

Desk Manager(s)	Finance Manager(s)
Joshua Rodriguez	Giacarlo Mallma
Joshua Rodriguez	Yirko Salgado
Joshua Rodriguez	Giacarlo Mallma
Joshua Rodriguez	Anthony Lazo
Giovanni Sanchez	Victor Vasquez
Giovanni Sanchez	Anthony Lazo
Joshua Rodriguez	Anthony Lazo
Joshua Rodriguez	Yirko Salgado
Giovanni Sanchez	Yirko Salgado
Joshua Rodriguez	Anthony Lazo
Giovanni Sanchez	Victor Vasquez
Joshua Rodriguez	Giacarlo Mallma
Joshua Rodriguez	Giacarlo Mallma
Giovanni Sanchez	Anthony Lazo
Joshua Rodriguez	Victor Vasquez
Joshua Rodriguez	Yirko Salgado
Giovanni Sanchez	Anthony Lazo
Giovanni Sanchez	Victor Vasquez
Joshua Rodriguez	Yirko Salgado
Giovanni Sanchez	Victor Vasquez
Joshua Rodriguez	Anthony Lazo
Joshua Rodriguez	Yirko Salgado
Joshua Rodriguez	Victor Vasquez
Joshua Rodriguez	Yirko Salgado
Joshua Rodriguez	Giacarlo Mallma
Joshua Rodriguez	Victor Vasquez
Giovanni Sanchez	Victor Vasquez
Joshua Rodriguez	Giacarlo Mallma
Giovanni Sanchez	Victor Vasquez
Joshua Rodriguez	Victor Vasquez
Joshua Rodriguez	Victor Vasquez
Giovanni Sanchez	Yirko Salgado
Joshua Rodriguez	Anthony Lazo
Joshua Rodriguez	Anthony Lazo
Giovanni Sanchez	Giacarlo Mallma
Joshua Rodriguez	Yirko Salgado
Joshua Rodriguez	Anthony Lazo
Joshua Rodriguez	Yirko Salgado
Joshua Rodriguez	Anthony Lazo
Joshua Rodriguez	Victor Vasquez
Giovanni Sanchez	Giacarlo Mallma
Joshua Rodriguez	Victor Vasquez
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Joshua Rodriguez	Anthony Lazo
Giovanni Sanchez	Victor Vasquez
Joshua Rodriguez	Yirko Salgado
Joshua Rodriguez	Anthony Lazo
Joshua Rodriguez	Yirko Salgado
Joshua Rodriguez	Anthony Lazo
Giovanni Sanchez	Victor Vasquez

Sales Consultant(s)	New Car Franchise(s)
Jetzel De Sola 	Honda
Jetzel De Sola	Honda
Moises Perez	Honda
Carlos Vargas	Honda
David Delgado	Honda
Santiago Bolivar	Honda
Jesus Tarrazona	Honda
Wanda Gonzalez	Honda
Wanda Gonzalez	Honda
Wanda Gonzalez	Honda
Julybeth Ponte	Honda
David Delgado	Honda
Ahmed Khatib	Honda
Moises Perez	Honda
Cairo Lopez	Honda
Luis Rodriguez	Honda
Carlos Vargas	Honda
Manuel Tejeda	Honda
Jesus Tarrazona	Honda
Luis Rodriguez	Honda
Luis Rodriguez	Honda
Manuel Tejeda	Honda
Julybeth Ponte	Honda
Henry Mercado	Honda
Moises Perez	Honda
Luis Rodriguez	Honda
Andres Hernandez	Honda
Ashley Ramos	Honda
Ashley Ramos	Honda
Luis Rodriguez	Honda
Carlos Vargas	Honda
Magda	Honda
Magda	Honda
Santiago Bolivar	Honda
Jesus Tarrazona	Honda
Carlos Vargas	Honda
Henry Mercado	Honda
Andres	Honda
Magda	Honda
Jetzel De Sola	Honda
Moises Perez	Honda
Luis Olivares	Honda
Santiago Bolivar	Honda
Ashley Ramos	Honda

Wanda Gonzalez	Honda
Rafael Pallero	Honda
Santiago Bolivar	Honda
Henry Mercado	Honda
David Delgado	Honda
Cairo Lopez	Honda
Luis Olivares	Honda

