

Desk Manager(s)	Finance Manager(s)
Beltran	Joe Salazar
Granado	
Alvidrez	

#	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	2007	Honda	CR-V	11	Trade on Used	No	\$ 5,980	\$ 5,600	97%	\$1,370	\$0
2	2014	Nissan	Versa	1	Other	No	\$ 6,650	\$ 6,650	100%	\$976	(\$175)
3	2016	Ford	F-250	26	Trade on Used	No	\$ 49,480	\$ 47,109	101%	\$2,265	\$500
4	2011	Chevrolet	Silverado	5	Other	No	\$ 17,000	\$ 17,000	99%	\$3,391	\$0
5	2008	Honda	CR-V	6	Trade on New	No	\$ 12,980	\$ 12,500	97%	\$1,618	(\$175)
6	2017	Honda	Civic	108	Trade on new	No	\$ 18,480	\$ 18,480	88%	(\$2,255)	\$3,519
7	2017	Honda	Accord	36	Loaner/Rental Fleet	No	\$ 20,480	\$ 19,437	101%	\$1,278	\$3,382
8	2006	Toyota	Camry	13	Trade on Used	No	\$ 4,980	\$ 4,980	88%	\$3,174	\$0
9	2006	Acura	RSX	7	Trade on Used	No	\$ 7,980	\$ 6,980	95%	\$520	\$107
10	2014	Honda	Civic	51	Trade on New	Yes	\$ 11,980	\$ 11,980	101%	(\$297)	\$99
11	2014	Hyundai	Elantra	9	Trade on Used	No	\$ 11,980	\$ 11,000	92%	\$653	\$1,582
12	2014	Chrysler	Town and Country	9	Trade on New	No	\$ 12,480	\$ 10,628	98%	\$3,737	\$1,682
13	2018	Nissan	Murano	35	Auction/Wholesale	No	\$ 23,480	\$ 27,215	99%	\$2,310	\$5,859
14	2017	Honda	CR-V	12	Trade on New	Yes	\$ 31,980	\$ 31,980	102%	(\$496)	\$3,174
15	2007	BMW	3Series	4	Trade on New	No	\$ 5,385	\$ 5,385	98%	\$2,387	\$758
16	2016	Nissan	Versa	1	Other	No	\$ 8,980	\$ 8,909	103%	\$701	\$840
17	2015	Honda	Civic	42	Trade on New	Yes	\$ 16,480	\$ 15,980	99%	\$53	\$100
18	2017	Honda	Civic	20	Auction/Wholesale	No	\$ 39,980	\$ 38,980	104%	\$436	\$3,739
19	2014	Nissan	Sentra	25	Trade on Used	No	\$ 11,980	\$ 14,225	94%	\$3,594	\$51
20	2014	Hyundai	Elantra	1	Other	No	\$ 11,980	\$ 11,215	97%	\$1,568	\$1,221
21	2017	Honda	CR-V	14	Trade on New	Yes	\$ 25,980	\$ 25,680	93%	\$2,699	(\$175)
22	2016	Chevrolet	Camaro	29	Trade on New	No	\$ 24,980	\$ 24,590	98%	\$3,234	\$3,318
23	2014	Toyota	4Runner	83	Trade on Used	No	\$ 24,980	\$ 26,980	90%	\$5,343	\$5,566
24	2010	Honda	Ridgeline	60	Trade on New	No	\$ 16,980	\$ 16,980	105%	\$3,507	(\$175)
25	2016	Honda	HR-V	21	Trade on New	Yes	\$ 17,980	\$ 17,980	108%	\$720	\$1,609
26	2016	Nissan	Frontier	4	Trade on New	No	\$ 20,980	\$ 19,980	103%	\$1,233	\$763
27	2015	Nissan	Altima	14	Trade on New	No	\$ 15,480	\$ 15,795	110%	\$585	\$1,597
28	2015	Chevrolet	Equinox	4	Trade on Used	No	\$ 12,850	\$ 11,910	99%	\$1,561	\$16
29	2014	Ford	F-150	43	Auction/Wholesale	No	\$ 29,980	\$ 29,465	106%	\$213	\$630
30	2015	Ford	Fiesta	1	Other	No	\$ 10,980	\$ 9,138	102%	\$542	\$884
31	2015	Chevrolet	Equinox	1	Other	No	\$ 14,888	\$ 13,237	93%	\$2,097	\$1,164
32	2014	Dodge	Challenger	29	Trade on Used	No	\$ 22,980	\$ 24,980	100%	\$738	\$3,430
33	2010	Toyota	Tacoma	1	Other	No	\$ 17,980	\$ 16,000	103%	\$1,726	(\$175)
34	2017	Jeep	Compass	1	Other	No	\$ 16,580	\$ 15,299	101%	\$1,438	\$2,836
35	2016	Ford	Fusion	98	Auction/Wholesale	No	\$ 13,980	\$ 14,980	90%	(\$281)	\$2,749
36	2008	Honda	Odyssey	22	Trade on Used	No	\$ 6,480	\$ 6,480	83%	\$1,160	\$811
37	2016	Toyota	Tacoma	1	Other	No	\$ 33,590	\$ 32,400	98%	\$2,185	\$2,776
38	2016	Chevrolet	Equinox	28	Trade on Used	No	\$ 18,480	\$ 17,980	107%	\$2,004	\$2,389
39	2012	Chevrolet	Malibu	38	Trade on Used	No	\$ 8,980	\$ 8,247	102%	\$1,968	\$845
40	2017	Dodge	Caravan	1	Other	No	\$ 18,550	\$ 17,480	101%	\$1,807	\$2,133
41	2001	Jeep	Cherokee	10	Trade on Used	No	\$ 4,285	\$ 4,285	95%	\$1,817	\$0

