

Desk Manager	Finance Manager
Keith L	Jimmy L
Paul L	JORGE
Jonathan B	Eric
DJ A	







#	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	2010	Toyota	RAV4	17	Trade on New	No	\$ 8,995	\$ 8,995	99%	\$0	\$1,144
2	2012	JEEP	GRAND CHEROKEE	48	Trade on Used	NO	\$ 13,200	\$ 12,085	94%	\$1,265	\$986
3	2016	Toyota	CAMRY	23	Trade on Used	YES	\$ 16,700	\$ 16,381	98%	\$215	\$4,668
4	2017	Toyota	4RUNNER	89	Trade on New	No	\$ 32,400	\$ 32,000	97%	(\$104)	\$0
5	2012	Toyota	HIGHLANDER	28	Trade on New	NO	\$ 20,800	\$ 20,200	92%	\$2,625	\$0
6	2018	Toyota	COROLLA	45	Auction/Wholesale	NO	\$ 15,100	\$ 15,400	94%	\$80	\$2,690
7	2015	Toyota	CAMRY	66	Auction/Wholesale	NO	\$ 15,200	\$ 15,100	92%	\$11	\$929
8	2016	Toyota	COROLLA	18	Auction/Wholesale	NO	\$ 12,900	\$ 12,900	92%	\$1,611	\$2,935
9	2013	BMW	328i	42	Trade on New	NO	\$ 13,495	\$ 13,495	92%	\$2,485	\$1,557
10	2016	Toyota	HIGHLANDER	65	Trade on New	YES	\$ 27,000	\$ 27,400	96%	\$301	\$1,004
11	2018	Toyota	YARIS IA	21	Auction/Wholesale	NO	\$ 12,700	\$ 12,700	103%	\$702	\$1,309
12	2016	Toyota	COROLLA	4	Trade on New	YES	\$ 14,900	\$ 14,000	107%	\$2,845	\$179
13	2018	Toyota	RAV4	18	LBO OEM/Leasing Co.	NO	\$ 22,300	\$ 21,500	99%	\$2,249	\$2,045
14	2017	Toyota	HIGHLANDER	77	Auction/Wholesale	NO	\$ 33,000	\$ 32,800	94%	(\$299)	\$3,220
15	2016	Toyota	CAMRY	85	Auction/Wholesale	NO	\$ 15,200	\$ 15,200	92%	(\$716)	\$0
16	2016	Toyota	HIGHLANDER	5	LBO Customer	YES	\$ 25,000	\$ 24,500	95%	\$97	\$4,140
17	2016	Toyota	COROLLA	22	Auction/Wholesale	YES	\$ 12,400	\$ 12,400	100%	\$877	\$4,628
18	2017	LINCOLN	MKC	50	Auction/Wholesale	No	\$ 28,000	\$ 27,000	94%	\$178	\$745
19	2016	Toyota	4RUNNER	9	Trade on Used	YES	\$ 36,000	\$ 34,500	94%	\$1,865	\$1,785
20	2016	Toyota	COROLLA	25	Auction/Wholesale	YES	\$ 12,400	\$ 12,400	99%	\$877	\$4,668
21	2016	Ram	1500	33	Auction/Wholesale	No	\$ 29,900	\$ 29,900	90%	\$2,876	\$3,454
22	2014	NISSAN	MAXIMA	36	Trade on New	No	\$ 16,300	\$ 16,300	98%	\$594	\$1,181
23	2017	Toyota	RAV4	8	Trade on New	No	\$ 21,000	\$ 21,000	96%	\$3,425	\$801
24	2016	Toyota	HIGHLANDER	137	LBO Customer	YES	\$ 27,000	\$ 27,000	92%	(\$5,489)	\$3,214
25	2017	Toyota	4RUNNER	56	Auction/Wholesale	No	\$ 37,500	\$ 37,300	96%	(\$985)	\$0
26	2017	Toyota	TUNDRA	30	Trade on New	YES	\$ 41,500	\$ 41,000	94%	\$363	\$0
27	2016	FORD	CMAX	14	Auction/Wholesale	No	\$ 16,800	\$ 16,800	101%	\$2,373	\$940
28	2015	Toyota	COROLLA	35	Auction/Wholesale	No	\$ 12,600	\$ 12,273	101%	(\$255)	\$1,355
29	2016	HONDA	CIVIC	146	Trade on New	No	\$ 15,500	\$ 14,500	85%	(\$1,141)	\$2,030
30	2015	JEEP	GRAND CHEROKEE	38	Auction/Wholesale	No	\$ 33,000	\$ 32,800	98%	\$810	\$2,286
31	2015	CADILLAC	XTS	7	Trade on New	No	\$ 22,000	\$ 21,993	96%	\$2,055	\$0
32	2012	Toyota	SIENNA	81	Trade on New	No	\$ 13,700	\$ 13,300	95%	\$1,367	\$1,848
33	2016	Toyota	RAV4	103	LBO Customer	No	\$ 17,800	\$ 17,587	90%	(\$324)	\$3,565
34	2015	Toyota	RAV4	25	Auction/Wholesale	YES	\$ 17,600	\$ 16,900	97%	\$446	\$1,103
35	2011	Toyota	CAMRY	12	Trade on New	No	\$ 10,000	\$ 10,900	102%	\$3,721	\$3,170
36	2015	Toyota	YARIS	108	Auction/Wholesale	NO	\$ 11,200	\$ 11,200	88%	(\$421)	\$0
37	2018	Toyota	COROLLA	10	Auction/Wholesale	No	\$ 14,795	\$ 13,500	97%	\$516	\$0
38	2018	Toyota	CAMRY	52	Auction/Wholesale	No	\$ 17,500	\$ 17,700	94%	\$648	\$4,837
39	2018	Toyota	CAMRY	11	Auction/Wholesale	No	\$ 18,995	\$ 17,900	95%	\$160	\$700
40	2011	HONDA	ODYSSEY	25	Trade on New	NO	\$ 13,900	\$ 13,600	104%	\$2,160	\$1,832
41	2017	Toyota	RAV4	28	Loaner/Rental Fleet	No	\$ 23,300	\$ 22,700	100%	\$1,135	\$1,603
42	2018	Toyota	COROLLA	11	Auction/Wholesale	No	\$ 14,795	\$ 14,395	95%	\$674	\$2,459
43	2018	Toyota	CAMRY	25	Auction/Wholesale	NO	\$ 18,000	\$ 17,500	94%	\$245	\$581
44	2016	Toyota	RAV4	41	Auction/Wholesale	YES	\$ 25,200	\$ 24,700	97%	\$988	\$2,217
45	2015	ACURA	RDX	67	Trade on New	No	\$ 19,900	\$ 19,500	94%	(\$417)	\$1,025
46	2018	Chevrolet	SILVERADO	20	Auction/Wholesale	No	\$ 33,900	\$ 33,250	96%	\$1,033	\$400
47	2016	Toyota	RAV4	19	Auction/Wholesale	YES	\$ 19,900	\$ 19,900	95%	\$840	\$1,936

