

Desk Manager	Finance Manager
STEVE GRAHAM	
CHRISTOPHER WILSON	
	CHAD CARTER
	ROBERT JORDAN









#	Year	Make	Model	Days in Stock	Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front End Gross	Finance Gross
ex.	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$1,000
1	2015	Mercedes-Benz	GLA-250	32	Trade on New	No	\$ 23,950	\$ 23,300	92%	\$612	\$743
2	2015	Mercedes-Benz	GLA-250	36	Trade on New	No	\$ 21,500	\$ 21,500	97%	\$1,485	\$211
3	2017	Infiniti	QX50	133	Auction/Wholesale	Yes	\$ 24,900	\$ 24,200	104%	(\$493)	\$300
4	2015	Infiniti	Q70L	94	Auction/Wholesale	No	\$ 26,950	\$ 26,088	101%	(\$1,221)	\$1,719
5	2015	Infiniti	QX60	1	LBO Customer	No	\$ 29,513	\$ 29,513	100%	(\$638)	\$2,516
6	2008	Nissan	Altima	9	Trade on Used	No	\$ 5,600	\$ 5,600	88%	\$1,374	\$0
7	2017	Infiniti	QX60	2	Auction/Wholesale	No	\$ 38,000	\$ 38,000	99%	(\$852)	\$2,255
8	2015	Jeep	Renegade	69	Trade on Used	No	\$ 11,999	\$ 11,999	81%	\$157	\$428
9	2013	Infiniti	G37	1	Trade on New	No	\$ 13,300	\$ 12,500	91%	\$284	\$145
10	2015	Infiniti	Q50	62	Auction/Wholesale	Yes	\$ 26,191	\$ 26,191	110%	\$131	\$1,607
11	2017	Audi	Q70L	2	Trade on New	No	\$ 46,899	\$ 46,899	103%	\$1,292	\$3,447
12	2015	Nissan	Rogue	36	Trade on New	No	\$ 14,498	\$ 14,298	97%	\$982	\$549
13	2014	Volkswagen	CC	2	Trade on New	No	\$ 13,700	\$ 12,900	90%	\$605	\$1,675
14	2012	Toyota	4Runner	71	Trade on Used	No	\$ 19,900	\$ 19,900	85%	(\$450)	\$0
15	2017	Infiniti	Q70L	10	Trade on New	No	\$ 36,250	\$ 36,250	103%	\$3,632	\$1,859
16	2012	Dodge	Ram 1500	19	Trade on Used	No	\$ 19,000	\$ 18,500	94%	\$1,352	\$1,742
17	2015	Infiniti	Q50	45	Auction/Wholesale	Yes	\$ 22,250	\$ 22,160	101%	\$183	\$0
18	2018	Ford	Fusion	39	Auction/Wholesale	No	\$ 17,950	\$ 16,999	93%	(\$553)	\$1,047
19	2008	Acura	MDX	24	Trade on New	No	\$ 10,500	\$ 9,641	90%	\$1,711	\$0
20	2018	Infiniti	QX60	17	Loaner/Rental Fleet	Yes	\$ 38,500	\$ 37,101	99%	\$3,969	\$1,191
21	2007	Mazda	Mazda3	17	Trade on Used	No	\$ 3,850	\$ 2,990	95%	\$1,135	\$302
22	2015	Infiniti	Q40	4	Auction/Wholesale	No	\$ 17,900	\$ 16,710	98%	(\$2,623)	\$0
23	2009	Toyota	Venza	59	Trade on Used	No	\$ 7,500	\$ 6,550	86%	\$311	\$1,151
24	2015	Chevrolet	Camaro	53	Trade on New	No	\$ 24,450	\$ 24,450	98%	(\$357)	\$0
25	2015	Honda	Odyssey	29	Trade on Used	No	\$ 25,900	\$ 25,462	93%	\$487	\$0
26	2017	Nissan	Armada	13	Trade on New	No	\$ 44,500	\$ 44,500	100%	\$3,854	\$750
27	2009	Mitsubishi	Outlander	10	Trade on Used	No	\$ 8,450	\$ 8,450	90%	\$3,151	\$1,059
28	2009	Mercedes-Benz	M-Class	47	Trade on Used	No	\$ 8,500	\$ 7,519	93%	\$1,164	\$0
29	2012	Infiniti	G37	27	Trade on Used	No	\$ 11,900	\$ 11,900	98%	\$1,079	\$454
30	2004	Toyota	4Runner	2	Trade on Used	No	\$ 6,750	\$ 6,400	101%	\$1,405	\$0
31	2015	Infiniti	QX60	2	Auction/Wholesale	Yes	\$ 34,995	\$ 32,995	106%	\$1,466	\$1,222
32	2018	Infiniti	Q50	34	Auction/Wholesale	No	\$ 25,900	\$ 25,900	102%	\$1,194	\$2,914
33	2014	Infiniti	Q50	55	Trade on New	No	\$ 17,850	\$ 17,612	98%	\$313	\$180
34	2016	Infiniti	QX80	45	Trade on New	Yes	\$ 38,900	\$ 37,200	103%	\$1,157	\$1,327
35	2015	Infiniti	Q50	27	Auction/Wholesale	No	\$ 22,700	\$ 22,700	100%	\$103	\$1,342
36	2013	Audi	A8 L	35	Trade on New	No	\$ 24,500	\$ 24,500	99%	\$1,586	\$958
37	2015	Infiniti	Q50	111	Auction/Wholesale	No	\$ 21,900	\$ 21,900	97%	(\$2,413)	\$1,081
38	2017	Chevrolet	Silverado	11	Trade on Used	No	\$ 35,900	\$ 35,900	110%	\$2,036	\$1,739
39	2015	Kia	Sorento	11	Trade on Used	No	\$ 13,900	\$ 13,900	92%	\$2,273	\$0
40	2015	Infiniti	Q50	1	LBO Customer	No	\$ 21,816	\$ 21,816	100%	(\$349)	\$544
41	2016	Toyota	Fr-s	19	Trade on Used	No	\$ 18,900	\$ 18,900	98%	\$3,429	\$1,425

