

| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|-----------------|--------------------|---------------------|
| Sam | Humberto | Ding |
| Cesar | Mario | Steven |
| | | Vanessa |
| | | Jorge |
| | | Jason |
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| 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 | P1473 | 2019 | Acura | MDX | 6 | LBO Customer | Yes | \$ 32,610 | \$ 32,610 | 92% | \$1,860 | \$805 |
| 2 | P1474 | 2020 | Acura | Mdx | 10 | Street/Curb Buy | Yes | \$ 38,910 | \$ 38,910 | 94% | \$2,200 | \$1,132 |
| 3 | A26261 | 2020 | Acura | Rdx | 10 | Trade on New | Yes | \$ 38,495 | \$ 38,495 | 92% | \$1,828 | \$3,780 |
| 4 | P1481 | 18 | Acura | Tlx | 18 | LBO Customer | Yes | \$ 24,808 | \$ 23,997 | 90% | \$1,440 | \$1,645 |
| 5 | P1432 | 2019 | Nissan | Murano | 83 | Rental Fleet (Enterprise, etc) | No | \$ 26,199 | \$ 25,495 | 98% | \$808 | \$3,931 |
| 6 | P1483 | 2015 | Toyota | Prius | 2 | Other | No | \$ 14,595 | \$ 14,595 | 90% | \$1,810 | \$1,900 |
| 7 | A29231 | 2021 | Acura | Rdx | 70 | Trade on New | Yes | \$ 46,490 | \$ 45,995 | 97% | \$1,669 | \$1,110 |
| 8 | A29541 | 2018 | Chevrolet | Camaro | 32 | Trade on New | No | \$ 56,995 | \$ 56,995 | 95% | \$4,020 | \$2,084 |
| 9 | A29911 | 2005 | Acura | Tl | 21 | Trade on Used | No | \$ 7,995 | \$ 7,995 | 92% | \$3,642 | \$0 |
| 10 | A29781 | 2018 | Acura | Ilx | 39 | Trade on New | Yes | \$ 23,995 | \$ 23,995 | 93% | \$2,008 | \$3,604 |
| 11 | P2586 | 2021 | Acura | Tlx | 43 | Loaner | Yes | \$ 43,995 | \$ 43,995 | 98% | \$5,578 | \$2,916 |
| 12 | A29901 | 2014 | BMW | X5 | 21 | Trade on Used | No | \$ 20,995 | \$ 20,995 | 92% | \$3,314 | \$0 |
| 13 | P1480 | 2019 | Acura | Rdx | 7 | LBO Customer | Yes | \$ 32,998 | \$ 32,776 | 91% | \$5,558 | \$0 |
| 14 | A29181 | 2019 | GMC | Sierra | 127 | Trade on Used | No | \$ 41,690 | \$ 40,998 | 96% | \$3,736 | \$1,018 |
| 15 | A28801 | 2019 | Acura | Tlx | 26 | Trade on New | Yes | \$ 33,995 | \$ 33,698 | 97% | \$3,460 | \$2,811 |
| 16 | P1414 | 2019 | Acura | Mdx | 101 | LBO Customer | Yes | \$ 41,809 | \$ 40,495 | 97% | \$380 | \$914 |
| 17 | A29921 | 2021 | Jeep | Wrangler | 16 | Trade on Used | No | \$ 59,998 | \$ 59,998 | 96% | \$4,443 | \$3,514 |
| 18 | A29542 | 2013 | Chevrolet | Camaro | 10 | Trade on New | No | \$ 14,994 | \$ 14,660 | 93% | \$3,324 | \$595 |
| 19 | A29511 | 2019 | Acura | Tlx | 73 | Trade on New | Yes | \$ 30,490 | \$ 29,991 | 99% | \$749 | \$2,531 |
| 20 | A29731 | 2021 | Acura | Rdx | 52 | Trade on New | Yes | \$ 46,995 | \$ 46,995 | 98% | \$219 | \$2,901 |
