

Desk Manager(s)	Finance Manager(s)
Carlos Toro	Delelia Hernandez
Tato Aponte	

#	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	Toyota	corolla		Trade on New	No	\$ 23,748	\$ 23,748	\$ 23,748	\$1,400	\$1,567
2	2011	Toyota	corolla		Trade on New	No	\$ 22,696	\$ 22,696	\$ 22,696	\$985	\$1,638
3	2015	Mitsubishi	outlander		Trade on New	No	\$ 17,400	\$ 17,400	\$ 17,400	\$784	\$1,537
4	2015	Hyundai	accent		Trade on New	No	\$ 28,683	\$ 28,683	\$ 28,683	\$2,845	\$2,846
5	2017	kia	sportage		Trade on New	No	\$ 20,863	\$ 20,863	\$ 20,863	\$1,975	\$523
6	2013	Toyota	yaris		Trade on New	No	\$ 44,308	\$ 44,308	\$ 44,308	\$34	\$1,500
7	2012	Mazda	3		Trade on New	No	\$ 27,470	\$ 27,470	\$ 27,470	\$145	\$2,738
8	2010	Lincoln	navigator	1	Trade on New	No	\$ 28,371	\$ 28,371	\$ 28,371	\$4,734	\$0
9	2016	Hyundai	elantra	413	Trade on New	No	\$ 12,495	\$ 12,495	\$ 12,495	\$1,973	\$789
10	2018	Mazda	vitara	0	Trade on New	No	\$ 27,183	\$ 27,183	\$ 27,183	\$639	\$599
11	2018	Toyota	ch-r	40	Trade on New	No	\$ 17,000	\$ 17,000	\$ 17,000	\$975	\$615
12	2017	Ford	fiesta	17	Trade on New	No	\$ 26,705	\$ 26,705	\$ 26,705	\$348	\$2,648
13	2013	Mitsubishi	mirage	4	Trade on New	No	\$ 15,940	\$ 15,940	\$ 15,940	\$753	\$1,739
14	2008	Nissan	altima	192	Trade on New	No	\$ 14,705	\$ 14,705	\$ 14,705	\$2,847	\$892
15	2013	Toyota	corolla	17	Trade on New	No	\$ 28,949	\$ 28,949	\$ 28,949	\$1,894	\$923
16	2012	Hyundai	Tucson	151	Trade on New	No	\$ 27,117	\$ 27,117	\$ 27,117	\$1,256	\$2,567
17	2015	Jeep	wrangler	7	Trade on New	No	\$ 5,600	\$ 5,600	\$ 5,600	\$843	\$0
18	2016	Toyota	yaris	6	Trade on New	No	\$ 3,700	\$ 3,700	\$ 3,700	\$684	\$938
19	2015	Hyundai	accent	145	Trade on New	No	\$ 29,856	\$ 29,856	\$ 29,856	\$958	\$1,903
20	2018	Mazda	vitara	2	Trade on New	No	\$ 14,500	\$ 14,500	\$ 14,500	\$1,087	\$2,424
21	2016	Nissan	versa	9	Trade on New	No	\$ 26,004	\$ 26,004	\$ 26,004	\$1,637	\$2,765
22	2010	Toyota	rav4	6	Trade on New	No	\$ 5,500	\$ 5,500	\$ 5,500	\$637	\$1,637
23	2015	Hyundai	accent	154	Trade on New	No	\$ 22,216	\$ 22,216	\$ 22,216	\$1,643	\$367
24	2012	Toyota	corolla	12	Trade on New	No	\$ 20,455	\$ 20,455	\$ 20,455	\$2,532	\$268
25	2016	Toyota	yaris	4	Trade on New	No	\$ 19,784	\$ 19,784	\$ 19,784	\$126	\$0
26	2015	Toyota	corolla	10	Trade on New	No	\$ 21,878	\$ 21,878	\$ 21,878	(\$345)	\$0
27	2015	Hyundai	elantra	4	Trade on New	No	\$ 31,012	\$ 31,012	\$ 31,012	\$1,745	\$2,429
28	2015	Mitsubishi	outlander	5	Trade on New	No	\$ 32,890	\$ 32,890	\$ 32,890	\$1,738	\$1,862
29	2013	Mazda	vitara	3	Trade on New	No	\$ 27,855	\$ 27,855	\$ 27,855	(\$364)	\$1,422
30	2017	Toyota	corolla	168	Trade on New	No	\$ 28,845	\$ 28,845	\$ 28,845	\$343	\$1,789
31	2010	Hyundai	Tucson	21	Trade on New	No	\$ 29,835	\$ 29,835	\$ 29,835	\$735	\$2,579
32	2011	Toyota	corolla	207	Trade on New	No	\$ 30,825	\$ 30,825	\$ 30,825	\$1,965	\$1,500
33	2013	Toyota	tacoma	34	Trade on New	No	\$ 31,815	\$ 31,815	\$ 31,815	\$163	\$0
34	2017	Nissan	Sentra	1	Trade on New	No	\$ 29,856	\$ 29,856	\$ 29,856	(\$479)	\$1,720
35	2016	toyota	yaris	2	Trade on New	no	\$ 14,500	\$ 14,500	\$ 14,500	\$1,300	\$0
36	2018	toyota	corolla	2	Trade on New	no	\$ 26,004	\$ 26,004	\$ 26,004	\$2,132	\$1,719
37	2006	Mitsubishi	raider	118	Trade on New	no	\$ 5,500	\$ 5,500	\$ 5,500	\$800	\$0
38	2017	toyota	corolla	1	Trade on New	no	\$ 22,216	\$ 22,216	\$ 22,216	\$2,120	\$446
39	2017	ford	fiesta	3	Trade on New	No	\$ 20,455	\$ 20,455	\$ 20,455	\$2,987	\$695
40	2018	toyota	corolla	50	Trade on New	No	\$ 19,784	\$ 19,784	\$ 19,784	\$1,148	\$387
41	2016	nissan	sentra	21	Trade on New	No	\$ 21,878	\$ 21,878	\$ 21,878	\$350	\$626
42	2017	toyota	rav4	99	Trade on New	No	\$ 31,012	\$ 31,012	\$ 31,012	\$4,318	\$563
43	2018	toyota	corolla	88	Trade on New	No	\$ 32,890	\$ 32,890	\$ 32,890	\$1,064	\$1,015
44	2013	ford	taurus	4	Trade on New	No	\$ 7,600	\$ 7,600	\$ 7,600	\$1,400	\$0

