

Desk Manager	Finance Manager
	RICK
RYAN	CASSIE
BILLY	









#	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	HYUNDAI	VELOSTER	30	Trade on New	Yes	\$ 14,935	\$ 14,750	99%	\$1,083	\$309
2	2017	HYUNDAI	ELANTRA	39	Trade on Used	NO	\$ 13,750	\$ 15,110	97%	\$2,274	\$2,750
3	2017	DODGE	CARAVAN	7	Loaner/Rental Fleet	NO	\$ 18,776	\$ 17,988	106%	\$2,520	\$3,397
4	2007	Hyundai	SONATA	6	Trade on New	NO	\$ 6,164	\$ 6,583	107%	\$708	\$560
5	2012	FORD	FUSION	11	Trade on New	NO	\$ 8,019	\$ 8,019	103%	\$539	\$560
6	2016	HYUNDAI	TUCSON	18	Auction/Wholesale	YES	\$ 22,990	\$ 24,979	102%	\$2,324	
7	2016	MAZDA	CX3	45	Trade on New	NO	\$ 16,461	\$ 17,006	95%	(\$414)	\$1,503
8	2018	TOYOTA	RAV4	40	Trade on New	NO	\$ 24,246	\$ 23,496	93%	\$1,520	\$0
9	2014	HYUNDAI	TUCSON	2	Street/Curb Buy	NO	\$ 14,385	\$ 13,750	105%	\$1,637	\$1,704
10	2006	TOYOTA	4RUNNER	16	Trade on New	NO	\$ 11,918	\$ 2,750	103%	\$576	\$160
11	2015	HONDA	FIT	104	Trade on New	NO	\$ 13,034	\$ 15,468	85%	(\$388)	\$2,731
12	2018	NISSAN	ROGUE	1	TRADE ON NEW	No	\$ 22,928	\$ 21,019	105%	\$2,654	\$1,756
13	2018	HYUNDAI	SANTA FE	20	Auction/Wholesale	YES	\$ 18,956	\$ 19,156	103%	\$1,400	\$0
14	2016	HYUNDAI	VELOSTER	37	Trade on New	YES	\$ 14,724	\$ 14,724	98%	\$943	\$0
15	2016	HYUNDAI	ELANTRA	1	Trade on New	NO	\$ 13,243	\$ 13,243	100%	\$1,000	\$1,403
16	2018	HYUNDAI	SONATA	45	TRADE ON NEW	YES	\$ 20,935	\$ 21,745	89%	\$3,583	
17	2016	HYUNDAI	SONATA HYBRID	40	TRADE ON NEW	NO	\$ 14,470	\$ 13,788	95%	\$1,209	\$0
18	2018	HYUNDAI	TUCSON	26	Auction/Wholesale	YES	\$ 18,434	\$ 18,434	105%	\$334	\$328
19	2016	HYUNDAI	ELANTRA	92	Trade on New	YES	\$ 14,778	\$ 18,220	90%	\$307	\$150
20	2017	DODGE	GRAND CARAVAN	20	Auction/Wholesale	NO	\$ 17,988	\$ 17,000	104%	\$1,040	\$1,070
21	2016	HYUNDAI	SONATA	83	Trade on New	NO	\$ 10,933	\$ 12,025	93%	\$357	\$0
22	2015	TOYOTA	COROLLA	11	Trade on New	NO	\$ 12,443	\$ 13,100	103%	\$1,587	\$560
23	2018	HYUNDAI	TUCSON	30	Auction/Wholesale	YES	\$ 17,158	\$ 18,249	103%	\$849	\$1,420
24	2008	Hyundai	ACCENT	4	Trade on New	NO	\$ 5,148	\$ 5,148	105%	\$2,754	\$0
25	2012	JEEP	PATRIOT	4	Trade on Used	NO	\$ 8,700	\$ 6,750	106%	\$948	\$2,784
26	2014	SUBARU	WRX	14	Trade on New	NO	\$ 24,114	\$ 24,113	102%	\$1,286	\$2,704
27	2017	DODGE	GRAND CARAVAN	12	Auction/Wholesale	NO	\$ 17,060	\$ 16,900	103%	\$1,309	\$556
28	2016	HYUNDAI	TUCSON	1	Street/Curb Buy	NO	\$ 19,205	\$ 19,205	100%	\$1,000	\$2,422
29	2016	FORD	FOCUS	87	Trade on New	NO	\$ 8,765	\$ 9,265	92%	(\$324)	\$657
30	2018	HYUNDAI	ELANTRA	5	Auction/Wholesale	YES	\$ 18,620	\$ 17,123	106%	\$2,015	\$711
31	2012	Mercedes-Benz	C-CLASS	5	Trade on New	NO	\$ 17,165	\$ 18,500	105%	\$2,160	\$367
32	2012	HYUNDAI	GENESIS	29	Trade on New	NO	\$ 13,870	\$ 13,129	102%	\$645	\$400
33	2016	HYUNDAI	SONATA HYBRID	26	Trade on New	YES	\$ 18,226	\$ 17,660	103%	\$1,490	\$400
34	2012	FORD	FIESTA	16	TRADE ON NEW	NO	\$ 6,714	\$ 8,308	102%	\$1,073	\$560
35	2017	HYUNDAI	ACCENT	14	Auction/Wholesale	NO	\$ 12,464	\$ 12,395	101%	\$770	\$1,045
36	2015	HYUNDAI	SONATA	15	Auction/Wholesale	YES	\$ 18,384	\$ 19,565	102%	\$1,804	\$419
37	2014	HYUNDAI	TUCSON	16	Trade on New	NO	\$ 15,925	\$ 15,569	105%	\$1,019	\$1,309
38	2015	HYUNDAI	SONATA	1	Trade on Used	NO	\$ 18,026	\$ 19,075	105%	\$1,653	\$375
39	2017	HYUNDAI	ELANTRA	7	Trade on New	YES	\$ 15,509	\$ 16,498	105%	\$2,848	\$1,413
40	2016	HYUNDAI	SANTA FE	38	Auction/Wholesale	NO	\$ 20,474	\$ 20,474	93%	(\$86)	\$0
41	2016	HYUNDAI	SONATA HYBRID	7	Trade on New	YES	\$ 16,504	\$ 16,935	102%	\$1,949	\$548