| 21 | A29871 | 2019 | Toyota | Highlander | 33 | Trade on New | No | \$ 46,995 | \$ 46,995 | 95% | \$1,160 | \$2,726 |
| 22 | P1495 | 2018 | Acura | Rdx | 6 | LBO Customer | Yes | \$ 28,395 | \$ 28,395 | 94% | \$2,201 | \$2,668 |
| 23 | P2615 | 2021 | Acura | Tlx | 58 | Loaner | Yes | \$ 42,998 | \$ 42,998 | 91% | \$3,358 | \$100 |
| 24 | P1475 | 2019 | Acura | Tlx | 32 | Trade on New | Yes | \$ 30,788 | \$ 30,499 | 90% | \$2,853 | \$2,840 |
| 25 | P1447 | 2019 | Acura | Mdx | 68 | Trade on New | Yes | \$ 34,808 | \$ 34,113 | 97% | \$1,026 | \$2,614 |
| 26 | P1498 | 2019 | Acura | Tlx | 11 | LBO Customer | Yes | \$ 32,298 | \$ 32,298 | 95% | \$1,578 | \$1,844 |
| 27 | P1478 | 2019 | Acura | Mdx | 27 | Trade on New | Yes | \$ 42,619 | \$ 42,000 | 99% | \$7,108 | \$1,102 |

| | | | | | | | | | | | | | | |
|----|--------|------|-----------|------------|-----|---------------|-----|----|--------|----|--------|-----|---------|---------|
| 28 | A29801 | 2020 | Acura | Rdx | 62 | Trade on New | Yes | \$ | 38,994 | \$ | 38,994 | 98% | \$2,667 | \$100 |
| 29 | A30171 | 2019 | Acura | Rdx | 18 | Trade on New | Yes | \$ | 34,440 | \$ | 34,190 | 96% | \$681 | \$0 |
| 30 | A29531 | 2019 | Toyota | Camry | 48 | Trade on New | No | \$ | 28,440 | \$ | 28,440 | 97% | \$1,205 | \$850 |
| 31 | P1476 | 2020 | Acura | Ilx | 35 | Trade on New | Yes | \$ | 29,740 | \$ | 29,490 | 92% | \$650 | \$2,080 |
| 32 | A29501 | 2019 | Acura | Rdx | 107 | Trade on New | Yes | \$ | 42,615 | \$ | 41,990 | 96% | \$780 | \$604 |
| 33 | A30321 | 2017 | Honda | Accord | 22 | Trade on New | No | \$ | 28,640 | \$ | 28,640 | 93% | \$962 | \$3,140 |
| 34 | A26001 | 2019 | Dodge | Challenger | 65 | Trade on New | No | \$ | 28,440 | \$ | 27,468 | 99% | \$191 | \$1,299 |
| 35 | P1451 | 2019 | Acura | Rdx | 74 | Trade on Used | Yes | \$ | 33,499 | \$ | 33,499 | 92% | \$1,688 | \$2,025 |
| 36 | P1501 | 2020 | Acura | Rdx | 8 | LBO Customer | Yes | \$ | 39,249 | \$ | 39,249 | 94% | \$1,460 | \$1,393 |
| 37 | P1487 | 2019 | Acura | Mdx | 32 | Trade on New | Yes | \$ | 42,680 | \$ | 42,680 | 96% | \$4,521 | \$1,100 |
| 38 | P14221 | 2018 | Chevrolet | 1500 | 26 | Trade on Used | No | \$ | 30,849 | \$ | 29,999 | 96% | \$1,069 | \$2,408 |
| 39 | A26752 | 2020 | Kia | Soul | 72 | Trade on New | No | \$ | 22,408 | \$ | 22,408 | 98% | \$636 | \$1,631 |
| 40 | P2611 | 2021 | Acura | Rdx | 37 | Loaner | Yes | \$ | 38,790 | \$ | 38,790 | 97% | \$2,553 | \$0 |
| 41 | A30151 | 2013 | Toyota | Avalon | 20 | Trade on Used | No | \$ | 13,995 | \$ | 13,995 | 92% | \$4,055 | \$1,097 |