42	2018	Infiniti	QX30	5	Trade on New	Yes	\$ 31,900	\$ 31,900	99%	\$3,498	\$2,480
43	2015	Infiniti	Q50	30	Auction/Wholesale	No	\$ 20,499	\$ 20,499	95%	(\$1,389)	\$1,788
44	2017	Infiniti	QX50	37	Trade on New	Yes	\$ 27,750	\$ 27,750	97%	\$723	\$1,665
45	2017	Infiniti	Q50	16	Auction/Wholesale	No	\$ 30,900	\$ 30,900	104%	\$2,259	\$1,030
46	2010	Nissan	Altima	30	Trade on Used	No	\$ 5,999	\$ 5,833	90%	\$1,325	\$0
47	2018	Infiniti	Q50	7	Loaner/Rental Fleet	Yes	\$ 28,889	\$ 27,589	95%	\$1,595	\$339
48	2013	Infiniti	M37	1	Trade on Used	No	\$ 18,995	\$ 18,995	98%	\$1,782	\$1,727
49	2015	Infiniti	Q40	8	Auction/Wholesale	No	\$ 19,219	\$ 18,769	99%	(\$965)	\$193
50	2015	Infiniti	Q70	33	Auction/Wholesale	No	\$ 26,625	\$ 26,625	102%	\$573	\$249
51	2018	Infiniti	QX60	97	Auction/Wholesale	Yes	\$ 32,600	\$ 32,250	103%	(\$1,608)	\$502
52	2015	Infiniti	Q60	138	Auction/Wholesale	No	\$ 22,450	\$ 22,450	101%	(\$2,329)	\$2,061
53	2010	Jeep	Wrangler	34	Trade on New	No	\$ 13,999	\$ 13,488	93%	\$2,274	\$0

## Scoreboard Totals

% Retailed of Non-New Franchise	45%
Total # Retail Units	93
Average Days to Sale	31.9
Average Advertised Price (Time of Sale)	\$ 22,892
Average Transaction Price	\$ 22,501
Average Market Price at 100%	\$ 23,629
Average Price to Market % (Time of Sale)	97%
Average Transaction to Market	95%
Average Transactional Discount	\$ 393
Average Front End Gross	\$ 733
Average Finance Gross	\$ 846
PUVR	\$ 1,579
Total Gross (Units & PUVR)	\$ 146,818
GROI	79%



MY

Scoreboard		
Desk Manager	Totals	STEVE GRAHAM
% Retailed of Non-New Franchise	45%	36%
Total # Retail Units	93	39
Average Days to Sale	31.9	30.2
Average Advertised Price (Time of Sale)	\$ 22,892	\$ 24,610
Average Transaction Price	\$ 22,501	\$ 24,183
Average Market Price at 100%	\$ 23,629	\$ 24,896
Average Price to Market % (Time of Sale)	97%	99%
Average Transaction to Market %	95%	97%
Average Transactional Discount	\$ 393	\$ 427
Average Front End Gross	\$ 733	\$ 581
Average Finance Gross	\$ 846	\$ 836
PUVR	\$ 1,579	\$ 1,417
Total Gross (Units & PUVR)	\$ 146,818	\$ 55,280
GROI	79%	70%



CHRISTOPHER WILSON		
52%	#DIV/0!	#DIV/0!
54	0	0
33.1	#DIV/0!	#DIV/0!
\$ 21,652	#DIV/0!	#DIV/0!
\$ 21,285	#DIV/0!	#DIV/0!
\$ 22,050	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!
\$ 368	#DIV/0!	#DIV/0!
\$ 843	#DIV/0!	#DIV/0!
\$ 852	#DIV/0!	#DIV/0!
\$ 1,695	#DIV/0!	#DIV/0!
\$ 91,538	#DIV/0!	#DIV/0!
87%	#DIV/0!	#DIV/0!







