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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
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	\$ 15,789	87%	\$ 1,200	\$1,500	\$500
1	P0122	2019	VOLKSWAGEN	GOLF GTI	3	uction/Wholesale	NO	Yes	\$ 38,998	\$ 38,998	110%	\$ 35,453	110%	\$ -	\$1,357	\$2,631
2	22-0071A	2019	MAZDA	CX-5	155	Trade on New	NO	No	\$ 30,998	\$ 30,998	99%	\$ 31,311	99%	\$ -	(\$681)	\$4,535
3	P0062	2019	VOLKSWAGEN	GOLF	60	uction/Wholesale	No	Yes	\$ 26,998	\$ 26,998	104%	\$ 25,960	104%	\$ -	(\$1,868)	\$4,706
4	22-0167A	2020	VOLKSWAGEN	JETTA GLI	19	Trade on New	NO	Yes	\$ 34,998	\$ 34,399	106%	\$ 33,017	104%	\$ 599	\$2,641	\$4,871
5	P0028	2019	TOYOTA	CAMRY	164	uction/Wholesale	NO	No	\$ 29,998	\$ 29,998	98%	\$ 30,610	98%	\$ -	(\$573)	\$1,500
6	P0067A	2013	HYUNDAI	ELANTRA	24	Trade on Used	NO	No	\$ 13,998	\$ 13,998	114%	\$ 12,279	114%	\$ -	\$3,560	\$0
7	P0130	2019	VOLKSWAGEN	GOLF	15	uction/Wholesale	NO	Yes	\$ 28,998	\$ 28,998	116%	\$ 24,998	116%	\$ -	\$266	\$4,124
8	P0139	2022	VOLKSWAGEN	JETTA	5	Street/Curb Buy	YES	Yes	\$ 34,388	\$ 34,388	101%	\$ 34,048	101%	\$ -	\$1,316	\$2,129
9	P0134	2021	VOLKSWAGEN	ATLAS	13	uction/Wholesale	NO	Yes	\$ 50,998	\$ 50,998	100%	\$ 50,998	100%	\$ -	\$3,779	\$0
10	P0073B	2015	HYUNDAI	ACCENT	3	Trade on Used	NO	No	\$ 13,397	\$ 13,397	116%	\$ 11,549	116%	\$ -	\$3,037	\$0
11	P0124	2019	VOLKSWAGEN	TIGUAN	39	Street/Curb Buy	NO	Yes	\$ 27,998	\$ 27,998	102%	\$ 27,449	102%	\$ -	\$1,904	\$0
12	P0126	2019	HONDA	CR-V	23	uction/Wholesale	NO	No	\$ 31,998	\$ 31,499	100%	\$ 31,998	98%	\$ 499	\$296	\$2,714
13	P0065	2022	TOYOTA	CAMRY	81	uction/Wholesale	NO	No	\$ 50,998	\$ 50,998	109%	\$ 46,787	109%	\$ -	(\$397)	\$2,766
14	P0080	2020	TOYOTA	COROLLA HB	73	uction/Wholesale	NO	No	\$ 28,397	\$ 28,397	117%	\$ 24,271	117%	\$ -	(\$407)	\$1,274
15	P0088	2019	VOLKSWAGEN	JETTA	70	uction/Wholesale	NO	Yes	\$ 27,998	\$ 27,998	103%	\$ 27,183	103%	\$ -	(\$388)	\$2,320
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Scoreboard Totals

% Retailed of Non-Franchise Make	47%
Total # Retail Units	15
Avg. Days to Sale	49.8
Avg. Advertised Price (Time of Sale)	\$ 31,411
Avg. Transaction Price	\$ 31,337
Avg. Market Price at 100%	\$ 29,540
Avg. Price to Market % (Time of Sale)	106%
Avg. Transaction to Market	106%
Avg. Transactional Discount	\$ 73
Avg. Front-End Gross	\$ 923
Avg. Finance Gross	\$ 2,238
PUVR	\$ 3,161
Total Gross (Units & PUVR)	\$ 47,410
GROI	73%
% with Trade	27%
Avg. Over/Under Allowance	\$500



ACADEMY

Scoreboard

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Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	47%	#DIV/0!	#DIV/0!
Total # Retail Units	15	0	0
Avg. Days to Sale	49.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,411	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,337	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,540	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	106%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	106%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 73	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 923	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,238	#DIV/0!	#DIV/0!
PUVR	\$ 3,161	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 47,410	#DIV/0!	#DIV/0!
GROI	73%	#DIV/0!	#DIV/0!
% with Trade	27%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	500	#DIV/0!	#DIV/0!



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Scoreboard

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Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	47%	#DIV/0!	#DIV/0!
Total # Retail Units	15	0	0
Avg. Days to Sale	49.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,411	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,337	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,540	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	106%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	106%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 73	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 923	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,238	#DIV/0!	#DIV/0!
PUVR	\$ 3,161	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 47,410	#DIV/0!	#DIV/0!
GROI	73%	#DIV/0!	#DIV/0!
% with Trade	27%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	500	#DIV/0!	#DIV/0!



