

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	RT11445	2022	Toyota	PRIUS	1	Ental Fleet (Enterprise, e	Yes	\$ 32,998	\$ 32,998	107%	\$9,986	\$3,784
2	TT8052C	2018	Volkswagen	ATLAS	17	Trade on Used	No	\$ 31,246	\$ 31,246	102%	\$2,920	\$5,784
3	XT11453	2019	Toyota	RAV4	6	Trade on Used	No	\$ 39,997	\$ 39,997	98%	\$5,366	\$2,101
4	XT11454	2019	GMC	TERRAIN	47	Trade on New	No	\$ 24,942	\$ 24,942	98%	\$131	\$8,180
5	TT8150A	2014	Toyota	RAV4	11	Trade on New	No	\$ 16,457	\$ 15,957	102%	\$1,249	\$445
6	TT8149A	2014	Subaru	LEGACY	5	Trade on New	No	\$ 11,998	\$ 10,998	113%	\$3,791	\$419
7	IT11308B	2015	Toyota	VENZA	4	Street/Curb Buy	No	\$ 19,998	\$ 17,440	95%	(\$306)	\$2,992
8	XT11438	2022	Toyota	TACOMA	5	Other	Yes	\$ 37,998	\$ 37,998	101%	\$3,669	\$4,482
9	IT11271	2018	Toyota	TACOMA	76	Street/Curb Buy	No	\$ 32,179	\$ 32,000	99%	(\$2,789)	\$200
10	TT8183A	2011	Buick	ENCLAVE	3	Trade on New	No	\$ 11,998	\$ 11,498	87%	\$3,859	\$2,042
11	TT8001A	2019	Toyota	4RUNNER	30	Trade on New	No	\$ 31,899	\$ 30,998	101%	\$608	\$3,416
12	PT11422	2013	Hyundai	ELANTRA	17	Street/Curb Buy	No	\$ 7,783	\$ 7,283	96%	\$90	\$1,804
13	XT11458	2013	Toyota	PRIUS	3	Other	No	\$ 13,749	\$ 13,749	101%	\$2,633	\$4,272
14	TT8107B	2021	Toyota	SIENNA	7	Trade on Used	Yes	\$ 41,998	\$ 41,798	99%	\$3,240	\$0
15	TT7934B	2018	Toyota	4RUNNER	29	Trade on Used	No	\$ 34,398	\$ 34,398	97%	\$1,151	\$853
16	TT8178A	2012	Toyota	CAMRY	5	Trade on New	No	\$ 17,598	\$ 17,598	103%	\$2,182	\$2,489
17	XT11459	2015	Mazda	MAZDA3	23	Other	No	\$ 18,250	\$ 18,250	97%	\$472	\$5,510
18	LT11426A	2021	Toyota	COROLLA	16	LBO Customer	Yes	\$ 25,998	\$ 25,599	107%	\$1,147	\$96
19	TT8169A	2017	Subaru	CROSSTREK	14	Trade on New	No	\$ 17,794	\$ 17,794	103%	\$2,461	\$0
20	XT11460	2019	Kia	OPTIMA	44	Other	No	\$ 18,763	\$ 18,763	91%	(\$360)	\$7,319
21	PT11324	2021	Toyota	TACOMA	56	Street/Curb Buy	Yes	\$ 43,772	\$ 42,772	98%	\$90	\$3,567
22	TT8182A	2020	Toyota	PRIUS	8	Trade on New	Yes	\$ 31,998	\$ 31,248	104%	\$3,236	\$319
23	XT11463	2017	Chevrolet	SILVERADO	6	Other	No	\$ 32,997	\$ 32,997	98%	\$4,155	\$9,795
24	TT8136A	2020	Toyota	HIGHLANDER	17	Trade on New	Yes	\$ 38,056	\$ 38,056	100%	\$ 1,888.00	\$9,263
25	IT11432	2020	Toyota	COROLLA	18	Street/Curb Buy	Yes	\$ 26,898	\$ 26,598	108%	\$346	\$5,804
26	TT8099A	2010	Toyota	TACOMA	24	Trade on New	No	\$ 25,999	\$ 22,900	114%	\$802	\$2,063
27	XT11468	2019	Volkswagen	BEETLE	67	Other	No	\$ 33,599	\$ 34,289	97%	\$938	\$4,074
28	IT11423	2022	Toyota	PRIUS	22	Street/Curb Buy	Yes	\$ 29,939	\$ 29,939	101%	(\$773)	\$4,251
29	TT8103A	2022	Toyota	4RUNNER	32	Trade on New	Yes	\$ 56,907	\$ 56,907	98%	\$1,199	\$8,175
30	TT8076A	2019	Hyundai	SANTA FE	44	Trade on New	No	\$ 19,422	\$ 19,422	95%	(\$1,188)	\$4,014

