

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	P6034	2020	Audi	Q5	144	Trade on New	Yes	Yes	\$ 42,995	\$ 42,995	100%	\$ 42,995	100%	\$ -	(\$3,500)	\$0
2	P6314	2019	Audi	A3	8	LBO OEM/Leasing Co.	Yes	Yes	\$ 34,995	\$ 29,160	105%	\$ 33,329	87%	\$ 5,835	\$5,092	\$0
3	P6225	2019	Audi	SQ5	37	LBO OEM/Leasing Co.	Yes	Yes	\$ 52,995	\$ 49,995	105%	\$ 50,471	99%	\$ 3,000	\$3,826	\$1,500
4	P6237	2019	Audi	Q7	30	LBO OEM/Leasing Co.	Yes	Yes	\$ 52,995	\$ 51,335	100%	\$ 52,995	97%	\$ 1,660	\$2,669	\$1,419
5	P6280	2022	Audi	Q3	25	Street/Curb Buy	Yes	Yes	\$ 48,995	\$ 46,000	105%	\$ 46,662	99%	\$ 2,995	\$6,492	\$0
6	P6239	2020	Audi	Q3	39	LBO OEM/Leasing Co.	Yes	Yes	\$ 44,995	\$ 41,995	100%	\$ 44,995	93%	\$ 3,000	\$4,207	\$2,411
7	P6232	2019	Audi	Q5	44	LBO OEM/Leasing Co.	Yes	Yes	\$ 38,995	\$ 35,835	105%	\$ 37,138	96%	\$ 3,160	(\$57)	\$2,600
8	P6305	2019	Audi	Q5	15	Trade on New	Yes	Yes	\$ 36,995	\$ 35,995	95%	\$ 38,942	92%	\$ 1,000		\$1,650
9	P6302	2019	Audi	A5	11	LBO OEM/Leasing Co.	Yes	Yes	\$ 39,995	\$ 38,995	110%	\$ 36,359	107%	\$ 1,000	\$4,230	\$1,644
10	P6294	2019	Audi	Q5	19	LBO OEM/Leasing Co.	Yes	Yes	\$ 42,835	\$ 42,335	107%	\$ 40,033	106%	\$ 500	\$875	\$1,500
11	P6262	2021	Audi	SQ5	27	LBO OEM/Leasing Co.	Yes	Yes	\$ 69,835	\$ 67,630	110%	\$ 63,486	107%	\$ 2,205	\$5,533	\$0
12	P6321	2020	Audi	Q5	15	LBO OEM/Leasing Co.	Yes	Yes	\$ 46,835	\$ 46,835	110%	\$ 42,577	110%	\$ -	\$5,735	\$1,100
13	P6242	2020	Audi	Q5	41	LBO OEM/Leasing Co.	Yes	Yes	\$ 39,835	\$ 36,840	100%	\$ 39,835	92%	\$ 2,995	(\$526)	\$0
14	P6321	2020	Audi	Q5	15	LBO OEM/Leasing Co.	Yes	Yes	\$ 46,995	\$ 46,995	110%	\$ 42,723	110%	\$ -	\$5,424	\$0
15	P6269	2019	Audi	A5	39	LBO OEM/Leasing Co.	Yes	Yes	\$ 45,995	\$ 42,995	115%	\$ 39,996	107%	\$ 3,000	\$3,976	\$150
16	230764A	2018	Audi	Q5	33	Trade on New	Yes	Yes	\$ 37,995	\$ 33,995	100%	\$ 37,995	89%	\$ 4,000	\$2,305	\$0
17	P6297	2020	Audi	A4	15	LBO OEM/Leasing Co.	Yes	Yes	\$ 39,995	\$ 35,995	110%	\$ 36,359	99%	\$ 4,000	\$1,411	\$922
18	P6277	2019	Audi	A3	26	LBO OEM/Leasing Co.	Yes	Yes	\$ 31,995	\$ 26,190	105%	\$ 30,471	86%	\$ 5,805	\$4,005	\$150
19	P6322	2019	Audi	S4	10	LBO OEM/Leasing Co.	Yes	Yes	\$ 44,835	\$ 43,835	100%	\$ 44,835	98%	\$ 1,000	\$2,011	\$0
20	P6278	2022	Audi	SQ5	22	LBO OEM/Leasing Co.	Yes	Yes	\$ 69,995	\$ 66,995	105%	\$ 66,662	100%	\$ 3,000	\$4,575	\$1,500
21	P6296	2022	Audi	Q8	22	LBO OEM/Leasing Co.	Yes	Yes	\$ 89,995	\$ 81,995	100%	\$ 89,995	91%	\$ 8,000	\$752	\$0
