

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
FAUSTO SALAZA	DAVID ROGERS	MANNY ORTIZ
OSMAR TAGLIAFERO	EDWARD MALLORY	CHRISTIAN CARMONA
		GINO ARNAUT
		MIKE MCCAIN
		TOD MARKS
		ISAIAH ANAYA

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	RU338259	24	Hyundai	IONIQ	0	Trade on New	No	\$ 49,555	\$ 49,058	91%	\$17	\$321
2	SU190873	25	Hyundai	KONA	104	Trade on New	No	\$ 32,830	\$ 32,999	94%	(\$1,890)	\$1,200
3	SA085905	25	Hyundai	IONIQ	93	Trade on New	No	\$ 53,290	\$ 52,460	98%	(\$243)	\$1,679
4	XS472060	7	Toyota	TUNDRA	36	Trade on Used	No	\$ 12,412	\$ 12,412	81%	\$3,149	\$0
5	RU303550	24	Hyundai	IONIQ	25	Trade on New	No	\$ 52,750	\$ 50,548	92%	(\$975)	\$1,255
6	RU298955	24	Hyundai	IONIQ	104	Trade on New	No	\$ 59,505	\$ 59,000	96%	(\$175)	\$205
7	RU238346	24	Hyundai	IONIQ	119	Trade on New	No	\$ 41,640	\$ 41,640	98%	(\$475)	\$1,245
8	CP121183	24	Hyundai	SANTE FE	195	Trade on Used	Yes	\$ 25,695	\$ 25,695	75%	(\$25)	\$1,742
9	SU250403	25	Hyundai	TUCSON	75	Trade on New	No	\$ 43,295	\$ 42,295	92%	\$24	\$1,241
10	SA085803	25	Hyundai	IONIQ	106	Trade on New	No	\$ 47,800	\$ 45,285	87%	(\$1,738)	\$0
11	RA088961	24	Hyundai	SONATA	240	Trade on New	No	\$ 38,880	\$ 37,860	95%	\$2,345	\$0
12	RU226045	24	Hyundai	TUCSON	51	Trade on New	No	\$ 37,554	\$ 35,110	92%	(\$966)	\$0
13	RU303725	24	Hyundai	IONIQ	152	Trade on New	No	\$ 38,955	\$ 38,955	97%	\$1,575	\$125
14	SA255452	25	Hyundai	IONIQ	2	Trade on New	No	\$ 52,715	\$ 52,715	91%	(\$1,505)	\$0
15	RU252874	24	Hyundai	TUCSON	125	Trade on New	No	\$ 47,899	\$ 47,000	94%	(\$2,750)	\$1,575
16	SA879547	25	Hyundai	IONIQ	4	Trade on New	No	\$ 52,974	\$ 52,974	99%	\$1,325	\$0
17	RU259658	24	Hyundai	SONATA	125	Trade on New	No	\$ 31,745	\$ 29,000	74%	(\$2,752)	\$1,254
18	SA458795	25	Hyundai	PALISADE	25	Trade on New	No	\$ 47,987	\$ 47,987	98%	\$750	\$0
19	SU475258	25	Hyundai	SANTE FE	1	Trade on New	No	\$ 51,987	\$ 53,987	99%	\$2,450	\$0
20	RA458705	24	Hyundai	ELANTRA	225	Trade on New	No	\$ 27,987	\$ 27,000	89%	\$1,525	\$1,254
21	SU258745	25	Hyundai	SANTE FE	25	Trade on New	No	\$ 37,525	\$ 40,525	92%	\$3,754	\$525
22	CP525458	25	Hyundai	ELANTRA	25	Trade on Used	Yes	\$ 19,995	\$ 19,000	97%	(\$2,257)	\$1,575
23	PL214369	20	Hyundai	PALISADE	0	LBO Customer	No	\$ 17,548	\$ 17,548	75%	(\$275)	\$0
24	SU985147	25	Hyundai	SANTE FE	2	Trade on New	No	\$ 37,254	\$ 40,354	94%	\$3,725	\$1,275
25	SU451698	25	Hyundai	PALISADE	51	Trade on New	No	\$ 41,995	\$ 41,995	97%	\$1,254	\$1,754
26	SH825964	25	Hyundai	SANTE FE	45	Trade on New	No	\$ 41,958	\$ 41,958	94%	\$1,195	\$0
27	SA472397	25	Hyundai	PALISADE	79	Trade on New	No	\$ 52,498	\$ 52,000	98%	\$1,205	\$1,475
28	CP112598	23	Hyundai	ELANTRA	45	Trade on New	Yes	\$ 21,958	\$ 21,058	87%	(\$1,758)	\$2,541