Scoreboard Totals

% Retailed of Non-Franchise Make	34%
Total # Retail Units	50
Avg. Days to Sale	23.8
Avg. Advertised Price (Time of Sale)	\$ 28,087
Avg. Transaction Price	\$ 27,828
Avg. Market Price at 100%	\$ 27,853
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 258
Avg. Front-End Gross	\$ 1,511
Avg. Finance Gross	\$ 3,259
PUVR	\$ 4,771
Total Gross (Units & PUVR)	\$ 238,527
GROI	259%
% with Trade	42%
Avg. Over/Under Allowance	\$317



Scoreboard

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Desk Manager	Totals	BARRIE TOYOOKA	SUSAN SANCHEZ
% Retailed of Non-New Franchise	34%	18%	29%
Total # Retail Units	50	11	17
Avg. Days to Sale	23.8	19.5	15.8
Avg. Advertised Price (Time of Sale)	\$ 28,087	\$ 25,280	\$ 29,301
Avg. Transaction Price	\$ 27,828	\$ 24,712	\$ 29,283
Avg. Market Price at 100%	\$ 27,853	\$ 24,852	\$ 29,117
Avg. Price to Market % (Time of Sale)	101%	102%	101%
Avg. Transaction to Market	100%	99%	101%
Avg. Transactional Discount	\$ 258	\$ 568	\$ 18
Avg. Front-End Gross	\$ 1,511	\$ 1,983	\$ 1,739
Avg. Finance Gross	\$ 3,259	\$ 2,499	\$ 4,038
PUVR	\$ 4,771	\$ 4,482	\$ 5,776
Total Gross (Units & PUVR)	\$ 238,527	\$ 49,297	\$ 98,199
GROI	259%	336%	450%
% with Trade	42%	45%	53%
Avg. Over/Under Allowance	317	752	282



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ELLYSA BOLIGAO	DAVID BRYAN		
40%	57%	#DIV/0!	#DIV/0!
15	7	0	0
32.9	30.6	#DIV/0!	#DIV/0!
\$ 27,622	\$ 30,543	#DIV/0!	#DIV/0!
\$ 27,230	\$ 30,472	#DIV/0!	#DIV/0!
\$ 27,644	\$ 31,172	#DIV/0!	#DIV/0!
100%	98%	#DIV/0!	#DIV/0!
99%	98%	#DIV/0!	#DIV/0!
\$ 392	\$ 71	#DIV/0!	#DIV/0!
\$ 1,087	\$ 1,127	#DIV/0!	#DIV/0!
\$ 2,679	\$ 3,808	#DIV/0!	#DIV/0!
\$ 3,766	\$ 4,935	#DIV/0!	#DIV/0!
\$ 56,486	\$ 34,546	#DIV/0!	#DIV/0!
151%	191%	#DIV/0!	#DIV/0!
33%	29%	#DIV/0!	#DIV/0!
163	48	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	STEVEN SKEEHAN	RABAR ALI
% Retailed of Non-New Franchise	34%	60%	20%
Total # Retail Units	50	5	5
Avg. Days to Sale	23.8	23.2	34.2
Avg. Advertised Price (Time of Sale)	\$ 28,087	\$ 30,417	\$ 33,546
Avg. Transaction Price	\$ 27,828	\$ 30,736	\$ 33,449
Avg. Market Price at 100%	\$ 27,853	\$ 30,777	\$ 34,075
Avg. Price to Market % (Time of Sale)	101%	99%	98%
Avg. Transaction to Market	100%	100%	98%
Avg. Transactional Discount	\$ 258	\$ (320)	\$ 97
Avg. Front-End Gross	\$ 1,511	\$ 3,175	\$ 876
Avg. Finance Gross	\$ 3,259	\$ 3,817	\$ 2,293
PUVR	\$ 4,771	\$ 6,992	\$ 3,169
Total Gross (Units & PUVR)	\$ 238,527	\$ 34,959	\$ 15,845
GROI	259%	353%	100%
% with Trade	42%	80%	40%
Avg. Over/Under Allowance	317	1,657	276



