

Desk Manager(s)	Finance Manager(s)
Paul Nogrady	Frank Tucci
Christian Scott	









#	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	2015	CHEVROLET	CORVETTE Z06	72	Trade on New	No	\$ 65,690.00	\$ 59,530.00	92%	\$904	\$0
2	2019	NISSAN	PATHFINDER	65	Auction/Wholesale	No	\$ 30,900	\$ 26,500.00	89%	\$2,650	\$ 2,583.00
3	2018	PORSCHE	MACAN SPORT EDITIO	25	Loaner/Rental Fleet	Yes	\$ 56,490	\$ 49,495.00	89%	(\$3,851)	\$0
4	2017	AUDI	Q7	61	Trade on New	No	\$ 44,990	\$ 44,995.00	86%	\$ 6,747.55	\$ 2,326.59
5	2018	PORSCHE	911 C4S CAB	106	Other	Yes	\$120,490	\$119,000.00	92%	\$ (7,561.18)	\$ -
6	2018	PORSCHE	MACAN SPORT EDITIO	9	Loaner/Rental Fleet	Yes	\$ 52,990	\$ 53,990.00	89%	\$ -	\$ 2,985.00
7	2012	MB	C250	3	Other	No	\$ 15,990	\$ 15,990.00	97%	\$ -	\$ 434.00
8	2015	PORSCHE	MACAN TURBO	12	Trade on New	Yes	\$ 53,995	\$ 51,995.00	103%	\$ 3,022.59	\$ 1,320.00
9	2017	JEEP	WRANGLER UNLIMITE	9	Trade on New	No	\$ 32,885	\$ 30,550.00	113%	\$ 358.85	\$ 386.00
10	2016	TOYOTA	SEQUOIA	9	Trade on Used	No	\$ 35,995	\$ 34,745.00	98%	\$ 4,311.74	\$ 328.00
11	2015	PORSCHE	MACAN TURBO	20	Other	Yes	\$ 61,995	\$ 61,000.00	108%	\$ 7,928.91	\$ -
12	2018	PORSCHE	MACAN	61	Loaner/Rental Fleet	Yes	\$ 49,995	\$ 46,856.00	90%	\$ (45.30)	\$ 383.00
13	2018	PORSCHE	MACAN SPORT EDITIO	9	Loaner/Rental Fleet	Yes	\$ 54,990	\$ 53,990.00	94%	\$ (7,510.00)	\$ 1,046.00
14	2018	PORSCHE	MACAN SPORT EDITIO	40	Loaner/Rental Fleet	Yes	\$ 56,490	\$ 52,990.00	90%	\$ (2,648.00)	\$ 1,335.00
15	2019	NISSAN	PATHFINDER	84	Auction/Wholesale	No	\$ 30,900	\$ 27,481.00	91%	\$ (126.00)	\$ 851.00
16	2018	PORSCHE	C2 CAB	58	Trade on New	Yes	\$ 103,995	\$ 99,250.00	92%	\$ 6,887.50	\$ 2,005.00
17	2016	LR	ROVER SUPERCHARGE	30	Trade on Used	No	\$ 71,498	\$ 69,986.00	100%	\$ 6,763.50	\$ 4,384.00
18	2016	PORSCHE	DIESEL	15	Trade on New	Yes	\$ 51,990	\$ 50,000.00	102%	\$ 4,800.00	\$ -
19	2016	PORSCHE	CAYENNE GTS	65	Trade on New	Yes	\$ 72,995	\$ 71,820.00	104%	\$ 3,716.05	\$ -
20	2018	PORSCHE	MACAN S	25	Loaner/Rental Fleet	Yes	\$ 61,990	\$ 61,990.00	103%	\$ 2,718.00	\$ -
21	2014	PORSCHE	911 TURBO S COUPE	18	Trade on Used	Yes	\$ 123,990	\$ 123,990.00	100%	\$ 7,532.26	\$ -
22	2018	AUDI	RS3	10	Trade on New	No	\$ 59,995	\$ 57,995.00	100%	\$ 5,577.50	\$ 400.00
23	2018	PORSCHE	MACAN SPORT EDITIO	17	Loaner/Rental Fleet	Yes	\$ 56,490	\$ 53,000.00	90%	\$ 63,726.00	\$ 4,434.00
24	2018	PORSCHE	911 GT3	31	Trade on New	Yes	\$ 179,990	\$ 176,380.00	96%	\$ 13,595.00	\$ -
25	2018	PORSCHE	MACAN SPORT EDITIO	30	Loaner/Rental Fleet	Yes	\$ 55,810	\$ 50,990.00	88%	\$ (2,525.00)	\$ -
26	2015	PORSCHE	PANAMERA GTS	7	Trade on Used	No	\$ 65,990	\$ 62,890.00	100%	\$ 6,703.28	\$ 570.00
27	2018	PORSCHE	MACAN S	30	Loaner/Rental Fleet	Yes	\$ 61,490	\$ 58,928.00	96%	\$ 2,981.00	\$ -
28	2015	JEEP	WRANGLER UNLIMITE	14	Trade on Used	No	\$ 19,275	\$ 19,275.00	105%	\$ 1,367.50	\$ 195.89
29	2014	PORSCHE	911 C4S CAB	40	Other	Yes	\$ 91,496	\$ 89,496.00	98%	\$ 4,709.10	\$ -
30	2017	PORSCHE	MACAN GTS	11	Trade on New	Yes	\$ 64,990	\$ 63,400.00	106%	\$ 3,719.04	\$ 2,861.38
31	2018	PORSCHE	911 TOURING GT3	24	Other	No	\$ 199,990	\$ 192,390.00	103%	\$ 4,500.00	\$ 5,405.00
32	2015	PORSCHE	PANAMERA 4S	4	Trade on New	Yes	\$ 51,990	\$ 50,816.00	90%	\$ 5,632.07	\$ -
33	2016	JEEP	WRANGLER SAHARA	46	Trade on New	No	\$ 28,318	\$ 27,000.00	96%	\$ 1,728.06	\$ 917.00
34	2012	PORSCHE	911 GTS CAB	91	Trade on New	No	\$ 78,995	\$ 71,989.00	92%	\$ 1,307.76	\$ 2,365.00
35	2017	MB	GLA250	15	Other	No	\$ 29,690	\$ 29,690.00	102%	\$ 2,843.93	\$ 504.00
36	2018	PORSCHE	MACAN SPORT EDITIO	30	Loaner/Rental Fleet	Yes	\$ 54,390	\$ 52,890.00	91%	\$ (3,070.00)	\$ 303.72
37	2018	PORSCHE	CAYMAN	61	Trade on New	Yes	\$ 63,995	\$ 60,690.00	100%	\$ 5,610.00	\$ 1,997.00
38	2015	MB	E63 AMG WAGON	19	Trade on New	No	\$ 56,990	\$ 55,990.00	96%	\$ 7,479.17	\$ 824.00
39	2016	PORSCHE	911 R	6	Trade on New	Yes	\$ 305,000.00	\$ 305,000.00	107%	\$ 28,675.60	\$ 14,392.74
40	2011	Infiniti	M56 X	18	Trade on New	No	\$ 20,690	\$ 19,000	105%	\$4,937	\$0
41	2019	Porsche	GT3 RS		Trade on New	Yes	\$ 244,710	\$ 237,000	102%	(\$7,682)	\$6,126

