

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	N16834C	2021	Toyota	Rav4	8	Trade on New	Yes	Yes	\$ 36,900	\$ 36,900	100%	\$ 36,900	100%	\$ -	\$3,801	\$0
2	T1175T	2017	Acura	MDX	35	Trade on Used	No	No	\$ 30,000	\$ 30,000	97%	\$ 30,928	97%	\$ -	\$1,295	\$1,480
3	C2631	2019	Toyota	Highlander	14	Street/Curb Buy	Yes	Yes	\$ 32,500	\$ 32,500	102%	\$ 31,863	102%	\$ -	\$2,801	\$3,774
4	N16885C	2012	Toyota	Corolla	7	Trade on New	No	Yes	\$ 11,500	\$ 11,500	98%	\$ 11,735	98%	\$ -	\$5,078	\$47
5	N16921T	2020	Toyota	Camry	1	Trade on New	Yes	Yes	\$ 25,500	\$ 25,500	103%	\$ 24,757	103%	\$ -	\$4,039	\$7,685
6	N16805CC	2016	Toyota	Rav4	6	Trade on Used	No	Yes	\$ 22,000	\$ 22,000	106%	\$ 20,755	106%	\$ -	\$5,340	\$203
7	N16786C	2022	Toyota	Camry	13	Trade on New	Yes	Yes	\$ 33,900	\$ 33,500	101%	\$ 33,564	100%	\$ 400	\$3,262	\$3,618
8	N16839C	2015	Mazda	3	6	Trade on New	No	No	\$ 12,900	\$ 12,900	101%	\$ 12,772	101%	\$ -	\$5,693	\$100
9	N16855C	2013	Toyota	Camry	12	Trade on New	No	Yes	\$ 14,900	\$ 11,300	109%	\$ 13,670	83%	\$ 3,600	\$806	\$0
10	N16455C	2020	Toyota	Yaris	97	Trade on New	Yes	Yes	\$ 18,500	\$ 19,000	92%	\$ 20,109	94%	\$ (500)	\$501	\$263
11	N16763CC	2014	Toyota	Venza	7	Trade on Used	No	Yes	\$ 22,500	\$ 20,906	112%	\$ 20,089	104%	\$ 1,594	\$3,118	\$1,107
12	N16961T	2022	Toyota	Rav4	5	Trade on New	Yes	Yes	\$ 32,500	\$ 32,500	97%	\$ 33,505	97%	\$ -	\$3,316	\$1,946
13	N16729CC	2021	Toyota	Corolla	4	Trade on Used	Yes	Yes	\$ 26,900	\$ 24,576	107%	\$ 25,140	98%	\$ 2,324	\$2,155	\$4,108
14	C2771C	2015	Toyota	Rav4	15	Trade on Used	No	Yes	\$ 16,900	\$ 14,505	101%	\$ 16,733	87%	\$ 2,995	\$1,446	\$0
15	N16706C	2022	Toyota	Corolla	37	Trade on New	Yes	Yes	\$ 27,900	\$ 27,400	106%	\$ 26,321	104%	\$ 500	\$5,444	\$3,134
16	N16515C	2019	Honda	CRV	5	Trade on New	No	No	\$ 29,900	\$ 27,906	103%	\$ 29,029	96%	\$ 1,994	\$2,580	\$380
17	N16856C	2017	Toyota	Rav4	14	Trade on New	Yes	Yes	\$ 24,500	\$ 25,000	102%	\$ 24,020	104%	\$ (500)	\$2,685	\$0
18	C2800	2022	Honda	Civic	6	Street/Curb Buy	No	No	\$ 27,900	\$ 26,500	105%	\$ 26,571	100%	\$ 1,400	\$825	\$5,287
