

Desk Manager(s)	Finance Manager(s)
Cory Wozniak	John Kramer
Ken Kobee	Nicole Bottaro
Craig Thomas	Jennifer Roman
	Dan Meyer
	Mike Grimble









#	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	2008	Chevrolet	IMPALA	22	Trade on New	No	\$ 7,500	\$ 7,500	110%	\$1,414	\$321
2	2016	Subaru	Legacy	59	Auction/Wholesale	No	\$ 20,000	\$ 20,000	101%	(\$673)	\$3,028
3	2015	Chevrolet	Equinox	11	Trade on New	No	\$ 14,800	\$ 14,800	93%	\$1,193	\$1,216
4	2014	Chevrolet	Malibu	11	Trade on New	No	\$ 13,500	\$ 13,500	92%	\$1,196	\$1,661
5	2018	Chevrolet	Equinox	19	Auction/Wholesale	No	\$ 21,000	\$ 20,400	94%	(\$32)	\$0
6	2017	Chevrolet	Equinox	27	Auction/Wholesale	No	\$ 22,000	\$ 22,000	95%	\$1,167	\$0
7	2011	Chevrolet	SILVERADO	3	Trade on Used	No	\$ 18,500	\$ 18,500	108%	\$1,843	\$2,849
8	2017	Chrysler	PACIFICA	36	Auction/Wholesale	No	\$ 23,000	\$ 22,700	97%	\$1,014	\$2,417
9	2016	JEEP	PATRIOT	19	Trade on New	No	\$ 15,500	\$ 15,000	93%	\$830	\$2,693
10	2015	Chevrolet	trax	38	trade on new	No	\$ 11,900	\$ 11,900	94%	\$2,102	\$1,686
11	2016	Chevrolet	TAHOE	7	TRADE ON NEW	No	\$ 37,500	\$ 37,500	94%	\$1,647	\$1,574
12	2016	hyundai	accent	9	trade on new	No	\$ 9,800	\$ 8,400	100%	(\$663)	\$150
13	2016	Chevrolet	Equinox	34	trade on new	No	\$ 12,671	\$ 12,671	98%	\$844	\$1,464
14	2010	Chevrolet	HHR	41	TRADE ON USED	No	\$ 5,990	\$ 5,990	106%	\$977	\$0
15	2011	NISSAN	PATHFINDER	12	TRADE ON NEW	No	\$ 13,400	\$ 13,400	96%	\$1,762	\$1,333
16	2015	TOYOTA	PRIUS	84	TRADE ON NEW	No	\$ 14,200	\$ 13,900	101%	\$262	\$2,278
17	2011	Chevrolet	CRUZE	17	TRADE ON NEW	No	\$ 7,990	\$ 7,990	97%	(\$478)	\$0
18	2015	Chevrolet	COLORADO	100	Auction/Wholesale	No	\$ 29,500	\$ 29,500	93%	(\$1,235)	\$2,590
19	2018	Chevrolet	CRUZE	13	TRADE ON USED	No	\$ 15,300	\$ 16,000	89%	\$1,791	\$0
20	2016	FORD	ESCAPE	168	Trade on Used	No	\$ 15,800	\$ 15,800	90%	(\$1,064)	\$1,579
21	2013	Chevrolet	Equinox	14	trade on new	No	\$ 11,700	\$ 11,700	92%	\$1,312	\$1,241
22	2014	Chevrolet	SILVERADO	105	trade on new	No	\$ 22,000	\$ 22,000	84%	\$214	\$2,356
23	2009	honda	ridgeline	8	trade on used	No	\$ 8,990	\$ 8,990	82%	\$1,647	\$173
24	2018	Chevrolet	silverado	77	Auction/Wholesale	No	\$ 30,300	\$ 30,000	96%	\$1,389	\$2,855
25	2016	Chevrolet	SILVERADO	16	Auction/Wholesale	No	\$ 31,490	\$ 30,490	103%	\$997	\$674
26	2018	Chevrolet	Equinox	22	Auction/Wholesale	No	\$ 19,225	\$ 18,625	95%	(\$204)	\$0
27	2016	JEEP	COMPASS	32	Auction/Wholesale	No	\$ 15,990	\$ 15,990	101%	\$12	\$607
28	2013	FORD	ESCAPE	43	TRADE ON USED	No	\$ 14,300	\$ 14,000	98%	(\$1,124)	\$603
29	2015	CHRYSLER	200	18	Trade on Used	No	\$ 11,200	\$ 11,200	93%	\$700	\$3,460
30	2019	Chevrolet	SILVERADO	75	Auction/Wholesale	No	\$ 33,500	\$ 33,500	100%	\$141	\$0
31	2017	Chevrolet	EQUINOX	8	Auction/Wholesale	No	\$ 19,550	\$ 19,200	97%	\$172	\$2,918
32	2017	Chevrolet	Equinox	84	Auction/Wholesale	No	\$ 16,233	\$ 16,000	96%	(\$244)	\$575
33	2015	Chevrolet	Equinox	14	TRADE ON NEW	No	\$ 14,300	\$ 14,300	92%	\$2,720	\$2,223
34	2016	Jeep	Patriot	72	Auction/Wholesale	No	\$ 18,000	\$ 18,000	98%	(\$1,508)	\$2,078
35	2016	Chevrolet	SILVERADO	28	Trade on New	No	\$ 28,300	\$ 27,000	93%	\$1,007	\$337
36	2018	GMC	ACADIA	115	Auction/Wholesale	No	\$ 32,437	\$ 31,737	97%	(\$2,439)	\$797
37	2016	Chevrolet	CRUZE	27	TRADE ON NEW	No	\$ 10,000	\$ 10,000	84%	\$1,303	\$1,583
38	2012	Chevrolet	EQUINOX	9	Auction/Wholesale	No	\$ 11,290	\$ 12,990	93%	\$4,283	\$448
39	2016	DODGE	RAM	16	Auction/Wholesale	No	\$ 22,590	\$ 22,590	99%	\$659	\$2,182
40	2017	SUBARU	OUTBACK	62	STREET/CURB BUY	No	\$ 26,000	\$ 24,000	93%	(\$1,989)	\$0
41	2015	Chevrolet	SONIC	19	TRADE ON NEW	No	\$ 9,900	\$ 9,900	90%	\$931	\$625

