

Desk Manager(s)	Finance Manager(s)
Mark Clifton	Armando Lopez
Ruben Arcila	Patrick Connelly
Michael Lyttle	Daniel Greco
Vincent Zerbo	Khaled Ismail
Tony Trocchia	James Berry
	Patrick Hughes

#	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	2011	Hyundai	Santa Fe	58	Trade on New	No	\$ 6,880	\$ 6,580	82%	(\$539)	\$1,261
2	2016	Toyota	Camry Se	32	Trade on New	No	\$ 14,200	\$ 14,200	90%	\$1,487	\$1,908
3	2016	Acura	RDX	43	LBO OEM/Leasing Co.	No	\$ 25,000	\$ 24,478	91%	\$193	\$0
4	2016	Honda	CR-V	85	Trade on New	Yes	\$ 19,500	\$ 19,500	92%	(\$1,638)	\$0
5	2014	Jeep	Cherokee	47	Street/Curb Buy	No	\$ 11,100	\$ 11,100	89%	\$26	\$2,628
6	2016	Honda	Civic	29	LBO OEM/Leasing Co.	No	\$ 15,159	\$ 15,159	98%	\$256	\$1,219
7	2016	Honda	Accord	5	LBO OEM/Leasing Co.	No	\$ 15,262	\$ 14,800	101%	\$964	\$1,410
8	2016	Ford	Fusion	5	Auction/Wholesale	No	\$ 15,141	\$ 15,141	100%	\$1,241	\$2,430
9	2015	Honda	Civic	12	Trade on New	No	\$ 14,300	\$ 14,101	96%	\$2,633	\$599
10	2013	Acura	RDX	8	Trade on New	No	\$ 15,929	\$ 14,250	101%	\$1,785	\$986
11	2016	Honda	Accord	22	LBO OEM/Leasing Co.	Yes	\$ 15,797	\$ 15,350	95%	\$775	\$2,288
12	2016	Ford	Escape	49	Trade on Used	No	\$ 12,300	\$ 12,300	81%	\$2,012	\$2,390
13	2016	Honda	CR-V	45	LBO OEM/Leasing Co.	No	\$ 18,700	\$ 18,600	92%	\$112	\$0
14	2010	Honda	Accord	16	Trade on New	No	\$ 8,000	\$ 7,039	92%	\$2,130	\$562
15	2016	Honda	Civic	17	Trade on New	Yes	\$ 13,390	\$ 13,000	98%	\$109	\$100
16	2016	Honda	Accord	62	LBO OEM/Leasing Co.	No	\$ 13,650	\$ 13,650	92%	(\$595)	\$0
17	2011	Honda	Odyssey	24	Trade on New	No	\$ 14,700	\$ 12,900	92%	\$2,821	\$1,113
18	2016	Honda	Accord	35	LBO OEM/Leasing Co.	Yes	\$ 15,100	\$ 14,748	94%	(\$228)	\$1,539
19	2011	Toyota	Venza	26	Trade on New	No	\$ 7,888	\$ 7,250	92%	\$1,262	\$89
20	2015	Honda	CR-V	40	LBO OEM/Leasing Co.	No	\$ 20,800	\$ 20,800	93%	\$755	\$4,559
21	2016	Honda	Civic	39	LBO OEM/Leasing Co.	No	\$ 13,390	\$ 13,100	93%	\$535	\$437
22	2011	Chevrolet	Equinox	18	Trade on New	No	\$ 8,519	\$ 8,519	97%	\$4,437	\$2,844
23	2016	Honda	Accord	41	LBO OEM/Leasing Co.	No	\$ 17,500	\$ 17,245	92%	\$364	\$2,040
24	2014	Ford	Edge	43	Other	No	\$ 11,300	\$ 11,150	91%	\$1,265	\$444
25	2016	Honda	Civic	41	Street/Curb Buy	No	\$ 18,000	\$ 17,500	92%	\$850	\$1,896