19	N16745T	2021	Toyota	Camry	27	Trade on New	Yes	Yes	\$ 32,100	\$ 31,600	99%	\$ 32,424	97%	\$ 500	\$440	\$755
20	C2797	2022	Subaru	Crosstrek	5	Street/Curb Buy	No	No	\$ 27,900	\$ 26,500	100%	\$ 27,900	95%	\$ 1,400	\$1,721	\$1,511
21	C2746	2020	Toyota	Rav4	51	Auction/Wholesale	Yes	Yes	\$ 29,300	\$ 30,875	99%	\$ 29,596	104%	\$ (1,575)	\$2,770	\$566
22	N16824C	2019	Jeep	CHEROKEE	19	Trade on New	No	No	\$ 25,000	\$ 25,000	101%	\$ 24,752	101%	\$ -	\$3,560	\$1,072
23	C2776	2020	Buick	ENCORE	22	Street/Curb Buy	No	No	\$ 24,300	\$ 24,300	96%	\$ 25,313	96%	\$ -	\$4,461	\$4,395
24	T1194T	2009	Toyota	TACOMA	28	Trade on Used	No	Yes	\$ 14,500	\$ 14,500	102%	\$ 14,216	102%	\$ -	\$3,354	\$100
25	N16850C	2020	Toyota	COROLLA	13	Trade on New	Yes	Yes	\$ 22,500	\$ 21,685	103%	\$ 21,845	99%	\$ 815	\$1,853	\$0
26	C2811	2022	Toyota	Corolla	1	Street/Curb Buy	Yes	Yes	\$ 27,900	\$ 29,975	105%	\$ 26,571	113%	\$ (2,075)	\$7,955	\$7,414
27	N16746T	2019	Toyota	SIENNA	10	Trade on New	Yes	Yes	\$ 34,900	\$ 35,000	106%	\$ 32,925	106%	\$ (100)	\$3,877	\$1,220
28	N16657T	2020	Toyota	Corolla	37	Trade on New	Yes	Yes	\$ 23,600	\$ 21,800	97%	\$ 24,330	90%	\$ 1,800	\$693	\$4,469
29	HY2402X	2021	Toyota	PRIUS	47	Trade on New	Yes	Yes	\$ 28,900	\$ 28,900	92%	\$ 31,413	92%	\$ -	(\$3,068)	\$0
30	N16910C	2019	Toyota	Rav4	10	Trade on New	Yes	Yes	\$ 26,300	\$ 25,800	105%	\$ 25,048	103%	\$ 500	\$2,742	\$654
31	C2805	2019	Toyota	COROLLA	4	al Fleet (Enterprise,	Yes	Yes	\$ 21,500	\$ 21,200	105%	\$ 20,476	104%	\$ 300	\$2,609	\$3,959
32	HY2167XC	2016	Cadillac	ATS	14	Trade on Used	No	No	\$ 19,000	\$ 19,500	103%	\$ 18,447	106%	\$ (500)	\$ 2,074.00	\$1,219
33	N16810C	2020	Toyota	HIGHLANDER	21	Trade on New	Yes	Yes	\$ 34,600	\$ 34,600	102%	\$ 33,922	102%	\$ -	\$2,074	\$3,891
34	C2778	2020	Toyota	YARIS	22	al Fleet (Enterprise,	Yes	Yes	\$ 21,300	\$ 21,300	102%	\$ 20,882	102%	\$ -	\$2,933	\$161
35	N16917C	2023	HONDA	CRV	7	Trade on New	No	No	\$ 36,900	\$ 36,000	101%	\$ 36,535	99%	\$ 900	\$1,886	\$3,204
