









#	Year	Make	Model	Days in Stock	Source Purchased?	CPO	Advertised Price (Time of Sale)	Transaction Price	Market Price at 100%	Front End Gross	Finance Gross
1	2015	Chevrolet	Equinox	30	Yes	No	\$ 15,000	\$ 13,800	\$ 15,000	\$1,500	\$1,000
1	2011	Chevrolet	SILVERADO	8	No	No	\$ 17,988	\$ 17,483	\$ 15,821	\$2,729	\$3,890
2	2012	Dodge	CHALLENGER	12	No	No	\$ 19,888	\$ 18,421	\$ 21,385	\$579	\$1,713
3	2015	Mini	COOPER	75	Yes	No	\$ 16,958	\$ 16,958	\$ 18,256	(\$342)	\$1,004
4	2016	Nissan	VERSA	45	No	No	\$ 10,878	\$ 9,517	\$ 9,980	\$227	\$150
5	2017	NISSAN	ALTIMA	1	No	No	\$ 17,888	\$ 16,388	\$ 15,514	\$1,781	\$0
6	2017	Nissan	MAXIMA	26	Yes	No	\$ 25,978	\$ 25,635	\$ 22,897	\$723	\$0
7	2016	NISSAN	ALTIMA	13	No	No	\$ 17,888	\$ 15,436	\$ 16,406	\$717	\$1,266
8	2014	Dodge	CARAVAN	5	No	No	\$ 11,888	\$ 11,888	\$ 12,451	\$378	\$579
9	2015	Nissan	ALTIMA	8	Yes	No	\$ 12,988	\$ 12,988	\$ 11,896	\$1,848	\$2,556
10	2011	Acura	TL	11	No	No	\$ 13,888	\$ 12,888	\$ 13,639	\$2,016	\$1,808
11	2015	Nissan	PATHFINDER	8	No	No	\$ 18,888	\$ 22,888	\$ 18,434	\$894	\$200
12	2015	Nissan	ALTIMA	11	Yes	No	\$ 15,888	\$ 15,888	\$ 12,676	\$1,927	\$4,606
13	2015	Nissan	SENTRA	4	Yes	No	\$ 12,888	\$ 12,888	\$ 11,993	\$2,520	\$1,498
14	2015	Nissan	ROGUE	6	No	No	\$ 11,988	\$ 11,488	\$ 10,672	\$1,334	\$1,937
15	2015	Ford	F-150	26	No	No	\$ 23,888	\$ 23,888	\$ 24,512	\$1,568	\$3,540
16	2006	Cadillac	STS	5	No	No	\$ 4,888	\$ 4,200	\$ 6,799	\$866	\$0
17	2016	NISSAN	PATHFINDER	15	Yes	No	\$ 21,888	\$ 21,888	\$ 18,338	\$2,261	\$1,450
18	2017	Nissan	MAXIMA	4	No	No	\$ 21,988	\$ 21,636	\$ 23,483	\$2,439	\$1,804
19	2014	JEEP	WRANGLER	28	NO	NO	\$ 20,988	\$ 20,651	\$ 20,988	\$1,789	\$2,802
20	2018	NISSAN	SENTRA	3	NO	NO	\$ 14,888	\$ 14,068	\$ 14,456	\$1,270	\$12,650
21	2015	Nissan	ROGUE	3	No	No	\$ 13,888	\$ 13,888	\$ 15,622	\$2,250	\$1,608
