

Sales Consultant(s)	New Car Franchise(s)
MARK BARINA 	TOYOTA
KAREN LEONARD	TOYOTA
SAM SEVELO	TOYOTA
LEO SANDLER	TOYOTA
MICHAEL PENA	
DONNELL HART	
WILLIAM GOLDENBERG	
JEFFREY CARDOZA	
JONATHAN LATOURELLE	
JIWAN SUNAM	
NICHOLAS MONTONE	
CARLOS LOPEZ	
MARK ROBAR	
LABINOT PRENIQI	
MATHIAS SHERWOOD	
JOSEPH PERPETUA	
GENADY CHUZZIN	
DONOVAN HERRERA	
JOSE BARINA	

#	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	2012	TOYOTA	TUNDRA	17	Trade on Used	No	\$ 20,994	\$ 20,894	94%	\$6,377	\$300
2	2016	TOYOTA	CAMRY	8	Auction/Wholesale		\$ 16,603	\$ 16,503	99%	\$652	\$0
3	2015	HONDA	CIVIC	41	Auction/Wholesale		\$ 13,409	\$ 13,499	93%	\$190	\$2,020
4	2016	TOYOTA	CAMRY	48	Auction/Wholesale		\$ 15,795	\$ 15,695	93%	\$734	\$159
5	2016	TOYOTA	TACOMA	67	Trade on New		\$ 26,495	\$ 26,395	91%	(\$1,178)	\$940
6	2016	TOYOTA	RAV4	17	Trade on Used		\$ 25,552	\$ 25,552	95%	\$3,273	\$4,630
7	2015	TOYOTA	COROLLA	27	Trade on Used		\$ 13,193	\$ 13,193	100%	\$2,179	\$0
8	2016	TOYOTA	RAV4	24	Auction/Wholesale		\$ 19,699	\$ 19,599	97%	\$1,323	\$1,635
9	2016	TOYOTA	RAV4	10	Trade on New		\$ 19,989	\$ 19,889	101%	\$1,131	\$212
10	2013	TOYOTA	HIGHLANDER	61	Auction/Wholesale		\$ 17,995	\$ 17,995	87%	(\$699)	\$0
11	2018	TOYOTA	CAMRY	12	Trade on Used		\$ 25,995	\$ 25,895	95%	\$2,678	\$0
12	2016	TOYOTA	HIGHLANDER	61	Auction/Wholesale		\$ 27,395	\$ 27,395	94%	\$18	\$464
13	2016	HONDA	ACCORD	33	Auction/Wholesale		\$ 18,871	\$ 18,871	98%	(\$119)	\$1,092
14	2016	TOYOTA	HIGHLANDER	12	LBO OEM/Leasing Co.		\$ 25,686	\$ 25,686	96%	\$2,865	\$970
15	2015	TOYOTA	RAV4	44	Trade on New		\$ 18,321	\$ 18,321	94%	\$757	\$2,485
16	2012	TOYOTA	RAV4	41	Trade on New		\$ 10,299	\$ 10,299	96%	\$3,089	\$1,452
17	2016	TOYOTA	COROLLA	27	LBO OEM/Leasing Co.		\$ 15,898	\$ 15,704	102%	\$1,819	\$882
18	2016	JEEP	CHEROKEE	44	Trade on Used		\$ 17,789	\$ 17,689	99%	(\$1,000)	\$875
19	2016	TOYOTA	TACOMA	44	LBO OEM/Leasing Co.		\$ 26,995	\$ 26,995	91%	\$1,334	\$1,201
20	2016	TOYOTA	RAV4	17	LBO Customer		\$ 21,174	\$ 21,174	95%	\$93	\$4,457
21	2016	TOYOTA	RAV4	9	Auction/Wholesale		\$ 23,218	\$ 23,218	97%	\$577	\$5,540
22	2010	TOYOTA	RAV4	23	Trade on New		\$ 28,495	\$ 28,495	99%	\$395	\$775
23	2016	TOYOTA	COROLLA	44	Auction/Wholesale		\$ 13,798	\$ 13,698	93%	\$394	\$774
24	2018	TOYOTA	CAMRY	34	Loaner/Rental Fleet		\$ 25,804	\$ 25,504	90%	\$1,504	\$500
25	2019	MAZDA	CX3	30	Auction/Wholesale		\$ 19,599	\$ 19,499	92%	\$94	\$2,865
26	2016	TOYOTA	CAMRY	40	Auction/Wholesale		\$ 15,731	\$ 15,731	97%	\$1,477	\$2,876
27	2015	TOYOTA	PRIUS	3	Auction/Wholesale		\$ 16,663	\$ 16,663	99%	\$715	\$118
28	2017	TOYOTA	TACOMA	56	Trade on Used		\$ 27,195	\$ 27,095	91%	\$58	\$2,165
29	2016	TOYOTA	RAV4	19	Trade on New		\$ 20,240	\$ 20,140	99%	\$1,329	\$2,828
30	2017	TOYOTA	TACOMA	24	Trade on New		\$ 30,199	\$ 30,199	95%	\$4,674	\$4,502
31	2013	FORD	ESCAPE	32	Trade on New		\$ 12,495	\$ 12,395	92%	\$837	\$1,561
32	2015	TOYOTA	SIENNA	10	Auction/Wholesale		\$ 22,794	\$ 22,694	98%	\$1,815	\$3,777
33	2016	TOYOTA	TACOMA	51	Trade on New		\$ 30,199	\$ 30,199	94%	\$474	\$0
34	2016	HONDA	CIVIC	28	Auction/Wholesale		\$ 14,399	\$ 14,399	95%	\$428	\$3,444
35	2013	TOYOTA	RAV4	18	Trade on New		\$ 16,571	\$ 16,471	100%	\$827	\$2,351
36	2016	TOYOTA	TACOMA	53	Trade on New		\$ 26,995	\$ 26,895	89%	\$543	\$804
37	2014	JAGUAR	FTYPE	15	Trade on New		\$ 34,995	\$ 34,995	94%	\$3,677	\$3,127
38	2016	TOYOTA	CAMRY	28	Auction/Wholesale		\$ 17,199	\$ 17,199	102%	(\$121)	\$2,785
39	2016	TOYOTA	TUNDRA	28	Trade on New		\$ 35,682	\$ 35,682	96%	\$3,423	\$3,007
40	2015	TOYOTA	RAV4	22	Auction/Wholesale		\$ 16,490	\$ 16,490	95%	\$773	\$3,808
41	2016	TOYOTA	COROLLA	8	Auction/Wholesale		\$ 13,599	\$ 13,499	96%	\$1,458	\$1,515

