

Desk Manager	Finance Manager
ROB	ANTHONY
DEONTE	FRANKIE
CHRIS	DON
JOE	ORESTES
RAY	

#	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	2016	DODGE	CHARGER	66	Other		\$ 24,175	\$ 18,882	78%	(\$5,417)	\$ -
2	2013	DODGE	CHARGER	15	Trade on Used		\$ 19,990	\$ 17,490	87%	\$1,711	\$ -
3	2017	RAM	1500	5	Auction/Wholesale		\$ 30,495	\$ 30,495	100%	\$327	\$1,343
4	2015	HYUNDAIA	VELOSTER	42	Other		\$ 12,425	\$ 11,680	94%	(\$529)	\$150
5	2013	TOYOTA	4RUNNER	26	Trade on New		\$ 30,995	\$ 27,119	87%	(\$1,051)	\$850
6	2018	DODGE	CHARGER	172	Loaner/Rental Fleet		\$ 32,373	\$ 29,990	92%	(\$6,604)	\$621
7	2016	SUBARU	OUTBACK	21	Other		\$ 23,589	\$ 22,362	94%	\$86	\$ -
8	2017	AUDI	A3	84	Trade on New		\$ 6,009	\$ 4,762	79%	(\$4,965)	\$690
9	2017	JEEP	RENEGADE	54	Loaner/Rental Fleet		\$ 14,888	\$ 14,670	98%	(\$3,719)	\$ -
10	2017	JEEP	WRANGLER	52	Trade on New		\$ 28,919	\$ 28,419	98%	(\$2,410)	\$603
11	2015	FORD	FUSION	39	Trade on New		\$ 16,500	\$ 14,888	90%	(\$1,885)	\$1,434
12	2014	JEEP	PATRIOT	39	Trade on New		\$ 14,995	\$ 12,490	83%	(\$1,969)	\$879
13	2016	DODGE	DART	67	Trade on New		\$ 14,990	\$ 11,888	78%	(\$3,933)	\$519
14	2013	TOYOTA	HIGHLANDER	45	Trade on New		\$ 14,954	\$ 13,990	87%	(\$1,731)	\$ -
15	2016	RAM	3500	0	Auction/Wholesale		\$ 57,990	\$ 54,081	100%	\$2,104	\$4,354
16	2017	TOYOTA	SENTRA	52	Auction/Wholesale		\$ 17,995	\$ 15,525	94%	(\$2,744)	\$ -
17	2018	CHRYSLER	PACIFICA	209	Auction/Wholesale		\$ 33,995	\$ 33,904	87%	\$81	\$ -
18	2016	CHRYSLER	200	29	Trade on Used		\$ 16,990	\$ 16,522	92%	(\$468)	\$597
19	2016	NISSAN	MURANO	52	Trade on Used		\$ 21,950	\$ 19,245	94%	(\$2,725)	\$150
20	2014	HONDA	ACCORD	14	Trade on Used		\$ 15,995	\$ 15,000	79%	\$578	\$ -
21	2015	FORD	EXPLORER	57	Trade on Used		\$ 24,175	\$ 20,960	98%	(\$3,247)	\$633
22	2013	NISSAN	ALTIMA	6	Trade on Used		\$ 19,990	\$ 17,956	98%	(\$155)	\$ -
23	2016	JEEP	WRANGLER	40	Trade on Used		\$ 30,495	\$ 28,900	90%	(\$2,229)	\$ -
24	2017	JEEP	G CHEROKEE	16	Street/Curb Buy		\$ 12,425	\$ 10,660	83%	\$860	\$2,615
25	2015	TOYOTA	SIERRA	56	Trade on Used		\$ 30,995	\$ 27,965	78%	(\$2,315)	\$250
26	2013	RAM	1500	7	Trade on Used		\$ 32,373	\$ 31,200	87%	(\$139)	\$ -
27	2015	DODGE	CHALLENGER	7	Auction/Wholesale		\$ 23,589	\$ 21,900	100%	(\$5,438)	\$610
28	2009	KIA	RONDO	3	Other		\$ 6,009	\$ 4,762	94%	\$1,196	\$ -
29	2017	HYUNDAIA	SONATA	41	Street/Curb Buy		\$ 14,888	\$ 14,670	87%	(\$1,884)	\$ -
30	2017	RAM	1500	59	Trade on Used		\$ 28,919	\$ 28,419	92%	(\$4,666)	\$6,184
31	2016	DODGE	DURANGO	21	Auction/Wholesale		\$ 16,500	\$ 14,888	94%	\$280	\$1,689
32	2017	BMW	M4	7	Auction/Wholesale		\$ 14,995	\$ 12,490	79%	\$340	\$1
33	2019	JEEP	CHEROKEE	42	Trade on Used		\$ 14,990	\$ 11,888	98%	(\$2,204)	\$1,370
34	2015	TOYOTA	HIGHLANDER	65	Auction/Wholesale		\$ 14,954	\$ 13,990	98%	(\$3,379)	\$ -
35	2011	JAGUAR	XF	8	Auction/Wholesale		\$ 57,990	\$ 54,081	90%	\$2,523	\$1,170
36	2018	JEEP	WRANGLER	35	Trade on Used		\$ 17,995	\$ 15,525	83%	(\$721)	\$1,186
37	2006	Chevrolet	CORVETTE	19	Auction/Wholesale		\$ 33,995	\$ 33,904	78%	\$1,314	\$737
38	2017	RAM	PROMASTER	31	Auction/Wholesale		\$ 16,990	\$ 16,522	87%	(\$768)	\$ -
39	2011	TOYOTA	TUNDRA	47	Loaner/Rental Fleet		\$ 21,950	\$ 19,245	100%	(\$2,094)	\$322