42	2013	BMW	328i	61	Trade on New	no	\$	14,349	\$	12,901	99%	\$2,173	\$0
43	2015	Nissan	GTR	31	Trade on New	no	\$	112,990	\$	112,990	99%	\$11,302	\$1,989
44	2018	Porsche	Macan S		Trade on New	Yes	\$	59,995	\$	58,250	96%	\$6,672	\$2,769
45	2018	HONDA	ACCORD	7	Trade on New	no	\$	23,740	\$	23,000	97%	\$2,669	\$209
46	2018	Honda	ACCORD	4	Trade on New	no	\$	26,790	\$	26,350	98%	\$3,328	\$2,441
47	2014	Porsche	Panamera	25	Trade on Used	Yes	\$	46,790	\$	45,000	108%	\$3,388	\$460
48	2013	BMW	535i	13	Trade on New	No	\$	25,740	\$	19,824	103%	\$4,332	\$0
49	2018	PORSCHE	718 Boxster GTS	151	Other	Yes	\$	81,472	\$	79,995	95%	(\$2,850)	\$1,015
50	2014	PORSCHE	911	15	Trade on New	Yes	\$	51,995	\$	51,995	102%	\$5,686	\$3,225
51	2013	BMW	M5	14	Trade on Used	No	\$	49,995	\$	54,990	131%	\$10,374	\$0
52	2018	Audi	Q5	41	Trade on New	No	\$	43,429	\$	42,525	101%	\$4,582	\$4,665
53	1989	Porsche	911 Turbo	33	Trade on Used	No	\$	167,995	\$	139,000	107%	\$22,536	\$0

