

Desk Manager(s)	Finance Manager(s)
MICHAEL TRAN	STEPHEN NGO
GRAHAM GILLIS	MARCELL TONGCO
LOUIE SPARKS	RHONDA COOK
ERIC FLORES	TONY CASTRO
HOUSE	HOUSE
GEORGE TABAREZ	

Sales Consultant(s)	New Car Franchise(s)
OVARO LUCHAL NADA ACADEMY	FORD
DAVE GUTIERREZ	FORD
KYLE IFERT	FORD
DALE KRYST	FORD
JAMES SANCHEZ	FORD
JESUS LOPEZ	FORD
MATT OKEEFE	FORD
EVAN ENRIGHT	FORD
ROBERT BARTON	FORD
GUY KNOX	FORD
JESSE SANCHEZ	FORD
OLIVER NUNEZ	FORD
JUAN ZAVALA	FORD
TIM CASTILLO	FORD
KEN KLAMM	FORD
SEBAS GONZALES	FORD
KEVYN GLYNN	FORD
OCTAVIO OROZCO	FORD
HOUSE	FORD
KEVIN GARNER	FORD

#	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	FORD	FUSION HYBRID	17	Trade on New	YES	\$ 16,591	\$ 16,591	96%	\$2,552	\$1,000
2	2016	FORD	ESCAPE	9	Auction/Wholesale	YES	\$ 20,491	\$ 20,491	94%	\$3,219	\$1,240
3	2017	CHRYSLER	PACIFICA	28	Trade on New	NO	\$ 19,791	\$ 19,791	86%	\$2,040	\$0
4	2013	FORD	F150	52	Trade on New	NO	\$ 15,991	\$ 15,991	83%	\$1,370	\$1,693
5	2017	FORD	EXPLORER	20	Trade on New	YES	\$ 22,991	\$ 22,991	88%	\$2,480	\$1,887
6	2010	BMW	X5	18	Trade on New	NO	\$ 11,991	\$ 10,200	80%	\$4,650	\$0
7	2016	LEXUS	ES 300H	38	Auction/Wholesale	NO	\$ 26,791	\$ 26,191	90%	\$907	\$0
8	2016	FORD	F150	33	Street/Curb Buy	YES	\$ 27,991	\$ 27,991	94%	\$3,411	\$103
9	2015	FORD	F150	27	Trade on New	YES	\$ 24,491	\$ 24,491	105%	\$2,570	\$1,586
10	2015	FORD	FUSION HYBRID	35	Trade on New	YES	\$ 14,391	\$ 14,391	94%	\$1,078	\$113
11	2015	FORD	EDGE	41	Auction/Wholesale	YES	\$ 20,491	\$ 20,491	102%	\$900	\$100
12	2016	SUBARU	WRX	35	Trade on New	NO	\$ 28,991	\$ 28,591	95%	\$2,736	\$3,759
13	2016	FORD	T250	80	Trade on New	NO	\$ 27,592	\$ 27,592	99%	\$1,587	\$385
14	2016	FORD	EXPLORER	35	Auction/Wholesale	YES	\$ 23,991	\$ 23,050	97%	\$509	\$3,195
15	2017	TOYOTA	TACOMA	20	Auction/Wholesale	NO	\$ 32,991	\$ 32,991	99%	\$3,195	\$0
16	2016	FORD	ESCAPE	37	Auction/Wholesale	YES	\$ 13,491	\$ 13,491	96%	\$526	\$604
17	2018	SUBARU	WRX	69	Auction/Wholesale	NO	\$ 32,492	\$ 32,388	106%	\$811	\$3,760
18	2016	FORD	FUSION	41	Auction/Wholesale	YES	\$ 12,891	\$ 12,507	91%	\$500	\$655
19	2017	FORD	EDGE	44	Auction/Wholesale	YES	\$ 24,391	\$ 23,991	94%	\$622	\$0
20	2017	FORD	FUSION	1	LBO Customer	NO	\$ 18,174	\$ 18,174	100%	\$1	\$3,199
21	2016	FORD	FUSION	32	Trade on New	YES	\$ 13,791	\$ 13,791	96%	\$1,551	\$835
22	2015	TOYOTA	CAMRY	36	Auction/Wholesale	NO	\$ 14,291	\$ 14,291	86%	\$1,049	\$0
23	2015	FORD	EXPLORER	10	Trade on New	YES	\$ 21,991	\$ 21,700	98%	\$1,931	\$2,824
