

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	CP2538	2019	mazda	CX-5	87	Street/Curb Buy	No	\$ 24,900	\$ 25,599	99%	\$1,507	\$2,108
2	CP2475	2020	nissan	ALTIMA	4	Street/Curb Buy	No	\$ 29,750	\$ 30,399	97%	\$3,958	\$0
3	kbb669061	2021	ram	3500 CHASIS	7	Street/Curb Buy	No	\$ 63,994	\$ 62,584	96%	\$3,283	\$5,249
4	CP2612	2020	dodge	DURANGO	74	Trade on New	Yes	\$ 38,261	\$ 36,502	102%	\$2,122	\$3,181
5	CP2621	2020	ram	1500 CLAS	70	Auction/Wholesale	Yes	\$ 32,991	\$ 31,800	97%	\$2,124	\$5,355
6	196320A	2017	dodge	CHALLENGE	7	Trade on Used	Yes	\$ 24,013	\$ 28,675	94%	\$7,533	\$2,897
7	CP2652	2020	jeep	CHEROKEE	49	Auction/Wholesale	Yes	\$ 22,000	\$ 22,400	100%	(\$1,156)	\$3,733
8	103723B	2017	jeep	COMPASS	86	Street/Curb Buy	Yes	\$ 16,999	\$ 14,500	96%	\$7,341	\$475
9	CP2487	2017	jeep	WRANGLER	207	Trade on New	Yes	\$ 36,218	\$ 28,366	93%	(\$2,290)	\$3,260
10	CP2701	2013	gmc	TERRAIN	20	Street/Curb Buy	No	\$ 12,750	\$ 11,476	93%	\$3,874	\$0
11	209217A1	2021	dodge	DURANGO	14	Auction/Wholesale	Yes	\$ 37,992	\$ 37,992	100%	\$5,578	\$3,109
12	CP2454	2021	ford	MUSTANG	253	Street/Curb Buy	No	\$ 22,950	\$ 33,300	69%	\$1,403	\$419
13	CP2668	2020	jeep	GRAND CHE	34	Street/Curb Buy	Yes	\$ 34,885	\$ 33,700	101%	\$231	\$1,164
14	CP2571	2020	lexus	RX	100	Auction/Wholesale	No	\$ 43,999	\$ 43,789	99%	\$3,864	\$0
15	CP2657	2016	toyota	RAV4	43	Trade on New	No	\$ 15,979	\$ 14,791	95%	\$870	\$0
16	CP2653	2020	Chevrolet	MALIBU	43	Trade on Used	No	\$ 18,415	\$ 18,000	102%	(\$759)	\$1,968
17	239756A	2019	dodge	CHALLENGE	1	Loaner	Yes	\$ 23,500	\$ 25,641	92%	\$1,131	\$2,464
18	CP2633A	2018	dodge	JOURNEY	25	Auction/Wholesale	Yes	\$ 17,991	\$ 16,000	102%	\$2,380	\$2,000
19	CPO168967	2022	jeep	GLADIATOR	1	Street/Curb Buy	Yes	\$ 53,900	\$ 55,010	103%	\$4,055	\$1,637
20	CP2538	2019	mazda	CX-5	131	Street/Curb Buy	No	\$ 22,674	\$ 22,000	96%	\$62	\$2,012
21	CP2645	2020	Chevrolet	EQUINOX	45	Auction/Wholesale	No	\$ 20,000	\$ 20,000	103%	(\$1,320)	\$957
22	KBB91440A	2015	volkswagen	JETTA	1	Auction/Wholesale	No	\$ 15,120	\$ 10,800	105%	(\$889)	\$796
23	CP2614	2020	dodge	DURANGO	63	Auction/Wholesale	Yes	\$ 30,000	\$ 34,000	102%	\$5,739	\$4,908
24	CP2639	2020	jeep	GRAND CHE	44	Auction/Wholesale	Yes	\$ 32,000	\$ 34,798	105%	\$2,260	\$2,377
25	CP2670	2020	jeep	WRANGLER	22	Auction/Wholesale	Yes	\$ 33,000	\$ 34,721	99%	\$3,305	\$621
26	CP2690	2019	ford	EXPLORER	25	Trade on Used	No	\$ 26,211	\$ 24,875	99%	(\$1,732)	\$0
27	CP2689	2021	volkswagen	ATLAS CRO	1	Trade on Used	No	\$ 28,991	\$ 28,000	97%	\$1,192	\$3,025