36	C2796	2018	Toyota	highlander	13	Auction/Wholesale	yes	Yes	\$ 35,700	\$ 35,700	102%	\$ 35,000	102%	\$ -	(\$1,254)	\$1,834
37	C2756CC	2010	Toyota	PRIUS	14	Trade on Used	No	Yes	\$ 11,900	\$ 12,850	102%	\$ 11,667	110%	\$ (950)	\$4,388	\$0
38	N16572CC	2017	Toyota	CAMRY	33	Trade on Used	No	Yes	\$ 15,000	\$ 12,905	96%	\$ 15,625	83%	\$ 2,095	(\$423)	\$0
39	N16954C	2020	Toyota	RAV4	3	Trade on New	Yes	Yes	\$ 32,500	\$ 32,500	104%	\$ 31,250	104%	\$ -	\$3,492	\$980
40	N16983C	2017	Chevrolet	SILVERADO	3	Trade on New	No	No	\$ 25,900	\$ 25,300	96%	\$ 26,979	94%	\$ 600	\$335	\$4,525
41	C2756CC	2010	Toyota	PRIUS	14	Trade on Used	No	Yes	\$ 12,850	\$ 12,850	106%	\$ 12,123	106%	\$ -	\$4,388	\$0
42	N16572CC	2017	Toyota	CAMRY	33	Trade on Used	No	Err:508	\$ 15,000	\$ 12,905	96%	\$ 15,625	83%	\$ 2,095	(\$423)	\$0
43	N16954C	2020	Toyota	Rav4	3	Trade on New	Yes	Yes	\$ 32,500	\$ 32,500	103%	\$ 31,553	103%	\$ -	\$3,492	\$980
44	N16983C	2017	Chevrolet	SILVERADO	3	Trade on New	No	No	\$ 25,300	\$ 24,900	99%	\$ 25,556	97%	\$ 400	\$334	\$4,594
45	c2773	2019	Nissan	ROGUE	28	Auction/Wholesale	No	No	\$ 24,000	\$ 20,700	99%	\$ 24,242	85%	\$ 3,300	\$4,200	\$5,051
46	N16848T	2015	Toyota	COROLLA	14	Trade on New	No	Yes	\$ 16,900	\$ 16,605	110%	\$ 15,364	108%	\$ 295	\$1,860	\$0
47	N16730T	2021	Toyota	TACOMA	20	Trade on New	Yes	Yes	\$ 39,800	\$ 39,319	101%	\$ 39,406	100%	\$ 481	\$601	\$2,122
48	N16752C	2017	Toyota	RAV4	35	Trade on New	Yes	Yes	\$ 22,000	\$ 22,000	103%	\$ 21,359	103%	\$ -	\$745	\$1,488
49	C2791	2021	Toyota	RAV4	19	Auction/Wholesale	Yes	Yes	\$ 37,500	\$ 37,500	106%	\$ 35,377	106%	\$ -	(\$1,118)	\$1,350
50	N16792TT	2015	Toyota	COROLLA	11	Trade on Used	No	Yes	\$ 17,500	\$ 17,000	104%	\$ 16,827	101%	\$ 500	\$3,224	\$900
51	N16920C	2020	Toyota	COROLLA	6	Trade on New	Yes	Yes	\$ 26,500	\$ 26,500	107%	\$ 24,766	107%	\$ -	\$4,973	\$4,420
52	N16702C	2020	Toyota	HIGHLANDER	49	Trade on New	Yes	Yes	\$ 41,700	\$ 41,700	98%	\$ 42,551	98%	\$ -	\$2,574	\$748
53	N16639CCC	2020	Honda	CIVIC	34	Trade on Used	No	No	\$ 27,300	\$ 27,300	99%	\$ 27,576	99%	\$ -	\$2,643	\$6,145