22	P6330	2019	Audi	R55	9	LBO OEM/Leasing Co.	Yes	Yes	\$ 69,995	\$ 64,995	105%	\$ 66,662	97%	\$ 5,000	\$9,792	\$900
23	230838A	2022	Audi	S3	30	Trade on New	Yes	Yes	\$ 58,995	\$ 54,000	105%	\$ 56,186	96%	\$ 4,995	\$3,226	\$0
24	P6301	2019	Audi	A4	26	LBO OEM/Leasing Co.	Yes	Yes	\$ 33,995	\$ 31,495	105%	\$ 32,376	97%	\$ 2,500	\$3,720	\$0
25	230859A	2019	Mercedes-Benz	E63 AMG	18	Trade on New	No	No	\$ 93,995	\$ 90,995	100%	\$ 93,995	97%	\$ 3,000	\$4,375	\$0
26	P6261	2022	Audi	Q7	47	Auction/Wholesale	Yes	Yes	\$ 92,995	\$ 87,995	105%	\$ 88,567	99%	\$ 5,000	\$6,828	\$0
27	P6300	2018	Audi	SQ5	30	LBO OEM/Leasing Co.	Yes	Yes	\$ 44,995	\$ 39,995	100%	\$ 44,995	89%	\$ 5,000	\$2,108	\$0
28	P6326	2019	Audi	SQ5	22	LBO OEM/Leasing Co.	Yes	Yes	\$ 54,995	\$ 51,995	105%	\$ 54,995	95%	\$ 3,000	(\$182)	\$10
29	P6203	2019	Audi	Q5	62	LBO OEM/Leasing Co.	Yes	Yes	\$ 42,995	\$ 39,995	105%	\$ 40,948	98%	\$ 3,000	\$604	\$1,500
30	P6346	2020	Audi	Q5	10	LBO OEM/Leasing Co.	Yes	Yes	\$ 48,995	\$ 48,995	100%	\$ 48,995	100%	\$ -	\$11,325	\$1,200
31	230691A	2019	Audi	A6	17	LBO OEM/Leasing Co.	Yes	Yes	\$ 56,995	\$ 56,495	107%	\$ 53,266	106%	\$ 500	\$2,951	\$1,500
32	P6284	2022	Audi	Q3	28	LBO OEM/Leasing Co.	Yes	Yes	\$ 48,995	\$ 44,995	105%	\$ 46,662	96%	\$ 4,000	\$788	\$1,500
33	P6269	2019	Audi	A5	39	Trade on New	Yes	Yes	\$ 42,995	\$ 42,995	105%	\$ 40,948	105%	\$ -	\$3,848	\$150
34	P6330A	2017	Volkswagen	Golf R	7	Trade on New	No	No	\$ 30,000	\$ 30,000	90%	\$ 33,333	90%	\$ -	\$6,848	\$1,487
35	P6217	2022	Audi	SQ5	57	LBO OEM/Leasing Co.	Yes	Yes	\$ 69,995	\$ 65,000	95%	\$ 73,679	88%	\$ 4,995	\$1,978	\$150
36	P6372	2019	Audi	Q8	14	LBO OEM/Leasing Co.	Yes	Yes	\$ 69,995	\$ 66,500	105%	\$ 66,662	100%	\$ 3,495	\$13,725	\$1,200
37	P6309	2022	Audi	Q8	23	LBO OEM/Leasing Co.	Yes	Yes	\$ 81,995	\$ 77,990	105%	\$ 78,090	100%	\$ 4,005	\$4,308	\$1,379
38	P6342	2022	Audi	Q7	15	LBO OEM/Leasing Co.	Yes	Yes	\$ 78,835	\$ 77,500	100%	\$ 78,835	98%	\$ 1,335	\$3,325	\$1,500
39	P6320	2021	Audi	RS7	29	LBO OEM/Leasing Co.	Yes	Yes	\$ 129,995	\$ 129,236	100%	\$ 129,995	99%	\$ 759	\$18,853	\$399
40	P6379	2021	Audi	A6 Allroad	11	LBO OEM/Leasing Co.	Yes	Yes	\$ 74,995	\$ 74,995	100%	\$ 74,995	100%	\$ -	\$5,757	\$2,600
41	P6315	2021	Audi	Q3	28	LBO OEM/Leasing Co.	Yes	Yes	\$ 41,995	\$ 39,995	105%	\$ 39,995	100%	\$ 2,000	\$5,405	\$0
42	P6222	2019	Audi	Q8	66	LBO OEM/Leasing Co.	Yes	Yes	\$ 60,995	\$ 57,515	100%	\$ 60,995	94%	\$ 3,480	(\$1,800)	\$1,200
43	P6253	2019	Audi	A4	52	LBO OEM/Leasing Co.	Yes	Yes	\$ 34,995	\$ 30,995	100%	\$ 34,995	89%	\$ 4,000	\$1,290	\$399