28	CP2269A	2020	toyota	RAV4	175	Trade on Used	No	\$ 26,874	\$ 28,777	97%	\$51	\$3,254
29	554766B	2017	lexus	RX 350	28	Trade on New	No	\$ 35,468	\$ 33,849	112%	\$1,706	\$700
30	CP2577A	2021	tesla	MODEL 3	57	Trade on Used	No	\$ 60,000	\$ 60,161	107%	\$2,389	\$1,393
31	209217A	2021	dodge	DURANGO	10	Street/Curb Buy	Yes	\$ 46,345	\$ 48,789	105%	\$16,213	\$4,310
32	CPO56094A	2018	jeep	WRANGLER	29	Loaner	Yes	\$ 34,000	\$ 34,448	99%	\$4,393	\$2,477
33	CP2688	2022	kia	TELLURIDE	14	Street/Curb Buy	No	\$ 42,900	\$ 44,995	99%	\$3,043	\$0
34	CPO550594	2021	jeep	COMPASS	38	Trade on New	Yes	\$ 27,495	\$ 28,019	106%	\$2,230	\$4,191
35	CP2490	2019	toyota	TUNDRA 4W	190	Street/Curb Buy	No	\$ 39,279	\$ 38,956	100%	(\$640)	\$0
36	743683A	2022	jeep	WRANGLER	73	Trade on Used	Yes	\$ 55,995	\$ 55,995	98%	(\$557)	\$0
37	KBB091440	2020	volkswagen	JETTA GLI	66	Street/Curb Buy	No	\$ 24,950	\$ 30,250	100%	\$1,960	\$100
38	CP2467A	2011	Chevrolet	CAMARO	8	Street/Curb Buy	No	\$ 24,991	\$ 24,991	100%	\$3,437	\$718
39	CP2664	2020	jeep	WRANGLER	22	Street/Curb Buy	Yes	\$ 37,499	\$ 45,325	102%	\$7,124	\$4,818
40	CP2661	2020	jeep	GLADIATOR	22	Auction/Wholesale	Yes	\$ 35,989	\$ 37,287	102%	\$1,634	\$0
41	KBB171226	2016	dodge	CHARGER	34	Street/Curb Buy	Yes	\$ 39,500	\$ 40,866	105%	\$3,806	\$3,934
42	CP2585	2022	dodge	CHARGER	67	Auction/Wholesale	Yes	\$ 88,534	\$ 92,006	97%	\$14,221	\$13,994
43	KBB101859	2022	dodge	CHALLENGE	22	Trade on Used	Yes	\$ 102,000	\$ 104,266	105%	\$8,996	\$9,389
44	CP2684	2021	ram	3500	24	Street/Curb Buy	Yes	\$ 65,900	\$ 67,900	100%	\$8,271	\$3,771
45	CP2395A	2018	dodge	JOURNEY	263	Auction/Wholesale	Yes	\$ 13,998	\$ 12,744	98%	\$2,425	\$2,173
46	CP2682	2018	kia	OPTIMA	19	Trade on Used	No	\$ 13,900	\$ 14,150	100%	\$2,388	\$600
47	CP2675	2020	jeep	COMPASS	3	Trade on New	Yes	\$ 25,450	\$ 25,986	102%	\$5,077	\$3,872
48	264566A	2016	Mercedes-Benz	GL	173	Street/Curb Buy	No	\$ 34,900	\$ 35,999	97%	(\$845)	\$0
49	309842A	2021	ram	1500	5	Loaner	Yes	\$ 44,900	\$ 43,885	96%	\$1,546	\$3,201
50	KBB001229	2020	acura	TLX	185	Auction/Wholesale	No	\$ 26,750	\$ 27,114	100%	(\$196)	\$0
51	CPO514386	2021	jeep	COMPASS	28	Auction/Wholesale	Yes	\$ 23,800	\$ 24,450	102%	\$2,767	\$1,523
52	CP2642	2020	ford	MUSTANG	29	Street/Curb Buy	No	\$ 24,899	\$ 24,899	105%	\$1,752	\$2,180
53	CP2467	2021	jeep	WRANGLER	211	Trade on Used	No	\$ 82,750	\$ 84,890	105%	(\$181)	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	35%
Total # Retail Units	200
Avg. Days to Sale	53.9
Avg. Advertised Price (Time of Sale)	\$ 35,116
Avg. Transaction Price	\$ 35,997
Avg. Market Price at 100%	\$ 34,086
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	106%
Avg. Transactional Discount	\$ (882)
Avg. Front-End Gross	\$ 2,480
Avg. Finance Gross	\$ 2,519
PUVR	\$ 4,999
Total Gross (Units & PUVR)	\$ 999,827
GROI	93%
% with Trade	31%
Avg. Over/Under Allowance	\$381