29	SU950045	25	Hyundai	SANTE FE	0	Trade on New	No	\$	47,525	\$	51,525	97%	\$4,958	\$1,500
30	SA754286	25	Hyundai	PALISADE	45	Trade on New	No	\$	52,157	\$	50,000	94%	(\$975)	\$1,575
31	XE458963	21	Toyota	CAMRY	25	Trade on Used	No	\$	21,575	\$	19,252	87%	(\$525)	\$1,798
32	CP369452	23	Hyundai	SONATA	145	Trade on Used	Yes	\$	19,587	\$	17,000	74%	(\$2,458)	\$1,500
33	SA887954	25	Hyundai	ELANTRA	2	Trade on New	No	\$	23,754	\$	23,754	89%	\$1,358	\$1,758
34	SH589748	25	Hyundai	SANTE FE	25	Trade on New	No	\$	47,958	\$	51,958	98%	(\$2,525)	\$1,500
35	SA152185	25	Hyundai	TUCSON	31	Trade on New	No	\$	45,754	\$	45,000	98%	\$1,548	\$2,156
36	XE558487	23	Honda	ACCORD	12	Trade on Used	No	\$	19,975	\$	19,975	87%	\$2,415	\$1,748
37	SA329514	25	Hyundai	IONIQ	35	Trade on New	No	\$	52,975	\$	51,975	97%	(\$575)	\$1,528
38	P2548923	21	Hyundai	SANTE FE	21	LBO Customer	No	\$	23,985	\$	26,985	87%	\$1,258	\$1,958
39	XE259488	19	Chevrolet	MALIBU	54	Trade on Used	No	\$	17,595	\$	17,595	98%	(\$125)	\$1,252
40	SU958145	25	Hyundai	ELANTRA	25	Trade on New	No	\$	23,545	\$	23,545	87%	\$197	\$2,154
41	CP985874	22	Hyundai	KONA	275	Trade on Used	Yes	\$	23,958	\$	22,575	83%	(\$250)	\$1,958
42	SH975845	25	Hyundai	IONIQ	26	Trade on New	No	\$	47,588	\$	47,588	98%	\$475	\$1,275
43	CP119598	22	Hyundai	SANTE FE	15	Trade on Used	Yes	\$	23,959	\$	23,000	91%	\$275	\$2,105
44	SH879521	25	Hyundai	TUCSON	12	Trade on New	No	\$	47,252	\$	48,456	95%	\$2,154	\$1,500
45	CP658759	21	Hyundai	IONIQ	65	Trade on Used	Yes	\$	31,995	\$	31,000	89%	(\$758)	\$2,154
46	SH346863	25	Hyundai	PALISADE	74	Trade on New	No	\$	52,458	\$	53,000	97%	\$1,254	\$3,154
47	SA64898	25	Hyundai	SANTE FE	25	Trade on New	No	\$	51,256	\$	51,256	95%	\$754	\$1,275
48	XE541698	19	GMC	SIERRA	19	Trade on Used	No	\$	37,959	\$	37,959	89%	\$120	\$1,275
49	CP589365	21	Hyundai	KONA	22	Trade on Used	Yes	\$	29,585	\$	29,585	92%	\$575	\$0
50	SH189654	25	Hyundai	PALISADE	95	Trade on New	No	\$	51,459	\$	47,456	91%	(\$2,145)	\$0
51	SA544896	25	Hyundai	KONA	41	Trade on New	No	\$	37,959	\$	37,953	87%	\$458	\$3,542
52	SH008746	25	Hyundai	SANTE FE	15	Trade on New	No	\$	37,958	\$	37,958	74%	\$1,507	\$1,545
53	SA596384	25	Hyundai	PALISADE	12	Trade on New	No	\$	52,154	\$	53,545	92%	\$2,365	\$1,404

Scoreboard Totals

% Retailed of Non-Franchise Make	11%
Total # Retail Units	121
Avg. Days to Sale	60.1
Avg. Advertised Price (Time of Sale)	\$ 37,603
Avg. Transaction Price	\$ 37,114
Avg. Market Price at 100%	\$ 22,013
Avg. Price to Market % (Time of Sale)	171%
Avg. Transaction to Market	169%
Avg. Transactional Discount	\$ 488
Avg. Front-End Gross	\$ 115
Avg. Finance Gross	\$ 982
PUVR	\$ 1,089
Total Gross (Units & PUVR)	\$ 131,767
GROI	18%
% with Trade	34%
Avg. Over/Under Allowance	\$104