## Scoreboard Totals

% Retailed of Non-New Franchise	35%
Total # Retail Units	60
Average Days to Sale	37.7
Average Advertised Price (Time of Sale)	\$ 69,293
Average Transaction Price	\$ 66,640
Average Market Price at 100%	\$ 70,005
Average Price to Market % (Time of Sale)	99%
Average Transaction to Market	95%
Average Transactional Discount	\$ 2,653
Average Front End Gross	\$ 4,608
Average Finance Gross	\$ 1,403
PUVR	\$ 5,987
Total Gross (Units & PUVR)	\$ 359,231
GROI	86%



MY

Scoreboard		
Desk Manager	Totals	Christian Scott
% Retailed of Non-New Franchise	35%	35%
Total # Retail Units	60	60
Average Days to Sale	37.7	37.7
Average Advertised Price (Time of Sale)	\$ 69,293	\$ 69,293
Average Transaction Price	\$ 66,640	\$ 66,640
Average Market Price at 100%	\$ 70,005	\$ 69,984
Average Price to Market % (Time of Sale)	99%	99%
Average Transaction to Market %	95%	95%
Average Transactional Discount	\$ 2,653	\$ 2,653
Average Front End Gross	\$ 4,608	\$ 4,608
Average Finance Gross	\$ 1,403	\$ 1,403
PUVR	\$ 5,987	\$ 5,987
Total Gross (Units & PUVR)	\$ 359,231	\$ 359,231
GROI	86%	86%











Scoreboard		
Sales Consultant	Totals	Adam Corenzwit
% Retailed of Non-New Franchise	35%	75%
Total # Retail Units	60	4
Average Days to Sale	37.7	58.0
Average Advertised Price (Time of Sale)	\$ 69,293	\$ 50,594
Average Transaction Price	\$ 66,640	\$ 46,092
Average Market Price at 100%	\$ 70,005	\$ 54,831
Average Price to Market % (Time of Sale)	99%	92%
Average Transaction to Market %	95%	84%
Average Transactional Discount	\$ 2,653	\$ 4,502
Average Front End Gross	\$ 4,608	\$ 2,047
Average Finance Gross	\$ 1,403	\$ 1,847
PUVR	\$ 5,987	\$ 3,895
Total Gross (Units & PUVR)	\$ 359,231	\$ 15,578
GROI	86%	52%



Bret Hagen	Erik Neihof	Jinal Patel
0%	0%	50%
2	3	2
44.5	29.3	14.5
\$ 46,957	\$ 95,157	\$ 42,840
\$ 45,908	\$ 90,963	\$ 41,200
\$ 50,493	\$ 93,833	\$ 40,508
93%	101%	106%
91%	97%	102%
\$ 1,049	\$ 4,193	\$ 1,640
\$ 2,062	\$ 24,585	\$ 4,328
\$ 168	\$ 3,674	\$ 1,431
\$ 2,230	\$ 28,259	\$ 5,759
\$ 4,459	\$ 84,778	\$ 11,517
39%	381%	347%

Matt Stutzman	Paul Kim	Randal Boyer
13%	25%	0%
8	8	1
31.4	36.8	30.0
\$ 58,118	\$ 58,685	\$ 61,490
\$ 55,220	\$ 57,971	\$ 58,928
\$ 60,050	\$ 56,095	\$ 64,052
97%	105%	96%
92%	103%	92%
\$ 2,898	\$ 714	\$ 2,562
\$ 3,074	\$ 4,268	\$ 2,981
\$ 1,060	\$ 839	\$ -
\$ 4,134	\$ 5,002	\$ 2,981
\$ 33,074	\$ 40,013	\$ 2,981
86%	85%	61%

