

Desk Manager(s)	Finance Manager(s)
Nick Ricketts	Mia Frem
Simon Tickett	Lily Do
Carlos Vallejo	

#	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	Lexus	NX200T	1	Other	No	\$ 25,178	\$ 23,482	93%	(\$1,701)	\$1,121
2	2016	Lexus	NX200T	25	Auction/Wholesale	Yes	\$ 34,920	\$ 34,920	100%	\$1,095	\$1,727
3	2018	Lexus	RC350	2	Loaner/Rental Fleet	Yes	\$ 51,099	\$ 50,120	98%	\$2,486	\$0
4	2016	Lexus	NX200T	11	Auction/Wholesale	No	\$ 48,790	\$ 48,970	100%	\$1,093	\$2,247
5	2017	Toyota	Sienna	21	Trade on New	No	\$ 38,500	\$ 37,671	98%	\$1,264	\$1,079
6	2016	Lexus	RX350	53	Auction/Wholesale	Yes	\$ 39,001	\$ 36,815	94%	(\$2,187)	\$0
7	2015	Lexus	RX450h	22	Trade on Used	No	\$ 34,785	\$ 34,785	100%	\$3,045	\$425
8	2010	Lexus	ES350	7	Trade on New	No	\$ 15,970	\$ 14,642	92%	\$1,327	\$1,807
9	2016	BMW	X3	60	Trade on New	No	\$ 27,666	\$ 26,970	97%	(\$1,840)	\$1,537
10	2018	Lexus	RX350L	3	Auction/Wholesale	No	\$ 46,975	\$ 46,975	100%	\$993	\$1,082
11	2012	Nissan	Maxima	8	Trade on Used	No	\$ 13,970	\$ 13,500	97%	\$3,271	\$1,124
12	2018	Lexus	RX350	4	Loaner/Rental Fleet	No	\$ 46,570	\$ 45,970	99%	\$3,626	\$948
13	2019	Lexus	NX300	6	Loaner/Rental Fleet	No	\$ 35,157	\$ 33,596	96%	\$907	\$693
14	2013	Lexus	RX450h	39	Trade on New	No	\$ 22,973	\$ 22,182	97%	\$1,141	\$1,434
15	2019	Honda	Pilot	23	Trade on New	No	\$ 28,972	\$ 28,790	99%	\$66	\$751
16	2015	Lexus	RC350	10	Trade on New	No	\$ 28,793	\$ 26,600	92%	(\$1,898)	\$1,941
17	2018	Honda	Accord	10	Trade on Used	No	\$ 25,841	\$ 25,670	99%	(\$77)	\$1,302
18	2016	Lexus	NX200t	10	Auction/Wholesale	No	\$ 31,085	\$ 30,598	98%	\$488	\$0
19	2018	Toyota	Rav4	6	Trade on New	No	\$ 19,088	\$ 18,704	98%	(\$383)	\$560
20	2016	Lexus	LS460	21	Auction/Wholesale	Yes	\$ 44,641	\$ 44,641	100%	\$7,591	\$250
21	2017	Lexus	NX200t	20	Trade on New	Yes	\$ 32,367	\$ 30,298	94%	\$1,953	\$1,271
22	2014	Lexus	RX350	8	Trade on Used	No	\$ 24,270	\$ 23,637	97%	\$863	\$760
23	2011	Jeep	Wrangler	23	Trade on New	No	\$ 17,032	\$ 16,114	95%	\$608	\$0
24	2013	Lexus	LS460	1	Trade on New	No	\$ 26,116	\$ 23,000	88%	(\$3,117)	\$258
25	2015	Chrysler	Town & Country	36	Trade on Used	No	\$ 19,009	\$ 17,970	95%	(\$1,591)	\$2,045
26	2016	Lexus	RX350	15	Auction/Wholesale	Yes	\$ 38,070	\$ 37,082	97%	\$963	\$737
27	2018	Lexus	GX460	45	Auction/Wholesale	No	\$ 45,513	\$ 44,900	99%	(\$613)	\$722
28	2016	Lexus	NX200t	13	Auction/Wholesale	No	\$ 28,743	\$ 27,494	96%	\$1,049	\$670
29	2017	Volkswagen	Jetta	7	Trade on New	No	\$ 14,970	\$ 13,491	90%	(\$46)	\$540
30	2016	Lexus	RX350	10	Trade on New	No	\$ 36,669	\$ 36,578	99%	(\$410)	\$400
31	2016	Toyota	4Runner	50	Trade on Used	No	\$ 34,570	\$ 34,460	99%	\$614	\$3,308
32	2014	Lexus	RX350	3	Trade on New	No	\$ 24,599	\$ 21,842	88%	\$2,609	\$2,472
33	2018	Lexus	IS300	12	Trade on Used	No	\$ 29,970	\$ 26,780	90%	\$3,933	\$866
34	2015	Lexus	GS350	6	Auction/Wholesale	Yes	\$ 27,365	\$ 25,537	93%	\$1,761	\$1,489
35	2016	Lexus	IS200t	10	Auction/Wholesale	No	\$ 25,710	\$ 25,710	100%	\$1,564	\$322
36	2015	Lexus	ES350	17	Auction/Wholesale	No	\$ 24,781	\$ 24,548	99%	(\$605)	\$815
37	2014	Toyota	Sienna	12	Trade on New	No	\$ 21,470	\$ 19,675	92%	\$2,100	\$3,956
38	2016	Lexus	NX200t	34	Trade on New	No	\$ 25,997	\$ 24,428	94%	\$969	\$1,984
39	2016	Lexus	ES350	22	Auction/Wholesale	No	\$ 24,970	\$ 23,392	94%	\$1,428	\$1,759
40	2016	Lexus	IS200t	8	Auction/Wholesale	No	\$ 22,662	\$ 21,842	96%	\$320	\$0
41	2017	Toyota	4Runner	8	Trade on Used	No	\$ 32,970	\$ 29,616	90%	\$3,489	\$652