44	P6211	2019	Audi	A5	86	LBO OEM/Leasing Co.	Yes	Yes	\$ 44,995	\$ 44,495	105%	\$ 42,852	104%	\$ 500	\$185	\$2,250
45	P6320	2021	Audi	RS7	29	LBO OEM/Leasing Co.	Yes	Yes	\$ 129,995	\$ 129,295	100%	\$ 129,995	99%	\$ 700	\$18,853	\$399
46	P5912	2018	Audi	Q3	26	LBO OEM/Leasing Co.	Yes	Yes	\$ 31,995	\$ 30,150	100%	\$ 31,995	94%	\$ 1,845	\$4,469	\$0
47	P6315	2021	Audi	Q3	28	LBO OEM/Leasing Co.	Yes	Yes	\$ 41,995	\$ 39,995	100%	\$ 41,995	95%	\$ 2,000	\$5,405	\$0
48	230979A	2019	Audi	A3	40	Trade on New	Yes	Yes	\$ 34,995	\$ 32,495	105%	\$ 33,329	97%	\$ 2,500	\$5,151	\$0
49	P6255	2019	Audi	Q5	40	LBO OEM/Leasing Co.	Yes	Yes	\$ 41,995	\$ 34,995	105%	\$ 39,995	87%	\$ 7,000	(\$5,155)	\$0
50	230848B	2017	Subaru	BRZ	12	Trade on Used	No	No	\$ 22,500	\$ 22,500	90%	\$ 25,000	90%	\$ -	\$1,000	\$0
51	P6293	2018	Audi	Q5	42	LBO OEM/Leasing Co.	Yes	Yes	\$ 34,995	\$ 32,495	105%	\$ 33,329	97%	\$ 2,500	(\$2,103)	\$1,564
52	P6291	2019	Audi	A3	40	LBO OEM/Leasing Co.	Yes	Yes	\$ 29,995	\$ 27,995	100%	\$ 29,995	93%	\$ 2,000	\$5,547	\$1,500
53	230701A	2020	Audi	Q3	25	Trade on New	Yes	Yes	\$ 39,995	\$ 37,186	105%	\$ 38,090	98%	\$ 2,809	\$3,078	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	4%
Total # Retail Units	95
Avg. Days to Sale	31.7
Avg. Advertised Price (Time of Sale)	\$ 51,832
Avg. Transaction Price	\$ 49,472
Avg. Market Price at 100%	\$ 50,359
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 2,360
Avg. Front-End Gross	\$ 4,092
Avg. Finance Gross	\$ 903
PUVR	\$ 4,952
Total Gross (Units & PUVR)	\$ 470,455
GROI	114%
% with Trade	39%
Avg. Over/Under Allowance	(\$200)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Sepehr Kerendi
% Retailed of Non-New Franchise	4%	#DIV/0!	4%
Total # Retail Units	95	0	68
Avg. Days to Sale	31.7	#DIV/0!	33.4
Avg. Advertised Price (Time of Sale)	\$ 51,832	#DIV/0!	\$ 53,986
Avg. Transaction Price	\$ 49,472	#DIV/0!	\$ 51,429
Avg. Market Price at 100%	\$ 50,359	#DIV/0!	\$ 52,469
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	103%
Avg. Transaction to Market	98%	#DIV/0!	98%
Avg. Transactional Discount	\$ 2,360	#DIV/0!	\$ 2,557
Avg. Front-End Gross	\$ 4,092	#DIV/0!	\$ 4,326
Avg. Finance Gross	\$ 903	#DIV/0!	\$ 864
PUVR	\$ 4,952	#DIV/0!	\$ 5,126
Total Gross (Units & PUVR)	\$ 470,455	#DIV/0!	\$ 348,590
GROI	114%	#DIV/0!	108%
% with Trade	39%	#DIV/0!	38%
Avg. Over/Under Allowance	-200	#DIV/0!	-200



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Anthony Turino
% Retailed of Non-New Franchise	4%	#DIV/0!	0%