Scoreboard

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Desk Manager	Totals	Bob Atwood	Kevin Clark
% Retailed of Non-New Franchise	35%	#DIV/0!	40%
Total # Retail Units	200	0	86
Avg. Days to Sale	53.9	#DIV/0!	37.0
Avg. Advertised Price (Time of Sale)	\$ 35,116	#DIV/0!	\$ 35,514
Avg. Transaction Price	\$ 35,997	#DIV/0!	\$ 36,361
Avg. Market Price at 100%	\$ 34,086	#DIV/0!	\$ 35,397
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	100%
Avg. Transaction to Market	106%	#DIV/0!	103%
Avg. Transactional Discount	\$ (882)	#DIV/0!	\$ (847)
Avg. Front-End Gross	\$ 2,480	#DIV/0!	\$ 2,847
Avg. Finance Gross	\$ 2,519	#DIV/0!	\$ 2,379
PUVR	\$ 4,999	#DIV/0!	\$ 5,226
Total Gross (Units & PUVR)	\$ 999,827	#DIV/0!	\$ 449,393
GROI	93%	#DIV/0!	140%
% with Trade	31%	#DIV/0!	31%
Avg. Over/Under Allowance	381	#DIV/0!	316



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Josh Singleton	Chanel Ranes		
24%	40%	#DIV/0!	#DIV/0!
67	47	0	0
58.1	79.1	#DIV/0!	#DIV/0!
\$ 34,713	\$ 34,960	#DIV/0!	#DIV/0!
\$ 35,753	\$ 35,679	#DIV/0!	#DIV/0!
\$ 35,590	\$ 35,569	#DIV/0!	#DIV/0!
98%	98%	#DIV/0!	#DIV/0!
100%	100%	#DIV/0!	#DIV/0!
\$ (1,040)	\$ (719)	#DIV/0!	#DIV/0!
\$ 3,432	\$ 451	#DIV/0!	#DIV/0!
\$ 2,860	\$ 2,291	#DIV/0!	#DIV/0!
\$ 6,292	\$ 2,742	#DIV/0!	#DIV/0!
\$ 421,567	\$ 128,867	#DIV/0!	#DIV/0!
109%	35%	#DIV/0!	#DIV/0!
25%	38%	#DIV/0!	#DIV/0!
324	582	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Ja'ere Taylor	Justiss Beard
% Retailed of Non-New Franchise	35%	42%	40%
Total # Retail Units	200	19	15
Avg. Days to Sale	53.9	70.2	56.5
Avg. Advertised Price (Time of Sale)	\$ 35,116	\$ 41,207	\$ 28,932
Avg. Transaction Price	\$ 35,997	\$ 42,063	\$ 28,444
Avg. Market Price at 100%	\$ 34,086	\$ 39,609	\$ 29,241
Avg. Price to Market % (Time of Sale)	103%	104%	99%
Avg. Transaction to Market	106%	106%	97%
Avg. Transactional Discount	\$ (882)	\$ (856)	\$ 488
Avg. Front-End Gross	\$ 2,480	\$ 903	\$ 1,442
Avg. Finance Gross	\$ 2,519	\$ 2,172	\$ 1,870
PUVR	\$ 4,999	\$ 3,075	\$ 3,313
Total Gross (Units & PUVR)	\$ 999,827	\$ 58,430	\$ 49,691
GROI	93%	38%	74%
% with Trade	31%	42%	27%
Avg. Over/Under Allowance	381	891	68



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Kyjuan Royster	Milton White	Irving Booth	Qwantrell
28%	50%	25%	26%
18	18	12	19
54.5	32.8	41.6	49.8
\$ 32,632	\$ 32,942	\$ 38,169	\$ 41,357
\$ 33,100	\$ 35,243	\$ 38,936	\$ 42,832
\$ 32,847	\$ 33,057	\$ 38,252	\$ 43,021
99%	100%	100%	96%
101%	107%	102%	100%
\$ (467)	\$ (2,301)	\$ (767)	\$ (1,474)
\$ 1,967	\$ 1,764	\$ 2,800	\$ 4,998
\$ 1,692	\$ 2,343	\$ 3,382	\$ 4,585
\$ 3,660	\$ 4,106	\$ 6,182	\$ 9,583
\$ 65,873	\$ 73,910	\$ 74,184	\$ 182,070
73%	128%	137%	162%
17%	39%	25%	32%
-39	111	458	416

