

Desk Manager(s)	Finance Manager(s)
GREG PAROS	ANGEL GUEVARRA
JEFF PARKER	LAURA COLANGELO
JAMIE MCNALLY	HOUSE
BRAD HACKENDAHL	

#	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	Toyota	CAMRY	92	LBO OEM/Leasing Co.	Yes	\$ 17,387	\$ 16,987	96%	(\$954)	\$344
2	2016	Toyota	COROLLA	68	LBO OEM/Leasing Co.	Yes	\$ 14,487	\$ 14,287	98%	(\$100)	\$534
3	2013	Nissan	MURANO	29	Trade on Used	No	\$ 11,787	\$ 11,787	92%	\$982	\$119
4	2015	Toyota	AVALON	27	Auction/Wholesale	Yes	\$ 22,687	\$ 22,562	102%	\$592	\$0
5	2013	Toyota	HIGHLANDER	45	Auction/Wholesale	Yes	\$ 18,687	\$ 18,487	91%	(\$308)	\$1,906
6	2016	Toyota	RAV4	54	Auction/Wholesale	Yes	\$ 24,387	\$ 24,187	96%	(\$558)	\$292
7	2016	Toyota	4RUNNER	4	Street/Curb Buy	Yes	\$ 27,500	\$ 27,500	83%	\$0	\$0
8	2009	Toyota	HIGHLANDER	37	Trade on New	No	\$ 12,587	\$ 12,587	93%	\$1,703	\$294
9	2004	Toyota	SIENNA	79	Street/Curb Buy	No	\$ 4,797	\$ 4,646	49%	(\$60)	\$0
10	2013	Toyota	HIGHLANDER	105	Street/Curb Buy	Yes	\$ 17,387	\$ 16,825	97%	(\$1,257)	\$0
11	2013	Toyota	TUNDRA	146	Auction/Wholesale	Yes	\$ 23,687	\$ 23,387	99%	(\$1,156)	\$3,120
12	2016	Toyota	TUNDRA	25	Auction/Wholesale	Yes	\$ 37,687	\$ 36,849	1%	\$200	\$0
13	2017	Toyota	SEQUOIA	4	Auction/Wholesale	Yes	\$ 49,987	\$ 49,787	111%	\$4,554	\$4,116
14	2015	Mazda	MAZDA6	23	Trade on New	No	\$ 10,887	\$ 10,687	86%	\$1,282	\$0
15	2016	Toyota	HIGHLANDER	21	Trade on New	Yes	\$ 31,987	\$ 31,210	93%	\$499	\$91
16	2017	Toyota	COROLLA	47	LBO OEM/Leasing Co.	Yes	\$ 15,987	\$ 15,887	105%	\$1,037	\$294
17	2016	Toyota	SIENNA	7	LBO OEM/Leasing Co.	Yes	\$ 30,987	\$ 30,987	101%	\$4,375	\$4,062
18	2017	Toyota	IM	53	Auction/Wholesale	Yes	\$ 17,287	\$ 17,287	99%	\$590	\$1,662
19	2016	Jeep	CHEROKEE	23	Auction/Wholesale	No	\$ 29,587	\$ 29,587	108%	(\$800)	\$2,552
20	2016	Toyota	COROLLA	69	LBO OEM/Leasing Co.	Yes	\$ 14,987	\$ 14,500	98%	(\$271)	\$1,909
21	2017	Toyota	CAMRY	11	Trade on New	Yes	\$ 17,987	\$ 16,901	99%	\$914	\$544
22	2012	Hyundai	SONATA	60	Trade on New	No	\$ 9,987	\$ 9,987	114%	\$775	\$1,622
23	2016	Toyota	RAV4	50	Auction/Wholesale	Yes	\$ 24,787	\$ 24,500	104%	\$51	\$2,830
24	2016	Toyota	CAMRY	39	Auction/Wholesale	Yes	\$ 14,787	\$ 14,287	101%	\$1,729	\$375
25	2012	Toyota	CAMRY	44	Auction/Wholesale	No	\$ 9,187	\$ 9,187	102%	\$1,331	\$392
26	2018	Toyota	SEQUOIA	6	Auction/Wholesale	Yes	\$ 39,387	\$ 42,336	110%	\$240	\$2,113
27	2015	Toyota	4RUNNER	1	LBO Customer	No	\$ 18,945	\$ 18,945	1%	\$0	\$2,258
28	2011	Lexus	ES350	11	Street/Curb Buy	No	\$ 15,487	\$ 14,750	91%	\$1,431	\$200
29	2012	Hyundai	SONATA	26	Trade on Used	No	\$ 10,987	\$ 10,787	94%	\$942	\$1,380
30	2016	Toyota	RAV4	36	Trade on New	Yes	\$ 24,987	\$ 24,500	104%	\$2,037	\$0
31	2010	Acura	MDX	131	Trade on Used	No	\$ 9,487	\$ 9,487	81%	(\$86)	\$564
32	2015	Toyota	TACOMA	136	Auction/Wholesale	Yes	\$ 21,987	\$ 21,987	96%	(\$866)	\$2,228
33	2010	Toyota	PRIUS	41	Auction/Wholesale	No	\$ 11,987	\$ 11,430	102%	(\$1,320)	\$424
34	2016	Toyota	SIENNA	1	LBO Customer	No	\$ 19,798	\$ 19,798	1%	\$0	\$1,462
35	2008	Toyota	RAV4	17	Trade on New	No	\$ 6,987	\$ 6,987	88%	\$1,628	\$244
36	2016	Toyota	SIENNA	1	LBO Customer	No	\$ 22,282	\$ 22,282	1%	\$0	\$1,601
37	2009	Toyota	RAV4	51	Trade on New	No	\$ 7,787	\$ 7,523	95%	\$2,303	\$0
38	2016	Toyota	SIENNA	1	LBO Customer	No	\$ 22,282	\$ 22,282	1%	\$0	\$1,601
39	2008	Toyota	RAV4	17	Trade on New	No	\$ 6,987	\$ 6,987	88%	\$1,628	\$242
40	2009	Toyota	RAV4	51	Trade on New	No	\$ 7,787	\$ 7,523	95%	\$2,303	\$0
41	2016	Toyota	CAMRY	57	LBO OEM/Leasing Co.	Yes	\$ 17,987	\$ 17,787	102%	(\$365)	\$342