42	2014	Honda	Accord	1	Other	No	\$	13,980	\$	12,367	94%	\$214	\$616
43	2014	Honda	Accord	9	Trade on New	No	\$	16,980	\$	15,851	102%	\$2,110	\$1,799
44	2014	Jeep	Wrangler	81	Trade on Used	No	\$	27,980	\$	27,980	99%	(\$943)	\$1,874
45	2016	Ram	2500	51	Auction/Wholesale	No	\$	42,980	\$	42,980	107%	\$3,184	\$0
46	2016	Jeep	Wrangler	1	Other	No	\$	30,988	\$	29,995	103%	\$1,873	\$3,591
47	2015	Chevrolet	Malibu	16	Trade on Used	No	\$	15,480	\$	16,333	113%	\$2,440	\$2,795
48	2015	Ford	Explorer	51	Auction/Wholesale	No	\$	25,980	\$	25,480	95%	(\$388)	\$1,685
49	2018	Ford	F-150	1	Other	No	\$	31,480	\$	29,579	106%	\$3,279	\$4,564
50	2016	Ford	Explorer	1	Other	No	\$	31,980	\$	31,500	104%	\$3,616	\$1,914
51	2016	Chrysler	Town and Country	91	Trade on New	No	\$	16,480	\$	16,980	92%	(\$84)	\$1,065
52	2013	Chevrolet	Cruze	10	Trade on New	No	\$	5,585	\$	5,585	55%	\$1,084	\$365
53	2007	Honda	Ridgeline	16	Trade on Used	No	\$	7,480	\$	7,480	81%	\$1,022	\$1,236

Scoreboard Totals

% Retailed of Non-New Franchise	75%
Total # Retail Units	125
Average Days to Sale	25.9
Average Advertised Price (Time of Sale)	\$ 19,443
Average Transaction Price	\$ 19,280
Average Market Price at 100%	\$ 19,826
Average Price to Market % (Time of Sale)	98%
Average Transaction to Market	97%
Average Transactional Discount	\$ 163
Average Front End Gross	\$ 1,808
Average Finance Gross	\$ 1,561
PUVR	\$ 3,370
Total Gross (Units & PUVR)	\$ 421,220
GROI	243%



MY

Scoreboard		
Desk Manager	Totals	Beltran
% Retailed of Non-New Franchise	75%	65%
Total # Retail Units	125	26
Average Days to Sale	25.9	26.0
Average Advertised Price (Time of Sale)	\$ 19,443	\$ 14,826
Average Transaction Price	\$ 19,280	\$ 14,409
Average Market Price at 100%	\$ 19,826	\$ 15,403
Average Price to Market % (Time of Sale)	98%	96%
Average Transaction to Market %	97%	94%
Average Transactional Discount	\$ 163	\$ 418
Average Front End Gross	\$ 1,808	\$ 1,523
Average Finance Gross	\$ 1,561	\$ 947
PUVR	\$ 3,370	\$ 2,470
Total Gross (Units & PUVR)	\$ 421,220	\$ 64,207
GROI	243%	237%



Alvidrez	Granado	
73%	84%	#DIV/0!
56	43	0
23.5	28.8	#DIV/0!
\$ 19,923	\$ 21,610	#DIV/0!
\$ 19,675	\$ 21,710	#DIV/0!
\$ 20,397	\$ 21,292	#DIV/0!
98%	101%	#DIV/0!
96%	102%	#DIV/0!
\$ 248	\$ (100)	#DIV/0!
\$ 1,445	\$ 2,454	#DIV/0!
\$ 1,685	\$ 1,772	#DIV/0!
\$ 3,130	\$ 4,226	#DIV/0!
\$ 175,294	\$ 181,719	#DIV/0!
243%	244%	#DIV/0!