Preston Payne	Tineja Leslie	Gabriel Baker	Jerren Taylor
21%	24%	56%	0%
24	17	16	6
62.3	48.2	65.4	57.7
\$ 33,085	\$ 34,472	\$ 39,446	\$ 30,042
\$ 34,783	\$ 34,595	\$ 40,341	\$ 30,959
\$ 33,015	\$ 34,879	\$ 40,383	\$ 30,861
100%	99%	98%	97%
105%	99%	100%	100%
\$ (1,698)	\$ (123)	\$ (895)	\$ (917)
\$ 2,719	\$ 2,342	\$ 2,476	\$ 3,302
\$ 2,573	\$ 1,955	\$ 2,484	\$ 2,913
\$ 5,292	\$ 4,297	\$ 4,961	\$ 6,215
\$ 127,009	\$ 73,052	\$ 79,370	\$ 37,289
88%	93%	68%	125%
29%	47%	19%	0%
852	463	-69	0

Veronica Gomez	Carl Thompson		
20%	50%	#DIV/0!	#DIV/0!
10	26	0	0
46.9	54.4	#DIV/0!	#DIV/0!
\$ 32,492	\$ 33,295	#DIV/0!	#DIV/0!
\$ 32,769	\$ 33,868	#DIV/0!	#DIV/0!
\$ 33,013	\$ 34,607	#DIV/0!	#DIV/0!
98%	96%	#DIV/0!	#DIV/0!
99%	98%	#DIV/0!	#DIV/0!
\$ (277)	\$ (573)	#DIV/0!	#DIV/0!
\$ 6,426	\$ 1,258	#DIV/0!	#DIV/0!
\$ 2,546	\$ 2,173	#DIV/0!	#DIV/0!
\$ 8,972	\$ 3,432	#DIV/0!	#DIV/0!
\$ 89,719	\$ 89,231	#DIV/0!	#DIV/0!
210%	67%	#DIV/0!	#DIV/0!
50%	31%	#DIV/0!	#DIV/0!
-540	837	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	Mustafa Floyd	Tori Arrington
% Retailed of Non-New Franchise	35%	32%	36%
Total # Retail Units	200	93	107
Avg. Days to Sale	53.9	57.8	50.6
Avg. Advertised Price (Time of Sale)	\$ 35,116	\$ 35,037	\$ 35,183
Avg. Transaction Price	\$ 35,997	\$ 36,190	\$ 35,830
Avg. Market Price at 100%	\$ 34,086	\$ 35,629	\$ 35,391
Avg. Price to Market % (Time of Sale)	103%	98%	99%
Avg. Transaction to Market	106%	102%	101%
Avg. Transactional Discount	\$ (882)	\$ (1,153)	\$ (646)
Avg. Front-End Gross	\$ 2,480	\$ 2,626	\$ 2,353
Avg. Finance Gross	\$ 2,519	\$ 2,731	\$ 2,335
PUVR	\$ 4,999	\$ 5,357	\$ 4,688
Total Gross (Units & PUVR)	\$ 999,827	\$ 498,171	\$ 501,656
GROI	93%	92%	93%
% with Trade	31%	0%	0%
Avg. Over/Under Allowance	381	277	472



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	129	71
Avg. Days to Sale	53.9	51.5	58.3
Avg. Advertised Price (Time of Sale)	\$ 35,116	\$ 37,257	\$ 32,067
Avg. Transaction Price	\$ 35,997	\$ 38,160	\$ 32,067
Avg. Market Price at 100%	\$ 34,086	\$ 37,417	\$ 32,023
Avg. Price to Market % (Time of Sale)	103%	100%	100%
Avg. Transaction to Market	106%	102%	100%
Avg. Transactional Discount	\$ (882)	\$ (904)	\$ (841)
Avg. Front-End Gross	\$ 2,480	\$ 3,208	\$ 1,157
Avg. Finance Gross	\$ 2,519	\$ 2,997	\$ 1,651
PUVR	\$ 4,999	\$ 6,205	\$ 2,808
Total Gross (Units & PUVR)	\$ 999,827	\$ 800,472	\$ 199,356
GROI	93%	114%	54%
% with Trade	31%	29%	34%
Avg. Over/Under Allowance	381	260	601



