

Desk Manager(s)	Finance Manager(s)
TIM CARTER	EDWARD WEAVER
CHRIS BENVENGA	IVA SINGH
	HOUSE DEAL
	JUSTIN FANTOM







EMY

#	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	Nissan	Rogue	165	Trade on New	YES	\$ 16,990	\$ 16,990	90%	(\$1,282)	\$2,476
2	2011	FORD	F-150	87	Trade on New	NO	\$ 20,989	\$ 19,639	114%	(\$1,509)	\$204
3	2009	DODGE	RAM 3500	125	TRADE ON USED	NO	\$ 31,989	\$ 31,989	88%	(\$533)	\$0
4	2014	Nissan	ALTIMA	19	TRADE ON USED	NO	\$ 12,995	\$ 11,498	119%	(\$759)	\$2,888
5	2014	Chevrolet	CRUZE	63	TRADE ON USED	NO	\$ 10,995	\$ 9,999	111%	\$1,439	\$2,127
6	2016	HYUNDAI	SANTA FE	15	TRADE ON USED	NO	\$ 15,998	\$ 14,539	103%	(\$1,509)	\$3,174
7	2016	RAM	1500	11	TRADE ON NEW	NO	\$ 24,698	\$ 25,699	99%	\$847	\$1,139
8	2016	TOYOTA	HIGHLANDER	65	TRADE ON NEW		\$ 29,989	\$ 29,989	103%	(\$1,216)	\$1
9	2015	TOYOTA	CAMRY	87	TRADE ON USED	NO	\$ 13,989	\$ 14,939	103%	\$986	\$886
10	2012	TOYOTA	COROLLA	54	TRADE ON NEW	NO	\$ 10,989	\$ 10,989	101%	\$810	\$0
11	2016	JEEP	CHEROKEE	22	TRADE ON NEW	NO	\$ 18,998	\$ 18,998	107%	\$621	\$1
12	2016	JEEP	CHEROKEE	24	Auction/Wholesale	NO	\$ 20,989	\$ 21,939	103%	\$481	\$624
13	2014	Nissan	SENTRA	36	Auction/Wholesale	NO	\$ 12,995	\$ 13,945	116%	(\$36)	\$3,108
14	2013	ACURA	ILX	76	TRADE ON NEW	NO	\$ 16,989	\$ 16,989	95%	\$821	\$1,846
15	2017	SUBARU	OUTBACK	118	Loaner/Rental Fleet	YES	\$ 25,989	\$ 25,989	98%	(\$812)	\$235
16	2013	HYUNDAI	SONATA	32	TRADE ON NEW	NO	\$ 11,989	\$ 13,019	114%	\$470	\$1,919
17	2015	JEEP	CHEROKEE	38	Auction/Wholesale	NO	\$ 26,989	\$ 26,940	112%	\$875	\$252
18	2014	SUBARU	FORESTER	29	TRADE ON NEW		\$ 17,986	\$ 17,957	120%	\$350	\$145
19	2010	SCION	XB	49	TRADE ON USED	NO	\$ 7,898	\$ 7,898	103%	\$987	\$0
20	2010	TOYOTA	VENZA	96	TRADE ON NEW	NO	\$ 15,998	\$ 15,685	110%	(\$762)	\$805
21	2015	Chevrolet	SILVERADO	110	Auction/Wholesale	NO	\$ 31,985	\$ 33,982	100%	(\$895)	\$2,660
22	2009	DODGE	RAM2500	14	TRADE ON USED	NO	\$ 16,990	\$ 16,990	110%	\$2,655	\$1,536
23	2013	HONDA	CIVIC	19	TRADE ON NEW	NO	\$ 9,989	\$ 9,989	104%	(\$438)	\$1,295
24	2016	CHRYSLER	200	110	TRADE ON NEW	NO	\$ 11,985	\$ 11,985	110%	\$785	\$1,840
25	2012	HONDA	CIVIC	101	TRADE ON USED	NO	\$ 7,998	\$ 7,998	101%	(\$363)	\$0
26	2018	NISSAN	SENTRA	21	Auction/Wholesale	NO	\$ 14,996	\$ 14,996	104%	\$1,344	\$2,553
27	2005	INFINITI	G35	9	TRADE ON NEW	NO	\$ 9,998	\$ 8,843	159%	\$1,275	\$885
28	2010	NISSAN	XTERRA	84	Auction/Wholesale	NO	\$ 11,989	\$ 11,989	103%	(\$1,012)	\$0
29	2016	SUBARU	FORESTER	76	TRADE ON NEW	YES	\$ 17,985	\$ 17,985	88%	(\$882)	\$1,554
30	2018	NISSAN	SENTRA	23	TRADE ON NEW	YES	\$ 15,998	\$ 16,948	106%	\$158	\$4,292
31	2016	TOYOTA	COROLLA	71	Auction/Wholesale	NO	\$ 12,989	\$ 12,989	88%	(\$1,266)	\$2,061
32	2013	JEEP	WRANGLER	99	TRADE ON NEW	NO	\$ 24,989	\$ 24,989	105%	\$22	\$1,752
33	2017	NISSAN	SENTRA	45	TRADE ON NEW	YES	\$ 14,989	\$ 15,939	111%	(\$67)	\$1,622
34	2015	KIA	OPTIMA	79	Auction/Wholesale	NO	\$ 11,989	\$ 12,939	101%	\$397	\$371
35	2012	TOYOTA	HIGHLANDER	127	TRADE ON NEW	NO	\$ 16,989	\$ 17,948	98%	(\$270)	\$0
36	2016	Chevrolet	SILVERADO	66	Auction/Wholesale	NO	\$ 29,989	\$ 29,739	103%	\$527	\$810
37	2012	NISSAN	VERSA	141	TRADE ON USED	NO	\$ 4,989	\$ 4,999	77%	(\$405)	\$0
38	2016	TOYOTA	TACOMA	69	Trade on New	YES	\$ 29,898	\$ 30,848	91%	(\$280)	\$2,789
39	2015	SUBARU	OUTBACK	121	Loaner/Rental Fleet	YES	\$ 21,989	\$ 22,939	92%	(\$279)	\$2,214
40	2012	FORD	FOCUS	8	Trade on New	NO	\$ 6,989	\$ 7,007	98%	\$631	\$0
41	2013	Chevrolet	IMPALA	36	TRADE ON NEW	NO	\$ 8,980	\$ 8,980	105%	(\$92)	\$802

