

Desk Manager	Finance Manager
Aaron Slatt	Wil Lis
Tracy Miller	Joseph Gillis
Arthur Habek	Abdi Houssain
Jared Giftai	Renato Bacova
Karim Machkouri	Joh Jorgensen
	Micol le
	Kim Urquhart

Sales Consultant	New Car Franchise
John Finley	Honda
Scott Eager	
Maurice Elazrak	
Luis Garcia	
Brandon Hall	
Jason Kim	
Calvin Marquez	
Howie Te	
Alex Miller	
Beau Price	
Hunter Westlund	
Justin Bechtolt	
Chris Ceccarelli	
Wendy Clough	
Andres Diaz	
Joe Fox	
Jennifer Graves	
John Guevara	
Tom Kim	
John Leal	
Eugene Potaris	
Kevin Solinger	
Robert Voight	
Eddy Yeh	

#	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
ex.	2015	Chevrolet	Equinox	30	Yes	No	\$ 15,000	\$ 13,800	\$ 15,000	\$1,500	\$1,000
1	2009	DODGE	JOURNEY	62	NO	NO	\$ 6,488	\$ 5,258	\$ 6,488	\$1,824	\$0
2	2015	HONDA	ODYSSEY	54	NO	No	\$ 26,488	\$ 26,000	\$ 26,488	\$3,078	\$0
3	2016	HONDA	CRV	82	NO	YES	\$ 26,788	\$ 26,788	\$ 26,788	(\$644)	\$2,603
4	2014	Chevrolet	SILVERADO	44	NO	No	\$ 23,788	\$ 22,500	\$ 23,788	\$4,379	\$0
5	2016	TOYOTA	RAV4	43	NO	No	\$ 26,780	\$ 26,000	\$ 26,780	\$2,618	\$200
6	2013	HONDA	CRV	42	NO	No	\$ 19,788	\$ 19,000	\$ 19,788	\$2,553	\$0
7	2012	ACURA	TL	34	NO	No	\$ 15,788	\$ 15,000	\$ 15,788	\$1,779	\$1,661
8	2014	HYUNDAI	SANTA FE	79	NO	No	\$ 15,488	\$ 14,988	\$ 15,488	\$2,058	\$1,600
9	2015	HONDA	CRZ	45	NO	YES	\$ 16,988	\$ 16,488	\$ 16,988	\$2,505	\$1,200
10	2012	TOYOTA	MATRIX	43	NO	No	\$ 9,788	\$ 9,788	\$ 9,788	\$2,577	\$724
11	2006	HONDA	CIVIC	38	NO	No	\$ 6,788	\$ 6,500	\$ 6,788	\$1,124	\$701
12	2005	HONDA	ACCORD	35	NO	No	\$ 7,895	\$ 7,795	\$ 7,895	\$2,559	\$200
13	2006	HONDA	CIVIC	72	NO	No	\$ 7,588	\$ 7,588	\$ 7,588	\$1,664	\$0
14	2016	HONDA	CIVIC	27	NO	YES	\$ 19,788	\$ 19,500	\$ 19,788	\$1,590	\$692
15	2015	HONDA	CIVIC	23	NO	No	\$ 14,788	\$ 14,788	\$ 14,788	\$827	\$916
16	1999	HONDA	CIVIC	8	NO	No	\$ 3,995	\$ 3,995	\$ 3,995	\$2,192	\$300
17	2007	HONDA	CIVIC	68	NO	No	\$ -	\$ 6,925	\$ -	\$2,541	\$0
18	2006	SCION	XA	57	NO	No	\$ 6,788	\$ 6,788	\$ 6,788	\$2,484	\$0
19	2016	HONDA	HRV	63	NO	No	\$ 20,788	\$ 20,788	\$ 20,788	(\$68)	\$783
20	2007	HONDA	CIVIC	55	NO	No	\$ 7,488	\$ 7,288	\$ 7,488	\$2,884	\$332
21	2017	JEEP	PATRIOT	92	NO	No	\$ 13,788	\$ 13,500	\$ 13,788	\$1,383	\$2,416
22	2015	TOYOTA	PRIUS	44	NO	No	\$ 18,788	\$ 18,788	\$ 18,788	\$3,117	\$1,001
23	2015	HONDA	FIT	31	NO	YES	\$ 14,988	\$ 14,998	\$ 14,988	\$838	\$2,408
24	2009	MINI	COOPER CLUB	101	NO	No	\$ 7,488	\$ 7,000	\$ 7,488	(\$190)	\$932
25	2005	BMW	325XI	89	NO	No	\$ 7,588	\$ 7,588	\$ 7,588	\$1,673	\$431
26	2002	TOYOTA	HIGHLNADER	113	NO	No	\$ 6,488	\$ 5,643	\$ 6,488	\$304	\$157
27	2004	NISSAN	SENTRA	87	NO	No	\$ 5,488	\$ 5,275	\$ 5,488	\$1,253	\$0
28	2008	HONDA	CRV	30	NO	No	\$ -	\$ 11,000	\$ -	\$2,171	\$0
29	2008	HONDA	CRV	45	NO	No	\$ 12,788	\$ 12,788	\$ 12,788	\$3,030	\$2,090
30	2016	ACURA	ILX	104	NO	No	\$ -	\$ 19,998	\$ -	\$1,430	\$0
31	2014	ACURA	ILX	39	NO	No	\$ 15,488	\$ 15,000	\$ 15,488	\$2,134	\$1,141
32	2015	HONDA	CRV	30	NO	YES	\$ -	\$ 24,000	\$ -	\$849	\$700
33	2013	TOYOTA	PRIUS	68	NO	No	\$ 11,788	\$ 11,788	\$ 11,788	\$2,358	\$0
34	2004	HONDA	ODYSSEY	42	NO	No	\$ 7,488	\$ 6,300	\$ 7,488	\$2,662	\$701
35	2016	HONDA	CRV	31	NO	YES	\$ 29,788	\$ 29,000	\$ 29,788	\$830	\$3,977
36	2016	HONDA	CRV	28	NO	No	\$ 24,588	\$ 24,388	\$ 24,588	\$1,873	\$490
37	2011	HONDA	CRV	13	NO	No	\$ -	\$ 15,000	\$ -	\$3,077	\$901
38	2003	FORD	ESCAPE	16	NO	No	\$ 6,788	\$ 4,869	\$ 6,788	\$1,811	\$0
39	2009	Chevrolet	TAHOE	15	NO	No	\$ -	\$ 22,000	\$ -	\$3,741	\$701
40	2007	HONDA	ACCORD	15	NO	No	\$ 7,988	\$ 7,488	\$ 7,988	\$2,040	\$2,101
41	2015	HONDA	CIVIC	26	NO	No	\$ 14,988	\$ 14,506	\$ 14,988	\$1,116	\$0
42	2005	HONDA	ACCORD	10	NO	No	\$ 6,488	\$ 5,900	\$ 6,488	\$2,972	\$601