42	2007	Chrysler	PT CRUISER	10	Trade on Used	No	\$ 3,987	\$ 3,887	107%	\$1,263	\$0
43	2016	Toyota	TUNDRA	9	Trade on New	Yes	\$ 24,987	\$ 24,987	99%	\$4,342	\$839
44	2016	Toyota	SIENNA	68	Auction/Wholesale	Yes	\$ 27,587	\$ 27,487	96%	\$1,114	\$524
45	2016	Toyota	CAMRY	78	LBO OEM/Leasing Co.	Yes	\$ 17,287	\$ 16,878	96%	(\$523)	\$1,186
46	2016	Toyota	HIGHLANDER	79	LBO OEM/Leasing Co.	Yes	\$ 26,987	\$ 26,787	93%	\$976	\$3,045
47	2007	Toyota	CAMRY	28	Trade on New	No	\$ 6,800	\$ 6,800	104%	\$1,245	\$123
48	2016	Toyota	CAMRY	16	LBO OEM/Leasing Co.	Yes	\$ 17,487	\$ 17,487	92%	\$542	\$242
49	2011	Honda	ACCORD	28	Trade on New	No	\$ 6,987	\$ 6,878	86%	\$954	\$242
50	2012	Volvo	S60	20	Trade on New	No	\$ 8,487	\$ 7,888	94%	\$1,560	\$0
51	2014	GMC	ACADIA	17	Trade on Used	No	\$ 17,687	\$ 17,687	100%	\$1,786	\$3,218
52	2016	Toyota	CAMRY	57	LBO OEM/Leasing Co.	Yes	\$ 16,987	\$ 16,700	94%	(\$467)	\$150
53	2015	Toyota	AVALON	37	Trade on New	Yes	\$ 17,787	\$ 17,587	102%	\$555	\$0

Scoreboard Totals

% Retailed of Non-New Franchise	28%
Total # Retail Units	118
Average Days to Sale	44.8
Average Advertised Price (Time of Sale)	\$ 18,802
Average Transaction Price	\$ 18,665
Average Market Price at 100%	\$ 20,842
Average Price to Market % (Time of Sale)	90%
Average Transaction to Market	90%
Average Transactional Discount	\$ 137
Average Front End Gross	\$ 757
Average Finance Gross	\$ 904
PUVR	\$ 1,660
Total Gross (Units & PUVR)	\$ 195,911
GROI	72%



MY

Scoreboard		
Desk Manager	Totals	GREG PAROS
% Retailed of Non-New Franchise	28%	31%
Total # Retail Units	118	75
Average Days to Sale	44.8	41.6
Average Advertised Price (Time of Sale)	\$ 18,802	\$ 18,867
Average Transaction Price	\$ 18,665	\$ 18,727
Average Market Price at 100%	\$ 20,842	\$ 130,738
Average Price to Market % (Time of Sale)	90%	14%
Average Transaction to Market %	90%	14%
Average Transactional Discount	\$ 137	\$ 141
Average Front End Gross	\$ 757	\$ 889
Average Finance Gross	\$ 904	\$ 836
PUVR	\$ 1,660	\$ 1,725
Total Gross (Units & PUVR)	\$ 195,911	\$ 129,365
GROI	72%	80%