42	2019	GMC	TERRAIN	17	Auction/Wholesale	No	\$ 26,900	\$ 26,900	97%	\$221	\$500
43	2014	JEEP	WRANGLER	46	TRADE ON USED	No	\$ 19,000	\$ 19,000	96%	\$1,727	\$1,724
44	2018	Chevrolet	SUBURBAN	43	Auction/Wholesale	No	\$ 54,000	\$ 53,500	97%	(\$2,504)	\$0
45	2018	Chevrolet	equinox	23	Auction/Wholesale	No	\$ 21,400	\$ 21,000	97%	\$2,057	\$0
46	2013	Chevrolet	SILVERADO	12	STREET/CURB BUY	No	\$ 23,300	\$ 22,000	100%	\$934	\$252
47	2016	GMC	CANYON	5	Auction/Wholesale	No	\$ 27,770	\$ 27,770	98%	\$42	\$1,220
48	2015	dodge	RAM	14	TRADE ON NEW	No	\$ 29,900	\$ 29,500	95%	\$1,067	\$0
49	2012	JEEP	GRAND CHEROKEE	8	TRADE ON USED	No	\$ 17,200	\$ 16,500	98%	(\$589)	\$1,250
50	2014	FORD	FUSION	15	Trade on Used	No	\$ 11,750	\$ 11,150	94%	\$582	\$1,966
51	2017	Chevrolet	TRAX	26	Auction/Wholesale	No	\$ 14,400	\$ 14,000	89%	(\$405)	\$1,754
52	2010	CHEVROLET	Equinox	11	Trade on Used	No	\$ 10,000	\$ 8,000	100%	\$1,840	\$2,665
53	2010	CHEVROLET	SILVERADO	38	Trade on New	No	\$ 17,000	\$ 16,500	97%	\$660	\$1,105