22	2015	Nissan	ROGUE	22	Yes	No	\$ 19,988	\$ 20,011	\$ 18,283	\$1,269	\$1,061
23	2014	Nissan	SENTRA	4	No	No	\$ 6,888	\$ 8,900	\$ 8,909	\$1,351	\$1,060
24	2015	Nissan	ROGUE	14	Yes	No	\$ 17,888	\$ 17,888	\$ 16,555	(\$171)	\$1,231
25	2016	Nissan	SENTRA	9	No	No	\$ 12,888	\$ 12,888	\$ 12,281	\$757	\$1,677
26	2014	Nissan	JUKE	22	No	No	\$ 12,988	\$ 13,394	\$ 14,668	\$892	\$1,060
27	2011	Lexus	RX 350	8	No	No	\$ 15,888	\$ 16,883	\$ 16,925	\$1,325	\$1,605
28	2014	Honda	ACCORD	40	No	No	\$ 13,978	\$ 13,978	\$ 15,541	\$335	\$1,506
29	2016	Nissan	ALTIMA	13	No	No	\$ 15,888	\$ 16,888	\$ 15,980	\$1,686	\$1,265
30	2015	Jeep	COMPASS	20	Yes	No	\$ 9,988	\$ 9,988	\$ 9,404	(\$816)	\$1,775
31	2018	Nissan	ROGUE	54	No	No	\$ 18,888	\$ 18,888	\$ 20,143	\$1,815	\$730
32	2015	Nissan	FRONTIER	18	Yes	No	\$ 26,000	\$ 25,888	\$ 23,794	\$2,115	\$2,867
33	2015	Nissan	TITAN	8	No	No	\$ 20,988	\$ 21,883	\$ 22,337	\$2,729	\$1,386
34	2016	JEEP	COMPASS	23	Yes	No	\$ 12,988	\$ 13,807	\$ 13,100	\$502	\$1,043
35	2017	Hyundai	SONATA	107	Yes	No	\$ 12,958	\$ 12,958	\$ 16,332	(\$247)	\$1,318
36	2015	Hyundai	TUCSON	75	Yes	No	\$ 13,988	\$ 14,988	\$ 12,295	\$951	\$3,043
37	2017	Toyota	CAMRY	25	Yes	No	\$ 15,888	\$ 15,888	\$ 15,522	(\$535)	\$1,509
38	2016	Chevrolet	CAMARO	11	No	No	\$ 19,888	\$ 19,688	\$ 21,133	\$2,419	\$1,260
39	2015	HONDA	ACCORD	115	Yes	No	\$ 16,958	\$ 16,655	\$ 18,810	(\$1,615)	\$2,800
40	2016	Ford	EXPLORER	21	Yes	No	\$ 24,988	\$ 24,394	\$ 25,798	\$389	\$947
41	2015	Nissan	ROGUE	16	No	No	\$ 14,988	\$ 14,988	\$ 15,480	\$2,226	\$2,119
42	2016	Nissan	ALTIMA	27	No	No	\$ 17,888	\$ 15,870	\$ 16,729	\$1,076	\$0
43	2015	Nissan	ALTIMA	9	No	No	\$ 13,988	\$ 14,983	\$ 14,288	\$1,845	\$3,826
44	2016	Kia	SOUL	16	No	No	\$ 13,888	\$ 13,888	\$ 15,062	\$1,669	\$1,757
45	2017	Nissan	SENTRA	2	No	No	\$ 11,888	\$ 10,988	\$ 12,243	\$471	\$1,679
46	2012	Kia	OPTIMA	13	No	No	\$ 13,988	\$ 13,788	\$ 14,274	\$1,883	\$1,039