24	2016	FORD	FUSION	74	Auction/Wholesale	YES	\$ 15,792	\$ 15,792	87%	(\$616)	\$402
25	2014	FORD	FUSION	33	Trade on New	YES	\$ 12,891	\$ 12,891	99%	\$1,809	\$900
26	2016	FORD	ESCAPE	8	Auction/Wholesale	YES	\$ 19,991	\$ 19,991	96%	\$2,191	\$277
27	2016	SUBARU	CROSSTREK	31	Trade on New	NO	\$ 20,391	\$ 19,891	96%	\$1,310	\$925
28	2016	FORD	EXPLOERE	7	Trade on New	YES	\$ 30,591	\$ 30,091	97%	\$2,773	\$2,699
29	2013	FORD	F250	40	Trade on New	NO	\$ 41,691	\$ 41,691	92%	\$2,139	\$1,410
30	2016	FORD	ESCAPE	18	Auction/Wholesale	YES	\$ 16,891	\$ 16,491	97%	\$1,765	\$36
31	2016	FORD	F250	21	Trade on New	YES	\$ 40,991	\$ 40,491	96%	\$3,513	\$4,104
32	2016	FORD	ESCAPE	34	Trade on New	YES	\$ 19,291	\$ 19,291	98%	\$1,835	\$1,930
33	2016	FORD	EXPLORER	10	Auction/Wholesale	YES	\$ 25,991	\$ 25,991	97%	\$2,958	\$1,217
34	2017	CHEVROLET	MALIBU	17	Trade on Used	NO	\$ 15,891	\$ 15,000	105%	\$2,171	\$1,587
35	2015	FORD	FUSION	26	Trade on New	No	\$ 10,791	\$ 10,291	93%	\$3,223	\$0
36	2016	FORD	FUSION	45	Auction/Wholesale	YES	\$ 14,791	\$ 14,427	98%	\$787	\$0
37	2017	FORD	ESCAPE	42	Auction/Wholesale	YES	\$ 16,991	\$ 16,991	94%	\$1,749	\$1,395
38	2014	HYUNDAI	GENESIS	54	Trade on Used	No	\$ 12,291	\$ 12,291	96%	\$1,913	\$1,326
39	2015	GMC	SIERRA 2500	15	Trade on Used	No	\$ 34,791	\$ 34,224	86%	\$2,442	\$295
40	2016	FORD	MUSTANG	13	Auction/Wholesale	YES	\$ 18,991	\$ 18,491	94%	\$1,395	\$690
41	2016	FORD	EDGE	48	Auction/Wholesale	YES	\$ 25,791	\$ 25,791	102%	\$270	\$3,584

42	2017	CHEVROLET	CRUZE	37	Trade on New	No	\$	11,591	\$	11,591	95%	\$1,825	\$1,286
43	2016	FORD	FUSION	49	Auction/Wholesale	YES	\$	13,186	\$	13,186	92%	\$109	\$1,290
44	2017	FORD	F150	39	Trade on New	YES	\$	48,991	\$	48,991	95%	\$4,203	\$0
45	2016	FORD	CMAX	38	Trade on New	No	\$	14,891	\$	14,891	96%	\$793	\$2,655
46	2015	FORD	FUSION	41	Trade on New	YES	\$	13,991	\$	13,991	89%	\$1,279	\$1,724
47	2016	FORD	F150	37	Auction/Wholesale	YES	\$	34,991	\$	34,991	98%	\$2,144	\$2,170
48	2016	FORD	EDGE	28	Auction/Wholesale	YES	\$	28,591	\$	28,591	99%	\$1,275	\$1,161
49	2016	FORD	F150	33	Trade on New	YES	\$	26,291	\$	25,791	94%	\$3,719	\$0
50	2018	FORD	EDGE	53	Street/Curb Buy	YES	\$	23,791	\$	23,791	93%	\$1,980	\$1,754
51	2016	FORD	EXPLORER	18	Auction/Wholesale	YES	\$	26,991	\$	26,491	94%	\$1,698	\$1,237
52	2017	TOYOTA	TACOMA	41	Trade on Used	NO	\$	28,791	\$	28,500	96%	\$1,454	\$0
53	394826	FORD	F150	37	Trade on Used	NO	\$	32,591	\$	32,591	96%	\$5,308	\$4,162