| 42 | A30173 | 2019 | Acura | Tlx | 13 | Trade on New | Yes | \$ | 30,408 | \$ | 30,408 | 98% | \$2,492 | \$734 |
| 43 | P1510 | 2019 | Nissan | Sentra | 10 | Trade on New | No | \$ | 18,649 | \$ | 18,649 | 94% | \$852 | \$1,390 |
| 44 | A30361 | 2019 | Acura | Tlx | 15 | Trade on Used | Yes | \$ | 29,795 | \$ | 29,795 | 96% | \$310 | \$1,300 |
| 45 | A30401 | 2021 | Acura | Rdx | 21 | Loaner | Yes | \$ | 38,949 | \$ | 38,949 | 97% | \$2,082 | \$1,750 |
| 46 | P1509 | 2019 | Nissan | Sentra | 12 | Trade on New | No | \$ | 18,780 | \$ | 18,780 | 94% | \$1,000 | \$2,990 |
| 47 | A29841 | 2021 | Acura | Ilx | 72 | Trade on New | Yes | \$ | 30,440 | \$ | 30,440 | 97% | \$912 | \$750 |
| 48 | P1515 | 2020 | Dodge | Caravan | 18 | Trade on New | No | \$ | 28,994 | \$ | 28,994 | 95% | \$1,808 | \$2,241 |
| 49 | A30191 | 2017 | Acura | Mdx | 25 | Trade on New | No | \$ | 28,749 | \$ | 28,749 | 93% | \$2,542 | \$200 |
| 50 | P1517 | 2019 | Acura | Rdx | 20 | Loaner | Yes | \$ | 34,410 | \$ | 34,410 | 96% | \$1,240 | \$1,835 |
| 51 | A28701 | 2020 | Kia | Soul | 19 | Trade on New | No | \$ | 23,949 | \$ | 23,949 | 97% | \$1,108 | \$895 |
| 52 | A30461 | 2017 | Honda | Accord | 12 | Trade on New | No | \$ | 17,840 | \$ | 17,840 | 94% | \$1,198 | \$800 |
| 53 | P1521 | 2020 | Acura | Tlx | 18 | Trade on New | Yes | \$ | 38,970 | \$ | 38,595 | 96% | \$2,001 | \$1,044 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 42% |
| Total # Retail Units | 79 |
| Avg. Days to Sale | 38.0 |
| Avg. Advertised Price (Time of Sale) | \$ 30,771 |
| Avg. Transaction Price | \$ 30,561 |
| Avg. Market Price at 100% | \$ 32,240 |
| Avg. Price to Market % (Time of Sale) | 95% |
| Avg. Transaction to Market | 95% |
| Avg. Transactional Discount | \$ 210 |
| Avg. Front-End Gross | \$ 1,878 |
| Avg. Finance Gross | \$ 1,715 |
| PUVR | \$ 3,593 |
| Total Gross (Units & PUVR) | \$ 283,825 |
| GROI | 111% |
| % with Trade | 27% |
| Avg. Over/Under Allowance | \$360 |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | Sam | Cesar |
|---------------------------------------|------------|------------|-----------|
| % Retailed of Non-New Franchise | 42% | 41% | 44% |
| Total # Retail Units | 79 | 54 | 25 |
| Avg. Days to Sale | 38.0 | 38.9 | 36.1 |
| Avg. Advertised Price (Time of Sale) | \$ 30,771 | \$ 31,619 | \$ 28,939 |
| Avg. Transaction Price | \$ 30,561 | \$ 31,412 | \$ 28,723 |
| Avg. Market Price at 100% | \$ 32,240 | \$ 33,077 | \$ 30,257 |
| Avg. Price to Market % (Time of Sale) | 95% | 96% | 96% |
| Avg. Transaction to Market | 95% | 95% | 95% |