Scoreboard		
Sales Consultant	Totals	Jonathan Martinez
% Retailed of Non-New Franchise	75%	72%
Total # Retail Units	125	29
Average Days to Sale	25.9	30.4
Average Advertised Price (Time of Sale)	\$ 19,443	\$ 18,867
Average Transaction Price	\$ 19,280	\$ 18,803
Average Market Price at 100%	\$ 19,826	\$ 19,329
Average Price to Market % (Time of Sale)	98%	98%
Average Transaction to Market %	97%	97%
Average Transactional Discount	\$ 163	\$ 64
Average Front End Gross	\$ 1,808	\$ 1,485
Average Finance Gross	\$ 1,561	\$ 1,443
PUVR	\$ 3,370	\$ 2,927
Total Gross (Units & PUVR)	\$ 421,220	\$ 84,890
GROI	243%	184%



Jonathan Perez	Joseph Brown	Ada Hernandez
83%	89%	82%
6	18	11
15.2	29.3	23.4
\$ 21,538	\$ 21,893	\$ 19,207
\$ 20,818	\$ 21,801	\$ 18,941
\$ 22,227	\$ 21,733	\$ 18,871
97%	101%	102%
94%	100%	100%
\$ 720	\$ 92	\$ 266
\$ 3,399	\$ 1,642	\$ 1,944
\$ 1,757	\$ 1,885	\$ 1,656
\$ 5,156	\$ 3,527	\$ 3,601
\$ 30,935	\$ 63,491	\$ 39,607
588%	199%	293%

Robert Sandoval	Gabe Ogas	Jason Chandler
68%	79%	64%
19	14	14
28.3	18.3	19.8
\$ 20,183	\$ 16,937	\$ 17,644
\$ 20,035	\$ 16,570	\$ 17,243
\$ 20,198	\$ 17,129	\$ 18,374
100%	99%	96%
99%	97%	94%
\$ 148	\$ 367	\$ 401
\$ 2,273	\$ 1,640	\$ 954
\$ 1,644	\$ 734	\$ 1,509
\$ 3,917	\$ 2,374	\$ 2,464
\$ 74,426	\$ 33,236	\$ 34,491
249%	282%	260%

Johnny Alvidrez		
71%	#DIV/0!	#DIV/0!
14	0	0
28.9	#DIV/0!	#DIV/0!
\$ 20,078	#DIV/0!	#DIV/0!
\$ 20,357	#DIV/0!	#DIV/0!
\$ 20,342	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
\$ (279)	#DIV/0!	#DIV/0!
\$ 2,296	#DIV/0!	#DIV/0!
\$ 2,000	#DIV/0!	#DIV/0!
\$ 4,296	#DIV/0!	#DIV/0!
\$ 60,144	#DIV/0!	#DIV/0!
263%	#DIV/0!	#DIV/0!

Scoreboard		
Finance Manager	Totals	Joe Salazar
% Retailed of Non-New Franchise	75%	75%
Total # Retail Units	125	125
Average Days to Sale	25.9	25.9
Average Advertised Price (Time of Sale)	\$ 19,443	\$ 19,443
Average Transaction Price	\$ 19,280	\$ 19,280
Average Market Price at 100%	\$ 19,826	\$ 19,666
Average Price to Market % (Time of Sale)	98%	99%
Average Transaction to Market %	97%	98%
Average Transactional Discount	\$ 163	\$ 163
Average Front End Gross	\$ 1,808	\$ 1,808
Average Finance Gross	\$ 1,561	\$ 1,561
PUVR	\$ 3,370	\$ 3,370
Total Gross (Units & PUVR)	\$ 421,220	\$ 421,220
GROI	243%	243%



Scoreboard

CPO	Totals	Yes
Total # Retail Units	125	16
Average Days to Sale	25.9	32.5
Average Advertised Price (Time of Sale)	\$ 19,443	\$ 21,886
Average Transaction Price	\$ 19,280	\$ 21,897
Average Market Price at 100%	\$ 19,826	\$ 21,904
Average Price to Market % (Time of Sale)	98%	100%
Average Transaction to Market %	97%	100%
Average Transactional Discount	\$ 163	\$ (10)
Average Front End Gross	\$ 1,808	\$ 1,868
Average Finance Gross	\$ 1,561	\$ 1,609
PUVR	\$ 3,370	\$ 3,477
Total Gross (Units & PUVR)	\$ 421,220	\$ 55,629
GROI	243%	176%