42	2015	HYUNDAI	TUCSON	3	Trade on New	No	\$	17,020	\$	16,506	106%	\$1,510	\$1,390
43	2014	NISSAN	PATHFINDER	5	Trade on New	NO	\$	14,803	\$	15,245	98%	\$1,707	\$3,007
44	2018	HYUNDAI	TUCSON	37	Auction/Wholesale	YES	\$	19,096	\$	21,085	97%	\$2,997	\$1,451
45	2003	TOYOTA	CAMRY	73	Trade on New	NO	\$	8,499	\$	7,986	156%	\$2,893	\$0
46	2016	FORD	TRANSIT	4	Street/Curb Buy	NO	\$	20,636	\$	20,000	107%	\$2,719	\$0
47	2009	TOYOTA	COROLLA	10	Trade on New	NO	\$	7,265	\$	7,791	104%	\$415	\$560
48	2017	KIA	SOUL	33	Trade on New	NO	\$	15,157	\$	20,900	97%	\$2,536	\$560
49	2011	HYUNDAI	SANTA FE	8	TRADE ON NEW	NO	\$	10,645	\$	9,509	105%	(\$336)	\$560
50	2015	FORD	MUSTANG	69	Street/Curb Buy	NO	\$	14,682	\$	14,332	88%	(\$900)	\$150
51	2017	NISSAN	JUKE	14	Auction/Wholesale	NO	\$	17,735	\$	19,000	103%	\$2,992	\$1,792
52	2013	CHEVROLET	EQUINOX	8	Trade on New	NO	\$	11,407	\$	11,407	103%	(\$259)	\$560
53	2017	HYUNDAI	SANTA FE	2	TRADE ON NEW	YES	\$	23,218	\$	20,500	106%	\$1,178	\$428