JEFF PARKER	JAMIE MCNALLY	BRAD HACKENDAHL
20%	22%	40%
20	18	5
43.8	56.7	53.4
\$ 18,968	\$ 18,661	\$ 17,670
\$ 18,863	\$ 18,513	\$ 17,507
\$ 338,337	\$ 185,506	\$ 18,177
6%	10%	97%
6%	10%	96%
\$ 105	\$ 148	\$ 163
\$ 706	\$ 263	\$ 755
\$ 1,019	\$ 981	\$ 1,177
\$ 1,725	\$ 1,244	\$ 1,932
\$ 34,497	\$ 22,388	\$ 9,661
75%	43%	74%

Scoreboard		
Sales Consultant	Totals	DAVID SANCHEZ
% Retailed of Non-New Franchise	28%	45%
Total # Retail Units	118	31
Average Days to Sale	44.8	40.7
Average Advertised Price (Time of Sale)	\$ 18,802	\$ 17,970
Average Transaction Price	\$ 18,665	\$ 17,817
Average Market Price at 100%	\$ 20,842	\$ 78,747
Average Price to Market % (Time of Sale)	90%	23%
Average Transaction to Market %	90%	23%
Average Transactional Discount	\$ 137	\$ 153
Average Front End Gross	\$ 757	\$ 920
Average Finance Gross	\$ 904	\$ 1,058
PUVR	\$ 1,660	\$ 1,978
Total Gross (Units & PUVR)	\$ 195,911	\$ 61,313
GROI	72%	98%



ANNE TOM	MARK PATERSON	BILL RISAVY
22%	17%	42%
9	6	19
56.0	33.3	41.3
\$ 18,846	\$ 23,556	\$ 19,397
\$ 18,641	\$ 23,842	\$ 19,212
\$ 333,487	\$ 24,750	\$ 252,663
6%	95%	8%
6%	96%	8%
\$ 205	\$ (285)	\$ 185
\$ 294	\$ 855	\$ 988
\$ 1,035	\$ 600	\$ 840
\$ 1,329	\$ 1,454	\$ 1,827
\$ 11,959	\$ 8,726	\$ 34,717
46%	66%	83%

ROSE NAVOA	MATT CANNING	CHRIS BUCK
15%	8%	0%
13	13	7
39.0	45.8	58.3
\$ 22,954	\$ 19,857	\$ 12,830
\$ 22,848	\$ 19,587	\$ 12,752
\$ 161,412	\$ 306,992	\$ 13,616
14%	6%	94%
14%	6%	94%
\$ 105	\$ 270	\$ 78
\$ 599	\$ 362	\$ 1,169
\$ 1,059	\$ 584	\$ 388
\$ 1,657	\$ 946	\$ 1,556
\$ 21,544	\$ 12,299	\$ 10,894
67%	38%	75%

VEERA TANETTI	KEVIN ROBERTS	
22%	27%	#DIV/0!
9	11	0
59.0	44.5	#DIV/0!
\$ 19,776	\$ 14,341	#DIV/0!
\$ 19,664	\$ 14,221	#DIV/0!
\$ 20,422	\$ 294,738	#DIV/0!
97%	5%	#DIV/0!
96%	5%	#DIV/0!
\$ 112	\$ 120	#DIV/0!
\$ 1,086	\$ 345	#DIV/0!
\$ 1,348	\$ 797	#DIV/0!
\$ 2,434	\$ 1,141	#DIV/0!
\$ 21,905	\$ 12,554	#DIV/0!
76%	65%	#DIV/0!

Scoreboard		
Finance Manager	Totals	ANGEL GUEVARRA
% Retailed of Non-New Franchise	28%	30%
Total # Retail Units	118	63
Average Days to Sale	44.8	48.4
Average Advertised Price (Time of Sale)	\$ 18,802	\$ 17,471
Average Transaction Price	\$ 18,665	\$ 17,317
Average Market Price at 100%	\$ 20,842	\$ 63,070
Average Price to Market % (Time of Sale)	90%	28%
Average Transaction to Market %	90%	27%
Average Transactional Discount	\$ 137	\$ 154
Average Front End Gross	\$ 757	\$ 695
Average Finance Gross	\$ 904	\$ 786
PUVR	\$ 1,660	\$ 1,481
Total Gross (Units & PUVR)	\$ 195,911	\$ 93,308
GROI	72%	64%