| Avg. Transactional Discount | \$ 210 | \$ 207 | \$ 216 |
| Avg. Front-End Gross | \$ 1,878 | \$ 1,815 | \$ 2,013 |
| Avg. Finance Gross | \$ 1,715 | \$ 1,723 | \$ 1,698 |
| PUVR | \$ 3,593 | \$ 3,538 | \$ 3,711 |
| Total Gross (Units & PUVR) | \$ 283,825 | \$ 191,042 | \$ 92,783 |
| GROI | 111% | 104% | 129% |
| % with Trade | 27% | 26% | 28% |
| Avg. Over/Under Allowance | 360 | 283 | 523 |



Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | Ding | Steven |
|---------------------------------------|------------|-----------|-----------|
| % Retailed of Non-New Franchise | 42% | 38% | 44% |
| Total # Retail Units | 79 | 16 | 18 |
| Avg. Days to Sale | 38.0 | 27.1 | 38.9 |
| Avg. Advertised Price (Time of Sale) | \$ 30,771 | \$ 33,363 | \$ 33,321 |
| Avg. Transaction Price | \$ 30,561 | \$ 33,315 | \$ 33,155 |
| Avg. Market Price at 100% | \$ 32,240 | \$ 34,893 | \$ 35,001 |
| Avg. Price to Market % (Time of Sale) | 95% | 96% | 95% |
| Avg. Transaction to Market | 95% | 95% | 95% |
| Avg. Transactional Discount | \$ 210 | \$ 48 | \$ 166 |
| Avg. Front-End Gross | \$ 1,878 | \$ 2,396 | \$ 1,814 |
| Avg. Finance Gross | \$ 1,715 | \$ 1,262 | \$ 1,822 |
| PUVR | \$ 3,593 | \$ 3,658 | \$ 3,636 |
| Total Gross (Units & PUVR) | \$ 283,825 | \$ 58,530 | \$ 65,446 |
| GROI | 111% | 146% | 101% |
| % with Trade | 27% | 31% | 28% |
| Avg. Over/Under Allowance | 360 | 450 | 292 |



n list, then scroll up to select your staff member for each column.)

| Vanessa | Jorge | Jason | |
|-----------|-----------|-----------|---------|
| 43% | 48% | 30% | #DIV/0! |
| 14 | 21 | 10 | 0 |
| 57.4 | 37.9 | 26.9 | #DIV/0! |
| \$ 27,763 | \$ 29,014 | \$ 29,936 | #DIV/0! |
| \$ 27,382 | \$ 28,779 | \$ 29,680 | #DIV/0! |
| \$ 29,033 | \$ 30,096 | \$ 31,581 | #DIV/0! |
| 96% | 96% | 95% | #DIV/0! |
| 94% | 96% | 94% | #DIV/0! |
| \$ 381 | \$ 235 | \$ 256 | #DIV/0! |
| \$ 1,417 | \$ 1,909 | \$ 1,744 | #DIV/0! |
| \$ 2,075 | \$ 1,911 | \$ 1,330 | #DIV/0! |
| \$ 3,493 | \$ 3,820 | \$ 3,074 | #DIV/0! |
| \$ 48,897 | \$ 80,217 | \$ 30,735 | #DIV/0! |
| 80% | 126% | 139% | #DIV/0! |
| 14% | 29% | 30% | #DIV/0! |
| 375 | 402 | 250 | #DIV/0! |

Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | Humberto | Mario |
|---------------------------------------|------------|------------|-----------|
| % Retailed of Non-New Franchise | 42% | 40% | 47% |
| Total # Retail Units | 79 | 60 | 19 |
| Avg. Days to Sale | 38.0 | 37.4 | 39.9 |
| Avg. Advertised Price (Time of Sale) | \$ 30,771 | \$ 30,531 | \$ 31,528 |
| Avg. Transaction Price | \$ 30,561 | \$ 30,347 | \$ 31,237 |