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Scoreboard

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Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	47%	#DIV/0!	#DIV/0!
Total # Retail Units	15	0	0
Avg. Days to Sale	49.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,411	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,337	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,540	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	106%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	106%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 73	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 923	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,238	#DIV/0!	#DIV/0!
PUVR	\$ 3,161	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 47,410	#DIV/0!	#DIV/0!
GROI	73%	#DIV/0!	#DIV/0!
% with Trade	27%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	500	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	15	1	14
Avg. Days to Sale	49.8	5.0	53.0
Avg. Advertised Price (Time of Sale)	\$ 31,411	\$ 34,388	\$ 31,119
Avg. Transaction Price	\$ 31,337	\$ 34,388	\$ 31,119
Avg. Market Price at 100%	\$ 29,540	\$ 34,048	\$ 29,562
Avg. Price to Market % (Time of Sale)	106%	101%	105%
Avg. Transaction to Market	106%	101%	105%
Avg. Transactional Discount	\$ 73	\$ -	\$ 78
Avg. Front-End Gross	\$ 923	\$ 1,316	\$ 895
Avg. Finance Gross	\$ 2,238	\$ 2,129	\$ 2,246
PUVR	\$ 3,161	\$ 3,444	\$ 3,140
Total Gross (Units & PUVR)	\$ 47,410	\$ 3,444	\$ 43,965
GROI	73%	721%	69%
% with Trade	27%	0%	29%
Avg. Over/Under Allowance	500	#DIV/0!	500



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	15	8	7
Avg. Days to Sale	49.8	28.0	74.7
Avg. Advertised Price (Time of Sale)	\$ 31,411	\$ 33,922	\$ 28,469
Avg. Transaction Price	\$ 31,337	\$ 33,847	\$ 28,469
Avg. Market Price at 100%	\$ 29,540	\$ 32,388	\$ 26,972
Avg. Price to Market % (Time of Sale)	106%	105%	106%
Avg. Transaction to Market	106%	105%	106%
Avg. Transactional Discount	\$ 73	\$ 75	\$ 71
Avg. Front-End Gross	\$ 923	\$ 1,126	\$ 691
Avg. Finance Gross	\$ 2,238	\$ 2,598	\$ 1,827
PUVR	\$ 3,161	\$ 3,723	\$ 2,518
Total Gross (Units & PUVR)	\$ 47,410	\$ 29,785	\$ 17,624
GROI	73%	141%	43%
% with Trade	27%	25%	29%
Avg. Over/Under Allowance	500	0	1,000



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	15	2	2
% of Retail Units	100%	13%	13%
% Retailed of Non-New Franchise	47%	50%	100%
Avg. Days to Sale	49.8	87.0	13.5
Avg. Transaction Price	\$ 31,337	\$ 32,699	\$ 13,698
Avg. Transaction to Market %	106%	102%	115%
Avg. Transactional Discount	\$ 73	\$ 300	\$ -
Avg. Front End Gross	\$ 923	\$ 980	\$ 3,298
Avg. Finance Gross	\$ 2,238	\$ 4,703	\$ -
PUVR	\$ 3,161	\$ 5,683	\$ 3,298
Total Gross (Units & PUVR)	\$ 47,410	\$ 11,366	\$ 6,597
GROI	73%	72%	642%
% with Trade	27%	50%	0%
Avg. Over/Under Allowance	500	0	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	9	0	0
13%	60%	0%	0%
0%	44%	#DIV/0!	#DIV/0!
22.0	55.8	#DIV/0!	#DIV/0!
\$ 31,193	\$ 34,987	#DIV/0!	#DIV/0!
102%	106%	#DIV/0!	#DIV/0!
\$ -	\$ 55	#DIV/0!	#DIV/0!
\$ 1,610	\$ 229	#DIV/0!	#DIV/0!
\$ 1,064	\$ 2,448	#DIV/0!	#DIV/0!
\$ 2,674	\$ 2,678	#DIV/0!	#DIV/0!
\$ 5,348	\$ 24,099	#DIV/0!	#DIV/0!
140%	49%	#DIV/0!	#DIV/0!
0%	33%	#DIV/0!	#DIV/0!
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	15	8	1
% of Retail Units	100%	53%	7%
% Retailed of Non-New Franchise	47%	38%	0%
Avg. Days to Sale	49.8	13.1	39.0
Avg. Transaction Price	\$ 31,337	\$ 30,834	\$ 27,998
Avg. Transaction to Market %	106%	107%	102%
Avg. Transactional Discount	\$ 73	\$ 137	\$ -
Avg. Front End Gross	\$ 923	\$ 2,031	\$ 1,904
Avg. Finance Gross	\$ 2,238	\$ 2,059	\$ -
PUVR	\$ 3,161	\$ 4,090	\$ 1,904
Total Gross (Units & PUVR)	\$ 47,410	\$ 32,719	\$ 1,904
GROI	73%	364%	63%
% with Trade	27%	25%	0%
Avg. Over/Under Allowance	500	0	#DIV/0!



46-60 days	61-90 days	90+ days
1	3	2
7%	20%	13%
0%	67%	100%
60.0	74.7	159.5
\$ 26,998	\$ 35,798	\$ 30,498
104%	110%	99%
\$ -	\$ -	\$ -
\$ (1,868)	\$ (397)	\$ (627)
\$ 4,706	\$ 2,120	\$ 3,017
\$ 2,837	\$ 1,723	\$ 2,391
\$ 2,837	\$ 5,168	\$ 4,781
63%	23%	18%
0%	33%	50%
#DIV/0!	2,000	0