47	2018	Kia	SOUL	23	Yes	No	\$ 14,988	\$ 15,577	\$ 15,149	\$937	\$1,316
48	2011	Ford	FIESTA	42	No	No	\$ 5,478	\$ 4,478	\$ 7,748	(\$603)	\$1,246
49	2010	Cadillac	SRX	18	Yes	No	\$ 13,988	\$ 14,988	\$ 14,630	\$1,272	\$1,408
50	2014	Nissan	SENTRA	16	No	No	\$ 8,888	\$ 8,888	\$ 9,502	\$1,867	\$2,523
51	2015	Nissan	SENTRA	47	Yes	No	\$ 11,978	\$ 11,550	\$ 12,047	(\$592)	\$349
52	2017	Nissan	SENTRA	52	No	No	\$ 14,868	\$ 14,868	\$ 14,108	\$1,280	\$2,282
53	2015	Nissan	ALTIMA	44	Yes	No	\$ 16,978	\$ 16,873	\$ 13,117	\$1,973	\$1,501



<b>Scoreboard</b>	
# of Purchased Vehicles Retailed	48
# of Traded Vehicles Retailed	75
% Retailed of Non-New Franchise	45%
Total # Retail Units	123
Average Days to Sale	31.2
Average Advertised Price (Time of Sale)	\$ 17,336
Average Transaction Price	\$ 17,314
Average Market Price at 100%	\$ 17,494
Average Price to Market (Time of Sale)	99%
Average Transaction to Market	99%
Average Transactional Discount	\$ 23
Average Front End Gross	\$ 1,186
Average Finance Gross	\$ 1,866
PUVR	\$ 3,052
Total Gross (Units&PUVR)	\$ 375,424



<b>Scoreboard</b>	
<b>Desk Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	48
# of Traded Vehicles Retailed	75
% Retailed of Non-New Franchise	45%
Total # Retail Units	123
Average Days to Sale	31.2
Average Advertised Price (Time of Sale)	\$ 17,336
Average Transaction Price	\$ 17,314
Average Market Price at 100%	\$ 17,494
Average Price to Market (Time of Sale)	99%
Average Transaction to Market	99%
Average Transactional Discount	\$ 23
Average Front End Gross	\$ 1,186
Average Finance Gross	\$ 1,866
PUVR	\$ 3,052
Total Gross (Units&PUVR)	\$ 375,424



DARYL DAY	ERIK DAPRA	KEN CHAVIS
1	4	0
1	12	0
100%	38%	#DIV/0!
2	16	0
48.0	34.3	#DIV/0!
\$ 10,928	\$ 23,929	#DIV/0!
\$ 10,637	\$ 23,977	#DIV/0!
\$ 11,847	\$ 24,059	#DIV/0!
92%	99%	#DIV/0!
90%	100%	#DIV/0!
\$ 292	\$ (47)	#DIV/0!
\$ 899	\$ 1,560	#DIV/0!
\$ 2,228	\$ 2,237	#DIV/0!
\$ 3,127	\$ 3,798	#DIV/0!
\$ 6,253	\$ 60,766	#DIV/0!

WADE MEMMOTT	CHAD WALKER	AARON WALKER
27	16	0
38	23	1
49%	38%	0%
65	39	1
33.7	25.6	8.0
\$ 16,545	\$ 16,239	\$ 18,888
\$ 16,512	\$ 16,115	\$ 22,888
\$ 16,591	\$ 16,573	\$ 18,434
100%	98%	102%
100%	97%	124%
\$ 33	\$ 125	\$ (4,000)
\$ 959	\$ 1,433	\$ 894
\$ 1,758	\$ 1,917	\$ 200
\$ 2,718	\$ 3,350	\$ 1,094
\$ 176,664	\$ 130,647	\$ 1,094





Scoreboard		
Sales Consultant	Totals	BRIAN JANERO
# of Purchased Vehicles Retailed	48	2
# of Traded Vehicles Retailed	75	4
% Retailed of Non-New Franchise	45%	83%
Total # Retail Units	123	6
Average Days to Sale	31.2	23.7
Average Advertised Price (Time of Sale)	\$ 17,336	\$ 15,836
Average Transaction Price	\$ 17,314	\$ 15,341
Average Market Price at 100%	\$ 17,494	\$ 16,018
Average Price to Market (Time of Sale)	99%	99%
Average Transaction to Market	99%	96%
Average Transactional Discount	\$ 23	\$ 495
Average Front End Gross	\$ 1,186	\$ 892
Average Finance Gross	\$ 1,866	\$ 2,265
PUVR	\$ 3,052	\$ 3,157
Total Gross (Units&PUVR)	\$ 375,424	\$ 18,941