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JAMES ALAMEDA	CALEB GARDNER	CARSON CAMPBELL	COLE ELLIOTT
0%	33%	0%	100%
2	6	1	1
18.0	26.7	30.0	17.0
\$ 31,662	\$ 20,672	\$ 14,998	\$ 31,246
\$ 31,512	\$ 20,672	\$ 14,998	\$ 31,246
\$ 31,413	\$ 21,149	\$ 15,623	\$ 30,633
101%	98%	96%	102%
100%	98%	96%	102%
\$ 150	\$ -	\$ -	\$ -
\$ 3,190	\$ 491	\$ 1,438	\$ 2,920
\$ 2,857	\$ 1,287	\$ 319	\$ 5,784
\$ 6,047	\$ 1,778	\$ 1,757	\$ 8,704
\$ 12,093	\$ 10,669	\$ 1,757	\$ 8,704
384%	116%	141%	590%
50%	50%	100%	100%
749	376	0	750

KYLER KELSO	CHRISTOPHER CHR	MICHAEL WALDO	PARKER BOON
0%	75%	100%	20%
5	4	1	5
12.8	35.8	5.0	24.4
\$ 32,598	\$ 21,154	\$ 11,998	\$ 32,322
\$ 32,047	\$ 20,841	\$ 10,998	\$ 31,244
\$ 32,712	\$ 21,669	\$ 10,618	\$ 30,778
100%	98%	113%	105%
98%	96%	104%	102%
\$ 552	\$ 313	\$ 1,000	\$ 1,078
\$ 1,448	\$ 864	\$ 3,791	\$ 1,653
\$ 3,463	\$ 3,573	\$ 419	\$ 3,595
\$ 4,912	\$ 4,437	\$ 4,210	\$ 5,248
\$ 24,559	\$ 17,750	\$ 4,210	\$ 26,239
431%	214%	2756%	248%
60%	25%	0%	60%
146	0	0	309

DARREN POSEY	MICHAEL STRADLE	LUIZ OLMO	JEFFREY EAKES
20%	100%	40%	33%
5	1	5	3
22.2	23.0	18.2	28.0
\$ 28,427	\$ 18,250	\$ 24,911	\$ 35,569
\$ 28,179	\$ 18,250	\$ 24,691	\$ 35,236
\$ 27,977	\$ 18,814	\$ 24,302	\$ 35,993
102%	97%	103%	99%
101%	97%	102%	98%
\$ 248	\$ -	\$ 220	\$ 333
\$ 1,337	\$ 472	\$ 1,268	\$ 1,157
\$ 2,604	\$ 5,510	\$ 3,496	\$ 5,871
\$ 3,941	\$ 5,982	\$ 4,764	\$ 7,028
\$ 19,706	\$ 5,982	\$ 23,820	\$ 21,085
227%	513%	382%	256%
0%	0%	40%	0%
0	0	-120	0