Scoreboard Totals

% Retailed of Non-Franchise Make	28%
Total # Retail Units	200
Avg. Days to Sale	21.5
Avg. Advertised Price (Time of Sale)	\$ 30,309
Avg. Transaction Price	\$ 29,680
Avg. Market Price at 100%	\$ 29,957
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 629
Avg. Front-End Gross	\$ 2,168
Avg. Finance Gross	\$ 2,709
PUVR	\$ 4,879
Total Gross (Units & PUVR)	\$ 975,862
GROI	276%
% with Trade	47%
Avg. Over/Under Allowance	\$603



Scoreboard

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Desk Manager	Totals	Tim Hall	Anthony Marino
% Retailed of Non-New Franchise	28%	27%	34%
Total # Retail Units	200	30	41
Avg. Days to Sale	21.5	22.4	20.9
Avg. Advertised Price (Time of Sale)	\$ 30,309	\$ 28,273	\$ 27,627
Avg. Transaction Price	\$ 29,680	\$ 27,548	\$ 25,956
Avg. Market Price at 100%	\$ 29,957	\$ 27,874	\$ 27,246
Avg. Price to Market % (Time of Sale)	101%	101%	101%
Avg. Transaction to Market	99%	99%	95%
Avg. Transactional Discount	\$ 629	\$ 725	\$ 1,671
Avg. Front-End Gross	\$ 2,168	\$ 2,413	\$ 2,270
Avg. Finance Gross	\$ 2,709	\$ 1,965	\$ 1,982
PUVR	\$ 4,879	\$ 4,378	\$ 4,253
Total Gross (Units & PUVR)	\$ 975,862	\$ 131,325	\$ 174,361
GROI	276%	255%	282%
% with Trade	47%	40%	34%
Avg. Over/Under Allowance	603	713	290



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

Joshua Houde	Michael Wright	Stephen Dempster	Rick Fragala
20%	30%	36%	0%
50	60	14	5
23.1	20.8	15.5	28.0
\$ 28,522	\$ 33,995	\$ 33,093	\$ 30,380
\$ 28,126	\$ 33,821	\$ 32,632	\$ 30,595
\$ 28,105	\$ 33,754	\$ 32,851	\$ 30,213
101%	101%	101%	101%
100%	100%	99%	101%
\$ 396	\$ 174	\$ 461	\$ (215)
\$ 1,869	\$ 2,256	\$ 1,921	\$ 2,504
\$ 3,322	\$ 3,283	\$ 1,806	\$ 2,629
\$ 5,200	\$ 5,539	\$ 3,727	\$ 5,133
\$ 259,999	\$ 332,329	\$ 52,181	\$ 25,667
288%	283%	265%	216%
50%	58%	43%	40%
979	570	-300	750

Scoreboard

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Sales Consultant	Totals	Stephanie Lucio	Grant Dobens
% Retailed of Non-New Franchise	28%	50%	57%
Total # Retail Units	200	6	7
Avg. Days to Sale	21.5	28.7	31.1
Avg. Advertised Price (Time of Sale)	\$ 30,309	\$ 24,933	\$ 24,157
Avg. Transaction Price	\$ 29,680	\$ 24,850	\$ 23,640
Avg. Market Price at 100%	\$ 29,957	\$ 24,777	\$ 24,813
Avg. Price to Market % (Time of Sale)	101%	101%	97%
Avg. Transaction to Market	99%	100%	95%
Avg. Transactional Discount	\$ 629	\$ 83	\$ 517
Avg. Front-End Gross	\$ 2,168	\$ 2,083	\$ (126)
Avg. Finance Gross	\$ 2,709	\$ 3,349	\$ 1,653
PUVR	\$ 4,879	\$ 5,433	\$ 1,527
Total Gross (Units & PUVR)	\$ 975,862	\$ 32,595	\$ 10,689
GROI	276%	275%	75%
% with Trade	47%	50%	14%
Avg. Over/Under Allowance	603	667	-200



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Tony Schepisi	John Wight	Sadek Elsaidi	Modesto Cabreja
33%	14%	25%	14%
3	14	4	7
50.3	27.1	5.8	22.7
\$ 24,233	\$ 28,464	\$ 22,375	\$ 25,486
\$ 23,035	\$ 28,313	\$ 22,313	\$ 24,942
\$ 25,139	\$ 28,666	\$ 21,571	\$ 25,338
96%	99%	104%	101%
92%	99%	103%	98%
\$ 1,198	\$ 152	\$ 62	\$ 544
\$ 198	\$ 1,526	\$ 4,567	\$ 1,460
\$ 2,492	\$ 2,268	\$ 4,359	\$ 3,350
\$ 2,690	\$ 3,793	\$ 8,926	\$ 4,810
\$ 8,071	\$ 53,104	\$ 35,704	\$ 33,669
84%	178%	2505%	306%
33%	43%	25%	29%
450	36	500	2,800