## Scoreboard Totals

% Retailed of Non-New Franchise	15%
Total # Retail Units	87
Average Days to Sale	21.8
Average Advertised Price (Time of Sale)	\$ 15,635
Average Transaction Price	\$ 15,777
Average Market Price at 100%	\$ 15,337
Average Price to Market % (Time of Sale)	102%
Average Transaction to Market	103%
Average Transactional Discount	\$ (132)
Average Front End Gross	\$ 1,481
Average Finance Gross	\$ 872
PUVR	\$ 2,293
Total Gross (Units & PUVR)	\$ 199,459
GROI	240%



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	15%	#DIV/0!
Total # Retail Units	87	0
Average Days to Sale	21.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 15,635	#DIV/0!
Average Transaction Price	\$ 15,777	#DIV/0!
Average Market Price at 100%	\$ 15,337	#DIV/0!
Average Price to Market % (Time of Sale)	102%	#DIV/0!
Average Transaction to Market %	103%	#DIV/0!
Average Transactional Discount	\$ (132)	#DIV/0!
Average Front End Gross	\$ 1,481	#DIV/0!
Average Finance Gross	\$ 872	#DIV/0!
PUVR	\$ 2,293	#DIV/0!
Total Gross (Units & PUVR)	\$ 199,459	#DIV/0!
GROI	240%	#DIV/0!











Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	15%	#DIV/0!
Total # Retail Units	87	0
Average Days to Sale	21.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 15,635	#DIV/0!
Average Transaction Price	\$ 15,777	#DIV/0!
Average Market Price at 100%	\$ 15,337	#DIV/0!
Average Price to Market % (Time of Sale)	102%	#DIV/0!
Average Transaction to Market %	103%	#DIV/0!
Average Transactional Discount	\$ (132)	#DIV/0!
Average Front End Gross	\$ 1,481	#DIV/0!
Average Finance Gross	\$ 872	#DIV/0!
PUVR	\$ 2,293	#DIV/0!
Total Gross (Units & PUVR)	\$ 199,459	#DIV/0!
GROI	240%	#DIV/0!











































Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	15%	#DIV/0!
Total # Retail Units	87	0
Average Days to Sale	21.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 15,635	#DIV/0!
Average Transaction Price	\$ 15,777	#DIV/0!
Average Market Price at 100%	\$ 15,337	#DIV/0!
Average Price to Market % (Time of Sale)	102%	#DIV/0!
Average Transaction to Market %	103%	#DIV/0!
Average Transactional Discount	\$ (132)	#DIV/0!
Average Front End Gross	\$ 1,481	#DIV/0!
Average Finance Gross	\$ 872	#DIV/0!
PUVR	\$ 2,293	#DIV/0!
Total Gross (Units & PUVR)	\$ 199,459	#DIV/0!
GROI	240%	#DIV/0!









## Scoreboard

CPO	Totals	Yes
Total # Retail Units	87	21
Average Days to Sale	21.8	24.4
Average Advertised Price (Time of Sale)	\$ 15,635	\$ 19,043
Average Transaction Price	\$ 15,777	\$ 19,604
Average Market Price at 100%	\$ 15,337	\$ 19,058
Average Price to Market % (Time of Sale)	102%	100%
Average Transaction to Market %	103%	103%
Average Transactional Discount	\$ (132)	\$ (598)
Average Front End Gross	\$ 1,481	\$ 1,778
Average Finance Gross	\$ 872	\$ 767
PUVR	\$ 2,293	\$ 2,435
Total Gross (Units & PUVR)	\$ 199,459	\$ 51,131
GROI	240%	183%