COLTON WEEKS			
0%	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0
17.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 38,056	#DIV/0!	#DIV/0!	#DIV/0!
\$ 38,056	#DIV/0!	#DIV/0!	#DIV/0!
\$ 38,056	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,888	#DIV/0!	#DIV/0!	#DIV/0!
\$ 9,263	#DIV/0!	#DIV/0!	#DIV/0!
\$ 11,151	#DIV/0!	#DIV/0!	#DIV/0!
\$ 11,151	#DIV/0!	#DIV/0!	#DIV/0!
620%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	JUSTIN VALDEZ	JAKE BACHELOR
% Retailed of Non-New Franchise	34%	0%	50%
Total # Retail Units	50	6	4
Avg. Days to Sale	23.8	11.2	17.3
Avg. Advertised Price (Time of Sale)	\$ 28,087	\$ 35,832	\$ 31,594
Avg. Transaction Price	\$ 27,828	\$ 35,630	\$ 31,247
Avg. Market Price at 100%	\$ 27,853	\$ 35,450	\$ 31,503
Avg. Price to Market % (Time of Sale)	101%	101%	100%
Avg. Transaction to Market	100%	101%	99%
Avg. Transactional Discount	\$ 258	\$ 202	\$ 347
Avg. Front-End Gross	\$ 1,511	\$ 3,374	\$ 1,807
Avg. Finance Gross	\$ 3,259	\$ 4,795	\$ 4,246
PUVR	\$ 4,771	\$ 8,169	\$ 6,053
Total Gross (Units & PUVR)	\$ 238,527	\$ 49,015	\$ 24,211
GROI	259%	739%	404%
% with Trade	42%	0%	0%
Avg. Over/Under Allowance	317	1,462	250



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EDWIN HILTAB	RICHARD SANC	MICHAEL ALDEN	HOUSE F&I
33%	55%	36%	0%
15	11	11	3
23.3	28.3	24.3	42.0
\$ 24,565	\$ 25,628	\$ 28,876	\$ 31,648
\$ 24,245	\$ 25,492	\$ 28,544	\$ 31,522
\$ 24,469	\$ 25,534	\$ 29,010	\$ 31,830
100%	100%	100%	99%
99%	100%	98%	99%
\$ 320	\$ 136	\$ 332	\$ 126
\$ 911	\$ 1,783	\$ 1,554	\$ (764)
\$ 2,994	\$ 3,824	\$ 2,731	\$ 67
\$ 3,905	\$ 5,607	\$ 4,285	\$ (697)
\$ 58,582	\$ 61,675	\$ 47,135	\$ (2,091)
249%	280%	223%	-19%
0%	0%	0%	0%
109	340	64	0

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	50	16	34
Avg. Days to Sale	23.8	20.2	25.5
Avg. Advertised Price (Time of Sale)	\$ 28,087	\$ 35,938	\$ 24,091
Avg. Transaction Price	\$ 27,828	\$ 35,770	\$ 24,091
Avg. Market Price at 100%	\$ 27,853	\$ 35,270	\$ 24,615
Avg. Price to Market % (Time of Sale)	101%	102%	98%
Avg. Transaction to Market	100%	101%	98%
Avg. Transactional Discount	\$ 258	\$ 168	\$ 301
Avg. Front-End Gross	\$ 1,511	\$ 1,668	\$ 1,437
Avg. Finance Gross	\$ 3,259	\$ 3,815	\$ 2,998
PUVR	\$ 4,771	\$ 5,483	\$ 4,435
Total Gross (Units & PUVR)	\$ 238,527	\$ 87,725	\$ 150,802
GROI	259%	273%	260%
% with Trade	42%	25%	50%
Avg. Over/Under Allowance	317	534	215



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	50	33	17
Avg. Days to Sale	23.8	20.7	29.9
Avg. Advertised Price (Time of Sale)	\$ 28,087	\$ 31,292	\$ 21,786
Avg. Transaction Price	\$ 27,828	\$ 30,940	\$ 21,786
Avg. Market Price at 100%	\$ 27,853	\$ 30,895	\$ 22,453
Avg. Price to Market % (Time of Sale)	101%	101%	97%
Avg. Transaction to Market	100%	100%	97%
Avg. Transactional Discount	\$ 258	\$ 352	\$ 77
Avg. Front-End Gross	\$ 1,511	\$ 1,659	\$ 1,224
Avg. Finance Gross	\$ 3,259	\$ 3,033	\$ 3,698
PUVR	\$ 4,771	\$ 4,692	\$ 4,922
Total Gross (Units & PUVR)	\$ 238,527	\$ 154,850	\$ 83,677
GROI	259%	264%	272%
% with Trade	42%	39%	47%
Avg. Over/Under Allowance	317	425	108