42	2011	JEEP	WRANGLER	15	TRADE ON NEW	NO	\$	19,985	\$	20,373	113%	\$2,074	\$0
43	2013	TOYOTA	SIENNA	75	TRADE ON NEW	NO	\$	16,989	\$	16,989	92%	(\$1,005)	\$0
44	2017	Chevrolet	CRUZE	115	TRADE ON NEW	NO	\$	11,989	\$	13,939	83%	(\$633)	\$1,295
45	2014	HYUNDAI	ACCENT	83	TRADE ON NEW	NO	\$	6,989	\$	6,989	109%	(\$65)	\$650
46	2015	RAM	1500	85	TRADE ON NEW	NO	\$	27,985	\$	28,935	117%	\$3,493	\$2,552
47	2015	CADILLAC	ESCALADE	111	Auction/Wholesale	NO	\$	43,989	\$	43,989	99%	(\$428)	\$1,051
48	2017	JEEP	WRANGLER	34	Auction/Wholesale	NO	\$	41,900	\$	41,900	138%	\$6,700	\$3,126
49	2011	HYUNDAI	SONATA	113	TRADE ON NEW	NO	\$	5,998	\$	6,989	72%	\$1,685	\$867
50	2011	KIA	SOUL	88	TRADE ON NEW	NO	\$	6,989	\$	6,989	103%	(\$385)	\$1,136
51	2015	RAM	2500	120	TRADE ON USED	NO	\$	24,998	\$	26,939	93%	(\$650)	\$2,807
52	2015	ACURA	TLX	38	TRADE ON USED	NO	\$	20,989	\$	20,489	108%	(\$1,160)	\$1,970
53	2016	TOYOTA	CAMRY	103	Auction/Wholesale	NO	\$	14,985	\$	17,985	95%	(\$1,291)	\$1,803