40	2012	TOYOTA	COROLLA	11	Trade on Used	\$	18,882	\$	15,000	94%	\$166	\$-
41	2015	DODGE	JOURNEY	91	Auction/Wholesale	\$	17,490	\$	15,859	87%	(\$6,480)	\$-
42	2018	DODGE	JOURNEY	33	Loaner/Rental Fleet	\$	30,495	\$	27,500	92%	(\$4,252)	\$2,055
43	2016	JEEP	COMPASS	32	Auction/Wholesale	\$	11,680	\$	9,800	94%	(\$2,329)	\$150
44	2016	JEEP	G CHEROKEE	48	Street/Curb Buy	\$	27,119	\$	26,500	79%	(\$471)	\$-
45	2011	DODGE	JOURNEY	13	Trade on Used	\$	29,990	\$	27,965	98%	\$1,594	\$401
46	2018	JEEP	G CHEROKEE	35	Loaner/Rental Fleet	\$	22,362	\$	20,500	98%	(\$3,079)	\$704
47	2017	RAM	RAM 1500	48	Trade on Used	\$	4,762	\$	3,500	90%	(\$1,300)	\$5,176
48	1998	HONDA	ACCORD	15	Trade on Used	\$	14,670	\$	14,000	83%	\$275	\$-
49	2014	FORD	ESCAPE	48	Trade on Used	\$	28,419	\$	26,600	78%	(\$1,806)	\$2,229
50	2015	Chevrolet	CRUZE	3	Street/Curb Buy	\$	14,888	\$	14,000	87%	\$547	\$151
51	2018	JEEP	CHEROKEE	36	Trade on Used	\$	12,490	\$	10,900	100%	(\$988)	\$4,660
52	2016	JEEP	RENEGADE	28	Auction/Wholesale	\$	11,888	\$	11,000	94%	(\$499)	\$2,055
53	2014	DODGE	DURANGO	61	Trade on Used	\$	13,990	\$	9,900	87%	(\$4,281)	\$1,522

Scoreboard Totals

% Retailed of Non-New Franchise	38%
Total # Retail Units	200
Average Days to Sale	30.8
Average Advertised Price (Time of Sale)	\$ 21,765
Average Transaction Price	\$ 22,212
Average Market Price at 100%	\$ 24,213
Average Price to Market % (Time of Sale)	90%
Average Transaction to Market	92%
Average Transactional Discount	\$ (995)
Average Front End Gross	\$ (1,224)
Average Finance Gross	\$ 1,223
PUVR	\$ (287)
Total Gross (Units & PUVR)	\$ (57,366)
GROI	-15%



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	38%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	30.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,765	#DIV/0!
Average Transaction Price	\$ 22,212	#DIV/0!
Average Market Price at 100%	\$ 24,213	#DIV/0!
Average Price to Market % (Time of Sale)	90%	#DIV/0!
Average Transaction to Market %	92%	#DIV/0!
Average Transactional Discount	\$ (995)	#DIV/0!
Average Front End Gross	\$ (1,224)	#DIV/0!
Average Finance Gross	\$ 1,223	#DIV/0!
PUVR	\$ (287)	#DIV/0!
Total Gross (Units & PUVR)	\$ (57,366)	#DIV/0!
GROI	-15%	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	38%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	30.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,765	#DIV/0!
Average Transaction Price	\$ 22,212	#DIV/0!
Average Market Price at 100%	\$ 24,213	#DIV/0!
Average Price to Market % (Time of Sale)	90%	#DIV/0!
Average Transaction to Market %	92%	#DIV/0!
Average Transactional Discount	\$ (995)	#DIV/0!
Average Front End Gross	\$ (1,224)	#DIV/0!
Average Finance Gross	\$ 1,223	#DIV/0!
PUVR	\$ (287)	#DIV/0!
Total Gross (Units & PUVR)	\$ (57,366)	#DIV/0!
GROI	-15%	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	38%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	30.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,765	#DIV/0!
Average Transaction Price	\$ 22,212	#DIV/0!
Average Market Price at 100%	\$ 24,213	#DIV/0!
Average Price to Market % (Time of Sale)	90%	#DIV/0!
Average Transaction to Market %	92%	#DIV/0!
Average Transactional Discount	\$ (995)	#DIV/0!
Average Front End Gross	\$ (1,224)	#DIV/0!
Average Finance Gross	\$ 1,223	#DIV/0!
PUVR	\$ (287)	#DIV/0!
Total Gross (Units & PUVR)	\$ (57,366)	#DIV/0!
GROI	-15%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	0
Average Days to Sale	30.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,765	#DIV/0!
Average Transaction Price	\$ 22,212	#DIV/0!
Average Market Price at 100%	\$ 24,213	#DIV/0!
Average Price to Market % (Time of Sale)	90%	#DIV/0!
Average Transaction to Market %	92%	#DIV/0!
Average Transactional Discount	\$ (995)	#DIV/0!
Average Front End Gross	\$ (1,224)	#DIV/0!
Average Finance Gross	\$ 1,223	#DIV/0!
PUVR	\$ (287)	#DIV/0!
Total Gross (Units & PUVR)	\$ (57,366)	#DIV/0!
GROI	-15%	#DIV/0!