Total # Retail Units	95	0	1
Avg. Days to Sale	31.7	#DIV/0!	15.0
Avg. Advertised Price (Time of Sale)	\$ 51,832	#DIV/0!	\$ 46,995
Avg. Transaction Price	\$ 49,472	#DIV/0!	\$ 46,995
Avg. Market Price at 100%	\$ 50,359	#DIV/0!	\$ 42,723
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	110%
Avg. Transaction to Market	98%	#DIV/0!	110%
Avg. Transactional Discount	\$ 2,360	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 4,092	#DIV/0!	\$ 5,424
Avg. Finance Gross	\$ 903	#DIV/0!	\$ -
PUVR	\$ 4,952	#DIV/0!	\$ 5,424
Total Gross (Units & PUVR)	\$ 470,455	#DIV/0!	\$ 5,424
GROI	114%	#DIV/0!	277%
% with Trade	39%	#DIV/0!	0%
Avg. Over/Under Allowance	-200	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Halliee Ng	
% Retailed of Non-New Franchise	4%	0%	#DIV/0!
Total # Retail Units	95	8	0
Avg. Days to Sale	31.7	40.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 51,832	\$ 52,120	#DIV/0!
Avg. Transaction Price	\$ 49,472	\$ 49,543	#DIV/0!
Avg. Market Price at 100%	\$ 50,359	\$ 51,462	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	101%	#DIV/0!
Avg. Transaction to Market	98%	96%	#DIV/0!
Avg. Transactional Discount	\$ 2,360	\$ 2,577	#DIV/0!
Avg. Front-End Gross	\$ 4,092	\$ 6,148	#DIV/0!
Avg. Finance Gross	\$ 903	\$ 1,842	#DIV/0!
PUVR	\$ 4,952	\$ 7,990	#DIV/0!
Total Gross (Units & PUVR)	\$ 470,455	\$ 63,920	#DIV/0!
GROI	114%	142%	#DIV/0!
% with Trade	39%	0%	#DIV/0!
Avg. Over/Under Allowance	-200	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	95	91	4
Avg. Days to Sale	31.7	31.6	35.8
Avg. Advertised Price (Time of Sale)	\$ 51,832	\$ 50,677	\$ 74,624
Avg. Transaction Price	\$ 49,472	\$ 48,367	\$ 74,624
Avg. Market Price at 100%	\$ 50,359	\$ 49,298	\$ 77,605
Avg. Price to Market % (Time of Sale)	103%	103%	96%
Avg. Transaction to Market	98%	98%	96%
Avg. Transactional Discount	\$ 2,360	\$ 2,310	\$ 3,499
Avg. Front-End Gross	\$ 4,092	\$ 4,135	\$ 3,127
Avg. Finance Gross	\$ 903	\$ 902	\$ 933
PUVR	\$ 4,952	\$ 4,991	\$ 4,060
Total Gross (Units & PUVR)	\$ 470,455	\$ 454,214	\$ 16,241
GROI	114%	118%	55%
% with Trade	39%	40%	25%
Avg. Over/Under Allowance	-200	0	-1,000



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	95	91	4
Avg. Days to Sale	31.7	31.6	35.8
Avg. Advertised Price (Time of Sale)	\$ 51,832	\$ 50,677	\$ 74,624
Avg. Transaction Price	\$ 49,472	\$ 48,367	\$ 74,624
Avg. Market Price at 100%	\$ 50,359	\$ 49,298	\$ 77,605
Avg. Price to Market % (Time of Sale)	103%	103%	96%
Avg. Transaction to Market	98%	98%	96%