Robert Fallon	Taylor Derbyshire	Thad Toole
67%	100%	0%
3	1	3
14.7	41.0	36.0
\$ 147,243	\$ 43,429	\$ 81,628
\$ 146,997	\$ 42,525	\$ 79,580
\$ 141,217	\$ 42,999	\$ 83,203
104%	101%	98%
104%	99%	96%
\$ 247	\$ 904	\$ 2,048
\$ 14,216	\$ 4,582	\$ 1,198
\$ 5,530	\$ 4,665	\$ 1,625
\$ 19,746	\$ 9,247	\$ 2,823
\$ 59,237	\$ 9,247	\$ 8,469
330%	191%	35%

Tim Grape	Tim Headley	House
32%	100%	75%
19	1	4
50.9	30.0	14.8
\$ 73,502	\$ 71,498	\$ 59,036
\$ 70,918	\$ 69,986	\$ 51,204
\$ 76,541	\$ 71,498	\$ 55,237
96%	100%	107%
93%	98%	93%
\$ 2,584	\$ 1,512	\$ 7,833
\$ 1,716	\$ 6,764	\$ 6,066
\$ 783	\$ 4,384	\$ 254
\$ 2,499	\$ 11,148	\$ 6,320
\$ 47,474	\$ 11,148	\$ 25,278
25%	191%	301%

Micheal Hofer		
100%	#DIV/0!	#DIV/0!
1	0	0
10.0	#DIV/0!	#DIV/0!
\$ 59,995	#DIV/0!	#DIV/0!
\$ 57,995	#DIV/0!	#DIV/0!
\$ 59,995	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!
\$ 2,000	#DIV/0!	#DIV/0!
\$ 5,578	#DIV/0!	#DIV/0!
\$ 400	#DIV/0!	#DIV/0!
\$ 5,978	#DIV/0!	#DIV/0!
\$ 5,978	#DIV/0!	#DIV/0!
371%	#DIV/0!	#DIV/0!































Scoreboard		
Finance Manager	Totals	Frank Tucci
% Retailed of Non-New Franchise	35%	35%
Total # Retail Units	60	60
Average Days to Sale	37.7	37.7
Average Advertised Price (Time of Sale)	\$ 69,293	\$ 69,293
Average Transaction Price	\$ 66,640	\$ 66,640
Average Market Price at 100%	\$ 70,005	\$ 69,984
Average Price to Market % (Time of Sale)	99%	99%
Average Transaction to Market %	95%	95%
Average Transactional Discount	\$ 2,653	\$ 2,653
Average Front End Gross	\$ 4,608	\$ 4,608
Average Finance Gross	\$ 1,403	\$ 1,403
PUVR	\$ 5,987	\$ 5,987
Total Gross (Units & PUVR)	\$ 359,231	\$ 359,231
GROI	86%	86%









## Scoreboard

CPO	Totals	Yes
Total # Retail Units	60	34
Average Days to Sale	37.7	42.4
Average Advertised Price (Time of Sale)	\$ 69,293	\$ 81,611
Average Transaction Price	\$ 66,640	\$ 79,216
Average Market Price at 100%	\$ 70,005	\$ 83,018
Average Price to Market % (Time of Sale)	99%	98%
Average Transaction to Market %	95%	95%
Average Transactional Discount	\$ 2,653	\$ 2,395
Average Front End Gross	\$ 4,608	\$ 4,459
Average Finance Gross	\$ 1,403	\$ 1,509
PUVR	\$ 5,987	\$ 5,923
Total Gross (Units & PUVR)	\$ 359,231	\$ 201,391
GROI	86%	63%



No	
	26
	31.8
\$	50,195
\$	50,195
\$	52,939
	95%
	95%
\$	2,989
\$	4,803
\$	1,268
\$	6,071
\$	157,840
	137%