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	11%	#DIV/0!	#DIV/0!
Total # Retail Units	121	0	0
Avg. Days to Sale	60.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,603	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,114	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 22,013	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	171%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	169%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 488	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 115	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 982	#DIV/0!	#DIV/0!
PUVR	\$ 1,089	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 131,767	#DIV/0!	#DIV/0!
GROI	18%	#DIV/0!	#DIV/0!
% with Trade	34%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	104	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	11%	#DIV/0!	#DIV/0!
Total # Retail Units	121	0	0
Avg. Days to Sale	60.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,603	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,114	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 22,013	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	171%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	169%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 488	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 115	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 982	#DIV/0!	#DIV/0!
PUVR	\$ 1,089	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 131,767	#DIV/0!	#DIV/0!
GROI	18%	#DIV/0!	#DIV/0!
% with Trade	34%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	104	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	11%	#DIV/0!	#DIV/0!
Total # Retail Units	121	0	0
Avg. Days to Sale	60.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,603	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,114	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 22,013	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	171%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	169%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 488	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 115	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 982	#DIV/0!	#DIV/0!
PUVR	\$ 1,089	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 131,767	#DIV/0!	#DIV/0!
GROI	18%	#DIV/0!	#DIV/0!
% with Trade	34%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	104	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	121	18	103
Avg. Days to Sale	60.1	83.4	56.0
Avg. Advertised Price (Time of Sale)	\$ 37,603	\$ 24,666	\$ 39,408
Avg. Transaction Price	\$ 37,114	\$ 23,990	\$ 39,408
Avg. Market Price at 100%	\$ 22,013	#REF!	\$ 43,591
Avg. Price to Market % (Time of Sale)	171%	#REF!	90%
Avg. Transaction to Market	169%	#REF!	90%
Avg. Transactional Discount	\$ 488	\$ 677	\$ 455
Avg. Front-End Gross	\$ 115	\$ (405)	\$ 206
Avg. Finance Gross	\$ 982	\$ 1,095	\$ 962
PUVR	\$ 1,089	\$ 690	\$ 1,159
Total Gross (Units & PUVR)	\$ 131,767	\$ 12,425	\$ 119,342
GROI	18%	12%	19%
% with Trade	34%	28%	35%
Avg. Over/Under Allowance	104	-83	136



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	121	108	13
Avg. Days to Sale	60.1	63.0	36.2
Avg. Advertised Price (Time of Sale)	\$ 37,603	\$ 39,253	\$ 23,192
Avg. Transaction Price	\$ 37,114	\$ 38,790	\$ 23,192
Avg. Market Price at 100%	\$ 22,013	#REF!	\$ 26,557
Avg. Price to Market % (Time of Sale)	171%	#REF!	87%
Avg. Transaction to Market	169%	#REF!	87%
Avg. Transactional Discount	\$ 488	\$ 463	\$ 697
Avg. Front-End Gross	\$ 115	\$ 72	\$ 473
Avg. Finance Gross	\$ 982	\$ 910	\$ 1,574
PUVR	\$ 1,089	\$ 974	\$ 2,047
Total Gross (Units & PUVR)	\$ 131,767	\$ 105,155	\$ 26,613
GROI	18%	14%	88%
% with Trade	34%	33%	38%
Avg. Over/Under Allowance	104	100	135



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	121	89	28
% of Retail Units	100%	74%	23%
% Retailed of Non-New Franchise	11%	1%	43%
Avg. Days to Sale	60.1	60.8	65.7
Avg. Transaction Price	\$ 37,114	\$ 42,405	\$ 22,409
Avg. Transaction to Market %	169%	#REF!	86%
Avg. Transactional Discount	\$ 488	\$ 478	\$ 698
Avg. Front End Gross	\$ 115	\$ 163	\$ (41)
Avg. Finance Gross	\$ 982	\$ 915	\$ 1,210
PUVR	\$ 1,089	\$ 1,068	\$ 1,169
Total Gross (Units & PUVR)	\$ 131,767	\$ 95,009	\$ 32,720
GROI	18%	15%	29%
% with Trade	34%	37%	29%
Avg. Over/Under Allowance	104	127	45



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	0	0	4
0%	0%	0%	3%
#DIV/0!	#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!	5.3
#DIV/0!	#DIV/0!	#DIV/0!	\$ 22,343
#DIV/0!	#DIV/0!	#DIV/0!	85%
#DIV/0!	#DIV/0!	#DIV/0!	\$ (750)
#DIV/0!	#DIV/0!	#DIV/0!	\$ 158
#DIV/0!	#DIV/0!	#DIV/0!	\$ 852
#DIV/0!	#DIV/0!	#DIV/0!	\$ 1,010
#DIV/0!	#DIV/0!	#DIV/0!	\$ 4,039
#DIV/0!	#DIV/0!	#DIV/0!	310%
#DIV/0!	#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!	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	121	50	14
% of Retail Units	100%	41%	12%
% Retailed of Non-New Franchise	11%	14%	14%
Avg. Days to Sale	60.1	19.3	38.7
Avg. Transaction Price	\$ 37,114	\$ 37,986	\$ 38,358
Avg. Transaction to Market %	169%	91%	#REF!
Avg. Transactional Discount	\$ 488	\$ 55	\$ 352
Avg. Front End Gross	\$ 115	\$ 523	\$ 597
Avg. Finance Gross	\$ 982	\$ 954	\$ 1,043
PUVR	\$ 1,089	\$ 1,477	\$ 1,640
Total Gross (Units & PUVR)	\$ 131,767	\$ 73,841	\$ 22,959
GROI	18%	73%	40%
% with Trade	34%	36%	43%
Avg. Over/Under Allowance	104	225	-300



46-60 days	61-90 days	90+ days
10	8	34
8%	7%	28%
30%	13%	0%
53.4	75.5	136.1
\$ 37,393	\$ 39,475	\$ 35,347
91%	90%	86%
\$ 421	\$ 1,195	\$ 1,210
\$ 104	\$ (127)	\$ (732)
\$ 758	\$ 1,248	\$ 1,047
\$ 862	\$ 1,121	\$ 315
\$ 8,619	\$ 8,969	\$ 10,715
16%	14%	2%
50%	25%	26%
-100	-125	132