

Desk Manager(s)	Finance Manager(s)
Daniel Giannotti	Alex Piccirillo
Ron Giancaspro	Diane Djonovic
Nick Ramunto	Tinu Thomas
Ken Hicks	Audrey Aracil
Frank Ferraro	

#	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	ACURA	MDX	12	LBO OEM/Leasing Co.	Yes	\$ 33,687	\$ 32,500	100%	\$1,501	\$0
2	2019	Acura	RDX	29	Loaner/Rental Fleet	No	\$ 41,113	\$ 38,500	96%	\$593	\$1,402
3	2016	Acura	ILX	95	LBO OEM/Leasing Co.	Yes	\$ 18,493	\$ 18,000	87%	\$757	\$0
4	2015	Acura	TLX	31	Trade on New	Yes	\$ 20,000	\$ 20,995	94%	\$1,188	\$2,582
5	2012	Acura	TLX	120	Trade on Used	No	\$ 13,910	\$ 14,482	99%	\$2,932	\$1,410
6	2016	Acura	TLX	52	LBO OEM/Leasing Co.	Yes	\$ 25,794	\$ 25,500	99%	(\$222)	\$0
7	2016	ACURA	TLX	51	LBO OEM/Leasing Co.	Yes	\$ 21,175	\$ 22,170	100%	\$175	\$2,395
8	2014	Acura	ILX	73	Street/Curb Buy	Yes	\$ 14,598	\$ 14,100	95%	(\$172)	\$124
9	2016	Acura	RDX	38	LBO OEM/Leasing Co.	Yes	\$ 26,494	\$ 26,494	97%	\$857	\$5,168
10	2016	Acura	MDX	7	LBO OEM/Leasing Co.	Yes	\$ 33,562	\$ 32,495	95%	\$623	\$1,580
11	2016	Acura	RDX	12	LBO OEM/Leasing Co.	Yes	\$ 29,674	\$ 29,500	97%	\$645	\$834
12	2016	Acura	MDX	10	LBO OEM/Leasing Co.	Yes	\$ 30,662	\$ 29,950	95%	\$490	\$0
13	2018	Acura	MDX	45	Trade on New	Yes	\$ 40,704	\$ 39,900	98%	(\$1,950)	\$5,283
14	2013	ACURA	TSX	30	Trade on New	No	\$ 10,000	\$ 11,959	88%	\$2,213	\$0
15	2016	ACURA	MDX	32	LBO OEM/Leasing Co.	Yes	\$ 30,526	\$ 29,295	97%	\$778	\$859
16	2016	ACURA	MDX	10	LBO OEM/Leasing Co.	Yes	\$ 30,000	\$ 30,000	92%	\$204	\$648
17	2016	ACURA	MDX	36	LBO OEM/Leasing Co.	Yes	\$ 32,570	\$ 32,570	97%	\$901	\$3,691
18	2019	ACURA	TLX	27	Loaner/Rental Fleet	No	\$ 40,500	\$ 40,315	99%	\$2,417	\$300
19	2014	ACURA	MDX	3	Trade on New	Yes	\$ 22,985	\$ 23,000	89%	\$2,604	\$4,160
20	2019	ACURA	RDX	50	Auction/Wholesale	Yes	\$ 42,265	\$ 42,500	98%	\$299	\$2,142
21	2019	ACURA	RDX	31	Loaner/Rental Fleet	No	\$ 39,466	\$ 39,466	96%	(\$898)	\$3,631
22	2019	ACURA	MDX	17	Auction/Wholesale	Yes	\$ 40,000	\$ 39,250	90%	\$586	\$871
23	2012	TOYOTA	HIGHLANDER	13	Trade on New	No	\$ 14,749	\$ 13,800	92%	\$614	\$0
24	2016	ACURA	RDX	13	LBO OEM/Leasing Co.	Yes	\$ 27,675	\$ 27,675	99%	\$171	\$688
25	2017	ACURA	MDX	14	Trade on New	Yes	\$ 36,444	\$ 36,495	98%	\$2,530	\$0
26	2016	ACURA	MDX	24	LBO OEM/Leasing Co.	Yes	\$ 33,690	\$ 33,000	95%	\$568	\$0
27	2019	ACURA	MDX	21	Loaner/Rental Fleet	No	\$ 45,889	\$ 45,889	91%	\$2,351	\$300
28	2016	HONDA	ODYSSEY	80	Trade on Used	No	\$ 25,000	\$ 25,000	95%	\$233	\$0
29	2016	ACURA	MDX	18	LBO OEM/Leasing Co.	Yes	\$ 30,000	\$ 28,600	96%	\$2,210	\$2,907
30	2019	ACURA	MDX	9	Loaner/Rental Fleet	Yes	\$ 45,985	\$ 44,000	91%	\$21	\$2,460
31	2017	ACURA	RDX	14	Trade on New	Yes	\$ 28,475	\$ 23,821	N/A	(\$1,534)	\$100
32	2012	ACURA	MDX	6	Trade on Used	No	\$ 16,985	\$ 16,985	97%	\$1,710	\$3,647
33	2016	ACURA	MDX	18	LBO OEM/Leasing Co.	Yes	\$ 32,792	\$ 32,300	97%	\$1,429	\$4,356
34	2019	ACURA	MDX	19	Loaner/Rental Fleet	No	\$ 45,985	\$ 45,260	94%	(\$1,336)	\$4,316
35	2016	ACURA	MDX	9	LBO OEM/Leasing Co.	Yes	\$ 35,000	\$ 33,900	97%	\$1,434	\$372
36	2016	ACURA	ILX	0	LBO Customer	No	\$ 18,573	\$ 18,573	N/A	\$1,587	\$3,655
37	2017	ACURA	RDX	19	Trade on New	Yes	\$ 28,485	\$ 27,700	94%	\$1,561	\$3,441
38	2016	ACURA	RDX	22	LBO OEM/Leasing Co.	No	\$ 26,894	\$ 26,300	99%	\$745	\$0
39	2016	ACURA	TLX	9	Trade on Used	Yes	\$ 20,000	\$ 20,995	99%	\$1,714	\$3,355
40	2019	ACURA	MDX	14	Loaner/Rental Fleet	No	\$ 45,985	\$ 46,480	95%	\$1,350	\$1,099
41	2019	ACURA	TLX	0	LBO Customer	No	\$ 41,000	\$ 41,000		\$1,083	\$4,917

