

Desk Manager(s)	Finance Manager(s)
Abram Palacios	Charlie Garrett
Eva Moore	Fred Bradley
Steve Hudson	Steve Hudson
JD Garret	Eva More
Fred Bradley	

#	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	Chevrolet	hhr	53	Trade on New	no	\$ 5,700	\$ 5,079	99%	\$1,745	\$157
2	2018	Toyota	Corolla	86	Auction/Wholesale	No	\$ 13,395	\$ 13,395	92%	(\$562)	\$860
3	2018	Toyota	Camry	86	Auction/Wholesale	No	\$ 16,490	\$ 16,490	91%	(\$1,539)	\$2,085
4	2016	Buick	Verano	49	Auction/Wholesale	No	\$ 12,990	\$ 12,990	99%	(\$835)	\$2,478
5	2018	Ford	F250	45	Auction/Wholesale	No	\$ 43,995	\$ 43,995	94%	\$2,293	\$2,063
6	2006	Toyota	Tundra	20	Trade on Used	No	\$ 12,600	\$ 12,592	95%	\$2,571	\$157
7	2013	Ford	F150	14	Trade on Used	No	\$ 14,200	\$ 13,905	88%	\$2,015	\$1,057
8	2013	Fiat	500 Pop	44	Trade on Used	No	\$ 8,000	\$ 8,000	91%	\$1,332	\$560
9	2006	Nissan	Frontier	29	Trade on Used	no	\$ 11,695	\$ 10,467	101%	\$2,372	\$849
10	2018	Chrysler	Pacifica	83	Auction/Wholesale	no	\$ 20,895	\$ 20,133	99%	(\$853)	\$617
11	2015	GMC	Acadia	108	Auction/Wholesale	no	\$ 20,995	\$ 20,995	87%	(\$1,508)	\$2,744
12	201	Dodge	Grand Caravan	25	Auction/Wholesale	no	\$ 16,447	\$ 16,447	105%	\$952	\$157
13	2017	Chevrolet	Camaro	58	Trade on New	no	\$ 20,550	\$ 20,550	98%	(\$577)	\$236
14	2012	BMW	x3	44	Trade on New	no	\$ 13,995	\$ 13,995	101%	\$1,654	\$560
15	2016	Chevrolet	Silverado	25	Trade on New	NO	\$ 28,800	\$ 28,800	100%	\$1,315	\$1,927
16	2017	Ford	Fusion	87	auction/Wholesale	no	\$ 14,990	\$ 14,990	98%	(\$682)	\$1,469
17	2014	Buick	Verano	11	Trade on New	no	\$ 11,500	\$ 11,000	101%	\$2,169	\$1,316
18	2017	Dodge	Journey	12	auction/Wholesale	no	\$ 17,247	\$ 16,600	107%	\$1,239	\$2,052
19	2018	Chevrolet	Silverado	4	auction/Wholesale	no	\$ 26,431	\$ 24,500	102%	\$1,226	\$2,524
20	2018	Kia	Forte	61	Auction/Wholesale	no	\$ 13,945	\$ 13,945	92%	\$326	\$937
21	2018	Nissan	Frontier	69	Auction/Wholesale	No	\$ 19,895	\$ 19,895	90%	(\$1,365)	\$3,016
22	2017	GMC	Terrain	53	Trade on New	No	\$ 20,280	\$ 20,280	101%	\$1,482	\$1,220
23	2018	Chevrolet	Tahoe	68	Auction/Wholesale	no	\$ 36,500	\$ 36,500	97%	(\$830)	\$3,679
24	2017	Dodge	Journey	13	Auction/Wholesale	No	\$ 16,175	\$ 16,175	102%	\$1,093	\$2,255
25	2007	Lexus	ES350	44	Trade on Used	No	\$ 8,595	\$ 7,100	94%	\$853	\$157
26	2016	Chrysler	200	57	Auction/Wholesale	No	\$ 13,270	\$ 12,995	90%	(\$71)	\$0
27	2014	Chevrolet	Silverado	79	Trade on New	No	\$ 27,995	\$ 27,995	81%	\$906	\$2,286
28	2018	Toyota	Rav4	98	Auction/Wholesale	No	\$ 19,395	\$ 19,395	91%	\$191	\$430
29	2015	Buick	Encore	58	Auction/Wholesale	No	\$ 12,995	\$ 12,363	97%	\$171	\$157
30	2016	Chevrolet	Trax	17	Trade on New	No	\$ 13,600	\$ 13,600	99%	\$1,396	\$1,881
31	2016	GMC	Acadia	38	Trade on Used	No	\$ 25,193	\$ 25,193	95%	\$2,250	\$1,913
32	2013	Ford	Fusion	10	Trade on new	no	\$ 11,600	\$ 10,800	94%	\$2,363	\$2,454
33	2016	Cadillac	CTS	68	Auction/Wholesale	No	\$ 24,490	\$ 24,490	94%	(\$217)	\$1,512
34	2016	Dodge	Charger	68	Auction/Wholesale	No	\$ 21,770	\$ 21,770	94%	(\$329)	\$2,292
35	2012	Chevrolet	Silverado	63	Trade on New	No	\$ 36,690	\$ 34,771	98%	\$605	\$0
36	2015	Chrysler	300	96	auction/Wholesale	no	\$ 14,495	\$ 13,640	85%	(\$823)	\$553
37	2015	Buick	Enclave	51	Trade on New	No	\$ 22,895	\$ 22,995	94%	\$1,596	\$157
38	2017	Chevrolet	Malibu	64	Auction/Wholesale	no	\$ 15,528	\$ 15,528	98%	\$368	\$2,609
39	2015	Buick	Verano	11	Trade on New	no	\$ 12,600	\$ 12,600	107%	\$1,918	\$560
40	2009	Chevrolet	HHr	58	trade on used	no	\$ 5,895	\$ 5,895	93%	\$1,304	\$157
41	2018	Chevrolet	Malibu	74	Auction/Wholesale	no	\$ 15,670	\$ 15,670	93%	(\$640)	\$2,076
42	2017	Toyota	Corolla	70	Auction/Wholesale	no	\$ 13,985	\$ 13,331	88%	(\$136)	\$157
43	2015	Honda	Civic	21	Trade on New	no	\$ 13,995	\$ 13,995	95%	\$1,219	\$560
44	2014	Chevrolet	Cruze	23	Trade on New	no	\$ 11,300	\$ 11,300	89%	\$1,578	\$1,973