42	2015	Lexus	GS350	14	Auction/Wholesale	No	\$	26,970	\$	25,627	95%	\$848	\$2,246
43	2015	Lexus	IS250c	14	Auction/Wholesale	Yes	\$	32,822	\$	32,501	99%	\$144	\$2,249
44	2015	Lexus	ES350	28	Auction/Wholesale	No	\$	23,640	\$	22,208	94%	\$2,181	\$2,192
45	2011	Lexus	RX350	1	Trade on New	No	\$	14,287	\$	14,000	98%	(\$288)	\$0
46	2013	Lexus	RX350	19	Trade on New	No	\$	22,970	\$	20,006	99%	\$2,868	\$1,819
47	2016	Lexus	NX200t	3	Auction/Wholesale	No	\$	18,125	\$	16,266	90%	(\$1,793)	\$845
48	2018	Lexus	GX460	57	Loaner/Rental Fleet	Yes	\$	38,000	\$	37,584	99%	\$972	\$0
49	2012	Lexus	ES350	2	Trade on New	No	\$	25,062	\$	24,016	96%	\$1,110	\$1,555
50	2016	Lexus	RX350	4	Trade on Used	Yes	\$	27,820	\$	24,825	89%	\$706	\$623
51	2015	Lexus	GS350	11	Auction/Wholesale	No	\$	25,308	\$	22,669	90%	\$1,046	\$2,369
52	2016	Lexus	NX200T	6	Auction/Wholesale	No	\$	32,486	\$	31,485	97%	\$3,644	\$0
53	2015	Lexus	IS250	8	Trade on New	No	\$	19,970	\$	17,341	87%	(\$2,638)	\$1,046

Scoreboard Totals

% Retailed of Non-New Franchise	21%
Total # Retail Units	137
Average Days to Sale	19.5
Average Advertised Price (Time of Sale)	\$ 30,356
Average Transaction Price	\$ 29,167
Average Market Price at 100%	\$ 31,736
Average Price to Market % (Time of Sale)	96%
Average Transaction to Market	92%
Average Transactional Discount	\$ 1,189
Average Front End Gross	\$ 818
Average Finance Gross	\$ 1,144
PUVR	\$ 1,962
Total Gross (Units & PUVR)	\$ 268,833
GROI	125%



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	21%	#DIV/0!
Total # Retail Units	137	0
Average Days to Sale	19.5	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 30,356	#DIV/0!
Average Transaction Price	\$ 29,167	#DIV/0!
Average Market Price at 100%	\$ 31,736	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	92%	#DIV/0!
Average Transactional Discount	\$ 1,189	#DIV/0!
Average Front End Gross	\$ 818	#DIV/0!
Average Finance Gross	\$ 1,144	#DIV/0!
PUVR	\$ 1,962	#DIV/0!
Total Gross (Units & PUVR)	\$ 268,833	#DIV/0!
GROI	125%	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	21%	#DIV/0!
Total # Retail Units	137	0
Average Days to Sale	19.5	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 30,356	#DIV/0!
Average Transaction Price	\$ 29,167	#DIV/0!
Average Market Price at 100%	\$ 31,736	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	92%	#DIV/0!
Average Transactional Discount	\$ 1,189	#DIV/0!
Average Front End Gross	\$ 818	#DIV/0!
Average Finance Gross	\$ 1,144	#DIV/0!
PUVR	\$ 1,962	#DIV/0!
Total Gross (Units & PUVR)	\$ 268,833	#DIV/0!
GROI	125%	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	21%	#DIV/0!
Total # Retail Units	137	0
Average Days to Sale	19.5	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 30,356	#DIV/0!
Average Transaction Price	\$ 29,167	#DIV/0!
Average Market Price at 100%	\$ 31,736	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	92%	#DIV/0!
Average Transactional Discount	\$ 1,189	#DIV/0!
Average Front End Gross	\$ 818	#DIV/0!
Average Finance Gross	\$ 1,144	#DIV/0!
PUVR	\$ 1,962	#DIV/0!
Total Gross (Units & PUVR)	\$ 268,833	#DIV/0!
GROI	125%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	137	33
Average Days to Sale	19.5	21.1
Average Advertised Price (Time of Sale)	\$ 30,356	\$ 37,643
Average Transaction Price	\$ 29,167	\$ 36,370
Average Market Price at 100%	\$ 31,736	\$ 39,042
Average Price to Market % (Time of Sale)	96%	96%
Average Transaction to Market %	92%	93%
Average Transactional Discount	\$ 1,189	\$ 1,273
Average Front End Gross	\$ 818	\$ 1,121
Average Finance Gross	\$ 1,144	\$ 1,215
PUVR	\$ 1,962	\$ 2,337
Total Gross (Units & PUVR)	\$ 268,833	\$ 77,114
GROI	125%	110%