KRIS COOPER	ASHLEY HALL	IRAN MIRANDA-PEREZ
6	2	4
6	4	5
42%	50%	44%
12	6	9
26.6	17.2	44.3
\$ 17,171	\$ 17,101	\$ 16,470
\$ 17,185	\$ 16,747	\$ 16,189
\$ 16,570	\$ 16,738	\$ 16,774
104%	102%	98%
104%	100%	97%
\$ (15)	\$ 354	\$ 281
\$ 1,392	\$ 1,039	\$ 940
\$ 1,722	\$ 915	\$ 1,760
\$ 3,114	\$ 1,953	\$ 2,700
\$ 37,366	\$ 11,719	\$ 24,296

IMAD LAKHLIFI		
5	0	0
4	0	0
33%	#DIV/0!	#DIV/0!
9	0	0
24.7	#DIV/0!	#DIV/0!
\$ 15,197	#DIV/0!	#DIV/0!
\$ 15,044	#DIV/0!	#DIV/0!
\$ 14,345	#DIV/0!	#DIV/0!
106%	#DIV/0!	#DIV/0!
105%	#DIV/0!	#DIV/0!
\$ 153	#DIV/0!	#DIV/0!
\$ 851	#DIV/0!	#DIV/0!
\$ 1,773	#DIV/0!	#DIV/0!
\$ 2,624	#DIV/0!	#DIV/0!
\$ 23,618	#DIV/0!	#DIV/0!





































<b>Scoreboard</b>	
<b>Finance Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	48
# of Traded Vehicles Retailed	75
% Retailed of Non-New Franchise	45%
Total # Retail Units	123
Average Days to Sale	31.2
Average Advertised Price (Time of Sale)	\$ 17,336
Average Transaction Price	\$ 17,314
Average Market Price at 100%	\$ 17,494
Average Price to Market (Time of Sale)	99%
Average Transaction to Market	99%
Average Transactional Discount	\$ 23
Average Front End Gross	\$ 1,186
Average Finance Gross	\$ 1,866
PUVR	\$ 3,052
Total Gross (Units&PUVR)	\$ 375,424



GEORGE CARTER	LORI RAO	GUILLERMO OLIVA
17	13	18
21	23	30
45%	53%	38%
38	36	48
30.5	36.8	28.2
\$ 17,641	\$ 17,321	\$ 17,366
\$ 17,416	\$ 17,552	\$ 17,326
\$ 17,534	\$ 17,842	\$ 17,425
101%	97%	100%
99%	98%	99%
\$ 225	\$ (231)	\$ 40
\$ 1,164	\$ 1,284	\$ 1,137
\$ 1,856	\$ 2,260	\$ 1,618
\$ 3,020	\$ 3,544	\$ 2,755
\$ 114,745	\$ 127,581	\$ 132,232







<b>Scoreboard</b>	
<b>CPO</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	48
# of Traded Vehicles Retailed	75
Total # Retail Units	123
Average Days to Sale	31.2
Average Advertised Price (Time of Sale)	\$ 17,336
Average Transaction Price	\$ 17,314
Average Market Price at 100%	\$ 17,494
Average Price to Market (Time of Sale)	99%
Average Transaction to Market	99%
Average Transactional Discount	\$ 23
Average Front End Gross	\$ 1,186
Average Finance Gross	\$ 1,866
PUVR	\$ 3,052
Total Gross (Units&PUVR)	\$ 375,424

Yes	No
0	48
0	75
0	123
#DIV/0!	31.2
#DIV/0!	\$ 17,314
#DIV/0!	\$ 17,314
#DIV/0!	\$ 17,494
#DIV/0!	\$ 1
#DIV/0!	99%
#DIV/0!	\$ 23
#DIV/0!	\$ 1,186
#DIV/0!	\$ 1,866
#DIV/0!	\$ 3,052
#DIV/0!	\$ 375,424