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	60	39
Average Days to Sale	37.7	42.2
Average Advertised Price (Time of Sale)	\$ 69,293	\$ 85,045
Average Transaction Price	\$ 66,640	\$ 81,721
Average Market Price at 100%	\$ 70,005	\$ 85,903
Average Price to Market % (Time of Sale)	99%	99%
Average Transaction to Market %	95%	95%
Average Transactional Discount	\$ 2,653	\$ 3,324
Average Front End Gross	\$ 4,608	\$ 4,927
Average Finance Gross	\$ 1,403	\$ 1,561
PUVR	\$ 5,987	\$ 6,448
Total Gross (Units & PUVR)	\$ 359,231	\$ 251,491
GROI	86%	67%



No	
	21
	29.8
\$	38,634
\$	38,634
\$	40,420
	96%
	96%
\$	1,406
\$	4,014
\$	1,116
\$	5,130
\$	107,740
	160%

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	60	29
% of Retail Units	100%	48%
% Retailed of Off-Brand	35%	45%
Average Days to Sale	37.7	32.9
Average Transaction Price	\$ 66,640	\$ 71,632
Average Transaction to Market %	95%	95%
Average Transactional Discount	\$ 2,653	\$ 2,475
Average Front End Gross	\$ 4,608	\$ 5,103
Average Finance Gross	\$ 1,403	\$ 1,866
PUVR	\$ 5,987	\$ 6,969
Total Gross (Units & PUVR)	\$ 359,231	\$ 202,091
GROI	86%	106%



Trade on Used	Street/Curb buy	Auction/wholesale
9	0	2
15%	0%	3%
44%	#DIV/0!	100%
17.7	#DIV/0!	74.5
\$ 67,418	#DIV/0!	\$ 26,991
103%	#DIV/0!	79%
\$ 3,639	#DIV/0!	\$ 3,910
\$ 7,727	#DIV/0!	\$ 1,262
\$ 660	#DIV/0!	\$ 1,717
\$ 8,387	#DIV/0!	\$ 2,979
\$ 75,480	#DIV/0!	\$ 5,958
253%	#DIV/0!	53%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
11	0	2
18%	0%	3%
0%	#DIV/0!	0%
41.3	#DIV/0!	88.0
\$ 53,374	#DIV/0!	\$ 42,837
90%	#DIV/0!	87%
\$ 2,546	#DIV/0!	\$ 2,620
\$ 4,777	#DIV/0!	\$ (2,854)
\$ 1,159	#DIV/0!	\$ 168
\$ 5,831	#DIV/0!	\$ (2,686)
\$ 64,143	#DIV/0!	\$ (5,371)
95%	#DIV/0!	-26%

Other	
	7
	12%
	29%
	51.3
\$	83,937
	98%
\$	1,937
\$	1,367
\$	1,051
\$	2,418
\$	16,929
	20%

## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	60	34
% of Retail Units	100%	57%
% Retailed of Off-Brand	35%	38%
Average Days to Sale	37.7	15.4
Average Transaction Price	\$ 66,640	\$ 60,298
Average Transaction to Market %	95%	97%
Average Transactional Discount	\$ 2,653	\$ 1,750
Average Front End Gross	\$ 4,608	\$ 5,742
Average Finance Gross	\$ 1,403	\$ 1,447
PUVR	\$ 5,987	\$ 7,189
Total Gross (Units & PUVR)	\$ 359,231	\$ 244,430
GROI	86%	278%



31-45 days	46-60 days	61-90 days	90+ days
6	3	10	5
10%	5%	17%	8%
33%	33%	50%	0%
36.0	50.3	67.8	123.4
\$ 102,230	\$ 51,250	\$ 51,827	\$ 73,530
93%	97%	89%	92%
\$ 6,502	\$ 2,518	\$ 2,736	\$ 3,258
\$ 9,013	\$ 4,715	\$ 2,455	\$ (2,105)
\$ 1,332	\$ 1,369	\$ 954	\$ 897
\$ 10,344	\$ 6,084	\$ 3,409	\$ (1,208)
\$ 62,065	\$ 18,251	\$ 34,088	\$ (6,040)
101%	85%	35%	-5%