45	2017	Mitsubishi	outlander	4	Trade on New	No	\$ 30,761	\$ 30,761	\$ 30,761	\$3,505	\$1,168
46	2015	Mitsubishi	lancer	0	Trade on New	No	\$ 22,349	\$ 22,349	\$ 22,349	\$1,395	\$608
47	2015	toyota	yaris	2	Trade on New	no	\$ 17,495	\$ 17,495	\$ 17,495	\$1,854	\$790
48	2017	Hyundai	accent	25	Trade on New	no	\$ 21,853	\$ 21,853	\$ 21,853	\$253	\$2,900
49	2013	Hyundai	elantra	43	Trade on New	No	\$ 12,065	\$ 12,065	\$ 12,065	\$149	\$0
50	2019	toyota	tundra	1	Trade on New	No	\$ 51,819	\$ 51,819	\$ 51,819	\$2,502	\$2,235
51	2017	toyota	rav4	103	Trade on New	No	\$ 41,544	\$ 41,544	\$ 41,544	\$902	\$909
52	2010	honda	fit	5	Trade on New	No	\$ 7,000	\$ 7,000	\$ 7,000	\$672	\$0
53	2013	Toyota	Corolla	78	Trade on New	No	\$ 23,425	\$ 23,425	\$ 23,425	\$2,088	\$1,080

Scoreboard Totals

% Retailed of Non-New Franchise	51%
Total # Retail Units	200
Average Days to Sale	44.6
Average Advertised Price (Time of Sale)	\$ 24,490
Average Transaction Price	\$ 24,490
Average Market Price at 100%	\$ 1
Average Price to Market % (Time of Sale)	2448995%
Average Transaction to Market	2448995%
Average Transactional Discount	\$ -
Average Front End Gross	\$ 1,309
Average Finance Gross	\$ 1,107
PUVR	\$ 2,416
Total Gross (Units & PUVR)	\$ 483,272
GROI	80%



