindsay	Adrian Varas		
0%	0%	#DIV/0!	#DIV/0!
12	6	0	0
21.8	21.8	#DIV/0!	#DIV/0!
\$ 34,605	\$ 50,825	#DIV/0!	#DIV/0!
\$ 33,855	\$ 50,479	#DIV/0!	#DIV/0!
\$ 34,358	\$ 49,020	#DIV/0!	#DIV/0!
101%	104%	#DIV/0!	#DIV/0!
99%	103%	#DIV/0!	#DIV/0!
\$ 88	\$ 749	#DIV/0!	#DIV/0!
\$ 3,824	\$ 5,340	#DIV/0!	#DIV/0!
\$ 2,251	\$ 2,465	#DIV/0!	#DIV/0!
\$ 6,075	\$ 7,805	#DIV/0!	#DIV/0!
\$ 72,897	\$ 46,832	#DIV/0!	#DIV/0!
296%	255%	#DIV/0!	#DIV/0!
33%	50%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

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Scoreboard

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Finance Manager	Totals	Brendan Tan	
% Retailed of Non-New Franchise	0%	0%	#DIV/0!
Total # Retail Units	46	46	0
Avg. Days to Sale	21.7	21.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 47,678	\$ 47,678	#DIV/0!
Avg. Transaction Price	\$ 47,272	\$ 47,272	#DIV/0!
Avg. Market Price at 100%	\$ 46,525	\$ 47,120	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	101%	#DIV/0!
Avg. Transaction to Market	102%	100%	#DIV/0!
Avg. Transactional Discount	\$ 303	\$ 237	#DIV/0!
Avg. Front-End Gross	\$ 4,778	\$ 4,778	#DIV/0!
Avg. Finance Gross	\$ 2,055	\$ 2,055	#DIV/0!
PUVR	\$ 6,833	\$ 6,833	#DIV/0!
Total Gross (Units & PUVR)	\$ 314,322	\$ 314,322	#DIV/0!
GROI	239%	239%	#DIV/0!
% with Trade	43%	0%	#DIV/0!
Avg. Over/Under Allowance	0	0	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	46	29	0
Avg. Days to Sale	21.7	20.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 47,678	\$ 55,490	#DIV/0!
Avg. Transaction Price	\$ 47,272	\$ 54,922	#DIV/0!
Avg. Market Price at 100%	\$ 46,525	\$ 55,313	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	100%	#DIV/0!
Avg. Transaction to Market	102%	99%	#DIV/0!
Avg. Transactional Discount	\$ 303	\$ 322	#DIV/0!
Avg. Front-End Gross	\$ 4,778	\$ 5,512	#DIV/0!
Avg. Finance Gross	\$ 2,055	\$ 2,414	#DIV/0!
PUVR	\$ 6,833	\$ 7,926	#DIV/0!
Total Gross (Units & PUVR)	\$ 314,322	\$ 229,844	#DIV/0!
GROI	239%	252%	#DIV/0!
% with Trade	43%	41%	#DIV/0!
Avg. Over/Under Allowance	0	0	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	46	31	0
Avg. Days to Sale	21.7	19.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 47,678	\$ 52,554	#DIV/0!
Avg. Transaction Price	\$ 47,272	\$ 52,007	#DIV/0!
Avg. Market Price at 100%	\$ 46,525	\$ 52,227	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	101%	#DIV/0!
Avg. Transaction to Market	102%	100%	#DIV/0!
Avg. Transactional Discount	\$ 303	\$ 301	#DIV/0!
Avg. Front-End Gross	\$ 4,778	\$ 5,294	#DIV/0!
Avg. Finance Gross	\$ 2,055	\$ 2,159	#DIV/0!
PUVR	\$ 6,833	\$ 7,453	#DIV/0!
Total Gross (Units & PUVR)	\$ 314,322	\$ 231,032	#DIV/0!
GROI	239%	267%	#DIV/0!
% with Trade	43%	39%	#DIV/0!
Avg. Over/Under Allowance	0	0	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	46	0	22
% of Retail Units	100%	0%	48%
% Retailed of Non-New Franchise	0%	#DIV/0!	0%
Avg. Days to Sale	21.7	#DIV/0!	21.2
Avg. Transaction Price	\$ 47,272	#DIV/0!	\$ 42,483
Avg. Transaction to Market %	102%	#DIV/0!	103%
Avg. Transactional Discount	\$ 303	#DIV/0!	\$ 300
Avg. Front End Gross	\$ 4,778	#DIV/0!	\$ 4,804
Avg. Finance Gross	\$ 2,055	#DIV/0!	\$ 1,815
PUVR	\$ 6,833	#DIV/0!	\$ 6,619
Total Gross (Units & PUVR)	\$ 314,322	#DIV/0!	\$ 145,619
GROI	239%	#DIV/0!	265%
% with Trade	43%	#DIV/0!	45%
Avg. Over/Under Allowance	0	#DIV/0!	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	0	5	19
0%	0%	11%	41%
#DIV/0!	#DIV/0!	0%	0%
#DIV/0!	#DIV/0!	6.4	26.4
#DIV/0!	#DIV/0!	\$ 47,432	\$ 52,774
#DIV/0!	#DIV/0!	94%	101%
#DIV/0!	#DIV/0!	\$ 760	\$ 26
#DIV/0!	#DIV/0!	\$ 6,681	\$ 4,247
#DIV/0!	#DIV/0!	\$ 961	\$ 2,621
#DIV/0!	#DIV/0!	\$ 7,642	\$ 6,868
#DIV/0!	#DIV/0!	\$ 38,212	\$ 130,491
#DIV/0!	#DIV/0!	906%	177%
#DIV/0!	#DIV/0!	60%	37%
#DIV/0!	#DIV/0!	0	0

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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	46	37	3
% of Retail Units	100%	80%	7%
% Retailed of Non-New Franchise	0%	0%	0%
Avg. Days to Sale	21.7	13.2	35.7
Avg. Transaction Price	\$ 47,272	\$ 45,342	\$ 35,654
Avg. Transaction to Market %	102%	102%	100%
Avg. Transactional Discount	\$ 303	\$ 294	\$ -
Avg. Front End Gross	\$ 4,778	\$ 4,966	\$ 3,646
Avg. Finance Gross	\$ 2,055	\$ 1,868	\$ 2,890
PUVR	\$ 6,833	\$ 6,834	\$ 6,536
Total Gross (Units & PUVR)	\$ 314,322	\$ 252,866	\$ 19,608
GROI	239%	412%	185%
% with Trade	43%	38%	67%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
2	4	0
4%	9%	0%
0%	0%	#DIV/0!
49.5	76.8	#DIV/0!
\$ 44,577	\$ 75,180	#DIV/0!
104%	96%	#DIV/0!
\$ -	\$ -	#DIV/0!
\$ 2,524	\$ 5,009	#DIV/0!
\$ 6,386	\$ 999	#DIV/0!
\$ 8,910	\$ 6,007	#DIV/0!
\$ 17,819	\$ 24,029	#DIV/0!
145%	37%	#DIV/0!
100%	50%	#DIV/0!
0	0	#DIV/0!