| Avg. Market Price at 100% | \$ 32,240 | \$ 31,861 | \$ 33,206 |
| Avg. Price to Market % (Time of Sale) | 95% | 96% | 95% |
| Avg. Transaction to Market | 95% | 95% | 94% |
| Avg. Transactional Discount | \$ 210 | \$ 184 | \$ 291 |
| Avg. Front-End Gross | \$ 1,878 | \$ 1,801 | \$ 2,121 |
| Avg. Finance Gross | \$ 1,715 | \$ 1,764 | \$ 1,560 |
| PUVR | \$ 3,593 | \$ 3,565 | \$ 3,681 |
| Total Gross (Units & PUVR) | \$ 283,825 | \$ 213,883 | \$ 69,942 |
| GROI | 111% | 113% | 106% |
| % with Trade | 27% | 0% | 0% |
| Avg. Over/Under Allowance | 360 | 266 | 611 |



Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 79 | 42 | 37 |
| Avg. Days to Sale | 38.0 | 40.3 | 35.5 |
| Avg. Advertised Price (Time of Sale) | \$ 30,771 | \$ 35,205 | \$ 25,556 |
| Avg. Transaction Price | \$ 30,561 | \$ 34,971 | \$ 25,556 |
| Avg. Market Price at 100% | \$ 32,240 | \$ 36,703 | \$ 27,056 |
| Avg. Price to Market % (Time of Sale) | 95% | 96% | 94% |
| Avg. Transaction to Market | 95% | 95% | 94% |
| Avg. Transactional Discount | \$ 210 | \$ 234 | \$ 183 |
| Avg. Front-End Gross | \$ 1,878 | \$ 2,014 | \$ 1,723 |
| Avg. Finance Gross | \$ 1,715 | \$ 1,700 | \$ 1,731 |
| PUVR | \$ 3,593 | \$ 3,715 | \$ 3,454 |
| Total Gross (Units & PUVR) | \$ 283,825 | \$ 156,021 | \$ 127,804 |
| GROI | 111% | 95% | 137% |
| % with Trade | 27% | 24% | 30% |
| Avg. Over/Under Allowance | 360 | 318 | 401 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 79 | 46 | 33 |
| Avg. Days to Sale | 38.0 | 38.8 | 36.8 |
| Avg. Advertised Price (Time of Sale) | \$ 30,771 | \$ 33,853 | \$ 26,269 |
| Avg. Transaction Price | \$ 30,561 | \$ 33,640 | \$ 26,269 |
| Avg. Market Price at 100% | \$ 32,240 | \$ 35,347 | \$ 27,776 |
| Avg. Price to Market % (Time of Sale) | 95% | 96% | 95% |
| Avg. Transaction to Market | 95% | 95% | 95% |
| Avg. Transactional Discount | \$ 210 | \$ 214 | \$ 205 |
| Avg. Front-End Gross | \$ 1,878 | \$ 2,017 | \$ 1,684 |
| Avg. Finance Gross | \$ 1,715 | \$ 1,635 | \$ 1,826 |
| PUVR | \$ 3,593 | \$ 3,652 | \$ 3,510 |
| Total Gross (Units & PUVR) | \$ 283,825 | \$ 167,991 | \$ 115,834 |
| GROI | 111% | 101% | 131% |
| % with Trade | 27% | 22% | 33% |
| Avg. Over/Under Allowance | 360 | 292 | 441 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 79 | 40 | 17 |
| % of Retail Units | 100% | 51% | 22% |
| % Retailed of Non-New Franchise | 42% | 43% | 59% |
| Avg. Days to Sale | 38.0 | 44.6 | 39.2 |
| Avg. Transaction Price | \$ 30,561 | \$ 31,414 | \$ 26,359 |
| Avg. Transaction to Market % | 95% | 95% | 94% |
| Avg. Transactional Discount | \$ 210 | \$ 262 | \$ 179 |