48	2017	NISSAN	ALTIMA	23	Auction/Wholesale	No	\$	13,400	\$	14,900	94%	\$1,581	\$2,958
49	2017	Toyota	TACOMA	133	LBO Customer	No	\$	29,400	\$	29,400	93%	(\$752)	\$3,333
50	2013	LEXUS	ES 300H	23	Trade on New	No	\$	16,300	\$	15,600	103%	\$1,380	\$691
51	2015	Toyota	VENZA	49	Auction/Wholesale	YES	\$	18,600	\$	18,200	98%	(\$986)	\$3,526
52	2016	Toyota	CAMRY	12	LBO Customer	YES	\$	21,800	\$	21,800	108%	\$2,806	\$3,094
53	2017	Toyota	RAV4	26	Auction/Wholesale	YES	\$	23,000	\$	23,995	99%	\$3,683	\$4,469

## Scoreboard Totals

% Retailed of Non-New Franchise	26%
Total # Retail Units	91
Average Days to Sale	43.1
Average Advertised Price (Time of Sale)	\$ 19,857
Average Transaction Price	\$ 19,674
Average Market Price at 100%	\$ 20,672
Average Price to Market % (Time of Sale)	96%
Average Transaction to Market	95%
Average Transactional Discount	\$ 174
Average Front End Gross	\$ 753
Average Finance Gross	\$ 1,874
PUVR	\$ 2,577
Total Gross (Units & PUVR)	\$ 234,509
GROI	109%



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	26%	#DIV/0!
Total # Retail Units	91	0
Average Days to Sale	43.1	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,857	#DIV/0!
Average Transaction Price	\$ 19,674	#DIV/0!
Average Market Price at 100%	\$ 20,672	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	95%	#DIV/0!
Average Transactional Discount	\$ 174	#DIV/0!
Average Front End Gross	\$ 753	#DIV/0!
Average Finance Gross	\$ 1,874	#DIV/0!
PUVR	\$ 2,577	#DIV/0!
Total Gross (Units & PUVR)	\$ 234,509	#DIV/0!
GROI	109%	#DIV/0!











Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	26%	#DIV/0!
Total # Retail Units	91	0
Average Days to Sale	43.1	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,857	#DIV/0!
Average Transaction Price	\$ 19,674	#DIV/0!
Average Market Price at 100%	\$ 20,672	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	95%	#DIV/0!
Average Transactional Discount	\$ 174	#DIV/0!
Average Front End Gross	\$ 753	#DIV/0!
Average Finance Gross	\$ 1,874	#DIV/0!
PUVR	\$ 2,577	#DIV/0!
Total Gross (Units & PUVR)	\$ 234,509	#DIV/0!
GROI	109%	#DIV/0!











































Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	26%	#DIV/0!
Total # Retail Units	91	0
Average Days to Sale	43.1	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,857	#DIV/0!
Average Transaction Price	\$ 19,674	#DIV/0!
Average Market Price at 100%	\$ 20,672	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	95%	#DIV/0!
Average Transactional Discount	\$ 174	#DIV/0!
Average Front End Gross	\$ 753	#DIV/0!
Average Finance Gross	\$ 1,874	#DIV/0!
PUVR	\$ 2,577	#DIV/0!
Total Gross (Units & PUVR)	\$ 234,509	#DIV/0!
GROI	109%	#DIV/0!