## Scoreboard Totals

% Retailed of Non-New Franchise	42%
Total # Retail Units	200
Average Days to Sale	38.6
Average Advertised Price (Time of Sale)	\$ 19,690
Average Transaction Price	\$ 19,463
Average Market Price at 100%	\$ 20,486
Average Price to Market % (Time of Sale)	96%
Average Transaction to Market	95%
Average Transactional Discount	\$ 227
Average Front End Gross	\$ 512
Average Finance Gross	\$ 1,246
PUVR	\$ 1,758
Total Gross (Units & PUVR)	\$ 351,603
GROI	84%



MY

<b>Scoreboard</b>		
<b>Desk Manager</b>	<b>Totals</b>	<b>Ken Kobee</b>
% Retailed of Non-New Franchise	42%	43%
Total # Retail Units	200	140
Average Days to Sale	38.6	42.6
Average Advertised Price (Time of Sale)	\$ 19,690	\$ 20,203
Average Transaction Price	\$ 19,463	\$ 20,002
Average Market Price at 100%	\$ 20,486	\$ 21,189
Average Price to Market % (Time of Sale)	96%	95%
Average Transaction to Market %	95%	94%
Average Transactional Discount	\$ 227	\$ 201
Average Front End Gross	\$ 512	\$ 460
Average Finance Gross	\$ 1,246	\$ 1,318
PUVR	\$ 1,758	\$ 1,778
Total Gross (Units & PUVR)	\$ 351,603	\$ 248,905
GROI	84%	75%



Cory Wozniak	Craig Thomas	
40%	#DIV/0!	#DIV/0!
60	0	0
29.3	#DIV/0!	#DIV/0!
\$ 18,494	#DIV/0!	#DIV/0!
\$ 18,207	#DIV/0!	#DIV/0!
\$ 19,201	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!
\$ 288	#DIV/0!	#DIV/0!
\$ 631	#DIV/0!	#DIV/0!
\$ 1,080	#DIV/0!	#DIV/0!
\$ 1,712	#DIV/0!	#DIV/0!
\$ 102,698	#DIV/0!	#DIV/0!
115%	#DIV/0!	#DIV/0!







Scoreboard		
Sales Consultant	Totals	Zack Rinow
% Retailed of Non-New Franchise	42%	0%
Total # Retail Units	200	1
Average Days to Sale	38.6	11.0
Average Advertised Price (Time of Sale)	\$ 19,690	\$ 14,800
Average Transaction Price	\$ 19,463	\$ 14,800
Average Market Price at 100%	\$ 20,486	\$ 15,914
Average Price to Market % (Time of Sale)	96%	93%
Average Transaction to Market %	95%	93%
Average Transactional Discount	\$ 227	\$ -
Average Front End Gross	\$ 512	\$ 1,193
Average Finance Gross	\$ 1,246	\$ 1,216
PUVR	\$ 1,758	\$ 2,409
Total Gross (Units & PUVR)	\$ 351,603	\$ 2,409
GROI	84%	533%



Derrick Schiersing	Tom Mistretta	Bill Kreher
45%	65%	62%
20	20	21
51.7	43.7	43.6
\$ 25,397	\$ 18,734	\$ 20,103
\$ 25,320	\$ 18,458	\$ 19,977
\$ 26,540	\$ 19,525	\$ 21,397
96%	96%	94%
95%	95%	93%
\$ 78	\$ 276	\$ 126
\$ 564	\$ 489	\$ 691
\$ 1,580	\$ 1,057	\$ 1,309
\$ 2,145	\$ 1,546	\$ 2,000
\$ 42,895	\$ 30,911	\$ 41,998
59%	69%	83%

Darren Sumers	Steve Foersch	Dan Mchale
33%	25%	47%
15	28	17
54.3	27.9	29.1
\$ 21,324	\$ 16,408	\$ 20,224
\$ 21,031	\$ 16,161	\$ 19,861
\$ 22,466	\$ 16,849	\$ 21,317
95%	97%	95%
94%	96%	93%
\$ 293	\$ 247	\$ 363
\$ 157	\$ 495	\$ 746
\$ 1,696	\$ 1,354	\$ 1,068
\$ 1,853	\$ 1,849	\$ 1,814
\$ 27,797	\$ 51,770	\$ 30,839
58%	148%	113%