## Scoreboard Totals

% Retailed of Non-New Franchise	45%
Total # Retail Units	200
Average Days to Sale	65.8
Average Advertised Price (Time of Sale)	\$ 17,985
Average Transaction Price	\$ 18,288
Average Market Price at 100%	\$ 17,797
Average Price to Market % (Time of Sale)	101%
Average Transaction to Market	103%
Average Transactional Discount	\$ (303)
Average Front End Gross	\$ (12)
Average Finance Gross	\$ 1,326
PUVR	\$ 1,314
Total Gross (Units & PUVR)	\$ 262,843
GROI	39%



MY

Scoreboard		
Desk Manager	Totals	TIM CARTER
% Retailed of Non-New Franchise	45%	44%
Total # Retail Units	200	126
Average Days to Sale	65.8	62.4
Average Advertised Price (Time of Sale)	\$ 17,985	\$ 18,186
Average Transaction Price	\$ 18,288	\$ 18,367
Average Market Price at 100%	\$ 17,797	\$ 18,043
Average Price to Market % (Time of Sale)	101%	101%
Average Transaction to Market %	103%	102%
Average Transactional Discount	\$ (303)	\$ (181)
Average Front End Gross	\$ (12)	\$ 63
Average Finance Gross	\$ 1,326	\$ 1,472
PUVR	\$ 1,314	\$ 1,535
Total Gross (Units & PUVR)	\$ 262,843	\$ 193,462
GROI	39%	48%



CHRIS BENVENGA		
46%	#DIV/0!	#DIV/0!
72	0	0
70.9	#DIV/0!	#DIV/0!
\$ 17,890	#DIV/0!	#DIV/0!
\$ 18,415	#DIV/0!	#DIV/0!
\$ 18,132	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!
\$ (525)	#DIV/0!	#DIV/0!
\$ (151)	#DIV/0!	#DIV/0!
\$ 1,107	#DIV/0!	#DIV/0!
\$ 956	#DIV/0!	#DIV/0!
\$ 68,814	#DIV/0!	#DIV/0!
26%	#DIV/0!	#DIV/0!







Scoreboard		
Sales Consultant	Totals	WAYNE TAYLOR
% Retailed of Non-New Franchise	45%	56%
Total # Retail Units	200	18
Average Days to Sale	65.8	57.9
Average Advertised Price (Time of Sale)	\$ 17,985	\$ 18,276
Average Transaction Price	\$ 18,288	\$ 18,448
Average Market Price at 100%	\$ 17,797	\$ 18,347
Average Price to Market % (Time of Sale)	101%	100%
Average Transaction to Market %	103%	101%
Average Transactional Discount	\$ (303)	\$ (172)
Average Front End Gross	\$ (12)	\$ 348
Average Finance Gross	\$ 1,326	\$ 981
PUVR	\$ 1,314	\$ 1,329
Total Gross (Units & PUVR)	\$ 262,843	\$ 23,924
GROI	39%	45%



NICK ZITO	JOE SHIPP	CODY MILES
45%	21%	50%
11	14	10
55.3	62.1	56.2
\$ 14,667	\$ 15,062	\$ 18,169
\$ 14,833	\$ 16,171	\$ 18,310
\$ 14,488	\$ 15,790	\$ 18,472
101%	95%	98%
102%	102%	99%
\$ (166)	\$ (1,109)	\$ (141)
\$ 117	\$ (93)	\$ (134)
\$ 889	\$ 987	\$ 1,234
\$ 1,006	\$ 894	\$ 1,100
\$ 11,070	\$ 12,520	\$ 11,003
44%	32%	38%