LAURA COLANGELO	HOUSE	
26%	0%	#DIV/0!
53	2	0
41.1	28.0	#DIV/0!
\$ 20,325	\$ 20,387	#DIV/0!
\$ 20,212	\$ 20,137	#DIV/0!
\$ 301,641	\$ 20,855	#DIV/0!
7%	98%	#DIV/0!
7%	97%	#DIV/0!
\$ 112	\$ 250	#DIV/0!
\$ 759	\$ 2,647	#DIV/0!
\$ 1,065	\$ 309	#DIV/0!
\$ 1,824	\$ 2,956	#DIV/0!
\$ 96,692	\$ 5,911	#DIV/0!
79%	189%	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	118	64
Average Days to Sale	44.8	51.0
Average Advertised Price (Time of Sale)	\$ 18,802	\$ 22,287
Average Transaction Price	\$ 18,665	\$ 22,152
Average Market Price at 100%	\$ 20,842	\$ 81,055
Average Price to Market % (Time of Sale)	90%	27%
Average Transaction to Market %	90%	27%
Average Transactional Discount	\$ 137	\$ 135
Average Front End Gross	\$ 757	\$ 529
Average Finance Gross	\$ 904	\$ 977
PUVR	\$ 1,660	\$ 1,506
Total Gross (Units & PUVR)	\$ 195,911	\$ 96,376
GROI	72%	48%

No	
	54
	37.4
\$	14,533
\$	14,533
\$	274,344
	5%
	5%
\$	139
\$	1,027
\$	817
\$	1,843
\$	99,535
	122%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	118	85
Average Days to Sale	44.8	47.0
Average Advertised Price (Time of Sale)	\$ 18,802	\$ 20,290
Average Transaction Price	\$ 18,665	\$ 20,167
Average Market Price at 100%	\$ 20,842	\$ 229,299
Average Price to Market % (Time of Sale)	90%	9%
Average Transaction to Market %	90%	9%
Average Transactional Discount	\$ 137	\$ 123
Average Front End Gross	\$ 757	\$ 566
Average Finance Gross	\$ 904	\$ 974
PUVR	\$ 1,660	\$ 1,540
Total Gross (Units & PUVR)	\$ 195,911	\$ 130,939
GROI	72%	59%



No	
	33
	39.0
\$	14,797
\$	14,797
\$	15,504
	95%
	95%
\$	172
\$	1,247
\$	721
\$	1,969
\$	64,972
	123%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	118	35
% of Retail Units	100%	30%
% Retailed of Off-Brand	28%	43%
Average Days to Sale	44.8	35.0
Average Transaction Price	\$ 18,665	\$ 15,115
Average Transaction to Market %	90%	95%
Average Transactional Discount	\$ 137	\$ 193
Average Front End Gross	\$ 757	\$ 1,372
Average Finance Gross	\$ 904	\$ 466
PUVR	\$ 1,660	\$ 1,839
Total Gross (Units & PUVR)	\$ 195,911	\$ 64,349
GROI	72%	125%



Trade on Used	Street/Curb buy	Auction/wholesale
16	4	31
14%	3%	26%
81%	25%	13%
36.9	49.8	55.9
\$ 14,413	\$ 15,930	\$ 24,763
94%	78%	96%
\$ 112	\$ 363	\$ 89
\$ 1,511	\$ 29	\$ 233
\$ 776	\$ 50	\$ 1,331
\$ 2,287	\$ 79	\$ 1,564
\$ 36,596	\$ 314	\$ 48,474
155%	4%	41%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
0	7	25
0%	6%	21%
#DIV/0!	0%	0%
#DIV/0!	1.0	61.1
#DIV/0!	\$ 20,192	\$ 18,808
#DIV/0!	1%	97%
#DIV/0!	\$ -	\$ 136
#DIV/0!	\$ -	\$ 390
#DIV/0!	\$ 1,418	\$ 1,060
#DIV/0!	\$ 1,418	\$ 1,450
#DIV/0!	\$ 9,927	\$ 36,251
#DIV/0!	2528%	45%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	118	55
% of Retail Units	100%	47%
% Retailed of Off-Brand	28%	35%
Average Days to Sale	44.8	17.1
Average Transaction Price	\$ 18,665	\$ 19,423
Average Transaction to Market %	90%	82%
Average Transactional Discount	\$ 137	\$ 95
Average Front End Gross	\$ 757	\$ 1,225
Average Finance Gross	\$ 904	\$ 913
PUVR	\$ 1,660	\$ 2,138
Total Gross (Units & PUVR)	\$ 195,911	\$ 117,613
GROI	72%	232%



31-45 days	46-60 days	61-90 days	90+ days
16	17	14	16
14%	14%	12%	14%
25%	29%	14%	19%
38.1	53.6	73.4	112.2
\$ 18,034	\$ 16,828	\$ 18,854	\$ 18,482
99%	98%	93%	94%
\$ 216	\$ 153	\$ 191	\$ 136
\$ 772	\$ 647	\$ 300	\$ (353)
\$ 691	\$ 648	\$ 1,106	\$ 1,178
\$ 1,463	\$ 1,295	\$ 1,407	\$ 825
\$ 23,401	\$ 22,009	\$ 19,691	\$ 13,197
77%	52%	37%	14%