

Desk Manager(s)	Finance Manager(s)
Paul Desrosier	Jameel Nichols
Eric Thorner	Eric Serrano
Gary Cole	Stephanie Killian
Hicham Mzaouakk	Gianpero Dalfonso
Steven Neidig	Joseph Flammia
	House

#	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	16	Honda	ACCORD	64	Trade on New	Yes	\$ 19,497	\$ 19,497	97%	-365	2206
2	16	Honda	CR-V	20	Trade on New	Yes	\$ 25,990	\$ 25,990	100%	3059	1514
3	16	Honda	CR-V	21	Trade on New	Yes	\$ 20,990	\$ 20,990	98%	1435	2963
4	16	Honda	PILOT	46	Trade on Used	Yes	\$ 24,990	\$ 24,990	97%	-157	2936
5	12	Chevrolet	EQUINOX	43	Trade on New	No	\$ 8,299	\$ 7,800	82%	535	0
6	17	Honda	ACCORD	14	Trade on New	Yes	\$ 22,987	\$ 22,656	100%	-27	0
7	16	Honda	CIVIC	21	Trade on New	Yes	\$ 15,590	\$ 15,590	92%	1395	0
8	14	Honda	ACCORD	19	Trade on New	Yes	\$ 15,987	\$ 15,987	99%	406	2989
9	18	Honda	HR-V	23	Loaner/Rental Fleet	Yes	\$ 21,157	\$ 21,157	99%	1282	10
10	15	Honda	CR-V	28	Trade on New	Yes	\$ 20,987	\$ 20,797	100%	-342	727
11	16	Honda	PILOT	59	Trade on New	Yes	\$ 25,990	\$ 25,990	92%	1495	1079
12	15	Honda	ACCORD	92	LBO OEM/Leasing Co.	Yes	\$ 15,787	\$ 15,787	93%	-655	0
13	16	Toyota	RAV4	77	Auction/Wholesale	No	\$ 19,787	\$ 20,974	96%	-523	2699
14	16	Honda	HR-V	43	LBO OEM/Leasing Co.	Yes	\$ 23,887	\$ 23,887	103%	179	0
15	15	Honda	ODYSSEY	41	Trade on New	Yes	\$ 22,987	\$ 22,987	102%	896	1034
16	17	Honda	ACCORD	74	Trade on New	Yes	\$ 20,643	\$ 20,643	97%	181	0
17	16	Acura	MDX	42	Auction/Wholesale	No	\$ 30,987	\$ 30,987	100%	-1195	0
18	15	Infiniti	Q50	45	Trade on Used	No	\$ 18,487	\$ 18,487	91%	-533	0
19	11	Honda	CR-V	8	Trade on Used	No	\$ 12,990	\$ 12,990	95%	2851	0
20	17	Honda	ACCORD	10	Trade on New	Yes	\$ 23,987	\$ 23,987	98%	142	2118
21	15	Honda	ACCORD	72	LBO OEM/Leasing Co.	Yes	\$ 14,490	\$ 14,490	97%	-1639	3871
22	16	Honda	ODYSSEY	49	Trade on New	Yes	\$ 25,488	\$ 25,488	105%	33	2576
23	16	Honda	CR-V	61	LBO OEM/Leasing Co.	Yes	\$ 18,888	\$ 18,888	96%	-93	2406
24	11	Toyota	CAMRY	3	Trade on Used	No	\$ 9,987	\$ 9,987	97%	1031	0
25	13	Subaru	LEGACY	29	Trade on Used	No	\$ 13,987	\$ 13,333	95%	100	718
26	16	Honda	ACCORD	13	LBO OEM/Leasing Co.	Yes	\$ 20,987	\$ 19,500	100%	123	0
27	16	Honda	CIVIC	34	LBO OEM/Leasing Co.	Yes	\$ 16,488	\$ 16,288	99%	401	1161
28	12	Honda	ACCORD	30	Trade on New	No	\$ 9,994	\$ 9,994	93%	-125	100
29	16	Honda	CR-V	18	Trade on New	Yes	\$ 19,990	\$ 19,990	94%	919	2238
30	17	Honda	HR-V	24	LBO OEM/Leasing Co.	Yes	\$ 22,879	\$ 21,888	95%	1381	1693
31	16	Honda	ODYSSEY	28	Trade on New	Yes	\$ 27,998	\$ 28,280	101%	714	0
32	16	Honda	CIVIC	33	LBO OEM/Leasing Co.	Yes	\$ 15,888	\$ 15,888	103%	-1060	2587
33	18	Honda	ACCORD	30	Loaner/Rental Fleet	Yes	\$ 22,499	\$ 22,499	97%	-16	2051
34	16	Honda	ACCORD	48	LBO OEM/Leasing Co.	Yes	\$ 23,990	\$ 23,990	115%	3125	1098
35	16	Honda	CR-V	21	Trade on New	Yes	\$ 20,987	\$ 20,987	100%	-29	1060
36	16	Honda	ODYSSEY	47	LBO OEM/Leasing Co.	Yes	\$ 24,990	\$ 24,990	97%	742	1140
37	14	Honda	ACCORD	36	Trade on New	Yes	\$ 11,990	\$ 11,990	96%	-226	519
38	15	Honda	CR-V	64	LBO OEM/Leasing Co.	Yes	\$ 13,888	\$ 13,488	102%	1293	3337
39	12	Honda	CR-V	29	Trade on New	No	\$ 12,990	\$ 12,990	95%	1077	804
40	18	Honda	ACCORD	46	Trade on New	Yes	\$ 26,887	\$ 26,887	87%	630	0
41	16	Honda	CR-V	26	Trade on New	Yes	\$ 22,990	\$ 22,990	92%	1334	219