Dan Flanigan	Bruce Countryman	Jeff Rymarczyk
41%	21%	71%
22	19	7
35.1	31.9	44.7
\$ 20,647	\$ 20,628	\$ 18,664
\$ 20,363	\$ 20,397	\$ 18,354
\$ 21,439	\$ 21,508	\$ 19,795
96%	96%	94%
95%	95%	93%
\$ 284	\$ 231	\$ 310
\$ 502	\$ 460	\$ 153
\$ 1,106	\$ 852	\$ 1,546
\$ 1,608	\$ 1,311	\$ 1,699
\$ 35,375	\$ 24,918	\$ 11,891
81%	73%	75%

Nick Speyer	Joe Latona	Bob Bell
29%	100%	0%
17	2	3
29.5	88.5	48.3
\$ 15,498	\$ 12,800	\$ 19,805
\$ 15,355	\$ 12,100	\$ 19,818
\$ 15,984	\$ 13,678	\$ 21,760
97%	94%	91%
96%	88%	91%
\$ 144	\$ 700	\$ (13)
\$ 676	\$ (864)	\$ 327
\$ 1,379	\$ 865	\$ 183
\$ 2,055	\$ 1	\$ 511
\$ 34,940	\$ 2	\$ 1,532
164%	0%	19%

Justin Czumaj	Steve Socha	Andy Lomas
50%	0%	67%
2	2	3
20.5	33.0	54.3
\$ 15,501	\$ 37,700	\$ 13,733
\$ 15,501	\$ 37,250	\$ 13,500
\$ 17,154	\$ 38,866	\$ 14,634
90%	97%	94%
90%	96%	92%
\$ -	\$ 450	\$ 233
\$ 1,707	\$ (224)	\$ 369
\$ 1,479	\$ -	\$ 1,196
\$ 3,186	\$ (224)	\$ 1,565
\$ 6,371	\$ (447)	\$ 4,694
361%	-7%	77%

Sandy Vendetta		
100%	#DIV/0!	#DIV/0!
1	0	0
18.0	#DIV/0!	#DIV/0!
\$ 22,500	#DIV/0!	#DIV/0!
\$ 22,500	#DIV/0!	#DIV/0!
\$ 21,635	#DIV/0!	#DIV/0!
104%	#DIV/0!	#DIV/0!
104%	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 990	#DIV/0!	#DIV/0!
\$ 2,718	#DIV/0!	#DIV/0!
\$ 3,708	#DIV/0!	#DIV/0!
\$ 3,708	#DIV/0!	#DIV/0!
330%	#DIV/0!	#DIV/0!





























Scoreboard		
Finance Manager	Totals	John Kramer
% Retailed of Non-New Franchise	42%	46%
Total # Retail Units	200	110
Average Days to Sale	38.6	36.6
Average Advertised Price (Time of Sale)	\$ 19,690	\$ 19,618
Average Transaction Price	\$ 19,463	\$ 19,393
Average Market Price at 100%	\$ 20,486	\$ 20,422
Average Price to Market % (Time of Sale)	96%	96%
Average Transaction to Market %	95%	95%
Average Transactional Discount	\$ 227	\$ 224
Average Front End Gross	\$ 512	\$ 447
Average Finance Gross	\$ 1,246	\$ 1,229
PUVR	\$ 1,758	\$ 1,676
Total Gross (Units & PUVR)	\$ 351,603	\$ 184,365
GROI	84%	85%



Nicole Bottaro	Jennifer Roman	Dan Meyer
39%	0%	20%
80	3	5
43.4	44.3	13.4
\$ 19,924	\$ 24,367	\$ 17,240
\$ 19,690	\$ 23,800	\$ 17,180
\$ 20,967	\$ 25,682	\$ 17,807
95%	95%	97%
94%	93%	96%
\$ 234	\$ 567	\$ 60
\$ 524	\$ 965	\$ 1,076
\$ 1,225	\$ 1,050	\$ 1,988
\$ 1,749	\$ 2,016	\$ 3,063
\$ 139,923	\$ 6,047	\$ 15,316
74%	69%	479%