Jesus Cruz	Mikhail Berlin	Jason Gaines	Joshua O'Shea
13%	0%	0%	50%
8	2	1	8
18.5	11.0	5.0	11.3
\$ 29,863	\$ 30,050	\$ 31,900	\$ 27,288
\$ 29,207	\$ 30,050	\$ 33,500	\$ 27,090
\$ 29,222	\$ 29,339	\$ 31,900	\$ 26,775
102%	102%	100%	102%
100%	102%	105%	101%
\$ 656	\$ -	\$ (1,600)	\$ 198
\$ 1,803	\$ 3,057	\$ 8,071	\$ 3,829
\$ 2,079	\$ 5,788	\$ 7,837	\$ 3,347
\$ 3,882	\$ 8,845	\$ 15,908	\$ 7,176
\$ 31,054	\$ 17,689	\$ 15,908	\$ 57,407
259%	963%	3419%	848%
63%	0%	0%	25%
634	#DIV/0!	#DIV/0!	2,000

Joe Defreitas	Tom Gray	Dany El Nar	Andy Barbot
17%	50%	0%	50%
6	2	1	6
18.7	12.0	14.0	17.0
\$ 24,983	\$ 23,400	\$ 32,500	\$ 33,500
\$ 24,850	\$ 21,295	\$ 32,500	\$ 32,549
\$ 24,066	\$ 22,418	\$ 31,863	\$ 33,344
104%	104%	102%	100%
103%	95%	102%	98%
\$ 133	\$ 2,105	\$ -	\$ 951
\$ 2,336	\$ 4,546	\$ 2,801	\$ 1,428
\$ 3,198	\$ 2,662	\$ 3,774	\$ 3,616
\$ 5,534	\$ 7,208	\$ 6,575	\$ 5,045
\$ 33,202	\$ 14,416	\$ 6,575	\$ 30,267
429%	1015%	520%	328%
33%	100%	100%	33%
1,000	2,500	1,000	500

Li Tsao	Ammara Oum	Jeremy Hicks	Daniel Velardocchi
33%	40%	0%	14%
6	10	9	7
16.8	25.3	22.1	18.0
\$ 42,067	\$ 27,745	\$ 26,056	\$ 32,171
\$ 32,072	\$ 27,328	\$ 25,467	\$ 32,386
\$ 40,098	\$ 27,391	\$ 25,653	\$ 31,578
105%	101%	102%	102%
80%	100%	99%	103%
\$ 9,995	\$ 417	\$ 589	\$ (214)
\$ 4,000	\$ 1,078	\$ 3,157	\$ 3,782
\$ 1,786	\$ 2,569	\$ 3,340	\$ 3,745
\$ 5,785	\$ 3,692	\$ 6,497	\$ 7,527
\$ 34,711	\$ 36,924	\$ 58,474	\$ 52,692
386%	192%	415%	465%
67%	70%	44%	57%
-267	500	168	800

Adalina Brogna	Adalina Brogna	Nicholas Nisotakis	Jose Mora
50%	50%	38%	25%
4	4	8	8
22.5	22.5	24.6	25.5
\$ 28,250	\$ 28,250	\$ 27,950	\$ 23,150
\$ 28,404	\$ 28,404	\$ 27,588	\$ 22,556
\$ 27,963	\$ 27,963	\$ 27,601	\$ 22,866
101%	101%	101%	101%
102%	102%	100%	99%
\$ (154)	\$ (154)	\$ 362	\$ 594
\$ 1,434	\$ 1,434	\$ 2,145	\$ 2,810
\$ 3,988	\$ 3,988	\$ 2,006	\$ 2,119
\$ 5,422	\$ 5,422	\$ 4,151	\$ 4,929
\$ 21,688	\$ 21,688	\$ 33,207	\$ 39,429
305%	305%	220%	308%
50%	50%	13%	25%
-750	-750	#DIV/0!	1,200