42	08	Ford	FUSION	10	Trade on Used	No	\$ 5,990	\$ 5,990	90%	-795	0
43	15	Honda	CIVIC	18	LBO OEM/Leasing Co.	Yes	\$ 13,987	\$ 13,987	98%	1102	2315
44	18	Honda	ODYSSEY	33	LBO OEM/Leasing Co.	Yes	\$ 24,888	\$ 24,888	89%	1167	2919
45	15	Honda	CIVIC	19	LBO OEM/Leasing Co.	Yes	\$ 15,747	\$ 14,987	100%	836	0
46	16	Honda	PILOT	21	Trade on New	Yes	\$ 33,487	\$ 33,287	98%	952	3543
47	17	Honda	ACCORD	16	Trade on New	Yes	\$ 19,990	\$ 19,990	94%	855	0
48	15	Honda	CIVIC	33	Trade on Used	Yes	\$ 12,487	\$ 12,487	93%	103	700
49	15	Honda	CR-V	20	LBO OEM/Leasing Co.	Yes	\$ 17,987	\$ 17,487	103%	1812	252
50	16	Honda	ODYSSEY	41	LBO OEM/Leasing Co.	Yes	\$ 22,990	\$ 22,990	95%	-76	0
51	16	Honda	CR-V	42	LBO OEM/Leasing Co.	Yes	\$ 20,499	\$ 20,499	100%	-309	2939
52	14	Honda	ACCORD	26	Trade on New	Yes	\$ 15,987	\$ 15,687	100%	-389	1732
53	16	Honda	PILOT	36	LBO OEM/Leasing Co.	Yes	\$ 27,884	\$ 27,884	94%	494	2328

Scoreboard Totals

% Retailed of Non-New Franchise	14%
Total # Retail Units	170
Average Days to Sale	36.4
Average Advertised Price (Time of Sale)	\$ 19,011
Average Transaction Price	\$ 18,869
Average Market Price at 100%	\$ 19,542
Average Price to Market % (Time of Sale)	97%
Average Transaction to Market	97%
Average Transactional Discount	\$ 142
Average Front End Gross	\$ 533
Average Finance Gross	\$ 1,241
PUVR	\$ 1,773
Total Gross (Units & PUVR)	\$ 301,439
GROI	93%



MY

Scoreboard		
Desk Manager	Totals	Paul Desrosier
% Retailed of Non-New Franchise	14%	11%
Total # Retail Units	170	46
Average Days to Sale	36.4	32.2
Average Advertised Price (Time of Sale)	\$ 19,011	\$ 19,026
Average Transaction Price	\$ 18,869	\$ 18,824
Average Market Price at 100%	\$ 19,542	\$ 19,501
Average Price to Market % (Time of Sale)	97%	98%
Average Transaction to Market %	97%	97%
Average Transactional Discount	\$ 142	\$ 202
Average Front End Gross	\$ 533	\$ 666
Average Finance Gross	\$ 1,241	\$ 1,237
PUVR	\$ 1,773	\$ 1,903
Total Gross (Units & PUVR)	\$ 301,439	\$ 87,557
GROI	93%	113%