42	2018	ACURA	MDX	46	Trade on New	Yes	\$	43,341	\$	42,795	98%	\$1,046	\$1,329
43	2016	ACURA	MDX	28	LBO OEM/Leasing Co.	Yes	\$	31,875	\$	31,995	95%	\$410	\$1,816
44	2016	MITSUBISHI	OUTLANDER	31	Trade on New	No	\$	16,464	\$	16,464	86%	\$3,990	\$0
45	2016	ACURA	ILX	9	LBO OEM/Leasing Co.	Yes	\$	17,467	\$	17,467	97%	\$771	\$1,668
46	2015	ACURA	TLX	74	LBO OEM/Leasing Co.	Yes	\$	21,704	\$	21,704	96%	(\$2,188)	\$3,446
47	2016	HONDA	CIVIC	42	Trade on New	No	\$	18,704	\$	18,204	89%	\$454	\$345
48	2016	ACURA	RDX	5	LBO OEM/Leasing Co.	Yes	\$	29,535	\$	28,235	95%	\$2,833	\$135
49	2016	ACURA	ILX	7	LBO OEM/Leasing Co.	No	\$	17,741	\$	17,500	94%	\$1,364	\$760
50	2016	ACURA	ILX	66	LBO OEM/Leasing Co.	Yes	\$	16,985	\$	16,985	91%	(\$76)	\$0
51	2017	ACURA	MDX	59	Trade on New	Yes	\$	37,390	\$	37,995	94%	\$60	\$3,878
52	2013	CHEVROLET	MALIBU	28	Trade on Used	No	\$	10,000	\$	10,000	83%	\$865	\$0
53	2015	ACURA	TLX	66	LBO OEM/Leasing Co.	Yes	\$	19,498	\$	19,500	94%	(\$2,532)	\$1,235