Mark Muccioli	Kyle Laprise	Denise Ferreiras	Derek Yerardi
0%	20%	0%	33%
4	10	4	3
13.8	18.3	12.5	20.0
\$ 25,800	\$ 37,324	\$ 16,575	\$ 30,433
\$ 25,078	\$ 37,214	\$ 16,100	\$ 30,033
\$ 24,464	\$ 36,339	\$ 16,066	\$ 29,958
105%	103%	103%	102%
103%	102%	100%	100%
\$ 723	\$ 110	\$ 475	\$ 400
\$ 1,752	\$ 3,231	\$ 2,353	\$ 3,952
\$ 752	\$ 2,333	\$ 1,433	\$ 5,112
\$ 2,503	\$ 5,564	\$ 3,786	\$ 9,064
\$ 10,013	\$ 55,637	\$ 15,145	\$ 27,193
261%	294%	677%	543%
50%	60%	0%	33%
0	1,200	#DIV/0!	500

William Cavanaugh	Lance Wiinekka	Al Amrani	Alyson Mallinder
0%	0%	33%	67%
3	3	3	3
21.3	26.7	28.7	30.3
\$ 38,233	\$ 39,633	\$ 33,967	\$ 24,900
\$ 37,933	\$ 38,967	\$ 33,467	\$ 23,578
\$ 38,389	\$ 39,054	\$ 34,177	\$ 25,730
100%	101%	99%	97%
99%	100%	98%	92%
\$ 300	\$ 667	\$ 500	\$ 1,322
\$ 2,867	\$ 1,665	\$ 280	\$ 758
\$ 4,964	\$ 1,245	\$ 1,549	\$ 1,650
\$ 7,831	\$ 2,910	\$ 1,829	\$ 2,408
\$ 23,493	\$ 8,730	\$ 5,487	\$ 7,225
348%	101%	69%	121%
100%	67%	33%	33%
883	1,250	950	#DIV/0!

Devan Landis	Benjamin Winkler	Michael Howard	Angel Olivieri
25%	56%	60%	0%
4	9	5	1
31.3	20.7	27.8	0.0
\$ 44,025	\$ 32,567	\$ 38,434	\$ 17,500
\$ 44,025	\$ 31,979	\$ 38,372	\$ 17,500
\$ 44,135	\$ 32,210	\$ 38,857	\$ 19,022
100%	101%	99%	92%
100%	99%	99%	92%
\$ -	\$ 587	\$ 62	\$ -
\$ (1,257)	\$ 2,171	\$ 474	\$ (56)
\$ 5,257	\$ 1,581	\$ 2,695	\$ -
\$ 4,000	\$ 3,751	\$ 3,169	\$ (56)
\$ 16,001	\$ 33,762	\$ 15,845	\$ (56)
105%	204%	107%	#DIV/0!
75%	78%	60%	0%
283	-183	1,000	#DIV/0!

Youseff Saissi	Amine Naamani	Jeremy Encarnacio	Alex Cambray
40%	0%	33%	0%
5	3	6	7
23.0	24.3	15.7	14.4
\$ 38,900	\$ 39,133	\$ 35,500	\$ 37,900
\$ 38,980	\$ 38,235	\$ 35,633	\$ 38,114
\$ 38,202	\$ 38,646	\$ 35,447	\$ 37,646
102%	101%	100%	101%
102%	99%	101%	101%
\$ (80)	\$ 898	\$ (133)	\$ (214)
\$ 782	\$ 1,217	\$ 3,419	\$ 2,954
\$ 1,374	\$ 2,178	\$ 2,181	\$ 3,525
\$ 2,156	\$ 3,395	\$ 5,600	\$ 6,478
\$ 10,781	\$ 10,185	\$ 33,597	\$ 45,349
87%	131%	361%	424%
80%	33%	50%	71%
750	#DIV/0!	600	760

Scoreboard

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Finance Manager	Totals	Jose Ferreiras	Jason Stefanski
% Retailed of Non-New Franchise	28%	23%	31%
Total # Retail Units	200	22	32
Avg. Days to Sale	21.5	23.1	20.6
Avg. Advertised Price (Time of Sale)	\$ 30,309	\$ 29,602	\$ 28,484
Avg. Transaction Price	\$ 29,680	\$ 29,713	\$ 28,124
Avg. Market Price at 100%	\$ 29,957	\$ 29,259	\$ 27,882
Avg. Price to Market % (Time of Sale)	101%	101%	102%
Avg. Transaction to Market	99%	102%	101%
Avg. Transactional Discount	\$ 629	\$ (112)	\$ 360
Avg. Front-End Gross	\$ 2,168	\$ 1,826	\$ 2,950
Avg. Finance Gross	\$ 2,709	\$ 3,739	\$ 4,179
PUVR	\$ 4,879	\$ 5,566	\$ 7,129
Total Gross (Units & PUVR)	\$ 975,862	\$ 122,449	\$ 228,113
GROI	276%	292%	444%
% with Trade	47%	0%	0%
Avg. Over/Under Allowance	603	371	931



