

Desk Manager	Finance Manager
Mike McGuigan	
Fred Beraud	
Juan Diaz	
Nick Fornaca	
	Edith Loya
	Jackie Gutierrez
	Lisa Clark
Albert Castellanos	Albert Castellanos

Sales Consultant	New Car Franchise
	Subaru
	Subaru
Albert Castellanos	Subaru
George Abaira	Subaru
Diana Eusebio	Subaru
Fernando Rascon	Subaru
Tommy Kaiser	Subaru
Brianna Fifer	Subaru
Francisco Corral	Subaru
Manny Ortiz	Subaru
Jose Cortez	Subaru
Art Camarena	Subaru
Marco Vasquez	Subaru
Fernando Ruiz	Subaru
Moises Echeverria	Subaru

#	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	Subaru	Impreza	23	No	No	\$ 8,945	\$ 8,080	\$ 8,036	\$1,997	\$0
2	2018	Subaru	Outback	54	Yes	Yes	\$ 29,884	\$ 29,000	\$ 30,221	\$4,790	\$200
3	2015	Subaru	WRX	76	No	Yes	\$ 17,555	\$ 16,957	\$ 16,906	\$727	\$2,141
4	2017	Jeep	Patriot	82	Yes	No	\$ 14,997	\$ 14,997	\$ 13,865	\$255	\$1,770
5	2015	Subaru	Crosstrek	62	No	Yes	\$ 23,560	\$ 21,500	\$ 19,830	\$2,442	\$2,336
6	2015	Ford	Fusion	138	Yes	No	\$ 12,899	\$ 12,899	\$ 12,739	(\$653)	\$515
7	2017	Subaru	Outback	31	No	Yes	\$ 30,845	\$ 30,845	\$ 29,836	\$2,487	\$2,105
8	2014	Dodge	Durango	66	No	No	\$ 23,997	\$ 23,552	\$ 29,510	(\$640)	\$0
9	2015	Toyota	Corolla	85	No	No	\$ 12,993	\$ 12,993	\$ 14,193	\$105	\$1,536
10	2013	Subaru	Forester	28	No	No	\$ 16,945	\$ 16,300	\$ 15,544	\$3,632	\$1,168
11	2013	Subaru	Outback	13	No	No	\$ 20,795	\$ 20,555	\$ 15,767	\$3,019	\$1,246
12	2016	Ford	Focus ST	68	No	No	\$ 16,888	\$ 16,888	\$ 18,663	\$1,185	\$936
13	2015	BMW	328i	15	No	No	\$ 18,757	\$ 18,207	\$ 23,039	\$2,094	\$1,744
14	2010	Subaru	Forester	20	No	No	\$ 11,990	\$ 9,400	\$ 9,192	\$2,035	\$403
15	2012	Mazda	Mazda 3	91	No	No	\$ 8,990	\$ 8,990	\$ 8,593	\$1,276	\$166
16	2016	Jeep	Cherokee	67	Yes	No	\$ 17,999	\$ 17,600	\$ 19,258	\$338	\$1,738
17	2016	Subaru	Impreza	21	No	Yes	\$ 17,847	\$ 16,179	\$ 17,062	\$1,836	\$306
18	2017	Honda	Civic Sport	23	No	No	\$ 21,894	\$ 21,894	\$ 21,229	\$1,493	\$430
19	2015	Subaru	Outback	19	No	Yes	\$ 22,995	\$ 22,995	\$ 19,271	\$4,483	\$1,440
20	2017	Jeep	Compass	32	Yes	No	\$ 14,895	\$ 14,725	\$ 13,972	\$545	\$869
21	2015	Subaru	WRX	32	No	Yes	\$ 23,545	\$ 22,845	\$ 21,145	\$1,142	\$200
22	2015	Mazda	Mazda 3	76	No	No	\$ 14,775	\$ 14,775	\$ 14,394	\$1,147	\$1,565
23	2014	Ford	Escape	102	No	No	\$ 10,777	\$ 10,550	\$ 12,238	\$1,193	\$235
24	2012	Jeep	Compass Sport	63	No	No	\$ 7,880	\$ 7,880	\$ 10,156	\$1,751	\$840
25	2013	Toyota	4Runner	105	No	No	\$ 24,777	\$ 24,777	\$ 25,457	(\$158)	\$324
26	2014	Toyota	Corolla	45	No	No	\$ 11,950	\$ 11,260	\$ 12,276	\$958	\$1,287
27	2016	Subaru	WRX	74	No	Yes	\$ 24,747	\$ 24,747	\$ 25,614	\$1,036	\$200
28	2015	Subaru	Forester	86	Yes	No	\$ 22,777	\$ 22,787	\$ 20,483	\$820	\$0
29	2013	Subaru	Impreza	73	No	Yes	\$ 19,560	\$ 19,610	\$ 19,016	\$1,390	\$1,574
30	2016	Subaru	Outback	75	No	Yes	\$ 24,670	\$ 24,399	\$ 24,642	\$497	\$0
31	2016	Subaru	Crosstrek	48	No	Yes	\$ 21,898	\$ 21,390	\$ 21,799	\$1,917	\$2,838
32	2016	Nissan	Pathfinder	160	Yes	No	\$ 19,955	\$ 17,450	\$ 19,828	\$1,844	\$972
33	2012	Hyundai	Accent	31	No	No	\$ 8,570	\$ 7,600	\$ 7,637	\$975	\$1,114
34	2016	Subaru	Outback	25	No	Yes	\$ 26,575	\$ 25,500	\$ 26,550	\$1,422	\$0
35	2015	Jeep	Compass	24	No	No	\$ 13,555	\$ 13,555	\$ 11,996	\$1,841	\$1,171
36	2016	Subaru	Forester	22	Yes	Yes	\$ 23,995	\$ 23,245	\$ 23,082	\$2,120	\$0
37	2005	Acura	TSX	42	No	No	\$ 8,779	\$ 7,897	\$ 5,961	\$1,698	\$134
38	2013	Subaru	Crosstrek	63	No	No	\$ 17,840	\$ 17,400	\$ 15,963	\$1,762	\$1,837
39	2003	Toyota	Camry	41	No	No	\$ 5,990	\$ 4,806	\$ 4,769	\$1,403	\$230
40	2011	Hyundai	Sonata Hybrid	20	No	No	\$ 9,973	\$ 9,200	\$ 8,121	\$1,173	\$0
41	2014	BMW	X1	160	Yes	No	\$ 17,850	\$ 17,850	\$ 17,068	(\$1,229)	\$2,258