## Scoreboard

Sales Consultant	Totals	TYRONE BROWN
% Retailed of Non-New Franchise	45%	36%
Total # Retail Units	93	14
Average Days to Sale	31.9	24.6
Average Advertised Price (Time of Sale)	\$ 22,892	\$ 23,771
Average Transaction Price	\$ 22,501	\$ 23,301
Average Market Price at 100%	\$ 23,629	\$ 23,942
Average Price to Market % (Time of Sale)	97%	99%
Average Transaction to Market %	95%	97%
Average Transactional Discount	\$ 393	\$ 470
Average Front End Gross	\$ 733	\$ 573
Average Finance Gross	\$ 846	\$ 964
PUVR	\$ 1,579	\$ 1,537
Total Gross (Units & PUVR)	\$ 146,818	\$ 21,516
GROI	79%	97%



ARIANNE PEMBERTON	EDDIE VALENTIN	LUIS BAYALA
36%	60%	50%
14	10	2
31.0	38.5	54.5
\$ 26,262	\$ 17,437	\$ 27,367
\$ 25,913	\$ 17,122	\$ 27,367
\$ 26,546	\$ 18,709	\$ 27,154
99%	93%	101%
98%	92%	101%
\$ 349	\$ 315	\$ -
\$ 980	\$ 892	\$ (1,028)
\$ 852	\$ 355	\$ 592
\$ 1,831	\$ 1,247	\$ (436)
\$ 25,637	\$ 12,468	\$ (872)
82%	68%	-11%

CHRISTIAN BARDSLEY	DANNY BELLAMAH	CALVIN MCCALL
60%	38%	29%
15	8	7
32.3	27.8	40.3
\$ 23,068	\$ 20,786	\$ 19,871
\$ 22,785	\$ 20,181	\$ 19,728
\$ 23,451	\$ 20,815	\$ 20,590
98%	100%	97%
97%	97%	96%
\$ 283	\$ 605	\$ 143
\$ 852	\$ 444	\$ 3
\$ 675	\$ 1,174	\$ 1,137
\$ 1,527	\$ 1,618	\$ 1,139
\$ 22,907	\$ 12,944	\$ 7,974
75%	104%	52%

DAVID BOKAI	STEPHEN LABRATO	
33%	53%	#DIV/0!
6	17	0
45.0	25.6	#DIV/0!
\$ 23,493	\$ 23,945	#DIV/0!
\$ 22,890	\$ 23,466	#DIV/0!
\$ 23,622	\$ 24,300	#DIV/0!
99%	99%	#DIV/0!
97%	97%	#DIV/0!
\$ 593	\$ 508	#DIV/0!
\$ 92	\$ 1,334	#DIV/0!
\$ 1,004	\$ 882	#DIV/0!
\$ 1,096	\$ 2,216	#DIV/0!
\$ 6,578	\$ 37,666	#DIV/0!
38%	133%	#DIV/0!



































Scoreboard		
Finance Manager	Totals	CHAD CARTER
% Retailed of Non-New Franchise	45%	48%
Total # Retail Units	93	56
Average Days to Sale	31.9	32.6
Average Advertised Price (Time of Sale)	\$ 22,892	\$ 23,026
Average Transaction Price	\$ 22,501	\$ 22,666
Average Market Price at 100%	\$ 23,629	\$ 23,365
Average Price to Market % (Time of Sale)	97%	99%
Average Transaction to Market %	95%	97%
Average Transactional Discount	\$ 393	\$ 367
Average Front End Gross	\$ 733	\$ 893
Average Finance Gross	\$ 846	\$ 1,041
PUVR	\$ 1,579	\$ 1,934
Total Gross (Units & PUVR)	\$ 146,818	\$ 108,290
GROI	79%	94%



ROBERT JORDAN		
41%	#DIV/0!	#DIV/0!
37	0	0
30.9	#DIV/0!	#DIV/0!
\$ 22,690	#DIV/0!	#DIV/0!
\$ 22,250	#DIV/0!	#DIV/0!
\$ 23,124	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!
\$ 434	#DIV/0!	#DIV/0!
\$ 492	#DIV/0!	#DIV/0!
\$ 550	#DIV/0!	#DIV/0!
\$ 1,041	#DIV/0!	#DIV/0!
\$ 38,528	#DIV/0!	#DIV/0!
55%	#DIV/0!	#DIV/0!