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Alex Casey	Scott Jackson	Kevin Ferreira	Steve Fraher
17%	25%	37%	26%
29	24	27	35
18.0	23.5	23.1	20.8
\$ 28,621	\$ 36,846	\$ 32,566	\$ 32,849
\$ 27,985	\$ 36,735	\$ 32,418	\$ 32,429
\$ 28,241	\$ 36,752	\$ 32,279	\$ 32,461
101%	100%	101%	101%
99%	100%	100%	100%
\$ 636	\$ 111	\$ 148	\$ 420
\$ 2,628	\$ 2,042	\$ 1,748	\$ 1,941
\$ 2,256	\$ 3,572	\$ 1,822	\$ 2,591
\$ 4,899	\$ 5,614	\$ 3,570	\$ 4,533
\$ 142,078	\$ 134,729	\$ 96,403	\$ 158,651
350%	234%	172%	242%
0%	0%	0%	0%
800	893	471	334

Kevin Flynn	TOW AWAY		
44%	20%	#DIV/0!	#DIV/0!
16	15	0	0
29.2	14.6	#DIV/0!	#DIV/0!
\$ 27,563	\$ 20,990	#DIV/0!	#DIV/0!
\$ 26,838	\$ 16,630	#DIV/0!	#DIV/0!
\$ 27,540	\$ 20,635	#DIV/0!	#DIV/0!
100%	102%	#DIV/0!	#DIV/0!
97%	81%	#DIV/0!	#DIV/0!
\$ 724	\$ 4,360	#DIV/0!	#DIV/0!
\$ 720	\$ 3,147	#DIV/0!	#DIV/0!
\$ 2,124	\$ 48	#DIV/0!	#DIV/0!
\$ 2,845	\$ 3,195	#DIV/0!	#DIV/0!
\$ 45,518	\$ 47,921	#DIV/0!	#DIV/0!
131%	474%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
130	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	122	78
Avg. Days to Sale	21.5	19.9	23.8
Avg. Advertised Price (Time of Sale)	\$ 30,309	\$ 33,366	\$ 24,972
Avg. Transaction Price	\$ 29,680	\$ 32,690	\$ 24,972
Avg. Market Price at 100%	\$ 29,957	\$ 32,781	\$ 25,583
Avg. Price to Market % (Time of Sale)	101%	102%	98%
Avg. Transaction to Market	99%	100%	98%
Avg. Transactional Discount	\$ 629	\$ 676	\$ 556
Avg. Front-End Gross	\$ 2,168	\$ 2,306	\$ 1,953
Avg. Finance Gross	\$ 2,709	\$ 3,206	\$ 1,931
PUVR	\$ 4,879	\$ 5,516	\$ 3,884
Total Gross (Units & PUVR)	\$ 975,862	\$ 672,932	\$ 302,930
GROI	276%	305%	235%
% with Trade	47%	47%	47%
Avg. Over/Under Allowance	603	784	257



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	144	55
Avg. Days to Sale	21.5	19.1	27.5
Avg. Advertised Price (Time of Sale)	\$ 30,309	\$ 31,109	\$ 28,019
Avg. Transaction Price	\$ 29,680	\$ 30,431	\$ 28,019
Avg. Market Price at 100%	\$ 29,957	\$ 30,506	\$ 28,842
Avg. Price to Market % (Time of Sale)	101%	102%	97%
Avg. Transaction to Market	99%	100%	97%
Avg. Transactional Discount	\$ 629	\$ 678	\$ 474
Avg. Front-End Gross	\$ 2,168	\$ 2,326	\$ 1,802
Avg. Finance Gross	\$ 2,709	\$ 2,803	\$ 2,510
PUVR	\$ 4,879	\$ 5,133	\$ 4,312
Total Gross (Units & PUVR)	\$ 975,862	\$ 739,109	\$ 237,176
GROI	276%	318%	202%
% with Trade	47%	43%	58%
Avg. Over/Under Allowance	603	778	246