No	
	109
	24.9
\$	18,896
\$	18,896
\$	19,337
	98%
	98%
\$	189
\$	1,800
\$	1,554
\$	3,354
\$	365,591
	257%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	125	31
Average Days to Sale	25.9	30.7
Average Advertised Price (Time of Sale)	\$ 19,443	\$ 19,302
Average Transaction Price	\$ 19,280	\$ 19,037
Average Market Price at 100%	\$ 19,826	\$ 19,528
Average Price to Market % (Time of Sale)	98%	99%
Average Transaction to Market %	97%	97%
Average Transactional Discount	\$ 163	\$ 266
Average Front End Gross	\$ 1,808	\$ 1,490
Average Finance Gross	\$ 1,561	\$ 1,465
PUVR	\$ 3,370	\$ 2,954
Total Gross (Units & PUVR)	\$ 421,220	\$ 91,581
GROI	243%	182%



No	
	94
	24.3
\$	19,360
\$	19,360
\$	19,712
	98%
	98%
\$	130
\$	1,913
\$	1,593
\$	3,507
\$	329,639
	269%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	125	33
% of Retail Units	100%	26%
% Retailed of Off-Brand	75%	45%
Average Days to Sale	25.9	33.5
Average Transaction Price	\$ 19,280	\$ 18,942
Average Transaction to Market %	97%	100%
Average Transactional Discount	\$ 163	\$ (113)
Average Front End Gross	\$ 1,808	\$ 2,009
Average Finance Gross	\$ 1,561	\$ 1,451
PUVR	\$ 3,370	\$ 3,460
Total Gross (Units & PUVR)	\$ 421,220	\$ 114,170
GROI	243%	196%



Trade on Used	Street/Curb buy	Auction/wholesale
35	1	20
28%	1%	16%
83%	100%	95%
31.3	70.0	35.4
\$ 15,692	\$ 30,980	\$ 23,662
95%	112%	98%
\$ (49)	\$ (6,000)	\$ 69
\$ 1,946	\$ 667	\$ 1,362
\$ 1,462	\$ 2,815	\$ 1,899
\$ 3,408	\$ 3,482	\$ 3,261
\$ 119,282	\$ 3,482	\$ 65,212
249%	58%	140%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
2	0	0
2%	0%	0%
0%	#DIV/0!	#DIV/0!
56.0	#DIV/0!	#DIV/0!
\$ 23,139	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!
\$ (159)	#DIV/0!	#DIV/0!
\$ 1,511	#DIV/0!	#DIV/0!
\$ 3,120	#DIV/0!	#DIV/0!
\$ 4,631	#DIV/0!	#DIV/0!
\$ 9,262	#DIV/0!	#DIV/0!
129%	#DIV/0!	#DIV/0!

Other	
	34
	27%
	88%
	4.1
\$	20,154
	95%
\$	906
\$	1,786
\$	1,443
\$	3,230
\$	109,812
	1421%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	125	87
% of Retail Units	100%	70%
% Retailed of Off-Brand	75%	78%
Average Days to Sale	25.9	10.5
Average Transaction Price	\$ 19,280	\$ 18,304
Average Transaction to Market %	97%	96%
Average Transactional Discount	\$ 163	\$ 502
Average Front End Gross	\$ 1,808	\$ 1,974
Average Finance Gross	\$ 1,561	\$ 1,412
PUVR	\$ 3,370	\$ 3,387
Total Gross (Units & PUVR)	\$ 421,220	\$ 294,629
GROI	243%	633%



31-45 days	46-60 days	61-90 days	90+ days
11	9	13	5
9%	7%	10%	4%
55%	78%	69%	80%
36.1	51.8	72.1	103.4
\$ 18,771	\$ 22,349	\$ 23,743	\$ 20,255
95%	99%	101%	99%
\$ 300	\$ 242	\$ (1,607)	\$ (1,575)
\$ 1,116	\$ 1,805	\$ 1,666	\$ 822
\$ 1,702	\$ 1,079	\$ 2,678	\$ 1,811
\$ 2,818	\$ 2,884	\$ 4,344	\$ 2,633
\$ 30,994	\$ 25,960	\$ 56,474	\$ 13,163
150%	90%	91%	45%