JOEY TRIPLETT	ATHENA SMITH	NICK DISEBASTIANO
69%	44%	45%
16	34	22
57.2	72.7	74.8
\$ 21,660	\$ 18,889	\$ 16,627
\$ 21,700	\$ 18,968	\$ 17,001
\$ 21,507	\$ 18,743	\$ 17,071
101%	101%	97%
101%	101%	100%
\$ (40)	\$ (79)	\$ (374)
\$ 323	\$ (283)	\$ (193)
\$ 1,594	\$ 1,716	\$ 921
\$ 1,917	\$ 1,433	\$ 729
\$ 30,676	\$ 48,731	\$ 16,033
56%	37%	21%

JIM HAGY	JOSH SMITH	JOSUE TORRES
37%	50%	27%
19	20	11
75.7	60.1	69.1
\$ 20,659	\$ 20,587	\$ 15,623
\$ 21,045	\$ 21,098	\$ 15,910
\$ 19,911	\$ 20,516	\$ 15,701
104%	100%	100%
106%	103%	101%
\$ (387)	\$ (510)	\$ (287)
\$ 252	\$ (165)	\$ (75)
\$ 1,959	\$ 1,691	\$ 959
\$ 2,210	\$ 1,525	\$ 884
\$ 41,991	\$ 30,503	\$ 9,725
50%	43%	29%

HARRY EL	MICHAEL LOGSDON	ROBERT CAREY
50%	25%	25%
8	4	4
77.1	54.5	59.0
\$ 17,117	\$ 14,743	\$ 9,371
\$ 17,186	\$ 14,897	\$ 10,092
\$ 16,964	\$ 15,606	\$ 10,661
101%	94%	88%
101%	95%	95%
\$ (69)	\$ (155)	\$ (721)
\$ (474)	\$ (165)	\$ 685
\$ 1,284	\$ 1,256	\$ 267
\$ 810	\$ 1,091	\$ 951
\$ 6,477	\$ 4,364	\$ 3,805
22%	48%	58%

































Scoreboard		
Finance Manager	Totals	EDWARD WEAVER
% Retailed of Non-New Franchise	45%	29%
Total # Retail Units	200	59
Average Days to Sale	65.8	69.0
Average Advertised Price (Time of Sale)	\$ 17,985	\$ 17,232
Average Transaction Price	\$ 18,288	\$ 17,511
Average Market Price at 100%	\$ 17,797	\$ 17,449
Average Price to Market % (Time of Sale)	101%	99%
Average Transaction to Market %	103%	100%
Average Transactional Discount	\$ (303)	\$ (279)
Average Front End Gross	\$ (12)	\$ (59)
Average Finance Gross	\$ 1,326	\$ 1,604
PUVR	\$ 1,314	\$ 1,545
Total Gross (Units & PUVR)	\$ 262,843	\$ 91,166
GROI	39%	46%



JUSTIN FANTOM	IVA SINGH	
54%	48%	#DIV/0!
72	66	0
70.2	57.0	#DIV/0!
\$ 18,554	\$ 18,060	#DIV/0!
\$ 18,967	\$ 18,264	#DIV/0!
\$ 18,642	\$ 17,685	#DIV/0!
100%	102%	#DIV/0!
102%	103%	#DIV/0!
\$ (413)	\$ (204)	#DIV/0!
\$ (83)	\$ 89	#DIV/0!
\$ 1,135	\$ 1,346	#DIV/0!
\$ 1,053	\$ 1,435	#DIV/0!
\$ 75,784	\$ 94,709	#DIV/0!
28%	50%	#DIV/0!





## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	110
Average Days to Sale	65.8	65.3
Average Advertised Price (Time of Sale)	\$ 17,985	\$ 15,651
Average Transaction Price	\$ 18,288	\$ 16,050
Average Market Price at 100%	\$ 17,797	\$ 15,828
Average Price to Market % (Time of Sale)	101%	99%
Average Transaction to Market %	103%	101%
Average Transactional Discount	\$ (303)	\$ (400)
Average Front End Gross	\$ (12)	\$ (23)
Average Finance Gross	\$ 1,326	\$ 1,190
PUVR	\$ 1,314	\$ 1,167
Total Gross (Units & PUVR)	\$ 262,843	\$ 128,378
GROI	39%	40%