45	2017	Ram	1500	36	Auction/Wholesale	no	\$	24,995	\$	24,995	89%	\$892	\$3,043
46	2015	Hyundai	Sonata	71	Auction/Wholesale	no	\$	12,972	\$	12,300	89%	(\$231)	\$157
47	2013	Honda	Civic	71	Auction/Wholesale	No	\$	11,895	\$	11,895	97%	(\$1,035)	\$2,388
48	2018	Chevrolet	Cruze	31	Trade on New	no	\$	13,900	\$	14,700	88%	(\$145)	\$560
49	2017	GMC	Terrain	106	Auction/Wholesale	no	\$	17,670	\$	17,500	94%	(\$1,519)	\$2,154
50	2014	Chevrolet	Cruze	24	Trade on New	no	\$	11,300	\$	11,300	93%	\$1,088	\$2,334
51	2015	Chevrolet	Equinox	9	Auction/Wholesale	no	\$	17,680	\$	16,500	114%	\$1,334	\$2,901
52	2016	Jeep	Patriot	31	Auction/Wholesale	no	\$	11,930	\$	11,930	94%	(\$1,449)	\$1,292
53	2017	Chevrolet	Equinox	11	auction/Wholesale	no	\$	18,685	\$	18,685	110%	\$1,989	\$1,976

Scoreboard Totals

% Retailed of Non-New Franchise	54%
Total # Retail Units	83
Average Days to Sale	45.5
Average Advertised Price (Time of Sale)	\$ 17,748
Average Transaction Price	\$ 17,506
Average Market Price at 100%	\$ 18,586
Average Price to Market % (Time of Sale)	95%
Average Transaction to Market	94%
Average Transactional Discount	\$ 242
Average Front End Gross	\$ 721
Average Finance Gross	\$ 1,255
PUVR	\$ 1,976
Total Gross (Units & PUVR)	\$ 164,030
GROI	89%



MY

Scoreboard		
Desk Manager	Totals	Abram Palacios
% Retailed of Non-New Franchise	54%	51%
Total # Retail Units	83	37
Average Days to Sale	45.5	39.2
Average Advertised Price (Time of Sale)	\$ 17,748	\$ 16,747
Average Transaction Price	\$ 17,506	\$ 16,476
Average Market Price at 100%	\$ 18,586	\$ 17,473
Average Price to Market % (Time of Sale)	95%	96%
Average Transaction to Market %	94%	94%
Average Transactional Discount	\$ 242	\$ 271
Average Front End Gross	\$ 721	\$ 874
Average Finance Gross	\$ 1,255	\$ 1,479
PUVR	\$ 1,976	\$ 2,353
Total Gross (Units & PUVR)	\$ 164,030	\$ 87,063
GROI	89%	131%