42	2016	Subaru	Crosstrek	64	No	Yes	\$ 23,877	\$ 23,877	\$ 22,280	\$1,485	\$200
43	2003	Toyota	Tacoma	7	No	No	\$ 11,560	\$ 10,300	\$ 11,560	\$235	\$430
44	2016	Subaru	Impreza	28	Yes	No	\$ 20,907	\$ 20,907	\$ 20,585	\$1,941	\$3,023
45	2013	Hyundai	Elantra GT	91	No	No	\$ 10,993	\$ 10,993	\$ 10,640	(\$884)	\$0
46	2013	Subaru	BRZ	110	No	No	\$ 15,990	\$ 14,673	\$ 16,050	\$125	\$700
47	2017	Dodge	Journey	52	Yes	No	\$ 16,990	\$ 16,990	\$ 15,631	\$680	\$1,311
48	2017	Subaru	WRX	55	No	Yes	\$ 25,363	\$ 24,613	\$ 24,298	\$477	\$2,729
49	2012	Volkswagen	CC	23	No	No	\$ 13,746	\$ 10,750	\$ 10,981	\$1,883	\$594
50	2016	Subaru	Outback	68	No	Yes	\$ 23,784	\$ 23,784	\$ 24,174	\$2,085	\$1,605
51	2016	Honda	Civic Sedan	102	Yes	No	\$ 17,411	\$ 17,411	\$ 17,079	(\$1,220)	\$250
52	2013	BMW	1 SERIES	73	No	No	\$ 13,995	\$ 13,995	\$ 13,334	\$686	\$1,738
53	2016	Subaru	Crosstrek	38	No	Yes	\$ 22,614	\$ 22,614	\$ 22,280	\$2,447	\$1,792

Scoreboard Totals

# of Purchased Vehicles Retailed	20
# of Traded Vehicles Retailed	65
% Retailed of Non-New Franchise	46%
Total # Retail Units	85
Average Days to Sale	55.9
Average Advertised Price (Time of Sale)	\$ 19,669
Average Transaction Price	\$ 19,155
Average Market Price at 100%	\$ 19,053
Average Price to Market (Time of Sale)	103%
Average Transaction to Market	101%
Average Transactional Discount	\$ 514
Average Front End Gross	\$ 1,209
Average Finance Gross	\$ 1,158
PUVR	\$ 2,367
Total Gross (Units & PUVR)	\$ 201,164



MY

Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	20
# of Traded Vehicles Retailed	65
% Retailed of Non-New Franchise	46%
Total # Retail Units	85
Average Days to Sale	55.9
Average Advertised Price (Time of Sale)	\$ 19,669
Average Transaction Price	\$ 19,155
Average Market Price at 100%	\$ 19,053
Average Price to Market (Time of Sale)	103%
Average Transaction to Market	101%
Average Transactional Discount	\$ 514
Average Front End Gross	\$ 1,209
Average Finance Gross	\$ 1,158
PUVR	\$ 2,367
Total Gross (Units & PUVR)	\$ 201,164