No	
	90
	66.3
\$	21,022
\$	21,022
\$	20,615
	102%
	102%
\$	(185)
\$	2
\$	1,492
\$	1,494
\$	134,465
	39%

## Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	37
Average Days to Sale	65.8	65.8
Average Advertised Price (Time of Sale)	\$ 17,985	\$ 21,191
Average Transaction Price	\$ 18,288	\$ 21,650
Average Market Price at 100%	\$ 17,797	\$ 21,709
Average Price to Market % (Time of Sale)	101%	98%
Average Transaction to Market %	103%	100%
Average Transactional Discount	\$ (303)	\$ (459)
Average Front End Gross	\$ (12)	\$ (4)
Average Finance Gross	\$ 1,326	\$ 1,728
PUVR	\$ 1,314	\$ 1,724
Total Gross (Units & PUVR)	\$ 262,843	\$ 63,797
GROI	39%	44%



No	
	161
	66.0
\$	17,444
\$	17,444
\$	17,075
	102%
	102%
\$	(271)
\$	(8)
\$	1,249
\$	1,241
\$	199,766
	39%

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	121
% of Retail Units	100%	61%
% Retailed of Off-Brand	45%	42%
Average Days to Sale	65.8	62.8
Average Transaction Price	\$ 18,288	\$ 17,793
Average Transaction to Market %	103%	102%
Average Transactional Discount	\$ (303)	\$ (223)
Average Front End Gross	\$ (12)	\$ (28)
Average Finance Gross	\$ 1,326	\$ 1,313
PUVR	\$ 1,314	\$ 1,285
Total Gross (Units & PUVR)	\$ 262,843	\$ 155,453
GROI	39%	41%



Trade on Used	Street/Curb buy	Auction/wholesale
22	0	47
11%	0%	24%
50%	#DIV/0!	57%
71.9	#DIV/0!	68.1
\$ 15,843	#DIV/0!	\$ 20,374
99%	#DIV/0!	107%
\$ 122	#DIV/0!	\$ (606)
\$ (273)	#DIV/0!	\$ 79
\$ 885	#DIV/0!	\$ 1,500
\$ 612	#DIV/0!	\$ 1,578
\$ 13,462	#DIV/0!	\$ 74,189
19%	#DIV/0!	41%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
10	0	0
5%	0%	0%
10%	#DIV/0!	#DIV/0!
77.2	#DIV/0!	#DIV/0!
\$ 19,846	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!
\$ (777)	#DIV/0!	#DIV/0!
\$ 333	#DIV/0!	#DIV/0!
\$ 1,641	#DIV/0!	#DIV/0!
\$ 1,974	#DIV/0!	#DIV/0!
\$ 19,739	#DIV/0!	#DIV/0!
46%	#DIV/0!	#DIV/0!



## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	59
% of Retail Units	100%	30%
% Retailed of Off-Brand	45%	46%
Average Days to Sale	65.8	16.8
Average Transaction Price	\$ 18,288	\$ 16,721
Average Transaction to Market %	103%	105%
Average Transactional Discount	\$ (303)	\$ (118)
Average Front End Gross	\$ (12)	\$ 577
Average Finance Gross	\$ 1,326	\$ 1,309
PUVR	\$ 1,314	\$ 1,886
Total Gross (Units & PUVR)	\$ 262,843	\$ 111,296
GROI	39%	242%



31-45 days	46-60 days	61-90 days	90+ days
20	11	49	61
10%	6%	25%	31%
45%	45%	39%	49%
36.6	52.2	76.8	116.3
\$ 19,791	\$ 13,953	\$ 17,716	\$ 20,551
107%	107%	102%	99%
\$ (314)	\$ (478)	\$ (412)	\$ (359)
\$ 430	\$ 499	\$ (248)	\$ (629)
\$ 1,509	\$ 1,126	\$ 1,342	\$ 1,305
\$ 1,939	\$ 1,625	\$ 1,094	\$ 677
\$ 38,775	\$ 17,874	\$ 53,627	\$ 41,271
96%	80%	29%	10%