43	2015	HONDA	ACCORD	13	NO	YES	\$ 19,588	\$ 19,388	\$ 19,588	\$2,443	\$2,274
44	2015	HONDA	CRV	22	NO	YES	\$ 24,788	\$ 23,788	\$ 24,788	\$2,321	\$1,100
45	2002	HONDA	ACCORD	10	NO	No	\$ -	\$ 1,887	\$ -	\$0	\$0
46	2017	HONDA	FIT	57	NO	YES	\$ 17,488	\$ 18,919	\$ 17,488	\$2,796	\$616
47	2013	Mercedes-Benz	C250W	71	NO	No		\$ 14,588		\$1,784	\$3,145
48	2016	HONDA	PILOT	41	NO	YES	\$ 35,788	\$ 36,738	\$ 35,788	\$1,357	\$2,200
49	2016	HONDA	ODYSSEY	13	NO	No	\$ 22,788	\$ 21,600	\$ 22,788	\$1,854	\$800
50	2007	HONDA	CRV	32	NO	No	\$ 11,788	\$ 11,400	\$ 11,788	\$2,051	\$0
51	2009	SUBARU	IMPREZA	10	NO	NO	\$ 11,788	\$ 10,499	\$ 11,788	\$2,282	\$888
52	2008	SUBARU	TRIBECA	61	NO	No	\$ 7,488	\$ 7,237	\$ 7,488	(\$18)	\$0
53	2009	Volkswagen	GTI	45	NO	No	\$ 9,988	\$ 8,622	\$ 9,988	\$1,250	\$200

Scoreboard Totals

# of Purchased Vehicles Retailed	25
# of Traded Vehicles Retailed	76
% Retailed of Non-New Franchise	40%
Total # Retail Units	101
Average Days to Sale	42.7
Average Advertised Price (Time of Sale)	\$ 14,072
Average Transaction Price	\$ 15,909
Average Market Price at 100%	\$ 14,359
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	111%
Average Transactional Discount	\$ (1,976)
Average Front End Gross	\$ 1,701
Average Finance Gross	\$ 792
PUVR	\$ 2,494
Total Gross (Units & PUVR)	\$ 251,857



MY

Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	25
# of Traded Vehicles Retailed	76
% Retailed of Non-New Franchise	40%
Total # Retail Units	101
Average Days to Sale	42.7
Average Advertised Price (Time of Sale)	\$ 14,072
Average Transaction Price	\$ 15,909
Average Market Price at 100%	\$ 14,359
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	111%
Average Transactional Discount	\$ (1,976)
Average Front End Gross	\$ 1,701
Average Finance Gross	\$ 792
PUVR	\$ 2,494
Total Gross (Units & PUVR)	\$ 251,857