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	20	0
# of Traded Vehicles Retailed	65	0
% Retailed of Non-New Franchise	46%	#DIV/0!
Total # Retail Units	85	0
Average Days to Sale	55.9	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,669	#DIV/0!
Average Transaction Price	\$ 19,155	#DIV/0!
Average Market Price at 100%	\$ 19,053	#DIV/0!
Average Price to Market (Time of Sale)	103%	#DIV/0!
Average Transaction to Market	101%	#DIV/0!
Average Transactional Discount	\$ 514	#DIV/0!
Average Front End Gross	\$ 1,209	#DIV/0!
Average Finance Gross	\$ 1,158	#DIV/0!
PUVR	\$ 2,367	#DIV/0!
Total Gross (Units & PUVR)	\$ 201,164	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	20
# of Traded Vehicles Retailed	65
% Retailed of Non-New Franchise	46%
Total # Retail Units	85
Average Days to Sale	55.9
Average Advertised Price (Time of Sale)	\$ 19,669
Average Transaction Price	\$ 19,155
Average Market Price at 100%	\$ 19,053
Average Price to Market (Time of Sale)	103%
Average Transaction to Market	101%
Average Transactional Discount	\$ 514
Average Front End Gross	\$ 1,209
Average Finance Gross	\$ 1,158
PUVR	\$ 2,367
Total Gross (Units & PUVR)	\$ 201,164



Scoreboard

CPO	Totals
# of Purchased Vehicles Retailed	20
# of Traded Vehicles Retailed	65
Total # Retail Units	85
Average Days to Sale	55.9
Average Advertised Price (Time of Sale)	\$ 19,669
Average Transaction Price	\$ 19,155
Average Market Price at 100%	\$ 19,053
Average Price to Market (Time of Sale)	103%
Average Transaction to Market	101%
Average Transactional Discount	\$ 514
Average Front End Gross	\$ 1,209
Average Finance Gross	\$ 1,158
PUVR	\$ 2,367
Total Gross (Units & PUVR)	\$ 201,164

Yes	No
5	15
31	34
36	49
48.4	61.4
\$ 24,554	\$ 15,699
\$ 23,859	\$ 15,699
\$ 23,618	\$ 15,699
\$ 1	\$ 1
101%	100%
\$ 695	\$ 380
\$ 1,660	\$ 877
\$ 1,330	\$ 1,032
\$ 2,990	\$ 1,909
\$ 107,628	\$ 93,536

Scoreboard

Same Brand as New	Totals
# of Purchased Vehicles Retailed	20
# of Traded Vehicles Retailed	65
Total # Retail Units	85
Average Days to Sale	55.9
Average Advertised Price (Time of Sale)	\$ 19,669
Average Transaction Price	\$ 19,155
Average Market Price at 100%	\$ 19,053
Average Price to Market (Time of Sale)	103%
Average Transaction to Market	101%
Average Transactional Discount	\$ 514
Average Front End Gross	\$ 1,209
Average Finance Gross	\$ 1,158
PUVR	\$ 2,367
Total Gross (Units & PUVR)	\$ 201,164

Yes	No
8	12
38	27
46	39
47.6	65.7
\$ 23,097	\$ 15,304
\$ 22,420	\$ 15,304
\$ 22,060	\$ 15,506
105%	99%
102%	99%
\$ 676	\$ 322
\$ 1,693	\$ 638
\$ 1,289	\$ 1,003
\$ 2,982	\$ 1,641
\$ 137,172	\$ 63,992

Sales by Age

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
0 - 30 Days	22	\$48,861	\$21,797	\$3,212	25.88%
31 - 45 Days	18	\$24,803	\$24,407	\$2,734	21.18%
46 - 60 Days	8	\$15,755	\$11,938	\$3,462	9.41%
60 - 90 Days	24	\$19,123	\$29,068	\$2,008	28.24%
90+ Days	13	(\$5,798)	\$11,210	\$416	15.29%
Totals	85	\$102,743	\$98,421	\$2,367	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	2	\$4,060
31 - 45 Days	3	\$2,527
46 - 60 Days	2	\$5,470
60 - 90 Days	6	\$1,708
90+ Days	7	(\$6,440)
Totals	20	\$ 7,325



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

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$3,023	\$3,542	10.00%
\$8,203	\$3,577	15.00%
\$1,511	\$3,490	10.00%
\$9,911	\$1,936	30.00%
\$9,785	\$478	35.00%
\$ 32,432	\$1,988	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	20	\$44,800
31 - 45 Days	15	\$22,276
46 - 60 Days	6	\$10,284
60 - 90 Days	18	\$17,416
90+ Days	6	\$642
Totals	65	\$95,418



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

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$18,774	\$3,179	30.77%
\$16,204	\$2,565	23.08%
\$10,428	\$3,452	9.23%
\$19,157	\$2,032	27.69%
\$1,425	\$345	9.23%
\$65,988	\$2,483	100.0%

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