26	2016	Honda	Accord	25	Trade on New	Yes	\$ 17,300	\$ 17,200	107%	\$2,969	\$3,571
27	2016	Honda	CR-V	54	LBO OEM/Leasing Co.	No	\$ 20,200	\$ 20,200	90%	(\$534)	\$0
28	2016	Honda	CR-V	26	LBO OEM/Leasing Co.	No	\$ 18,900	\$ 18,900	96%	\$229	\$1,003
29	2016	Honda	CR-V	57	LBO OEM/Leasing Co.	No	\$ 16,800	\$ 16,800	96%	\$860	\$2,552
30	2016	Honda	Civic	42	LBO OEM/Leasing Co.	Yes	\$ 14,300	\$ 14,300	94%	(\$479)	\$1,316
31	2015	Honda	CR-V	12	Trade on New	No	\$ 14,600	\$ 14,300	98%	\$3,331	\$0
32	2012	Honda	Civic	8	Auction/Wholesale	No	\$ 9,523	\$ 9,523	100%	\$1,944	\$1,166
33	2011	Toyota	Camry LE	23	Trade on New	No	\$ 7,399	\$ 7,399	95%	\$443	\$2,933
34	2009	Honda	Accord	28	Trade on New	No	\$ 7,600	\$ 7,500	89%	\$1,496	\$0
35	2016	Honda	CR-V	4	LBO OEM/Leasing Co.	Yes	\$ 19,747	\$ 19,400	99%	\$541	\$762
36	2016	Honda	Accord	27	LBO OEM/Leasing Co.	Yes	\$ 19,700	\$ 19,700	94%	\$178	\$1,969
37	2016	Honda	Civic	24	Trade on New	No	\$ 13,400	\$ 13,400	95%	\$1,266	\$696
38	2013	Honda	Civic	18	Trade on New	No	\$ 10,900	\$ 10,900	98%	\$1,798	\$562
39	2004	Honda	Accord	34	Street/Curb Buy	No	\$ 4,700	\$ 4,611	89%	\$2,831	\$0
40	2010	Mazda	CX-7	20	Trade on New	No	\$ 5,656	\$ 5,500	91%	\$1,777	\$0
41	2016	Hyundai	Tucson	73	Trade on Used	No	\$ 14,900	\$ 14,900	81%	(\$62)	\$1,423
42	2015	Dodge	Ram Pickup	11	Street/Curb Buy	No	\$ 25,056	\$ 24,500	97%	\$4,169	\$480
43	2016	Honda	CR-V	70	Trade on New	No	\$ 18,700	\$ 18,700	91%	(\$401)	\$0
44	2016	Honda	Accord	57	LBO OEM/Leasing Co.	No	\$ 17,800	\$ 17,700	89%	(\$388)	\$100
45	2016	Honda	HR-V	9	LBO OEM/Leasing Co.	Yes	\$ 20,000	\$ 20,000	99%	\$2,330	\$3,658
46	2013	Lincoln	MKZ	71	Trade on New	No	\$ 9,800	\$ 9,800	78%	\$396	\$1,413
47	2016	Honda	Civic	68	LBO OEM/Leasing Co.	No	\$ 13,200	\$ 13,200	85%	(\$347)	\$1,254
48	2013	Volkswagen	Tiguan	82	Trade on New	No	\$ 12,800	\$ 12,174	77%	\$338	\$3,137
49	2016	Honda	Odyssey	10	LBO OEM/Leasing Co.	No	\$ 19,713	\$ 19,000	97%	\$1,857	\$1,881
50	2016	Hyundai	Elantra	21	Trade on New	No	\$ 8,958	\$ 8,958	95%	\$2,014	\$1,553
51	2016	Honda	Odyssey	12	LBO OEM/Leasing Co.	Yes	\$ 23,181	\$ 23,181	95%	\$2,024	\$625
52	2018	Honda	Civic	17	Street/Curb Buy	Yes	\$ 18,300	\$ 18,024	100%	\$1,485	\$1,845
53	2016	Honda	Accord	12	LBO OEM/Leasing Co.	Yes	\$ 16,181	\$ 16,181	98%	\$1,602	\$0