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	50	19	6
% of Retail Units	100%	38%	12%
% Retailed of Non-New Franchise	34%	42%	33%
Avg. Days to Sale	23.8	19.1	22.3
Avg. Transaction Price	\$ 27,828	\$ 23,572	\$ 39,767
Avg. Transaction to Market %	100%	100%	97%
Avg. Transactional Discount	\$ 258	\$ 392	\$ 116
Avg. Front End Gross	\$ 1,511	\$ 1,785	\$ 1,805
Avg. Finance Gross	\$ 3,259	\$ 2,897	\$ 2,053
PUVR	\$ 4,771	\$ 4,682	\$ 3,858
Total Gross (Units & PUVR)	\$ 238,527	\$ 88,958	\$ 23,147
GROI	259%	374%	156%
% with Trade	42%	37%	50%
Avg. Over/Under Allowance	317	17	616



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
9	2	0	1
18%	4%	0%	2%
11%	0%	#DIV/0!	0%
27.7	40.5	#DIV/0!	16.0
\$ 28,150	\$ 25,896	#DIV/0!	\$ 25,599
98%	104%	#DIV/0!	105%
\$ 713	\$ -	#DIV/0!	\$ 399
\$ 187	\$ (2,685)	#DIV/0!	\$ 1,147
\$ 2,709	\$ 3,840	#DIV/0!	\$ 96
\$ 2,896	\$ 1,155	#DIV/0!	\$ 1,243
\$ 26,060	\$ 2,310	#DIV/0!	\$ 1,243
134%	40%	#DIV/0!	109%
22%	50%	#DIV/0!	0%
111	-359	#DIV/0!	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	2	11
0%	4%	22%
#DIV/0!	0%	55%
#DIV/0!	6.5	30.4
#DIV/0!	\$ 32,834	\$ 28,048
#DIV/0!	107%	98%
#DIV/0!	\$ -	\$ (185)
#DIV/0!	\$ 7,398	\$ 1,686
#DIV/0!	\$ 5,190	\$ 4,826
#DIV/0!	\$ 12,588	\$ 6,512
#DIV/0!	\$ 25,175	\$ 71,633
#DIV/0!	2123%	275%
#DIV/0!	50%	64%
#DIV/0!	2,574	581

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	50	36	7
% of Retail Units	100%	72%	14%
% Retailed of Non-New Franchise	34%	28%	43%
Avg. Days to Sale	23.8	13.4	40.1
Avg. Transaction Price	\$ 27,828	\$ 26,652	\$ 31,269
Avg. Transaction to Market %	100%	101%	98%
Avg. Transactional Discount	\$ 258	\$ 325	\$ 107
Avg. Front End Gross	\$ 1,511	\$ 2,419	\$ (927)
Avg. Finance Gross	\$ 3,259	\$ 2,991	\$ 4,654
PUVR	\$ 4,771	\$ 5,410	\$ 3,727
Total Gross (Units & PUVR)	\$ 238,527	\$ 194,753	\$ 26,089
GROI	259%	547%	107%
% with Trade	42%	44%	43%
Avg. Over/Under Allowance	317	435	-67



46-60 days	61-90 days	90+ days
3	4	0
6%	8%	0%
33%	75%	#DIV/0!
50.3	69.3	#DIV/0!
\$ 27,571	\$ 32,586	#DIV/0!
95%	95%	#DIV/0!
\$ 333	\$ (128)	#DIV/0!
\$ (10)	\$ (1,253)	#DIV/0!
\$ 4,383	\$ 2,395	#DIV/0!
\$ 4,372	\$ 1,142	#DIV/0!
\$ 13,117	\$ 4,567	#DIV/0!
113%	18%	#DIV/0!
0%	50%	#DIV/0!
0	162	#DIV/0!