MY

Scoreboard

Desk Manager	Totals	
% Retailed of Non-New Franchise	51%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	44.6	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 24,490	#DIV/0!
Average Transaction Price	\$ 24,490	#DIV/0!
Average Market Price at 100%	\$ 1	#DIV/0!
Average Price to Market % (Time of Sale)	2448995%	#DIV/0!
Average Transaction to Market %	2448995%	#DIV/0!
Average Transactional Discount	\$ -	#DIV/0!
Average Front End Gross	\$ 1,309	#DIV/0!
Average Finance Gross	\$ 1,107	#DIV/0!
PUVR	\$ 2,416	#DIV/0!
Total Gross (Units & PUVR)	\$ 483,272	#DIV/0!
GROI	80%	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	51%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	44.6	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 24,490	#DIV/0!
Average Transaction Price	\$ 24,490	#DIV/0!
Average Market Price at 100%	\$ 1	#DIV/0!
Average Price to Market % (Time of Sale)	2448995%	#DIV/0!
Average Transaction to Market %	2448995%	#DIV/0!
Average Transactional Discount	\$ -	#DIV/0!
Average Front End Gross	\$ 1,309	#DIV/0!
Average Finance Gross	\$ 1,107	#DIV/0!
PUVR	\$ 2,416	#DIV/0!
Total Gross (Units & PUVR)	\$ 483,272	#DIV/0!
GROI	80%	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	51%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	44.6	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 24,490	#DIV/0!
Average Transaction Price	\$ 24,490	#DIV/0!
Average Market Price at 100%	\$ 1	#DIV/0!
Average Price to Market % (Time of Sale)	2448995%	#DIV/0!
Average Transaction to Market %	2448995%	#DIV/0!
Average Transactional Discount	\$ -	#DIV/0!
Average Front End Gross	\$ 1,309	#DIV/0!
Average Finance Gross	\$ 1,107	#DIV/0!
PUVR	\$ 2,416	#DIV/0!
Total Gross (Units & PUVR)	\$ 483,272	#DIV/0!
GROI	80%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	0
Average Days to Sale	44.6	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 24,490	#DIV/0!
Average Transaction Price	\$ 24,490	#DIV/0!
Average Market Price at 100%	\$ 1	#DIV/0!
Average Price to Market % (Time of Sale)	2448995%	#DIV/0!
Average Transaction to Market %	2448995%	#DIV/0!
Average Transactional Discount	\$ -	#DIV/0!
Average Front End Gross	\$ 1,309	#DIV/0!
Average Finance Gross	\$ 1,107	#DIV/0!
PUVR	\$ 2,416	#DIV/0!
Total Gross (Units & PUVR)	\$ 483,272	#DIV/0!
GROI	80%	#DIV/0!



No	
	200
	44.6
\$	24,490
\$	24,490
\$	1
	2448995%
	2448995%
\$	-
\$	1,309
\$	1,107
\$	2,416
\$	483,272
	80%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	98
Average Days to Sale	44.6	45.0
Average Advertised Price (Time of Sale)	\$ 24,490	\$ 27,065
Average Transaction Price	\$ 24,490	\$ 27,065
Average Market Price at 100%	\$ 1	\$ 1
Average Price to Market % (Time of Sale)	2448995%	2706462%
Average Transaction to Market %	2448995%	2706462%
Average Transactional Discount	\$ -	\$ -
Average Front End Gross	\$ 1,309	\$ 1,463
Average Finance Gross	\$ 1,107	\$ 1,128
PUVR	\$ 2,416	\$ 2,590
Total Gross (Units & PUVR)	\$ 483,272	\$ 253,827
GROI	80%	77%



No	
	102
	44.3
\$	22,016
\$	22,016
\$	1
	2201626%
	2201626%
\$	-
\$	1,161
\$	1,088
\$	2,249
\$	229,445
	83%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	195
% of Retail Units	100%	98%
% Retailed of Off-Brand	51%	50%
Average Days to Sale	44.6	45.0
Average Transaction Price	\$ 24,490	\$ 24,394
Average Transaction to Market %	2448995%	2439416%
Average Transactional Discount	\$ -	\$ -
Average Front End Gross	\$ 1,309	\$ 1,310
Average Finance Gross	\$ 1,107	\$ 1,120
PUVR	\$ 2,416	\$ 2,430
Total Gross (Units & PUVR)	\$ 483,272	\$ 473,887
GROI	80%	80%



Trade on Used	Street/Curb buy	Auction/wholesale
0	0	5
0%	0%	3%
#DIV/0!	#DIV/0!	80%
#DIV/0!	#DIV/0!	31.4
#DIV/0!	#DIV/0!	\$ 28,226
#DIV/0!	#DIV/0!	2822580%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 1,251
#DIV/0!	#DIV/0!	\$ 626
#DIV/0!	#DIV/0!	\$ 1,877
#DIV/0!	#DIV/0!	\$ 9,385
#DIV/0!	#DIV/0!	76%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	126
% of Retail Units	100%	63%
% Retailed of Off-Brand	51%	51%
Average Days to Sale	44.6	7.0
Average Transaction Price	\$ 24,490	\$ 21,967
Average Transaction to Market %	2448995%	2196662%
Average Transactional Discount	\$ -	\$ -
Average Front End Gross	\$ 1,309	\$ 1,342
Average Finance Gross	\$ 1,107	\$ 1,115
PUVR	\$ 2,416	\$ 2,457
Total Gross (Units & PUVR)	\$ 483,272	\$ 309,579
GROI	80%	575%



31-45 days	46-60 days	61-90 days	90+ days
12	7	14	30
6%	4%	7%	15%
58%	29%	50%	50%
36.9	50.7	77.6	195.0
\$ 49,025	\$ 23,373	\$ 24,455	\$ 24,797
4902471%	2337314%	2445507%	2479660%
\$ -	\$ -	\$ -	\$ -
\$ 1,063	\$ 1,345	\$ 1,297	\$ 1,308
\$ 800	\$ 1,511	\$ 1,045	\$ 1,050
\$ 1,863	\$ 2,856	\$ 2,342	\$ 2,357
\$ 22,358	\$ 19,989	\$ 32,784	\$ 70,718
37%	87%	44%	18%