42	2016	TOYOTA	CAMRY	110	Auction/Wholesale	\$	17,495	\$	17,495	98%	\$661	\$4,869
43	2016	TOYOTA	CAMRY	0	LBO Customer	\$	16,301	\$	16,301	95%	\$139	\$1,799
44	2016	TOYOTA	RAV4	16	Auction/Wholesale	\$	20,606	\$	20,606	96%	\$1,380	\$3,217
45	2015	JEEP	GRAND CHEROKEE	36	Trade on New	\$	24,009	\$	24,009	97%	\$2,418	\$425
46	2014	NISSAN	ALTIMA	40	Trade on New	\$	11,433	\$	11,333	91%	\$910	\$2,353
47	2011	TOYOTA	COROLLA	54	Trade on New	\$	8,274	\$	8,174	94%	\$2,444	\$922
48	2017	TOYOTA	CAMRY	10	Auction/Wholesale	\$	16,671	\$	16,671	96%	\$79	\$700
49	2018	TOYOTA	RAV4	20	Loaner/Rental Fleet	\$	27,611	\$	27,511	94%	\$1,949	\$525
50	2015	JEEP	CHEROKEE	33	Trade on Used	\$	13,998	\$	13,898	94%	\$2,021	\$1,314
51	2014	FORD	FIESTA	31	Trade on Used	\$	8,595	\$	8,595	97%	\$1,888	\$624
52	2015	FORD	F150	60	Trade on New	\$	24,995	\$	24,985	91%	(\$141)	\$976
53	2018	TOYOTA	HIGHLANDER	9	Loaner/Rental Fleet	\$	34,924	\$	34,644	96%	\$7,406	\$2,181

Scoreboard Totals

% Retailed of Non-New Franchise	26%
Total # Retail Units	200
Average Days to Sale	31.8
Average Advertised Price (Time of Sale)	\$ 19,583
Average Transaction Price	\$ 19,532
Average Market Price at 100%	\$ 20,796
Average Price to Market % (Time of Sale)	94%
Average Transaction to Market	94%
Average Transactional Discount	\$ 51
Average Front End Gross	\$ 1,120
Average Finance Gross	\$ 1,477
PUVR	\$ 2,597
Total Gross (Units & PUVR)	\$ 519,455
GROI	150%