#	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	Nissan	Murano	20	Other	No	\$ 10,995	\$ 8,645		\$2,104	\$0
2	2017	Honda	Accord	43	Trade on Used	Yes	\$ 23,995	\$ 19,842		\$1,716	\$1,078
3	2017	Hyundai	Sonata	3	Auction/Wholesale	No	\$ 15,995	\$ 13,925		\$296	\$400
4	2016	Honda	CR-V	0	Trade on Used	Yes		\$ 23,490		\$4,810	\$1,131
5	2016	Honda	Accord	0	Other	Yes		\$ 19,000		\$930	\$100
6	2015	Honda	Civic	4	Other	Yes	\$ 15,995	\$ 13,090		(\$1,199)	\$998
7	2017	Toyota	Corolla	2	Auction/Wholesale	No	\$ 15,995	\$ 13,000		\$601	\$0
8	2014	Honda	Civic	9	Other	Yes	\$ 16,995	\$ 13,495		\$2,245	\$887
9	2015	Hyundai	Sonata	31	Other	No	\$ 15,995	\$ 15,995		\$267	\$795
10	2015	Honda	Accord	8	Other	Yes	\$ 16,995	\$ 18,900		\$1,709	\$200
11	2014	Honda	Odyssey	3	Other	No		\$ 15,500		(\$290)	\$928
12	2015	Honda	Accord	10	Auction/Wholesale	Yes	\$ 15,995	\$ 17,700		\$1,227	\$100
13	2016	Honda	CR-V	22	Other	Yes	\$ 20,995	\$ 19,680		(\$260)	\$100
14	2012	Jeep	Grand Cherokee	7	Trade on Used	No	\$ 16,995	\$ 14,455		\$2,465	\$0
15	2015	Honda	Pilot	11	Trade on Used	Yes	\$ 22,995	\$ 19,995		\$1,279	\$0
16	2012	Hyundai	Santa Fe	7	Other	No	\$ 10,995	\$ 5,962		(\$332)	\$0
17	2016	Honda	Pilot	33	Other	Yes	\$ 24,995	\$ 24,995		\$1,427	\$1,217
18	2016	Honda	Accord	0	LBO Customer	No	\$ 15,138	\$ 15,138		(\$99)	\$928
19	2016	Honda	Civic	11	Other	Yes	\$ 18,995	\$ 18,440		\$1,461	\$1,814
20	2018	Honda	Accord	7	Other	Yes	\$ 24,995	\$ 19,000		(\$1,470)	\$1,250
21	2016	Honda	CR-V	5	Other	Yes	\$ 21,995	\$ 20,095		\$540	\$1,243
22	2018	Honda	Civic	0	LBO Customer	No	\$ 17,100	\$ 17,100		(\$461)	\$1,021
23	2016	Honda	Civic	0	LBO Customer	No	\$ 17,398	\$ 17,268		(\$100)	\$400
24	2016	Honda	CR-V	3	Other	Yes	\$ 23,995	\$ 21,045		\$453	\$938
25	2018	Honda	Pilot	0	LBO Customer	No	\$ 36,748	\$ 36,533		(\$215)	\$2,465
26	2012	Honda	Accord	8	Trade on Used	No	\$ 13,995	\$ 11,500		\$1,560	\$704
27	2017	Honda	Accord	16	Other	Yes	\$ 27,995	\$ 24,500		\$333	\$817
28	2014	Honda	Civic	0	LBO Customer	No	\$ 16,959	\$ 16,800		(\$159)	\$954
29	2016	Honda	CR-V	0	LBO Customer	Yes	\$ 20,386	\$ 20,250		(\$246)	\$1,436
30	2015	Honda	CR-V	38	Auction/Wholesale	Yes	\$ 18,995	\$ 19,948		\$656	\$200
31	2016	Honda	Civic	0	LBO Customer	Yes	\$ 14,684	\$ 14,219		(\$100)	\$987
32	2016	Honda	Civic	3	Trade on Used	Yes	\$ 15,995	\$ 15,995		\$3,025	\$874
33	2016	Honda	CR-V	0	LBO Customer	No	\$ 18,359	\$ 18,230		(\$129)	\$946
34	2016	Honda	Accord	4	Other	Yes	\$ 20,995	\$ 18,520		\$11,386	\$890
35	2015	Honda	Accord	3	Auction/Wholesale	Yes	\$ 16,995	\$ 28,036		(\$1,248)	\$100
36	2016	Honda	Civic	0	LBO Customer	No		\$ 30,624		(\$100)	\$515
37	2018	Honda	Accord	0	LBO Customer	No	\$ 53,822	\$ 53,822		(\$257)	\$1,275
38	2018	Honda	HR-V	7	Trade on New	Yes	\$ 26,995	\$ 49,610		\$1,342	\$100
39	2015	Honda	Civic	3	Auction/Wholesale	Yes	\$ 15,995	\$ 26,700		(\$553)	\$983
40	2014	Honda	CR-V	3	Trade on New	Yes	\$ 16,995	\$ 15,995		\$508	\$937
41	2016	Honda	Civic	0	LBO Customer	Yes	\$ 15,552	\$ 15,422		(\$130)	\$851