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	122
Average Days to Sale	30.8	33.6
Average Advertised Price (Time of Sale)	\$ 21,765	\$ 20,943
Average Transaction Price	\$ 22,212	\$ 23,023
Average Market Price at 100%	\$ 24,213	#DIV/0!
Average Price to Market % (Time of Sale)	90%	#DIV/0!
Average Transaction to Market %	92%	#DIV/0!
Average Transactional Discount	\$ (995)	\$ (1,734)
Average Front End Gross	\$ (1,224)	\$ (1,518)
Average Finance Gross	\$ 1,223	\$ 1,381
PUVR	\$ (287)	\$ (186)
Total Gross (Units & PUVR)	\$ (57,366)	\$ (22,750)
GROI	-15%	-9%

No	
	76
	25.9
\$	21,415
\$	21,415
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	(122)
\$	(734)
\$	920
\$	(343)
\$	(26,038)
	-22%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	13
% of Retail Units	100%	7%
% Retailed of Off-Brand	38%	46%
Average Days to Sale	30.8	37.4
Average Transaction Price	\$ 22,212	\$ 16,705
Average Transaction to Market %	92%	#DIV/0!
Average Transactional Discount	\$ (995)	\$ 1,820
Average Front End Gross	\$ (1,224)	\$ (1,501)
Average Finance Gross	\$ 1,223	\$ 1,248
PUVR	\$ (287)	\$ (1,137)
Total Gross (Units & PUVR)	\$ (57,366)	\$ (14,777)
GROI	-15%	-66%



Trade on Used	Street/Curb buy	Auction/wholesale
100	28	36
50%	14%	18%
34%	46%	47%
30.7	24.1	31.1
\$ 23,150	\$ 24,503	\$ 22,734
#DIV/0!	#DIV/0!	#DIV/0!
\$ (2,683)	\$ (5,746)	\$ 1,629
\$ (1,066)	\$ (65)	\$ (1,043)
\$ 1,300	\$ 609	\$ 1,321
\$ (240)	\$ 383	\$ 227
\$ (23,993)	\$ 10,726	\$ 8,183
-12%	23%	12%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
14	0	0
7%	0%	0%
7%	#DIV/0!	#DIV/0!
42.7	#DIV/0!	#DIV/0!
\$ 22,366	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,000	#DIV/0!	#DIV/0!
\$ (5,006)	#DIV/0!	#DIV/0!
\$ 1,312	#DIV/0!	#DIV/0!
\$ (2,238)	#DIV/0!	#DIV/0!
\$ (31,337)	#DIV/0!	#DIV/0!
-84%	#DIV/0!	#DIV/0!

Other	
	9
	5%
	56%
	23.2
\$	17,383
	#DIV/0!
\$	1,201
\$	(1,012)
\$	967
\$	(181)
\$	(1,632)
	-16%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	106
% of Retail Units	100%	53%
% Retailed of Off-Brand	38%	4800%
Average Days to Sale	30.8	15.7
Average Transaction Price	\$ 22,212	\$ 20,248
Average Transaction to Market %	92%	#DIV/0!
Average Transactional Discount	\$ (995)	\$ (425)
Average Front End Gross	\$ (1,224)	\$ (226)
Average Finance Gross	\$ 1,223	\$ 1,114
PUVR	\$ (287)	\$ 888
Total Gross (Units & PUVR)	\$ (57,366)	\$ 94,108
GROI	-15%	101%



31-45 days	46-60 days	61-90 days	90+ days
38	29	13	5
19%	15%	7%	3%
1100%	700%	600%	0%
37.5	51.7	66.5	134.6
\$ 20,406	\$ 20,190	\$ 36,457	\$ 26,584
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,905	\$ 2,314	\$ (19,745)	\$ 1,368
\$ (1,476)	\$ (2,805)	\$ (3,781)	\$ (4,774)
\$ 1,221	\$ 1,713	\$ 852	\$ 542
\$ (255)	\$ (1,091)	\$ (2,929)	\$ (4,232)
\$ (9,695)	\$ (31,651)	\$ (38,072)	\$ (21,160)
-12%	-38%	-43%	-43%