Scoreboard Totals

% Retailed of Non-New Franchise	100%
Total # Retail Units	121
Average Days to Sale	27.0
Average Advertised Price (Time of Sale)	\$ 28,508
Average Transaction Price	\$ 28,170
Average Market Price at 100%	\$ 29,864
Average Price to Market % (Time of Sale)	95%
Average Transaction to Market	94%
Average Transactional Discount	\$ 338
Average Front End Gross	\$ 559
Average Finance Gross	\$ 1,674
PUVR	\$ 2,233
Total Gross (Units & PUVR)	\$ 270,164
GROI	106%



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	121	0
Average Days to Sale	27.0	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 28,508	#DIV/0!
Average Transaction Price	\$ 28,170	#DIV/0!
Average Market Price at 100%	\$ 29,864	#DIV/0!
Average Price to Market % (Time of Sale)	95%	#DIV/0!
Average Transaction to Market %	94%	#DIV/0!
Average Transactional Discount	\$ 338	#DIV/0!
Average Front End Gross	\$ 559	#DIV/0!
Average Finance Gross	\$ 1,674	#DIV/0!
PUVR	\$ 2,233	#DIV/0!
Total Gross (Units & PUVR)	\$ 270,164	#DIV/0!
GROI	106%	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	121	0
Average Days to Sale	27.0	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 28,508	#DIV/0!
Average Transaction Price	\$ 28,170	#DIV/0!
Average Market Price at 100%	\$ 29,864	#DIV/0!
Average Price to Market % (Time of Sale)	95%	#DIV/0!
Average Transaction to Market %	94%	#DIV/0!
Average Transactional Discount	\$ 338	#DIV/0!
Average Front End Gross	\$ 559	#DIV/0!
Average Finance Gross	\$ 1,674	#DIV/0!
PUVR	\$ 2,233	#DIV/0!
Total Gross (Units & PUVR)	\$ 270,164	#DIV/0!
GROI	106%	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	121	0
Average Days to Sale	27.0	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 28,508	#DIV/0!
Average Transaction Price	\$ 28,170	#DIV/0!
Average Market Price at 100%	\$ 29,864	#DIV/0!
Average Price to Market % (Time of Sale)	95%	#DIV/0!
Average Transaction to Market %	94%	#DIV/0!
Average Transactional Discount	\$ 338	#DIV/0!
Average Front End Gross	\$ 559	#DIV/0!
Average Finance Gross	\$ 1,674	#DIV/0!
PUVR	\$ 2,233	#DIV/0!
Total Gross (Units & PUVR)	\$ 270,164	#DIV/0!
GROI	106%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	121	80
Average Days to Sale	27.0	28.8
Average Advertised Price (Time of Sale)	\$ 28,508	\$ 29,780
Average Transaction Price	\$ 28,170	\$ 29,481
Average Market Price at 100%	\$ 29,864	#VALUE!
Average Price to Market % (Time of Sale)	95%	#VALUE!
Average Transaction to Market %	94%	#VALUE!
Average Transactional Discount	\$ 338	\$ 299
Average Front End Gross	\$ 559	\$ 339
Average Finance Gross	\$ 1,674	\$ 1,810
PUVR	\$ 2,233	\$ 2,149
Total Gross (Units & PUVR)	\$ 270,164	\$ 171,948
GROI	106%	91%