Eric Thorner	Hicham Mzaouakk	Steven Neidig
17%	15%	6%
23	71	16
40.3	35.1	49.2
\$ 19,553	\$ 18,448	\$ 21,015
\$ 19,441	\$ 18,293	\$ 20,985
\$ 20,160	\$ 18,930	\$ 21,570
97%	97%	97%
96%	97%	97%
\$ 111	\$ 155	\$ 30
\$ 507	\$ 447	\$ 388
\$ 1,476	\$ 1,225	\$ 935
\$ 1,983	\$ 1,671	\$ 1,323
\$ 45,613	\$ 118,676	\$ 21,175
91%	94%	46%

Gary Cole		
14%	#DIV/0!	#DIV/0!
14	0	0
36.4	#DIV/0!	#DIV/0!
\$ 18,640	#DIV/0!	#DIV/0!
\$ 18,581	#DIV/0!	#DIV/0!
\$ 19,242	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!
\$ 59	#DIV/0!	#DIV/0!
\$ 736	#DIV/0!	#DIV/0!
\$ 1,294	#DIV/0!	#DIV/0!
\$ 2,030	#DIV/0!	#DIV/0!
\$ 28,418	#DIV/0!	#DIV/0!
108%	#DIV/0!	#DIV/0!

Scoreboard		
Sales Consultant	Totals	Stephen Messner
% Retailed of Non-New Franchise	14%	40%
Total # Retail Units	170	5
Average Days to Sale	36.4	45.6
Average Advertised Price (Time of Sale)	\$ 19,011	\$ 15,981
Average Transaction Price	\$ 18,869	\$ 15,981
Average Market Price at 100%	\$ 19,542	\$ 17,660
Average Price to Market % (Time of Sale)	97%	90%
Average Transaction to Market %	97%	90%
Average Transactional Discount	\$ 142	\$ -
Average Front End Gross	\$ 533	\$ 1,048
Average Finance Gross	\$ 1,241	\$ 1,025
PUVR	\$ 1,773	\$ 2,073
Total Gross (Units & PUVR)	\$ 301,439	\$ 10,363
GROI	93%	102%



Kenneth Alder	Sean Geyer	Roger Gomez
38%	25%	0%
8	8	1
32.5	41.4	28.0
\$ 17,740	\$ 21,304	\$ 27,998
\$ 17,435	\$ 21,266	\$ 28,280
\$ 17,926	\$ 21,712	\$ 27,721
99%	98%	101%
97%	98%	102%
\$ 305	\$ 38	\$ (282)
\$ 1,152	\$ 411	\$ 714
\$ 783	\$ 1,748	\$ -
\$ 1,934	\$ 2,159	\$ 714
\$ 15,474	\$ 17,274	\$ 714
123%	88%	32%

Jonathan Rennicks	Cheryl Parker	Wilter Cruz
17%	25%	13%
6	4	8
51.7	20.5	29.6
\$ 20,951	\$ 18,864	\$ 20,360
\$ 20,743	\$ 18,864	\$ 20,239
\$ 21,940	\$ 18,013	\$ 21,161
95%	105%	96%
95%	105%	96%
\$ 208	\$ -	\$ 121
\$ 624	\$ 2,702	\$ 32
\$ 1,534	\$ 2,273	\$ 1,788
\$ 2,158	\$ 4,975	\$ 1,819
\$ 12,945	\$ 19,901	\$ 14,555
72%	463%	109%

Ed Dake	Tylor Holding	Anabel Sam
10%	13%	#DIV/0!
72	8	0
35.2	45.4	#DIV/0!
\$ 19,109	\$ 22,038	#DIV/0!
\$ 18,955	\$ 21,852	#DIV/0!
\$ 19,691	\$ 22,270	#DIV/0!
97%	99%	#DIV/0!
96%	98%	#DIV/0!
\$ 154	\$ 186	#DIV/0!
\$ 447	\$ 200	#DIV/0!
\$ 1,167	\$ 1,990	#DIV/0!
\$ 1,614	\$ 2,189	#DIV/0!
\$ 116,194	\$ 17,513	#DIV/0!
87%	79%	#DIV/0!