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	100	38
% of Retail Units	100%	50%	19%
% Retailed of Non-New Franchise	28%	23%	45%
Avg. Days to Sale	21.5	19.3	21.6
Avg. Transaction Price	\$ 29,680	\$ 29,404	\$ 24,329
Avg. Transaction to Market %	99%	99%	99%
Avg. Transactional Discount	\$ 629	\$ 961	\$ 551
Avg. Front End Gross	\$ 2,168	\$ 2,847	\$ 2,568
Avg. Finance Gross	\$ 2,709	\$ 3,005	\$ 1,636
PUVR	\$ 4,879	\$ 5,857	\$ 4,204
Total Gross (Units & PUVR)	\$ 975,862	\$ 585,658	\$ 159,743
GROI	276%	372%	288%
% with Trade	47%	45%	39%
Avg. Over/Under Allowance	603	581	219



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
14	29	0	0
7%	14%	0%	0%
29%	14%	#DIV/0!	#DIV/0!
14.4	27.4	#DIV/0!	#DIV/0!
\$ 33,341	\$ 34,606	#DIV/0!	#DIV/0!
100%	101%	#DIV/0!	#DIV/0!
\$ 459	\$ (75)	#DIV/0!	#DIV/0!
\$ 2,614	\$ (323)	#DIV/0!	#DIV/0!
\$ 3,805	\$ 2,832	#DIV/0!	#DIV/0!
\$ 6,419	\$ 2,510	#DIV/0!	#DIV/0!
\$ 89,865	\$ 72,781	#DIV/0!	#DIV/0!
483%	95%	#DIV/0!	#DIV/0!
57%	59%	#DIV/0!	#DIV/0!
740	771	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
2	3	13
1%	2%	7%
0%	33%	38%
20.0	21.3	30.5
\$ 38,800	\$ 22,478	\$ 31,594
101%	99%	97%
\$ 700	\$ 222	\$ 192
\$ 3,486	\$ 1,847	\$ 793
\$ 3,344	\$ 3,023	\$ 1,801
\$ 6,830	\$ 4,871	\$ 2,594
\$ 13,659	\$ 14,612	\$ 33,724
317%	366%	97%
0%	0%	62%
#DIV/0!	#DIV/0!	1,260

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	149	26
% of Retail Units	100%	75%	13%
% Retailed of Non-New Franchise	28%	21%	42%
Avg. Days to Sale	21.5	13.3	37.3
Avg. Transaction Price	\$ 29,680	\$ 29,846	\$ 29,140
Avg. Transaction to Market %	99%	100%	97%
Avg. Transactional Discount	\$ 629	\$ 763	\$ 372
Avg. Front End Gross	\$ 2,168	\$ 2,674	\$ 1,932
Avg. Finance Gross	\$ 2,709	\$ 2,798	\$ 2,637
PUVR	\$ 4,879	\$ 5,472	\$ 4,569
Total Gross (Units & PUVR)	\$ 975,862	\$ 815,392	\$ 118,781
GROI	276%	497%	151%
% with Trade	47%	43%	65%
Avg. Over/Under Allowance	603	586	575



46-60 days	61-90 days	90+ days
15	7	1
8%	4%	1%
33%	86%	0%
50.8	69.3	97.0
\$ 33,085	\$ 24,146	\$ 19,000
97%	90%	94%
\$ (145)	\$ 726	\$ (500)
\$ (857)	\$ (488)	\$ 501
\$ 2,739	\$ 1,714	\$ 263
\$ 1,882	\$ 1,226	\$ 764
\$ 28,233	\$ 8,585	\$ 764
40%	26%	15%
67%	29%	0%
793	500	#DIV/0!