Scoreboard Totals

% Retailed of Non-New Franchise	27%
Total # Retail Units	200
Average Days to Sale	29.3
Average Advertised Price (Time of Sale)	\$ 15,406
Average Transaction Price	\$ 15,149
Average Market Price at 100%	\$ 16,346
Average Price to Market % (Time of Sale)	94%
Average Transaction to Market	93%
Average Transactional Discount	\$ 257
Average Front End Gross	\$ 1,175
Average Finance Gross	\$ 1,268
PUVR	\$ 2,444
Total Gross (Units & PUVR)	\$ 488,744
GROI	198%



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	29.3	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 15,406	#DIV/0!
Average Transaction Price	\$ 15,149	#DIV/0!
Average Market Price at 100%	\$ 16,346	#DIV/0!
Average Price to Market % (Time of Sale)	94%	#DIV/0!
Average Transaction to Market %	93%	#DIV/0!
Average Transactional Discount	\$ 257	#DIV/0!
Average Front End Gross	\$ 1,175	#DIV/0!
Average Finance Gross	\$ 1,268	#DIV/0!
PUVR	\$ 2,444	#DIV/0!
Total Gross (Units & PUVR)	\$ 488,744	#DIV/0!
GROI	198%	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	29.3	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 15,406	#DIV/0!
Average Transaction Price	\$ 15,149	#DIV/0!
Average Market Price at 100%	\$ 16,346	#DIV/0!
Average Price to Market % (Time of Sale)	94%	#DIV/0!
Average Transaction to Market %	93%	#DIV/0!
Average Transactional Discount	\$ 257	#DIV/0!
Average Front End Gross	\$ 1,175	#DIV/0!
Average Finance Gross	\$ 1,268	#DIV/0!
PUVR	\$ 2,444	#DIV/0!
Total Gross (Units & PUVR)	\$ 488,744	#DIV/0!
GROI	198%	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	29.3	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 15,406	#DIV/0!
Average Transaction Price	\$ 15,149	#DIV/0!
Average Market Price at 100%	\$ 16,346	#DIV/0!
Average Price to Market % (Time of Sale)	94%	#DIV/0!
Average Transaction to Market %	93%	#DIV/0!
Average Transactional Discount	\$ 257	#DIV/0!
Average Front End Gross	\$ 1,175	#DIV/0!
Average Finance Gross	\$ 1,268	#DIV/0!
PUVR	\$ 2,444	#DIV/0!
Total Gross (Units & PUVR)	\$ 488,744	#DIV/0!
GROI	198%	#DIV/0!





Scoreboard			
CPO	Totals	Yes	No
Total # Retail Units	200	47	153
Average Days to Sale	29.3	19.4	32.3
Average Advertised Price (Time of Sale)	\$ 15,406	\$ 18,249	\$ 14,265
Average Transaction Price	\$ 15,149	\$ 18,028	\$ 14,265
Average Market Price at 100%	\$ 16,346	\$ 18,826	\$ 15,510
Average Price to Market % (Time of Sale)	94%	97%	92%
Average Transaction to Market %	93%	96%	92%
Average Transactional Discount	\$ 257	\$ 221	\$ 267
Average Front End Gross	\$ 1,175	\$ 1,199	\$ 1,168
Average Finance Gross	\$ 1,268	\$ 1,328	\$ 1,250
PUVR	\$ 2,444	\$ 2,527	\$ 2,418
Total Gross (Units & PUVR)	\$ 488,744	\$ 118,755	\$ 369,989
GROI	198%	259%	189%