JD Garret	Eva Moore	Steve Hudson
62%	63%	33%
21	16	9
50.1	49.0	54.3
\$ 17,567	\$ 20,022	\$ 18,242
\$ 17,365	\$ 19,857	\$ 17,890
\$ 18,696	\$ 21,135	\$ 18,895
94%	95%	97%
93%	94%	95%
\$ 203	\$ 165	\$ 353
\$ 635	\$ 740	\$ 261
\$ 829	\$ 1,044	\$ 1,702
\$ 1,464	\$ 1,784	\$ 1,963
\$ 30,751	\$ 28,549	\$ 17,667
61%	66%	73%

Scoreboard

Sales Consultant	Totals	Ashley Sadilek
% Retailed of Non-New Franchise	54%	58%
Total # Retail Units	83	12
Average Days to Sale	45.5	42.6
Average Advertised Price (Time of Sale)	\$ 17,748	\$ 18,021
Average Transaction Price	\$ 17,506	\$ 17,801
Average Market Price at 100%	\$ 18,586	\$ 18,920
Average Price to Market % (Time of Sale)	95%	95%
Average Transaction to Market %	94%	94%
Average Transactional Discount	\$ 242	\$ 220
Average Front End Gross	\$ 721	\$ 839
Average Finance Gross	\$ 1,255	\$ 949
PUVR	\$ 1,976	\$ 1,787
Total Gross (Units & PUVR)	\$ 164,030	\$ 21,449
GROI	89%	85%



David Guanajuato	Steve Hudson	Liz Nixon
60%	33%	63%
10	9	8
57.7	54.3	32.1
\$ 16,690	\$ 18,242	\$ 14,580
\$ 16,396	\$ 17,890	\$ 14,477
\$ 17,748	\$ 18,895	\$ 15,815
94%	97%	92%
92%	95%	92%
\$ 294	\$ 353	\$ 103
\$ 506	\$ 261	\$ 883
\$ 1,137	\$ 1,702	\$ 1,176
\$ 1,643	\$ 1,963	\$ 2,059
\$ 16,428	\$ 17,667	\$ 16,475
63%	73%	159%

George Feliz	Chris Phillips	Mike Contrerras
44%	67%	44%
9	9	9
48.4	31.8	45.1
\$ 21,140	\$ 16,286	\$ 15,118
\$ 20,695	\$ 16,053	\$ 14,919
\$ 21,966	\$ 16,633	\$ 16,053
96%	98%	94%
94%	97%	93%
\$ 445	\$ 233	\$ 199
\$ 581	\$ 1,498	\$ 495
\$ 1,227	\$ 1,485	\$ 1,619
\$ 1,808	\$ 2,983	\$ 2,114
\$ 16,272	\$ 26,848	\$ 19,024
65%	211%	113%

Eva Moore		
63%	#DIV/0!	#DIV/0!
16	0	0
49.0	#DIV/0!	#DIV/0!
\$ 20,022	#DIV/0!	#DIV/0!
\$ 19,857	#DIV/0!	#DIV/0!
\$ 21,135	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!
\$ 165	#DIV/0!	#DIV/0!
\$ 740	#DIV/0!	#DIV/0!
\$ 1,044	#DIV/0!	#DIV/0!
\$ 1,784	#DIV/0!	#DIV/0!
\$ 28,549	#DIV/0!	#DIV/0!
66%	#DIV/0!	#DIV/0!

Scoreboard

Finance Manager	Totals	Fred Bradley
% Retailed of Non-New Franchise	54%	60%
Total # Retail Units	83	65
Average Days to Sale	45.5	46.8
Average Advertised Price (Time of Sale)	\$ 17,748	\$ 16,858
Average Transaction Price	\$ 17,506	\$ 16,583
Average Market Price at 100%	\$ 18,586	\$ 17,758
Average Price to Market % (Time of Sale)	95%	95%
Average Transaction to Market %	94%	93%
Average Transactional Discount	\$ 242	\$ 275
Average Front End Gross	\$ 721	\$ 604
Average Finance Gross	\$ 1,255	\$ 1,206
PUVR	\$ 1,976	\$ 1,810
Total Gross (Units & PUVR)	\$ 164,030	\$ 117,660
GROI	89%	84%