<b>Scoreboard</b>	
<b>Same Brand as New</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	48
# of Traded Vehicles Retailed	75
Total # Retail Units	123
Average Days to Sale	31.2
Average Advertised Price (Time of Sale)	\$ 17,336
Average Transaction Price	\$ 17,314
Average Market Price at 100%	\$ 17,494
Average Price to Market (Time of Sale)	99%
Average Transaction to Market	99%
Average Transactional Discount	\$ 23
Average Front End Gross	\$ 1,186
Average Finance Gross	\$ 1,866
PUVR	\$ 3,052
Total Gross (Units&PUVR)	\$ 375,424

Yes	No
31	17
37	38
68	55
29.3	33.6
\$ 17,351	\$ 17,288
\$ 17,334	\$ 17,288
\$ 16,898	\$ 18,232
103%	95%
103%	95%
\$ 17	\$ 31
\$ 1,419	\$ 898
\$ 1,798	\$ 1,950
\$ 3,217	\$ 2,848
\$ 218,789	\$ 156,635



<b>Total</b>					
<b>Days in Inventory</b>	<b>Unit Sales</b>	<b>Total Front Gross \$</b>	<b>Total F&amp;I Gross \$</b>	<b>\$ PUVR</b>	<b>% of total unit sales</b>
0 - 30 Days	74	\$101,634	\$135,492	\$3,204	60.16%
31 - 45 Days	20	\$28,720	\$39,389	\$3,405	16.26%
46 - 60 Days	13	\$13,974	\$23,834	\$2,908	10.57%
60 - 90 Days	11	\$6,331	\$24,731	\$2,824	8.94%
90 Days and Over	5	(\$4,769)	\$6,088	\$264	4.07%
<b>Total</b>	<b>123</b>	<b>\$145,890</b>	<b>\$229,534</b>	<b>\$3,052</b>	<b>100.0%</b>



\$ PUVR result of adding Front Gross \$\$ and F&I Gross \$\$ divided by Number of sales  
 % of total unit sales result of dividing unit sales in age bucket by total unit sales

<b>Purchases</b>	
<b>Days in Inventory</b>	<b>Unit Sales</b>
0 - 30 Days	18
31 - 45 Days	8
46 - 60 Days	7
60 - 90 Days	11
90 Days and Over	4
<b>Total</b>	<b>48</b>

\$ PUVR result of adding Front ( )  
 % of total unit sales result of di

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$15,146	\$28,189	\$2,408
\$13,409	\$13,344	\$3,344
\$7,265	\$10,480	\$2,535
\$6,331	\$24,731	\$2,824
(\$3,255)	\$5,521	\$567
\$ 38,896	\$ 82,265	\$2,524

Gross \$\$ and F&I Gross \$\$ divided by Number of sales  
 dividing unit sales in age bucket by total unit sales

<b>% of total unit sales</b>
37.50%
16.67%
14.58%
22.92%
8.33%
<b>100.0%</b>



<b>Trade/Curbs</b>		
<b>Days in Inventory</b>	<b>Unit Sales</b>	<b>Total Front Gross \$</b>
0 - 30 Days	56	\$86,488
31 - 45 Days	12	\$15,311
46 - 60 Days	6	\$6,709
60 - 90 Days	0	\$0
90 Days and Over	1	(\$1,514)
<b>Total</b>	<b>75</b>	<b>\$106,994</b>

\$ PUVR result of adding Front Gross \$\$ and F&I Gro:  
% of total unit sales result of dividing unit sales in ag



Total F&I Gross \$	\$ PUVR	% of total unit sales
\$107,303	\$3,461	74.67%
\$26,045	\$3,446	16.00%
\$13,354	\$3,344	8.00%
\$0	#DIV/0!	0.00%
\$567	(\$947)	1.33%
<b>\$147,269</b>	<b>\$3,390</b>	<b>100.0%</b>

ss \$\$ divided by Number of sales  
e bucket by total unit sales