Mike Grimble		
50%	#DIV/0!	#DIV/0!
2	0	0
11.5	#DIV/0!	#DIV/0!
\$ 13,450	#DIV/0!	#DIV/0!
\$ 13,450	#DIV/0!	#DIV/0!
\$ 14,316	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 1,479	#DIV/0!	#DIV/0!
\$ 1,497	#DIV/0!	#DIV/0!
\$ 2,976	#DIV/0!	#DIV/0!
\$ 5,952	#DIV/0!	#DIV/0!
693%	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	0
Average Days to Sale	38.6	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,690	#DIV/0!
Average Transaction Price	\$ 19,463	#DIV/0!
Average Market Price at 100%	\$ 20,486	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	95%	#DIV/0!
Average Transactional Discount	\$ 227	#DIV/0!
Average Front End Gross	\$ 512	#DIV/0!
Average Finance Gross	\$ 1,246	#DIV/0!
PUVR	\$ 1,758	#DIV/0!
Total Gross (Units & PUVR)	\$ 351,603	#DIV/0!
GROI	84%	#DIV/0!



No	
	200
	38.6
\$	19,463
\$	19,463
\$	20,593
	95%
	95%
\$	227
\$	512
\$	1,246
\$	1,758
\$	351,603
	84%

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	116
Average Days to Sale	38.6	32.6
Average Advertised Price (Time of Sale)	\$ 19,690	\$ 18,416
Average Transaction Price	\$ 19,463	\$ 18,189
Average Market Price at 100%	\$ 20,486	\$ 19,276
Average Price to Market % (Time of Sale)	96%	96%
Average Transaction to Market %	95%	94%
Average Transactional Discount	\$ 227	\$ 227
Average Front End Gross	\$ 512	\$ 670
Average Finance Gross	\$ 1,246	\$ 1,121
PUVR	\$ 1,758	\$ 1,792
Total Gross (Units & PUVR)	\$ 351,603	\$ 207,854
GROI	84%	109%



No	
	84
	47.0
\$	21,223
\$	21,223
\$	22,410
	95%
	95%
\$	227
\$	292
\$	1,419
\$	1,711
\$	143,749
	62%

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	74
% of Retail Units	100%	37%
% Retailed of Off-Brand	42%	24%
Average Days to Sale	38.6	27.9
Average Transaction Price	\$ 19,463	\$ 17,463
Average Transaction to Market %	95%	94%
Average Transactional Discount	\$ 227	\$ 271
Average Front End Gross	\$ 512	\$ 923
Average Finance Gross	\$ 1,246	\$ 1,251
PUVR	\$ 1,758	\$ 2,174
Total Gross (Units & PUVR)	\$ 351,603	\$ 160,857
GROI	84%	160%



Trade on Used	Street/Curb buy	Auction/wholesale
38	7	81
19%	4%	41%
61%	71%	47%
33.4	50.0	49.9
\$ 14,206	\$ 16,706	\$ 23,996
95%	94%	96%
\$ 310	\$ 543	\$ 121
\$ 781	\$ 950	\$ (28)
\$ 1,004	\$ 1,001	\$ 1,377
\$ 1,785	\$ 1,951	\$ 1,349
\$ 67,846	\$ 13,656	\$ 109,244
135%	84%	41%





## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	122
% of Retail Units	100%	61%
% Retailed of Off-Brand	42%	35%
Average Days to Sale	38.6	15.1
Average Transaction Price	\$ 19,463	\$ 17,946
Average Transaction to Market %	95%	96%
Average Transactional Discount	\$ 227	\$ 235
Average Front End Gross	\$ 512	\$ 1,014
Average Finance Gross	\$ 1,246	\$ 1,208
PUVR	\$ 1,758	\$ 2,222
Total Gross (Units & PUVR)	\$ 351,603	\$ 271,129
GROI	84%	295%



31-45 days	46-60 days	61-90 days	90+ days
23	13	21	21
12%	7%	11%	11%
39%	62%	52%	62%
36.9	53.4	74.7	132.1
\$ 18,772	\$ 23,603	\$ 20,909	\$ 25,025
95%	94%	92%	92%
\$ 291	\$ 192	\$ 312	\$ 50
\$ 138	\$ 234	\$ (314)	\$ (1,002)
\$ 1,011	\$ 1,129	\$ 1,288	\$ 1,758
\$ 1,148	\$ 1,363	\$ 974	\$ 757
\$ 26,409	\$ 17,724	\$ 20,447	\$ 15,894
60%	39%	22%	8%