MY

Scoreboard

Desk Manager	Totals	CHOO HEISKALA
% Retailed of Non-New Franchise	26%	22%
Total # Retail Units	200	145
Average Days to Sale	31.8	30.7
Average Advertised Price (Time of Sale)	\$ 19,583	\$ 19,535
Average Transaction Price	\$ 19,532	\$ 19,494
Average Market Price at 100%	\$ 20,796	\$ 20,723
Average Price to Market % (Time of Sale)	94%	94%
Average Transaction to Market %	94%	94%
Average Transactional Discount	\$ 51	\$ 42
Average Front End Gross	\$ 1,120	\$ 1,043
Average Finance Gross	\$ 1,477	\$ 1,577
PUVR	\$ 2,597	\$ 2,620
Total Gross (Units & PUVR)	\$ 519,455	\$ 379,951
GROI	150%	158%



DANIEL GUALBERTO	RON REDMOND	DAVE FREDETTE
33%	48%	16%
9	27	19
30.0	32.4	40.2
\$ 18,637	\$ 20,261	\$ 19,428
\$ 18,604	\$ 20,146	\$ 19,391
\$ 19,733	\$ 21,443	\$ 20,810
94%	94%	93%
94%	94%	93%
\$ 33	\$ 116	\$ 37
\$ 845	\$ 1,291	\$ 1,590
\$ 1,001	\$ 1,248	\$ 1,269
\$ 1,846	\$ 2,540	\$ 2,859
\$ 16,613	\$ 68,572	\$ 54,319
119%	140%	132%

Scoreboard		
Sales Consultant	Totals	MARKUS RIVERA
% Retailed of Non-New Franchise	26%	40%
Total # Retail Units	200	10
Average Days to Sale	31.8	31.6
Average Advertised Price (Time of Sale)	\$ 19,583	\$ 15,251
Average Transaction Price	\$ 19,532	\$ 15,210
Average Market Price at 100%	\$ 20,796	\$ 16,512
Average Price to Market % (Time of Sale)	94%	92%
Average Transaction to Market %	94%	92%
Average Transactional Discount	\$ 51	\$ 41
Average Front End Gross	\$ 1,120	\$ 1,361
Average Finance Gross	\$ 1,477	\$ 1,277
PUVR	\$ 2,597	\$ 2,638
Total Gross (Units & PUVR)	\$ 519,455	\$ 26,380
GROI	150%	198%



KAREN LEONARD	SAM SEVELO	LEO SANDLER
17%	24%	28%
18	21	18
29.9	29.1	32.0
\$ 21,175	\$ 17,949	\$ 20,472
\$ 21,142	\$ 17,897	\$ 20,405
\$ 22,453	\$ 18,866	\$ 21,777
94%	95%	94%
94%	95%	94%
\$ 33	\$ 52	\$ 67
\$ 1,012	\$ 982	\$ 784
\$ 1,106	\$ 1,452	\$ 1,914
\$ 2,118	\$ 2,434	\$ 2,697
\$ 38,132	\$ 51,105	\$ 48,554
121%	168%	149%

MICHAEL PENA	DONNELL HART	WILLIAM GOLDENBERG
20%	36%	19%
20	14	26
30.8	33.1	37.2
\$ 18,609	\$ 20,328	\$ 21,946
\$ 18,570	\$ 20,295	\$ 21,900
\$ 19,746	\$ 21,762	\$ 23,451
94%	93%	94%
94%	93%	93%
\$ 39	\$ 32	\$ 45
\$ 880	\$ 1,365	\$ 1,183
\$ 2,146	\$ 1,074	\$ 1,449
\$ 3,026	\$ 2,438	\$ 2,632
\$ 60,520	\$ 34,135	\$ 68,423
190%	130%	116%

JEFFREY CARDOZA	JONATHAN LATOURELLI	JEFFREY CARDOZA
43%	22%	43%
7	9	7
35.7	25.4	35.7
\$ 18,101	\$ 18,217	\$ 18,101
\$ 17,754	\$ 18,217	\$ 17,754
\$ 18,859	\$ 19,139	\$ 18,859
96%	95%	96%
94%	95%	94%
\$ 347	\$ -	\$ 347
\$ 1,775	\$ 975	\$ 1,775
\$ 1,280	\$ 1,939	\$ 1,280
\$ 3,055	\$ 2,914	\$ 3,055
\$ 21,386	\$ 26,223	\$ 21,386
173%	226%	173%

Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	26%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	31.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,583	#DIV/0!
Average Transaction Price	\$ 19,532	#DIV/0!
Average Market Price at 100%	\$ 20,796	#DIV/0!
Average Price to Market % (Time of Sale)	94%	#DIV/0!
Average Transaction to Market %	94%	#DIV/0!
Average Transactional Discount	\$ 51	#DIV/0!
Average Front End Gross	\$ 1,120	#DIV/0!
Average Finance Gross	\$ 1,477	#DIV/0!
PUVR	\$ 2,597	#DIV/0!
Total Gross (Units & PUVR)	\$ 519,455	#DIV/0!
GROI	150%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	0
Average Days to Sale	31.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 19,583	#DIV/0!
Average Transaction Price	\$ 19,532	#DIV/0!
Average Market Price at 100%	\$ 20,796	#DIV/0!
Average Price to Market % (Time of Sale)	94%	#DIV/0!
Average Transaction to Market %	94%	#DIV/0!
Average Transactional Discount	\$ 51	#DIV/0!
Average Front End Gross	\$ 1,120	#DIV/0!
Average Finance Gross	\$ 1,477	#DIV/0!
PUVR	\$ 2,597	#DIV/0!
Total Gross (Units & PUVR)	\$ 519,455	#DIV/0!
GROI	150%	#DIV/0!