Scoreboard Totals

% Retailed of Non-New Franchise	27%
Total # Retail Units	155
Average Days to Sale	34.6
Average Advertised Price (Time of Sale)	\$ 22,991
Average Transaction Price	\$ 22,739
Average Market Price at 100%	\$ 24,458
Average Price to Market % (Time of Sale)	94%
Average Transaction to Market	93%
Average Transactional Discount	\$ 252
Average Front End Gross	\$ 1,712
Average Finance Gross	\$ 1,651
PUVR	\$ 3,363
Total Gross (Units & PUVR)	\$ 521,244
GROI	154%



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	155	0
Average Days to Sale	34.6	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 22,991	#DIV/0!
Average Transaction Price	\$ 22,739	#DIV/0!
Average Market Price at 100%	\$ 24,458	#DIV/0!
Average Price to Market % (Time of Sale)	94%	#DIV/0!
Average Transaction to Market %	93%	#DIV/0!
Average Transactional Discount	\$ 252	#DIV/0!
Average Front End Gross	\$ 1,712	#DIV/0!
Average Finance Gross	\$ 1,651	#DIV/0!
PUVR	\$ 3,363	#DIV/0!
Total Gross (Units & PUVR)	\$ 521,244	#DIV/0!
GROI	154%	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	155	0
Average Days to Sale	34.6	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 22,991	#DIV/0!
Average Transaction Price	\$ 22,739	#DIV/0!
Average Market Price at 100%	\$ 24,458	#DIV/0!
Average Price to Market % (Time of Sale)	94%	#DIV/0!
Average Transaction to Market %	93%	#DIV/0!
Average Transactional Discount	\$ 252	#DIV/0!
Average Front End Gross	\$ 1,712	#DIV/0!
Average Finance Gross	\$ 1,651	#DIV/0!
PUVR	\$ 3,363	#DIV/0!
Total Gross (Units & PUVR)	\$ 521,244	#DIV/0!
GROI	154%	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	155	0
Average Days to Sale	34.6	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 22,991	#DIV/0!
Average Transaction Price	\$ 22,739	#DIV/0!
Average Market Price at 100%	\$ 24,458	#DIV/0!
Average Price to Market % (Time of Sale)	94%	#DIV/0!
Average Transaction to Market %	93%	#DIV/0!
Average Transactional Discount	\$ 252	#DIV/0!
Average Front End Gross	\$ 1,712	#DIV/0!
Average Finance Gross	\$ 1,651	#DIV/0!
PUVR	\$ 3,363	#DIV/0!
Total Gross (Units & PUVR)	\$ 521,244	#DIV/0!
GROI	154%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	155	94
Average Days to Sale	34.6	34.8
Average Advertised Price (Time of Sale)	\$ 22,991	\$ 23,837
Average Transaction Price	\$ 22,739	\$ 23,615
Average Market Price at 100%	\$ 24,458	\$ 25,099
Average Price to Market % (Time of Sale)	94%	95%
Average Transaction to Market %	93%	94%
Average Transactional Discount	\$ 252	\$ 222
Average Front End Gross	\$ 1,712	\$ 1,696
Average Finance Gross	\$ 1,651	\$ 1,654
PUVR	\$ 3,363	\$ 3,350
Total Gross (Units & PUVR)	\$ 521,244	\$ 314,878
GROI	154%	147%