42	2016	Honda	CR-V	5	Other	Yes	\$ 22,995	\$ 23,845		\$3,337	\$100
43	2018	Hyundai	Santa Fe	19	Auction/Wholesale	No	\$ 20,995	\$ 17,995		\$322	\$934
44	2016	Honda	Accord	0	LBO Customer	No	\$ 19,590	\$ 20,756		\$1,167	\$676
45	2011	Honda	CR-V	3	Trade on New	No	\$ 11,995	\$ 10,005		\$1,279	\$100
46	2016	Honda	Accord	3	Other	Yes	\$ 16,995	\$ 17,000		\$2,078	\$100
47	2018	Honda	Civic Si	37	Trade on New	Yes	\$ 25,995	\$ 25,645		\$3,964	\$1,481
48	2016	Honda	Pilot	45	Other	Yes	\$ 31,995	\$ 31,550		\$1,301	\$450
49	2016	Jeep	Cherokee	21	Other	No	\$ 20,995	\$ 19,555		\$900	\$622
50	2016	Honda	Accord	85	Other	Yes	\$ 19,995	\$ 18,995		\$725	\$1,322
51	2018	Dodge	Grand Caravan	20	Auction/Wholesale	No	\$ 20,995	\$ 20,500		\$2,548	\$1,362
52	2017	Nissan	Altima	19	Auction/Wholesale	No	\$ 15,995	\$ 12,245		(\$549)	\$719
53	2018	Honda	Civic	20	Other	Yes	\$ 20,995	\$ 18,125		(\$103)	\$605

Scoreboard Totals	
% Retailed of Non-New Franchise	21%
Total # Retail Units	200
Average Days to Sale	15.0
Average Advertised Price (Time of Sale)	\$ 19,370
Average Transaction Price	\$ 18,980
Average Market Price at 100%	#DIV/0!
Average Price to Market % (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	\$ 2
Average Front End Gross	\$ 773
Average Finance Gross	\$ 653
PUVR	\$ 1,427
Total Gross (Units & PUVR)	\$ 285,305
GROI	181%



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	21%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	15.0	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,370	#DIV/0!
Average Transaction Price	\$ 18,980	#DIV/0!
Average Market Price at 100%	#DIV/0!	#DIV/0!
Average Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction to Market %	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ 2	#DIV/0!
Average Front End Gross	\$ 773	#DIV/0!
Average Finance Gross	\$ 653	#DIV/0!
PUVR	\$ 1,427	#DIV/0!
Total Gross (Units & PUVR)	\$ 285,305	#DIV/0!
GROI	181%	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	21%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	15.0	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,370	#DIV/0!
Average Transaction Price	\$ 18,980	#DIV/0!
Average Market Price at 100%	#DIV/0!	#DIV/0!
Average Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction to Market %	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ 2	#DIV/0!
Average Front End Gross	\$ 773	#DIV/0!
Average Finance Gross	\$ 653	#DIV/0!
PUVR	\$ 1,427	#DIV/0!
Total Gross (Units & PUVR)	\$ 285,305	#DIV/0!
GROI	181%	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	21%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	15.0	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,370	#DIV/0!
Average Transaction Price	\$ 18,980	#DIV/0!
Average Market Price at 100%	#DIV/0!	#DIV/0!
Average Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction to Market %	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ 2	#DIV/0!
Average Front End Gross	\$ 773	#DIV/0!
Average Finance Gross	\$ 653	#DIV/0!
PUVR	\$ 1,427	#DIV/0!
Total Gross (Units & PUVR)	\$ 285,305	#DIV/0!
GROI	181%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	114
Average Days to Sale	15.0	16.6
Average Advertised Price (Time of Sale)	\$ 19,370	\$ 20,582
Average Transaction Price	\$ 18,980	\$ 20,506
Average Market Price at 100%	#DIV/0!	#DIV/0!
Average Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction to Market %	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ 2	\$ (285)
Average Front End Gross	\$ 773	\$ 966
Average Finance Gross	\$ 653	\$ 656
PUVR	\$ 1,427	\$ 1,622
Total Gross (Units & PUVR)	\$ 285,305	\$ 184,889
GROI	181%	171%