No	
	41
	23.3
\$	25,611
\$	25,611
	#VALUE!
	#VALUE!
	#VALUE!
\$	415
\$	988
\$	1,408
\$	2,396
\$	98,217
	144%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	121	0
Average Days to Sale	27.0	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 28,508	#DIV/0!
Average Transaction Price	\$ 28,170	#DIV/0!
Average Market Price at 100%	\$ 29,864	#DIV/0!
Average Price to Market % (Time of Sale)	95%	#DIV/0!
Average Transaction to Market %	94%	#DIV/0!
Average Transactional Discount	\$ 338	#DIV/0!
Average Front End Gross	\$ 559	#DIV/0!
Average Finance Gross	\$ 1,674	#DIV/0!
PUVR	\$ 2,233	#DIV/0!
Total Gross (Units & PUVR)	\$ 270,164	#DIV/0!
GROI	106%	#DIV/0!

No	
	121
	27.0
\$	28,170
\$	28,170
	#VALUE!
	#VALUE!
	#VALUE!
\$	338
\$	559
\$	1,674
\$	2,233
\$	270,164
	106%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	121	23
% of Retail Units	100%	19%
% Retailed of Off-Brand	100%	100%
Average Days to Sale	27.0	26.7
Average Transaction Price	\$ 28,170	\$ 24,487
Average Transaction to Market %	94%	#VALUE!
Average Transactional Discount	\$ 338	\$ 595
Average Front End Gross	\$ 559	\$ 1,300
Average Finance Gross	\$ 1,674	\$ 1,735
PUVR	\$ 2,233	\$ 3,035
Total Gross (Units & PUVR)	\$ 270,164	\$ 69,801
GROI	106%	167%



Trade on Used	Street/Curb buy	Auction/wholesale
10	3	2
8%	2%	2%
100%	100%	100%
30.9	65.7	33.5
\$ 14,844	\$ 23,793	\$ 40,875
96%	#VALUE!	93%
\$ 328	\$ (120)	\$ 258
\$ 1,396	\$ (472)	\$ 443
\$ 1,343	\$ 1,133	\$ 1,507
\$ 2,739	\$ 661	\$ 1,949
\$ 27,393	\$ 1,983	\$ 3,898
215%	15%	51%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
24	14	45
20%	12%	37%
100%	100%	100%
29.8	1.3	29.8
\$ 40,946	\$ 25,969	\$ 26,611
#VALUE!	#VALUE!	#VALUE!
\$ 421	\$ -	\$ 305
\$ 66	\$ 895	\$ 227
\$ 1,915	\$ 2,175	\$ 1,475
\$ 1,981	\$ 3,070	\$ 1,701
\$ 47,539	\$ 42,984	\$ 76,566
59%	3310%	77%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	121	64
% of Retail Units	100%	53%
% Retailed of Off-Brand	100%	100%
Average Days to Sale	27.0	16.1
Average Transaction Price	\$ 28,170	\$ 28,377
Average Transaction to Market %	94%	#VALUE!
Average Transactional Discount	\$ 338	\$ 526
Average Front End Gross	\$ 559	\$ 911
Average Finance Gross	\$ 1,674	\$ 1,465
PUVR	\$ 2,233	\$ 2,376
Total Gross (Units & PUVR)	\$ 270,164	\$ 152,038
GROI	106%	187%



31-45 days	46-60 days	61-90 days	90+ days
17	12	9	3
14%	10%	7%	2%
100%	100%	100%	100%
38.1	51.7	71.6	106.3
\$ 27,837	\$ 31,646	\$ 28,639	\$ 20,089
#VALUE!	#VALUE!	#VALUE!	#VALUE!
\$ 355	\$ 218	\$ (113)	\$ (126)
\$ 558	\$ (201)	\$ (1,380)	\$ 358
\$ 2,267	\$ 1,217	\$ 1,868	\$ 653
\$ 2,825	\$ 1,016	\$ 488	\$ 1,010
\$ 48,023	\$ 12,190	\$ 4,390	\$ 3,031
96%	22%	9%	17%