Garrett Dube	Chick Markham	Josue Munoz-Deleon
0%	0%	0%
3	10	4
40.0	33.8	33.8
\$ 17,540	\$ 18,930	\$ 17,811
\$ 17,540	\$ 18,725	\$ 17,639
\$ 17,890	\$ 19,581	\$ 18,126
98%	97%	98%
98%	96%	97%
\$ -	\$ 205	\$ 173
\$ 260	\$ 782	\$ 487
\$ 806	\$ 783	\$ 552
\$ 1,066	\$ 1,565	\$ 1,039
\$ 3,199	\$ 15,653	\$ 4,154
55%	89%	63%

Michael Desrosier	Nathan Weisman	Cassie Fiasconaro
0%	0%	33%
2	13	3
31.5	48.4	35.0
\$ 11,241	\$ 19,830	\$ 15,614
\$ 11,241	\$ 19,653	\$ 15,614
\$ 12,087	\$ 20,250	\$ 18,174
93%	98%	86%
93%	97%	86%
\$ -	\$ 177	\$ -
\$ (11)	\$ 794	\$ 476
\$ 400	\$ 1,638	\$ 563
\$ 389	\$ 2,432	\$ 1,039
\$ 778	\$ 31,616	\$ 3,117
40%	92%	68%

Ivanete Borges	House	
0%	33%	#DIV/0!
3	12	0
32.7	27.9	#DIV/0!
\$ 23,366	\$ 15,428	#DIV/0!
\$ 23,248	\$ 15,296	#DIV/0!
\$ 22,639	\$ 15,450	#DIV/0!
103%	100%	#DIV/0!
103%	99%	#DIV/0!
\$ 119	\$ 132	#DIV/0!
\$ 628	\$ (53)	#DIV/0!
\$ 2,057	\$ 881	#DIV/0!
\$ 2,685	\$ 828	#DIV/0!
\$ 8,056	\$ 9,933	#DIV/0!
127%	70%	#DIV/0!

Scoreboard		
Finance Manager	Totals	Jameel Nichols
% Retailed of Non-New Franchise	14%	0%
Total # Retail Units	170	24
Average Days to Sale	36.4	45.5
Average Advertised Price (Time of Sale)	\$ 19,011	\$ 20,074
Average Transaction Price	\$ 18,869	\$ 19,968
Average Market Price at 100%	\$ 19,542	\$ 20,398
Average Price to Market % (Time of Sale)	97%	98%
Average Transaction to Market %	97%	98%
Average Transactional Discount	\$ 142	\$ 106
Average Front End Gross	\$ 533	\$ 310
Average Finance Gross	\$ 1,241	\$ 1,394
PUVR	\$ 1,773	\$ 1,704
Total Gross (Units & PUVR)	\$ 301,439	\$ 40,888
GROI	93%	68%



Eric Serrano	Stephanie Killian	Gianpero Dalfonso
11%	15%	0%
72	48	2
35.6	37.2	37.0
\$ 20,530	\$ 18,895	\$ 17,739
\$ 20,371	\$ 18,749	\$ 17,739
\$ 21,018	\$ 19,389	\$ 18,813
98%	97%	94%
97%	97%	94%
\$ 158	\$ 146	\$ -
\$ 605	\$ 530	\$ 14
\$ 1,573	\$ 1,160	\$ 350
\$ 2,178	\$ 1,690	\$ 364
\$ 156,788	\$ 81,122	\$ 727
108%	87%	20%

Joseph Flammia	House	
10%	50%	#DIV/0!
10	14	0
30.0	27.3	#DIV/0!
\$ 18,897	\$ 10,044	#DIV/0!
\$ 18,700	\$ 9,952	#DIV/0!
\$ 19,649	\$ 10,829	#DIV/0!
96%	93%	#DIV/0!
95%	92%	#DIV/0!
\$ 198	\$ 92	#DIV/0!
\$ 367	\$ 744	#DIV/0!
\$ 717	\$ 47	#DIV/0!
\$ 1,083	\$ 792	#DIV/0!
\$ 10,832	\$ 11,082	#DIV/0!
70%	105%	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	170	134
Average Days to Sale	36.4	38.1
Average Advertised Price (Time of Sale)	\$ 19,011	\$ 20,454
Average Transaction Price	\$ 18,869	\$ 20,280
Average Market Price at 100%	\$ 19,542	\$ 20,877
Average Price to Market % (Time of Sale)	97%	98%
Average Transaction to Market %	97%	97%
Average Transactional Discount	\$ 142	\$ 174
Average Front End Gross	\$ 533	\$ 506
Average Finance Gross	\$ 1,241	\$ 1,417
PUVR	\$ 1,773	\$ 1,923
Total Gross (Units & PUVR)	\$ 301,439	\$ 257,700
GROI	93%	90%