No	
	104
	18.9
\$	26,881
\$	26,881
\$	29,268
	92%
	92%
\$	1,162
\$	722
\$	1,122
\$	1,843
\$	191,719
	130%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	137	108
Average Days to Sale	19.5	18.5
Average Advertised Price (Time of Sale)	\$ 30,356	\$ 32,223
Average Transaction Price	\$ 29,167	\$ 30,995
Average Market Price at 100%	\$ 31,736	\$ 33,526
Average Price to Market % (Time of Sale)	96%	96%
Average Transaction to Market %	92%	92%
Average Transactional Discount	\$ 1,189	\$ 1,228
Average Front End Gross	\$ 818	\$ 893
Average Finance Gross	\$ 1,144	\$ 1,147
PUVR	\$ 1,962	\$ 2,040
Total Gross (Units & PUVR)	\$ 268,833	\$ 220,354
GROI	125%	128%

No	
	29
	22.8
\$	22,357
\$	22,357
\$	24,534
	91%
	91%
\$	1,045
\$	538
\$	1,134
\$	1,672
\$	48,480
	118%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	137	47
% of Retail Units	100%	34%
% Retailed of Off-Brand	21%	36%
Average Days to Sale	19.5	21.5
Average Transaction Price	\$ 29,167	\$ 25,067
Average Transaction to Market %	92%	90%
Average Transactional Discount	\$ 1,189	\$ 1,307
Average Front End Gross	\$ 818	\$ 507
Average Finance Gross	\$ 1,144	\$ 1,052
PUVR	\$ 1,962	\$ 1,559
Total Gross (Units & PUVR)	\$ 268,833	\$ 73,275
GROI	125%	104%



Trade on Used	Street/Curb buy	Auction/wholesale
18	0	58
13%	0%	42%
56%	#DIV/0!	3%
19.6	#DIV/0!	14.8
\$ 26,592	#DIV/0!	\$ 31,162
90%	#DIV/0!	93%
\$ 1,175	#DIV/0!	\$ 1,014
\$ 1,380	#DIV/0!	\$ 567
\$ 1,100	#DIV/0!	\$ 1,229
\$ 2,480	#DIV/0!	\$ 1,796
\$ 44,637	#DIV/0!	\$ 104,148
171%	#DIV/0!	140%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
13	0	0
9%	0%	0%
0%	#DIV/0!	#DIV/0!
34.1	#DIV/0!	#DIV/0!
\$ 39,086	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!
\$ 1,527	#DIV/0!	#DIV/0!
\$ 2,478	#DIV/0!	#DIV/0!
\$ 1,164	#DIV/0!	#DIV/0!
\$ 3,643	#DIV/0!	#DIV/0!
\$ 47,353	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!

Other	
	1
	1%
	0%
	1.0
\$	23,482
	87%
\$	1,696
\$	(1,701)
\$	1,121
\$	(580)
\$	(580)
	-888%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	137	103
% of Retail Units	100%	75%
% Retailed of Off-Brand	21%	19%
Average Days to Sale	19.5	11.2
Average Transaction Price	\$ 29,167	\$ 28,739
Average Transaction to Market %	92%	91%
Average Transactional Discount	\$ 1,189	\$ 1,167
Average Front End Gross	\$ 818	\$ 931
Average Finance Gross	\$ 1,144	\$ 1,175
PUVR	\$ 1,962	\$ 2,106
Total Gross (Units & PUVR)	\$ 268,833	\$ 216,948
GROI	125%	235%



31-45 days	46-60 days	61-90 days	90+ days
22	9	3	0
16%	7%	2%	0%
27%	22%	33%	#DIV/0!
36.8	52.7	74.3	#DIV/0!
\$ 29,117	\$ 33,737	\$ 30,500	#DIV/0!
92%	94%	88%	#DIV/0!
\$ 1,266	\$ 996	\$ 1,953	#DIV/0!
\$ 501	\$ 297	\$ 805	#DIV/0!
\$ 1,181	\$ 873	\$ 644	#DIV/0!
\$ 1,682	\$ 1,171	\$ 1,449	#DIV/0!
\$ 37,003	\$ 10,536	\$ 4,346	#DIV/0!
56%	24%	23%	#DIV/0!