No	
	61
	34.3
\$	21,389
\$	21,389
\$	23,010
	93%
	93%
\$	298
\$	1,737
\$	1,646
\$	3,383
\$	206,366
	166%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	155	113
Average Days to Sale	34.6	33.7
Average Advertised Price (Time of Sale)	\$ 22,991	\$ 23,303
Average Transaction Price	\$ 22,739	\$ 23,090
Average Market Price at 100%	\$ 24,458	\$ 24,516
Average Price to Market % (Time of Sale)	94%	95%
Average Transaction to Market %	93%	94%
Average Transactional Discount	\$ 252	\$ 213
Average Front End Gross	\$ 1,712	\$ 1,660
Average Finance Gross	\$ 1,651	\$ 1,691
PUVR	\$ 3,363	\$ 3,352
Total Gross (Units & PUVR)	\$ 521,244	\$ 378,744
GROI	154%	155%



No	
	42
	37.1
\$	21,795
\$	21,795
\$	23,632
	92%
	92%
\$	356
\$	1,852
\$	1,541
\$	3,393
\$	142,500
	151%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	155	75
% of Retail Units	100%	48%
% Retailed of Off-Brand	27%	31%
Average Days to Sale	34.6	29.7
Average Transaction Price	\$ 22,739	\$ 23,441
Average Transaction to Market %	93%	93%
Average Transactional Discount	\$ 252	\$ 306
Average Front End Gross	\$ 1,712	\$ 2,229
Average Finance Gross	\$ 1,651	\$ 1,748
PUVR	\$ 3,363	\$ 3,977
Total Gross (Units & PUVR)	\$ 521,244	\$ 298,251
GROI	154%	206%



Trade on Used	Street/Curb buy	Auction/wholesale
12	4	52
8%	3%	34%
75%	25%	15%
33.2	47.5	45.3
\$ 17,608	\$ 23,381	\$ 21,868
92%	93%	92%
\$ 200	\$ 311	\$ 164
\$ 2,052	\$ 1,814	\$ 986
\$ 1,219	\$ 777	\$ 1,501
\$ 3,272	\$ 2,591	\$ 2,488
\$ 39,258	\$ 10,364	\$ 129,368
202%	84%	90%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
2	4	6
1%	3%	4%
50%	0%	0%
27.0	0.5	23.7
\$ 31,641	\$ 26,738	\$ 25,723
93%	100%	96%
\$ 650	\$ -	\$ 427
\$ 2,996	\$ 375	\$ 1,254
\$ 1,281	\$ 2,766	\$ 2,560
\$ 4,277	\$ 3,141	\$ 3,815
\$ 8,553	\$ 12,563	\$ 22,887
180%	8457%	226%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	155	68
% of Retail Units	100%	44%
% Retailed of Off-Brand	27%	28%
Average Days to Sale	34.6	16.3
Average Transaction Price	\$ 22,739	\$ 24,104
Average Transaction to Market %	93%	94%
Average Transactional Discount	\$ 252	\$ 389
Average Front End Gross	\$ 1,712	\$ 2,398
Average Finance Gross	\$ 1,651	\$ 1,702
PUVR	\$ 3,363	\$ 4,100
Total Gross (Units & PUVR)	\$ 521,244	\$ 278,805
GROI	154%	375%



31-45 days	46-60 days	61-90 days	90+ days
41	27	14	3
26%	17%	9%	2%
29%	22%	21%	67%
38.8	52.0	69.8	94.0
\$ 21,738	\$ 20,973	\$ 20,403	\$ 28,444
94%	90%	89%	88%
\$ 212	\$ 74	\$ 118	\$ 81
\$ 1,626	\$ 1,107	\$ 255	\$ 398
\$ 1,428	\$ 1,696	\$ 1,516	\$ 3,486
\$ 3,054	\$ 2,802	\$ 1,772	\$ 3,884
\$ 125,196	\$ 75,661	\$ 24,803	\$ 11,652
130%	92%	45%	52%