Scoreboard

Sales Consultant	Totals	
# of Purchased Vehicles Retailed	25	0
# of Traded Vehicles Retailed	76	0
% Retailed of Non-New Franchise	40%	#DIV/0!
Total # Retail Units	101	0
Average Days to Sale	42.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 14,072	#DIV/0!
Average Transaction Price	\$ 15,909	#DIV/0!
Average Market Price at 100%	\$ 14,359	#DIV/0!
Average Price to Market (Time of Sale)	98%	#DIV/0!
Average Transaction to Market	111%	#DIV/0!
Average Transactional Discount	\$ (1,976)	#DIV/0!
Average Front End Gross	\$ 1,701	#DIV/0!
Average Finance Gross	\$ 792	#DIV/0!
PUVR	\$ 2,494	#DIV/0!
Total Gross (Units & PUVR)	\$ 251,857	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	25
# of Traded Vehicles Retailed	76
% Retailed of Non-New Franchise	40%
Total # Retail Units	101
Average Days to Sale	42.7
Average Advertised Price (Time of Sale)	\$ 14,072
Average Transaction Price	\$ 15,909
Average Market Price at 100%	\$ 14,359
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	111%
Average Transactional Discount	\$ (1,976)
Average Front End Gross	\$ 1,701
Average Finance Gross	\$ 792
PUVR	\$ 2,494
Total Gross (Units & PUVR)	\$ 251,857



Scoreboard

CPO	Totals
# of Purchased Vehicles Retailed	25
# of Traded Vehicles Retailed	76
Total # Retail Units	101
Average Days to Sale	42.7
Average Advertised Price (Time of Sale)	\$ 14,072
Average Transaction Price	\$ 15,909
Average Market Price at 100%	\$ 14,359
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	111%
Average Transactional Discount	\$ (1,976)
Average Front End Gross	\$ 1,701
Average Finance Gross	\$ 792
PUVR	\$ 2,494
Total Gross (Units & PUVR)	\$ 251,857

Yes	No
11	14
11	65
22	79
31.2	45.9
\$ 20,512	\$ 14,126
\$ 22,312	\$ 14,126
\$ 20,512	\$ 12,578
\$ 1	\$ 1
109%	112%
\$ (1,801)	\$ (2,025)
\$ 1,623	\$ 1,723
\$ 1,219	\$ 674
\$ 2,842	\$ 2,397
\$ 62,528	\$ 189,329

Scoreboard

Same Brand as New	Totals
# of Purchased Vehicles Retailed	25
# of Traded Vehicles Retailed	76
Total # Retail Units	101
Average Days to Sale	42.7
Average Advertised Price (Time of Sale)	\$ 14,072
Average Transaction Price	\$ 15,909
Average Market Price at 100%	\$ 14,359
Average Price to Market (Time of Sale)	98%
Average Transaction to Market	111%
Average Transactional Discount	\$ (1,976)
Average Front End Gross	\$ 1,701
Average Finance Gross	\$ 792
PUVR	\$ 2,494
Total Gross (Units & PUVR)	\$ 251,857

Yes	No
20	5
40	35
60	40
34.2	54.5
\$ 14,717	\$ 14,162
\$ 17,243	\$ 14,162
\$ 15,225	\$ 13,286
97%	107%
113%	107%
\$ (2,526)	\$ (1,208)
\$ 1,638	\$ 1,808
\$ 882	\$ 675
\$ 2,520	\$ 2,483
\$ 151,206	\$ 99,331

Sales by Age

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
0 - 30 Days	45	\$87,722	\$32,577	\$2,673	44.55%
31 - 45 Days	19	\$43,214	\$20,010	\$3,328	18.81%
46 - 60 Days	8	\$15,764	\$2,932	\$2,337	7.92%
60 - 90 Days	19	\$20,811	\$12,956	\$1,777	18.81%
90+ Days	10	\$4,310	\$11,561	\$1,587	9.90%
Totals	101	\$171,821	\$80,036	\$2,494	100.0%



\$ 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

Purchases

Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	11	\$20,909
31 - 45 Days	2	\$5,851
46 - 60 Days	3	\$2,971
60 - 90 Days	5	\$2,870
90+ Days	4	\$598
Totals	25	\$ 33,198



\$ PUVR result of adding Front
% of Total Unit Sales result of

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$8,710	\$2,693	44.00%
\$1,606	\$3,729	8.00%
\$700	\$1,224	12.00%
\$2,665	\$1,107	20.00%
\$4,852	\$1,362	16.00%
\$ 18,533	\$2,069	100.0%

**Gross \$\$ and F&I Gross \$\$ divided by Number of sales
dividing Unit Sales in Age bucket by Total Unit Sales**

Trade/Curbs

Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	34	\$66,814
31 - 45 Days	17	\$37,363
46 - 60 Days	5	\$12,793
60 - 90 Days	14	\$17,941
90+ Days	6	\$3,713
Totals	76	\$138,623



\$ PUVR result of adding Front
% of Total Unit Sales result of

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$23,867	\$2,667	44.74%
\$18,404	\$3,280	22.37%
\$2,232	\$3,005	6.58%
\$10,291	\$2,017	18.42%
\$6,709	\$1,737	7.89%
\$61,503	\$2,633	100.0%

**Gross \$\$ and F&I Gross \$\$ divided by Number of sales
dividing Unit Sales in Age bucket by Total Unit Sales**