No	
	66
	20.9
\$	14,560
\$	14,560
\$	14,409
	101%
	101%
\$	12
\$	1,386
\$	902
\$	2,247
\$	148,328
	266%

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	87	72
Average Days to Sale	21.8	20.9
Average Advertised Price (Time of Sale)	\$ 15,635	\$ 16,044
Average Transaction Price	\$ 15,777	\$ 16,209
Average Market Price at 100%	\$ 15,337	\$ 15,874
Average Price to Market % (Time of Sale)	102%	101%
Average Transaction to Market %	103%	102%
Average Transactional Discount	\$ (132)	\$ (165)
Average Front End Gross	\$ 1,481	\$ 1,582
Average Finance Gross	\$ 872	\$ 879
PUVR	\$ 2,293	\$ 2,400
Total Gross (Units & PUVR)	\$ 199,459	\$ 172,809
GROI	240%	256%

No	
	13
	24.8
\$	13,515
\$	13,515
\$	13,451
	100%
	100%
\$	52
\$	888
\$	725
\$	1,556
\$	20,234
	167%

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	87	49
% of Retail Units	100%	56%
% Retailed of Off-Brand	15%	18%
Average Days to Sale	21.8	23.0
Average Transaction Price	\$ 15,777	\$ 14,613
Average Transaction to Market %	103%	102%
Average Transactional Discount	\$ (132)	\$ 73
Average Front End Gross	\$ 1,481	\$ 1,614
Average Finance Gross	\$ 872	\$ 753
PUVR	\$ 2,293	\$ 2,321
Total Gross (Units & PUVR)	\$ 199,459	\$ 113,708
GROI	240%	249%



Trade on Used	Street/Curb buy	Auction/wholesale
8	5	24
9%	6%	28%
13%	40%	4%
14.3	15.4	23.7
\$ 13,737	\$ 16,227	\$ 18,649
107%	98%	105%
\$ (302)	\$ 324	\$ (625)
\$ 1,907	\$ 1,091	\$ 1,104
\$ 1,144	\$ 855	\$ 924
\$ 2,908	\$ 1,946	\$ 1,952
\$ 23,266	\$ 9,732	\$ 46,836
535%	280%	159%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
1	0	0
1%	0%	0%
0%	#DIV/0!	#DIV/0!
7.0	#DIV/0!	#DIV/0!
\$ 17,988	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!
\$ 788	#DIV/0!	#DIV/0!
\$ 2,520	#DIV/0!	#DIV/0!
\$ 3,397	#DIV/0!	#DIV/0!
\$ 5,917	#DIV/0!	#DIV/0!
\$ 5,917	#DIV/0!	#DIV/0!
1692%	#DIV/0!	#DIV/0!



## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	87	67
% of Retail Units	100%	77%
% Retailed of Off-Brand	15%	900%
Average Days to Sale	21.8	12.0
Average Transaction Price	\$ 15,777	\$ 15,197
Average Transaction to Market %	103%	103%
Average Transactional Discount	\$ (132)	\$ 110
Average Front End Gross	\$ 1,481	\$ 1,638
Average Finance Gross	\$ 872	\$ 891
PUVR	\$ 2,293	\$ 2,528
Total Gross (Units & PUVR)	\$ 199,459	\$ 169,388
GROI	240%	500%



31-45 days	46-60 days	61-90 days	90+ days
11	3	4	2
13%	3%	5%	2%
200%	0%	200%	0%
38.4	53.7	78.0	98.0
\$ 19,145	\$ 22,164	\$ 10,902	\$ 16,844
101%	97%	108%	106%
\$ (818)	\$ (1,223)	\$ (182)	\$ (2,938)
\$ 1,299	\$ 955	\$ 507	\$ (41)
\$ 899	\$ 931	\$ 202	\$ 1,441
\$ 2,197	\$ 1,886	\$ 708	\$ 1,400
\$ 24,172	\$ 5,658	\$ 2,833	\$ 2,800
108%	57%	30%	31%