Charlie Garrett	Eva More	Steve Hudson
33%	#DIV/0!	#DIV/0!
18	0	0
40.7	#DIV/0!	#DIV/0!
\$ 20,962	#DIV/0!	#DIV/0!
\$ 20,837	#DIV/0!	#DIV/0!
\$ 21,835	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!
\$ 125	#DIV/0!	#DIV/0!
\$ 1,144	#DIV/0!	#DIV/0!
\$ 1,432	#DIV/0!	#DIV/0!
\$ 2,576	#DIV/0!	#DIV/0!
\$ 46,370	#DIV/0!	#DIV/0!
109%	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	83	0
Average Days to Sale	45.5	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 17,748	#DIV/0!
Average Transaction Price	\$ 17,506	#DIV/0!
Average Market Price at 100%	\$ 18,586	#DIV/0!
Average Price to Market % (Time of Sale)	95%	#DIV/0!
Average Transaction to Market %	94%	#DIV/0!
Average Transactional Discount	\$ 242	#DIV/0!
Average Front End Gross	\$ 721	#DIV/0!
Average Finance Gross	\$ 1,255	#DIV/0!
PUVR	\$ 1,976	#DIV/0!
Total Gross (Units & PUVR)	\$ 164,030	#DIV/0!
GROI	89%	#DIV/0!



No	
	83
	45.5
\$	17,506
\$	17,506
\$	18,643
	94%
	94%
\$	242
\$	721
\$	1,255
\$	1,976
\$	164,030
	89%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	83	38
Average Days to Sale	45.5	40.4
Average Advertised Price (Time of Sale)	\$ 17,748	\$ 18,950
Average Transaction Price	\$ 17,506	\$ 18,655
Average Market Price at 100%	\$ 18,586	\$ 19,635
Average Price to Market % (Time of Sale)	95%	97%
Average Transaction to Market %	94%	95%
Average Transactional Discount	\$ 242	\$ 295
Average Front End Gross	\$ 721	\$ 896
Average Finance Gross	\$ 1,255	\$ 1,469
PUVR	\$ 1,976	\$ 2,365
Total Gross (Units & PUVR)	\$ 164,030	\$ 89,852
GROI	89%	113%



No	
	45
	49.8
\$	16,536
\$	16,536
\$	17,805
	93%
	93%
\$	198
\$	574
\$	1,075
\$	1,648
\$	74,178
	72%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	83	20
% of Retail Units	100%	24%
% Retailed of Off-Brand	54%	25%
Average Days to Sale	45.5	34.3
Average Transaction Price	\$ 17,506	\$ 16,294
Average Transaction to Market %	94%	95%
Average Transactional Discount	\$ 242	\$ 177
Average Front End Gross	\$ 721	\$ 1,228
Average Finance Gross	\$ 1,255	\$ 1,025
PUVR	\$ 1,976	\$ 2,253
Total Gross (Units & PUVR)	\$ 164,030	\$ 45,056
GROI	89%	145%



Trade on Used	Street/Curb buy	Auction/wholesale
15	3	45
18%	4%	54%
67%	33%	64%
32.9	16.7	56.7
\$ 13,950	\$ 20,997	\$ 18,997
91%	99%	94%
\$ 326	\$ 618	\$ 218
\$ 1,778	\$ 2,399	\$ 32
\$ 803	\$ 1,918	\$ 1,464
\$ 2,582	\$ 4,317	\$ 1,495
\$ 38,728	\$ 12,950	\$ 67,296
203%	444%	50%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	83	28
% of Retail Units	100%	34%
% Retailed of Off-Brand	54%	46%
Average Days to Sale	45.5	15.3
Average Transaction Price	\$ 17,506	\$ 15,531
Average Transaction to Market %	94%	98%
Average Transactional Discount	\$ 242	\$ 396
Average Front End Gross	\$ 721	\$ 1,870
Average Finance Gross	\$ 1,255	\$ 1,315
PUVR	\$ 1,976	\$ 3,185
Total Gross (Units & PUVR)	\$ 164,030	\$ 89,181
GROI	89%	483%



31-45 days	46-60 days	61-90 days	90+ days
14	16	21	4
17%	19%	25%	5%
57%	38%	76%	50%
38.3	53.1	74.1	102.0
\$ 19,826	\$ 16,447	\$ 19,328	\$ 17,883
93%	92%	92%	88%
\$ 184	\$ 89	\$ 190	\$ 256
\$ 676	\$ 595	\$ (373)	\$ (915)
\$ 1,205	\$ 774	\$ 1,535	\$ 1,470
\$ 1,881	\$ 1,370	\$ 1,161	\$ 556
\$ 26,328	\$ 21,915	\$ 24,384	\$ 2,222
89%	56%	29%	11%