Scoreboard			
Same Brand as New	Totals	Yes	No
Total # Retail Units	200	146	54
Average Days to Sale	29.3	27.3	34.7
Average Advertised Price (Time of Sale)	\$ 15,406	\$ 15,858	\$ 13,856
Average Transaction Price	\$ 15,149	\$ 15,627	\$ 13,856
Average Market Price at 100%	\$ 16,346	\$ 16,616	\$ 15,406
Average Price to Market % (Time of Sale)	94%	95%	90%
Average Transaction to Market %	93%	94%	90%
Average Transactional Discount	\$ 257	\$ 230	\$ 328
Average Front End Gross	\$ 1,175	\$ 1,064	\$ 1,477
Average Finance Gross	\$ 1,268	\$ 1,232	\$ 1,367
PUVR	\$ 2,444	\$ 2,296	\$ 2,844
Total Gross (Units & PUVR)	\$ 488,744	\$ 335,161	\$ 153,584
GROI	198%	194%	213%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	77
% of Retail Units	100%	39%
% Retailed of Off-Brand	27%	34%
Average Days to Sale	29.3	29.8
Average Transaction Price	\$ 15,149	\$ 13,227
Average Transaction to Market %	93%	91%
Average Transactional Discount	\$ 257	\$ 323
Average Front End Gross	\$ 1,175	\$ 1,541
Average Finance Gross	\$ 1,268	\$ 1,238
PUVR	\$ 2,444	\$ 2,778
Total Gross (Units & PUVR)	\$ 488,744	\$ 213,933
GROI	198%	254%



Trade on Used	Street/Curb buy	Auction/wholesale
18	13	10
9%	7%	5%
39%	62%	90%
31.2	32.2	25.1
\$ 11,578	\$ 16,875	\$ 18,270
87%	92%	94%
\$ 314	\$ 258	\$ 432
\$ 1,465	\$ 2,441	\$ 634
\$ 1,084	\$ 1,366	\$ 2,244
\$ 2,549	\$ 3,808	\$ 2,878
\$ 45,882	\$ 49,504	\$ 28,780
254%	253%	226%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
0	0	81
0%	0%	41%
#DIV/0!	#DIV/0!	4%
#DIV/0!	#DIV/0!	28.2
#DIV/0!	#DIV/0!	\$ 17,158
#DIV/0!	#DIV/0!	94%
#DIV/0!	#DIV/0!	\$ 161
#DIV/0!	#DIV/0!	\$ 626
#DIV/0!	#DIV/0!	\$ 1,212
#DIV/0!	#DIV/0!	\$ 1,839
#DIV/0!	#DIV/0!	\$ 148,936
#DIV/0!	#DIV/0!	137%

Other	
	1
	1%
	100%
	43.0
\$	11,150
	90%
\$	150
\$	1,265
\$	444
\$	1,709
\$	1,709
	128%

Scoreboard

Age	Totals	0-30 days	31-45 days	46-60 days	61-90 days	90+ days
Total # Retail Units	200	121	40	24	14	1
% of Retail Units	100%	61%	20%	12%	7%	1%
% Retailed of Off-Brand	27%	21%	33%	46%	36%	0%
Average Days to Sale	29.3	15.7	39.6	53.0	71.8	92.0
Average Transaction Price	\$ 15,149	\$ 15,249	\$ 14,606	\$ 15,096	\$ 16,197	\$ 11,400
Average Transaction to Market %	93%	95%	89%	87%	87%	95%
Average Transactional Discount	\$ 257	\$ 294	\$ 273	\$ 162	\$ 56	\$ 200
Average Front End Gross	\$ 1,175	\$ 1,586	\$ 963	\$ 334	\$ (154)	\$ (1,241)
Average Finance Gross	\$ 1,268	\$ 1,312	\$ 1,177	\$ 1,253	\$ 1,257	\$ 172
PUVR	\$ 2,444	\$ 2,899	\$ 2,140	\$ 1,587	\$ 1,102	\$ (1,069)
Total Gross (Units & PUVR)	\$ 488,744	\$ 350,722	\$ 85,582	\$ 38,077	\$ 15,433	\$ (1,069)
GROI	198%	436%	133%	71%	34%	-37%