## Scoreboard

CPO	Totals	Yes
Total # Retail Units	91	27
Average Days to Sale	43.1	42.0
Average Advertised Price (Time of Sale)	\$ 19,857	\$ 23,244
Average Transaction Price	\$ 19,674	\$ 22,960
Average Market Price at 100%	\$ 20,672	\$ 24,015
Average Price to Market % (Time of Sale)	96%	97%
Average Transaction to Market %	95%	96%
Average Transactional Discount	\$ 174	\$ 284
Average Front End Gross	\$ 753	\$ 477
Average Finance Gross	\$ 1,874	\$ 2,820
PUVR	\$ 2,577	\$ 3,192
Total Gross (Units & PUVR)	\$ 234,509	\$ 86,197
GROI	109%	119%



No	
	64
	43.6
\$	18,288
\$	18,288
\$	19,631
	93%
	93%
\$	126
\$	871
\$	1,483
\$	2,317
\$	148,312
	105%

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	91	65
Average Days to Sale	43.1	43.2
Average Advertised Price (Time of Sale)	\$ 19,857	\$ 20,387
Average Transaction Price	\$ 19,674	\$ 20,166
Average Market Price at 100%	\$ 20,672	\$ 21,218
Average Price to Market % (Time of Sale)	96%	96%
Average Transaction to Market %	95%	95%
Average Transactional Discount	\$ 174	\$ 221
Average Front End Gross	\$ 753	\$ 699
Average Finance Gross	\$ 1,874	\$ 2,094
PUVR	\$ 2,577	\$ 2,718
Total Gross (Units & PUVR)	\$ 234,509	\$ 176,661
GROI	109%	112%



No	
	24
	43.9
\$	19,103
\$	19,103
\$	20,266
	94%
	94%
\$	47
\$	905
\$	1,364
\$	2,269
\$	54,453
	97%

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	91	29
% of Retail Units	100%	32%
% Retailed of Off-Brand	26%	41%
Average Days to Sale	43.1	38.3
Average Transaction Price	\$ 19,674	\$ 18,627
Average Transaction to Market %	95%	95%
Average Transactional Discount	\$ 174	\$ 289
Average Front End Gross	\$ 753	\$ 1,394
Average Finance Gross	\$ 1,874	\$ 1,237
PUVR	\$ 2,577	\$ 2,540
Total Gross (Units & PUVR)	\$ 234,509	\$ 73,660
GROI	109%	128%



Trade on Used	Street/Curb buy	Auction/wholesale
5	0	44
5%	0%	48%
20%	#DIV/0!	23%
28.8	#DIV/0!	45.4
\$ 16,853	#DIV/0!	\$ 19,794
96%	#DIV/0!	95%
\$ 555	#DIV/0!	\$ 49
\$ 1,767	#DIV/0!	\$ 350
\$ 1,615	#DIV/0!	\$ 2,006
\$ 3,382	#DIV/0!	\$ 2,310
\$ 16,910	#DIV/0!	\$ 101,641
251%	#DIV/0!	93%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
1	11	1
1%	12%	1%
0%	9%	0%
28.0	56.9	18.0
\$ 22,700	\$ 22,795	\$ 21,500
97%	95%	95%
\$ 600	\$ 151	\$ 800
\$ 1,135	\$ 101	\$ 2,249
\$ 1,603	\$ 3,105	\$ 2,045
\$ 2,738	\$ 3,206	\$ 4,294
\$ 2,738	\$ 35,266	\$ 4,294
155%	89%	399%



## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	91	44
% of Retail Units	100%	48%
% Retailed of Off-Brand	26%	1000%
Average Days to Sale	43.1	18.1
Average Transaction Price	\$ 19,674	\$ 18,010
Average Transaction to Market %	95%	97%
Average Transactional Discount	\$ 174	\$ 252
Average Front End Gross	\$ 753	\$ 1,491
Average Finance Gross	\$ 1,874	\$ 1,761
PUVR	\$ 2,577	\$ 3,253
Total Gross (Units & PUVR)	\$ 234,509	\$ 143,111
GROI	109%	359%



31-45 days	46-60 days	61-90 days	90+ days
18	7	12	10
20%	8%	13%	11%
700%	100%	300%	300%
38.3	53.1	77.0	114.2
\$ 19,743	\$ 22,326	\$ 21,004	\$ 23,419
95%	95%	92%	92%
\$ 145	\$ 117	\$ 171	\$ (69)
\$ 1,108	\$ 438	\$ (115)	\$ (1,800)
\$ 1,991	\$ 2,162	\$ 1,421	\$ 2,500
\$ 3,098	\$ 2,599	\$ 1,306	\$ 700
\$ 55,767	\$ 18,196	\$ 15,677	\$ 7,000
148%	79%	29%	9%