## Scoreboard

CPO	Totals	Yes
Total # Retail Units	93	21
Average Days to Sale	31.9	35.5
Average Advertised Price (Time of Sale)	\$ 22,892	\$ 31,516
Average Transaction Price	\$ 22,501	\$ 30,906
Average Market Price at 100%	\$ 23,629	\$ 31,069
Average Price to Market % (Time of Sale)	97%	101%
Average Transaction to Market %	95%	99%
Average Transactional Discount	\$ 393	\$ 610
Average Front End Gross	\$ 733	\$ 1,025
Average Finance Gross	\$ 846	\$ 991
PUVR	\$ 1,579	\$ 2,016
Total Gross (Units & PUVR)	\$ 146,818	\$ 42,339
GROI	79%	66%

No	
	72
	30.8
\$	20,049
\$	20,049
\$	20,930
	96%
	96%
\$	328
\$	648
\$	803
\$	1,451
\$	104,479
	85%

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	93	49
Average Days to Sale	31.9	31.9
Average Advertised Price (Time of Sale)	\$ 22,892	\$ 26,487
Average Transaction Price	\$ 22,501	\$ 26,086
Average Market Price at 100%	\$ 23,629	\$ 26,418
Average Price to Market % (Time of Sale)	97%	100%
Average Transaction to Market %	95%	99%
Average Transactional Discount	\$ 393	\$ 400
Average Front End Gross	\$ 733	\$ 493
Average Finance Gross	\$ 846	\$ 1,048
PUVR	\$ 1,579	\$ 1,541
Total Gross (Units & PUVR)	\$ 146,818	\$ 75,526
GROI	79%	67%



No	
	42
	31.8
\$	18,322
\$	18,322
\$	19,597
	93%
	93%
\$	385
\$	998
\$	627
\$	1,625
\$	68,241
	100%

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	93	24
% of Retail Units	100%	26%
% Retailed of Off-Brand	45%	67%
Average Days to Sale	31.9	27.4
Average Transaction Price	\$ 22,501	\$ 24,236
Average Transaction to Market %	95%	94%
Average Transactional Discount	\$ 393	\$ 419
Average Front End Gross	\$ 733	\$ 1,422
Average Finance Gross	\$ 846	\$ 871
PUVR	\$ 1,579	\$ 2,293
Total Gross (Units & PUVR)	\$ 146,818	\$ 55,040
GROI	79%	124%



Trade on Used	Street/Curb buy	Auction/wholesale
27	0	36
29%	0%	39%
81%	#DIV/0!	11%
28.1	#DIV/0!	41.5
\$ 14,491	#DIV/0!	\$ 25,756
90%	#DIV/0!	98%
\$ 291	#DIV/0!	\$ 406
\$ 1,290	#DIV/0!	\$ (354)
\$ 568	#DIV/0!	\$ 941
\$ 1,858	#DIV/0!	\$ 587
\$ 50,171	#DIV/0!	\$ 21,136
164%	#DIV/0!	20%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
4	2	0
4%	2%	0%
0%	0%	#DIV/0!
13.8	1.0	#DIV/0!
\$ 35,273	\$ 25,665	#DIV/0!
98%	100%	#DIV/0!
\$ 1,025	\$ 0	#DIV/0!
\$ 3,238	\$ (494)	#DIV/0!
\$ 1,362	\$ 1,530	#DIV/0!
\$ 4,600	\$ 1,037	#DIV/0!
\$ 18,398	\$ 2,073	#DIV/0!
341%	1454%	#DIV/0!



## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	93	55
% of Retail Units	100%	59%
% Retailed of Off-Brand	45%	2300%
Average Days to Sale	31.9	13.8
Average Transaction Price	\$ 22,501	\$ 23,258
Average Transaction to Market %	95%	95%
Average Transactional Discount	\$ 393	\$ 407
Average Front End Gross	\$ 733	\$ 1,276
Average Finance Gross	\$ 846	\$ 954
PUVR	\$ 1,579	\$ 2,230
Total Gross (Units & PUVR)	\$ 146,818	\$ 122,658
GROI	79%	250%



31-45 days	46-60 days	61-90 days	90+ days
18	8	6	6
19%	9%	6%	6%
800%	600%	500%	0%
38.4	52.0	71.3	112.0
\$ 23,010	\$ 14,392	\$ 21,197	\$ 26,148
96%	89%	90%	100%
\$ 392	\$ 462	\$ 251	\$ 319
\$ 634	\$ (89)	\$ (559)	\$ (1,559)
\$ 756	\$ 553	\$ 381	\$ 977
\$ 1,389	\$ 465	\$ (178)	\$ (582)
\$ 25,006	\$ 3,716	\$ (1,070)	\$ (3,492)
57%	22%	-4%	-7%