No	
	36
	30.3
\$	13,615
\$	13,615
\$	14,493
	94%
	94%
\$	27
\$	630
\$	585
\$	1,215
\$	43,739
	106%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	170	147
Average Days to Sale	36.4	36.9
Average Advertised Price (Time of Sale)	\$ 19,011	\$ 19,721
Average Transaction Price	\$ 18,869	\$ 19,563
Average Market Price at 100%	\$ 19,542	\$ 20,140
Average Price to Market % (Time of Sale)	97%	98%
Average Transaction to Market %	97%	97%
Average Transactional Discount	\$ 142	\$ 158
Average Front End Gross	\$ 533	\$ 551
Average Finance Gross	\$ 1,241	\$ 1,338
PUVR	\$ 1,773	\$ 1,889
Total Gross (Units & PUVR)	\$ 301,439	\$ 277,692
GROI	93%	94%

No	
	23
	33.7
\$	14,432
\$	14,432
\$	15,599
	93%
	93%
\$	41
\$	416
\$	616
\$	1,032
\$	23,747
	77%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	170	91
% of Retail Units	100%	54%
% Retailed of Off-Brand	14%	11%
Average Days to Sale	36.4	31.9
Average Transaction Price	\$ 18,869	\$ 20,030
Average Transaction to Market %	97%	97%
Average Transactional Discount	\$ 142	\$ 140
Average Front End Gross	\$ 533	\$ 710
Average Finance Gross	\$ 1,241	\$ 1,159
PUVR	\$ 1,773	\$ 1,869
Total Gross (Units & PUVR)	\$ 301,439	\$ 170,098
GROI	93%	105%



Trade on Used	Street/Curb buy	Auction/wholesale
20	3	4
12%	2%	2%
45%	33%	50%
23.4	26.3	51.3
\$ 14,215	\$ 10,943	\$ 19,475
95%	89%	98%
\$ 105	\$ -	\$ (297)
\$ 491	\$ 1,234	\$ (455)
\$ 704	\$ 849	\$ 1,139
\$ 1,195	\$ 2,084	\$ 684
\$ 23,897	\$ 6,251	\$ 2,735
130%	260%	25%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
3	0	49
2%	0%	29%
0%	#DIV/0!	2%
31.3	#DIV/0!	49.9
\$ 21,715	#DIV/0!	\$ 18,873
97%	#DIV/0!	97%
\$ -	#DIV/0!	\$ 215
\$ 870	#DIV/0!	\$ 236
\$ 1,447	#DIV/0!	\$ 1,631
\$ 2,317	#DIV/0!	\$ 1,867
\$ 6,952	#DIV/0!	\$ 91,506
123%	#DIV/0!	71%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	170	83
% of Retail Units	100%	49%
% Retailed of Off-Brand	14%	13%
Average Days to Sale	36.4	19.7
Average Transaction Price	\$ 18,869	\$ 18,310
Average Transaction to Market %	97%	97%
Average Transactional Discount	\$ 142	\$ 175
Average Front End Gross	\$ 533	\$ 845
Average Finance Gross	\$ 1,241	\$ 1,092
PUVR	\$ 1,773	\$ 1,936
Total Gross (Units & PUVR)	\$ 301,439	\$ 160,704
GROI	93%	193%



31-45 days	46-60 days	61-90 days	90+ days
45	18	19	5
26%	11%	11%	3%
18%	6%	16%	0%
38.4	50.6	71.3	113.8
\$ 19,470	\$ 20,638	\$ 18,591	\$ 17,417
95%	97%	98%	92%
\$ 119	\$ 187	\$ (2)	\$ 200
\$ 519	\$ 390	\$ (177)	\$ (1,313)
\$ 1,067	\$ 1,879	\$ 1,789	\$ 893
\$ 1,586	\$ 2,269	\$ 1,612	\$ (421)
\$ 71,374	\$ 40,843	\$ 30,622	\$ (2,104)
76%	78%	44%	-8%