No	
	86
	12.8
\$	16,959
\$	16,959
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	382
\$	519
\$	649
\$	1,168
\$	100,415
	194%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	158
Average Days to Sale	15.0	13.1
Average Advertised Price (Time of Sale)	\$ 19,370	\$ 20,147
Average Transaction Price	\$ 18,980	\$ 20,061
Average Market Price at 100%	#DIV/0!	#DIV/0!
Average Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction to Market %	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ 2	\$ (424)
Average Front End Gross	\$ 773	\$ 843
Average Finance Gross	\$ 653	\$ 699
PUVR	\$ 1,427	\$ 1,543
Total Gross (Units & PUVR)	\$ 285,305	\$ 243,746
GROI	181%	211%



No	
	42
	21.9
\$	14,916
\$	14,916
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	1,604
\$	510
\$	479
\$	989
\$	41,559
	109%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	16
% of Retail Units	100%	8%
% Retailed of Off-Brand	21%	0%
Average Days to Sale	15.0	17.9
Average Transaction Price	\$ 18,980	\$ 19,805
Average Transaction to Market %	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ 2	\$ (173)
Average Front End Gross	\$ 773	\$ 1,025
Average Finance Gross	\$ 653	\$ 567
PUVR	\$ 1,427	\$ 1,593
Total Gross (Units & PUVR)	\$ 285,305	\$ 25,482
GROI	181%	162%



Trade on Used	Street/Curb buy	Auction/wholesale
13	1	52
7%	1%	26%
54%	0%	52%
14.5	35.0	25.8
\$ 11,485	\$ 19,995	\$ 18,466
#DIV/0!	#DIV/0!	#DIV/0!
\$ (40)	\$ -	\$ 394
\$ 1,211	\$ 2,330	\$ 276
\$ 356	\$ 667	\$ 605
\$ 1,566	\$ 2,997	\$ 881
\$ 20,361	\$ 2,997	\$ 45,832
339%	154%	67%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
2	35	0
1%	18%	0%
0%	0%	#DIV/0!
33.0	0.0	#DIV/0!
\$ 21,200	\$ 20,751	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,295	\$ (1,058)	#DIV/0!
\$ 631	\$ 57	#DIV/0!
\$ 839	\$ 940	#DIV/0!
\$ 1,470	\$ 997	#DIV/0!
\$ 2,939	\$ 34,890	#DIV/0!
76%	#DIV/0!	#DIV/0!

Other	
	81
	41%
	10%
	13.3
\$	19,518
	#DIV/0!
\$	193
\$	1,267
\$	620
\$	1,886
\$	152,804
	262%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	126
% of Retail Units	100%	63%
% Retailed of Off-Brand	21%	24%
Average Days to Sale	15.0	11.4
Average Transaction Price	\$ 18,980	\$ 18,326
Average Transaction to Market %	#DIV/0!	#DIV/0!
Average Transactional Discount	\$ 2	\$ 249
Average Front End Gross	\$ 773	\$ 1,079
Average Finance Gross	\$ 653	\$ 571
PUVR	\$ 1,427	\$ 1,650
Total Gross (Units & PUVR)	\$ 285,305	\$ 207,928
GROI	181%	284%



31-45 days	46-60 days	61-90 days	90+ days
18	6	8	0
9%	3%	4%	0%
33%	50%	25%	#DIV/0!
37.4	50.8	72.3	#DIV/0!
\$ 21,600	\$ 16,369	\$ 16,890	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 673	\$ 2,293	\$ 2,480	#DIV/0!
\$ 734	\$ 384	\$ (701)	#DIV/0!
\$ 668	\$ 537	\$ 768	#DIV/0!
\$ 1,402	\$ 921	\$ 67	#DIV/0!
\$ 25,235	\$ 5,523	\$ 536	#DIV/0!
62%	40%	2%	#DIV/0!