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	131	69
Avg. Days to Sale	53.9	51.6	58.5
Avg. Advertised Price (Time of Sale)	\$ 35,116	\$ 37,811	\$ 30,835
Avg. Transaction Price	\$ 35,997	\$ 38,716	\$ 30,835
Avg. Market Price at 100%	\$ 34,086	\$ 37,954	\$ 30,847
Avg. Price to Market % (Time of Sale)	103%	100%	100%
Avg. Transaction to Market	106%	102%	100%
Avg. Transactional Discount	\$ (882)	\$ (905)	\$ (837)
Avg. Front-End Gross	\$ 2,480	\$ 3,218	\$ 1,079
Avg. Finance Gross	\$ 2,519	\$ 2,970	\$ 1,663
PUVR	\$ 4,999	\$ 6,188	\$ 2,741
Total Gross (Units & PUVR)	\$ 999,827	\$ 810,677	\$ 189,150
GROI	93%	112%	55%
% with Trade	31%	30%	33%
Avg. Over/Under Allowance	381	264	604



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	32	45
% of Retail Units	100%	16%	23%
% Retailed of Non-New Franchise	35%	41%	29%
Avg. Days to Sale	53.9	61.5	49.6
Avg. Transaction Price	\$ 35,997	\$ 30,946	\$ 38,987
Avg. Transaction to Market %	106%	99%	102%
Avg. Transactional Discount	\$ (882)	\$ (26)	\$ (756)
Avg. Front End Gross	\$ 2,480	\$ 944	\$ 2,400
Avg. Finance Gross	\$ 2,519	\$ 1,605	\$ 2,378
PUVR	\$ 4,999	\$ 2,548	\$ 4,778
Total Gross (Units & PUVR)	\$ 999,827	\$ 81,540	\$ 214,999
GROI	93%	48%	89%
% with Trade	31%	44%	27%
Avg. Over/Under Allowance	381	451	352



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
38	77	6	0
19%	39%	3%	0%
39%	35%	0%	#DIV/0!
51.9	51.6	61.5	#DIV/0!
\$ 35,283	\$ 37,041	\$ 30,200	#DIV/0!
101%	123%	99%	#DIV/0!
\$ (982)	\$ (1,315)	\$ (209)	#DIV/0!
\$ 3,198	\$ 2,826	\$ 3,061	#DIV/0!
\$ 2,262	\$ 3,039	\$ 2,604	#DIV/0!
\$ 5,460	\$ 5,864	\$ 5,665	#DIV/0!
\$ 207,470	\$ 451,564	\$ 33,992	#DIV/0!
107%	110%	110%	#DIV/0!
34%	29%	0%	#DIV/0!
789	233	0	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	100	37
% of Retail Units	100%	50%	19%
% Retailed of Non-New Franchise	35%	30%	43%
Avg. Days to Sale	53.9	14.1	38.3
Avg. Transaction Price	\$ 35,997	\$ 37,219	\$ 33,006
Avg. Transaction to Market %	106%	101%	125%
Avg. Transactional Discount	\$ (882)	\$ (753)	\$ (2,067)
Avg. Front End Gross	\$ 2,480	\$ 3,242	\$ 2,877
Avg. Finance Gross	\$ 2,519	\$ 2,427	\$ 2,857
PUVR	\$ 4,999	\$ 5,669	\$ 5,734
Total Gross (Units & PUVR)	\$ 999,827	\$ 566,904	\$ 212,162
GROI	93%	389%	163%
% with Trade	31%	27%	35%
Avg. Over/Under Allowance	381	309	542



46-60 days	61-90 days	90+ days
13	16	34
7%	8%	17%
31%	19%	47%
54.2	71.9	179.6
\$ 32,778	\$ 35,775	\$ 36,993
100%	99%	125%
\$ (251)	\$ (764)	\$ (267)
\$ 879	\$ 4,152	\$ (368)
\$ 2,444	\$ 2,919	\$ 2,263
\$ 3,323	\$ 7,071	\$ 1,895
\$ 43,201	\$ 113,133	\$ 64,428
67%	99%	10%
54%	25%	32%
726	-135	528