Avg. Transactional Discount	\$ 2,360	\$ 2,310	\$ 3,499
Avg. Front-End Gross	\$ 4,092	\$ 4,135	\$ 3,127
Avg. Finance Gross	\$ 903	\$ 902	\$ 933
PUVR	\$ 4,952	\$ 4,991	\$ 4,060
Total Gross (Units & PUVR)	\$ 470,455	\$ 454,214	\$ 16,241
GROI	114%	118%	55%
% with Trade	39%	40%	25%
Avg. Over/Under Allowance	-200	0	-1,000



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	95	13	2
% of Retail Units	100%	14%	2%
% Retailed of Non-New Franchise	4%	23%	50%
Avg. Days to Sale	31.7	47.1	15.5
Avg. Transaction Price	\$ 49,472	\$ 52,123	\$ 28,343
Avg. Transaction to Market %	98%	96%	89%
Avg. Transactional Discount	\$ 2,360	\$ 3,026	\$ 1,405
Avg. Front End Gross	\$ 4,092	\$ 3,099	\$ 1,560
Avg. Finance Gross	\$ 903	\$ 867	\$ 1,325
PUVR	\$ 4,952	\$ 3,728	\$ 2,884
Total Gross (Units & PUVR)	\$ 470,455	\$ 48,470	\$ 5,768
GROI	114%	55%	236%
% with Trade	39%	38%	0%
Avg. Over/Under Allowance	-200	-1,000	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	1	0	0
1%	1%	0%	0%
0%	0%	#DIV/0!	#DIV/0!
25.0	47.0	#DIV/0!	#DIV/0!
\$ 46,000	\$ 87,995	#DIV/0!	#DIV/0!
99%	99%	#DIV/0!	#DIV/0!
\$ 2,995	\$ 5,000	#DIV/0!	#DIV/0!
\$ 6,492	\$ 6,828	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 6,492	\$ 6,828	#DIV/0!	#DIV/0!
\$ 6,492	\$ 6,828	#DIV/0!	#DIV/0!
203%	59%	#DIV/0!	#DIV/0!
100%	0%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
78	0	0
82%	0%	0%
0%	#DIV/0!	#DIV/0!
29.5	#DIV/0!	#DIV/0!
\$ 49,123	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!
\$ 2,232	#DIV/0!	#DIV/0!
\$ 4,244	#DIV/0!	#DIV/0!
\$ 921	#DIV/0!	#DIV/0!
\$ 5,165	#DIV/0!	#DIV/0!
\$ 402,897	#DIV/0!	#DIV/0!
128%	#DIV/0!	#DIV/0!
40%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	95	64	16
% of Retail Units	100%	67%	17%
% Retailed of Non-New Franchise	4%	5%	0%
Avg. Days to Sale	31.7	19.7	38.7
Avg. Transaction Price	\$ 49,472	\$ 48,736	\$ 39,945
Avg. Transaction to Market %	98%	98%	97%
Avg. Transactional Discount	\$ 2,360	\$ 2,020	\$ 2,665
Avg. Front End Gross	\$ 4,092	\$ 4,698	\$ 2,729
Avg. Finance Gross	\$ 903	\$ 764	\$ 1,127
PUVR	\$ 4,952	\$ 5,462	\$ 3,856
Total Gross (Units & PUVR)	\$ 470,455	\$ 349,560	\$ 61,693
GROI	114%	204%	90%
% with Trade	39%	41%	31%
Avg. Over/Under Allowance	-200	-333	1,000



46-60 days	61-90 days	90+ days
5	8	1
5%	8%	1%
0%	0%	100%
53.0	77.4	106.0
\$ 55,996	\$ 57,954	\$ 155,000
94%	100%	98%
\$ 3,199	\$ 3,166	\$ 10,995
\$ 4,424	\$ 3,264	\$ 285
\$ 110	\$ 2,011	\$ 2,246
\$ 4,534	\$ 5,275	\$ 2,531
\$ 22,668	\$ 42,201	\$ 2,531
55%	42%	6%
20%	50%	100%
#DIV/0!	#DIV/0!	-1,000