| Avg. Front End Gross | \$ 1,878 | \$ 1,643 | \$ 2,024 |
| Avg. Finance Gross | \$ 1,715 | \$ 1,888 | \$ 1,290 |
| PUVR | \$ 3,593 | \$ 3,531 | \$ 3,314 |
| Total Gross (Units & PUVR) | \$ 283,825 | \$ 141,250 | \$ 56,345 |
| GROI | 111% | 91% | 116% |
| % with Trade | 27% | 25% | 12% |
| Avg. Over/Under Allowance | 360 | 242 | 625 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|-----------|--------------|
| 1 | 0 | 7 | 8 |
| 1% | 0% | 9% | 10% |
| 0% | #DIV/0! | 0% | 0% |
| 10.0 | #DIV/0! | 31.4 | 20.6 |
| \$ 38,910 | #DIV/0! | \$ 40,678 | \$ 32,602 |
| 94% | #DIV/0! | 96% | 93% |
| \$ - | #DIV/0! | \$ - | \$ 293 |
| \$ 2,200 | #DIV/0! | \$ 2,671 | \$ 2,519 |
| \$ 1,132 | #DIV/0! | \$ 1,707 | \$ 1,434 |
| \$ 3,332 | #DIV/0! | \$ 4,378 | \$ 3,954 |
| \$ 3,332 | #DIV/0! | \$ 30,647 | \$ 31,628 |
| 308% | #DIV/0! | 123% | 212% |
| 0% | #DIV/0! | 43% | 25% |
| #DIV/0! | #DIV/0! | 667 | 500 |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other |
|----------------|--------------------------------|-----------|
| 0 | 5 | 1 |
| 0% | 6% | 1% |
| #DIV/0! | 100% | 100% |
| #DIV/0! | 31.2 | 2.0 |
| #DIV/0! | \$ 22,121 | \$ 14,595 |
| #DIV/0! | 95% | 90% |
| #DIV/0! | \$ 141 | \$ - |
| #DIV/0! | \$ 1,072 | \$ 1,810 |
| #DIV/0! | \$ 2,311 | \$ 1,900 |
| #DIV/0! | \$ 3,383 | \$ 3,710 |
| #DIV/0! | \$ 16,913 | \$ 3,710 |
| #DIV/0! | 176% | 4576% |
| #DIV/0! | 60% | 100% |
| #DIV/0! | 333 | 0 |

Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units | 79 | 46 | 10 |
| % of Retail Units | 100% | 58% | 13% |
| % Retailed of Non-New Franchise | 42% | 46% | 30% |
| Avg. Days to Sale | 38.0 | 16.9 | 35.1 |
| Avg. Transaction Price | \$ 30,561 | \$ 28,708 | \$ 35,612 |
| Avg. Transaction to Market % | 95% | 94% | 95% |
| Avg. Transactional Discount | \$ 210 | \$ 138 | \$ 54 |
| Avg. Front End Gross | \$ 1,878 | \$ 2,114 | \$ 2,487 |
| Avg. Finance Gross | \$ 1,715 | \$ 1,597 | \$ 2,015 |
| PUVR | \$ 3,593 | \$ 3,711 | \$ 4,503 |
| Total Gross (Units & PUVR) | \$ 283,825 | \$ 170,707 | \$ 45,026 |
| GROI | 111% | 275% | 130% |
| % with Trade | 27% | 26% | 20% |
| Avg. Over/Under Allowance | 360 | 396 | 333 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|-----------|
| 6 | 10 | 7 |
| 8% | 13% | 9% |
| 50% | 30% | 43% |
| 53.8 | 71.8 | 118.9 |
| \$ 32,235 | \$ 31,085 | \$ 33,337 |
| 95% | 97% | 95% |
| \$ 3 | \$ 342 | \$ 892 |
| \$ 1,607 | \$ 1,077 | \$ 834 |
| \$ 1,633 | \$ 1,861 | \$ 1,920 |
| \$ 3,240 | \$ 2,938 | \$ 2,754 |
| \$ 19,437 | \$ 29,378 | \$ 19,277 |
| 67% | 47% | 25% |
| 50% | 30% | 14% |
| 250 | 138 | 1,000 |