No	
	1
	17.0
\$	20,894
\$	20,894
\$	22,334
	94%
	94%
\$	100
\$	6,377
\$	300
\$	6,677
\$	6,677
	677%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	149
Average Days to Sale	31.8	29.8
Average Advertised Price (Time of Sale)	\$ 19,583	\$ 20,745
Average Transaction Price	\$ 19,532	\$ 20,689
Average Market Price at 100%	\$ 20,796	\$ 21,931
Average Price to Market % (Time of Sale)	94%	95%
Average Transaction to Market %	94%	94%
Average Transactional Discount	\$ 51	\$ 56
Average Front End Gross	\$ 1,120	\$ 1,145
Average Finance Gross	\$ 1,477	\$ 1,532
PUVR	\$ 2,597	\$ 2,676
Total Gross (Units & PUVR)	\$ 519,455	\$ 398,755
GROI	150%	156%

No	
	51
	37.6
\$	16,152
\$	16,152
\$	17,433
	93%
	93%
\$	35
\$	1,048
\$	1,319
\$	2,367
\$	120,700
	140%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	72
% of Retail Units	100%	36%
% Retailed of Off-Brand	26%	29%
Average Days to Sale	31.8	36.7
Average Transaction Price	\$ 19,532	\$ 20,456
Average Transaction to Market %	94%	93%
Average Transactional Discount	\$ 51	\$ 76
Average Front End Gross	\$ 1,120	\$ 1,320
Average Finance Gross	\$ 1,477	\$ 1,327
PUVR	\$ 2,597	\$ 2,646
Total Gross (Units & PUVR)	\$ 519,455	\$ 190,538
GROI	150%	127%



Trade on Used	Street/Curb buy	Auction/wholesale
31	0	69
16%	0%	35%
52%	#DIV/0!	19%
32.2	#DIV/0!	31.1
\$ 16,600	#DIV/0!	\$ 18,206
94%	#DIV/0!	95%
\$ 49	#DIV/0!	\$ 30
\$ 1,800	#DIV/0!	\$ 504
\$ 1,225	#DIV/0!	\$ 1,774
\$ 3,025	#DIV/0!	\$ 2,277
\$ 93,761	#DIV/0!	\$ 157,141
204%	#DIV/0!	145%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
15	10	3
8%	5%	2%
7%	0%	0%
31.5	1.7	27.7
\$ 26,423	\$ 19,796	\$ 22,795
92%	95%	96%
\$ 59	\$ -	\$ 65
\$ 2,042	\$ 175	\$ 2,006
\$ 799	\$ 2,458	\$ 1,018
\$ 2,841	\$ 2,633	\$ 3,024
\$ 42,619	\$ 26,325	\$ 9,071
123%	2816%	173%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	92
% of Retail Units	100%	46%
% Retailed of Off-Brand	26%	18%
Average Days to Sale	31.8	17.3
Average Transaction Price	\$ 19,532	\$ 19,733
Average Transaction to Market %	94%	96%
Average Transactional Discount	\$ 51	\$ 45
Average Front End Gross	\$ 1,120	\$ 1,635
Average Finance Gross	\$ 1,477	\$ 1,565
PUVR	\$ 2,597	\$ 3,199
Total Gross (Units & PUVR)	\$ 519,455	\$ 294,342
GROI	150%	338%



31-45 days	46-60 days	61-90 days	90+ days
46	37	15	1
23%	19%	8%	1%
35%	35%	33%	0%
37.0	53.0	66.7	110.0
\$ 19,677	\$ 19,003	\$ 19,229	\$ 17,495
94%	91%	88%	98%
\$ 39	\$ 104	\$ 27	\$ -
\$ 1,179	\$ 537	\$ (190)	\$ 661
\$ 1,526	\$ 1,168	\$ 876	\$ 4,869
\$ 2,705	\$ 1,706	\$ 686	\$ 5,530
\$ 124,414	\$ 63,107	\$ 10,287	\$ 5,530
134%	61%	19%	103%