

Desk Manager(s)	Finance Manager(s)
Ronnie Cho	Matt Normandin
Randy Niswonger	Ben Zahra
Kenny Jensen	Harry Singh
	Thai Nguyen
	House
	Kenny Jensen

#	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	57	Auction/Wholesale	No	\$ 23,800	\$ 23,500	93%	\$395	\$0
2	2018	Jeep	Compass	44	Auction/Wholesale	Yes	\$ 20,000	\$ 18,999	95%	(\$185)	\$720
3	2016	Jeep	Patriot	9	Auction/Wholesale	Yes	\$ 17,500	\$ 17,500	96%	\$2,158	\$0
4	2018	Jeep	Cherokee	25	Trade on New	Yes	\$ 23,000	\$ 23,000	96%	\$3,139	\$3,321
5	2018	Jeep	Compass	44	Auction/Wholesale	Yes	\$ 20,800	\$ 20,800	98%	\$1,740	\$2,835
6	2016	Jeep	Wrangler Unlimited	1	LBO Customer	No	\$ 27,856	\$ 27,856	96%	\$500	\$3,761
7	2016	Fiat	500E	40	LBO OEM/Leasing Co.	No	\$ 7,800	\$ 7,800	93%	\$653	\$1,000
8	2018	Ford	Transit Van	18	Auction/Wholesale	No	\$ 25,200	\$ 23,500	87%	(\$340)	\$0
9	2011	Honda	CR-V	29	Trade on Used	No	\$ 12,000	\$ 12,000	109%	\$3,065	\$1,469
10	2016	Acura	MDX	59	Auction/Wholesale	No	\$ 23,000	\$ 23,000	90%	(\$105)	\$2,874
11	2016	Hyundai	Sonata	25	Auction/Wholesale	No	\$ 12,500	\$ 12,400	88%	\$1,088	\$1,100
12	2018	Chrysler	300	46	Auction/Wholesale	Yes	\$ 19,000	\$ 19,000	98%	(\$446)	\$1,480
13	2014	Jeep	Cherokee	14	Trade on New	Yes	\$ 15,500	\$ 15,500	95%	\$1,803	\$384
14	2017	Dodge	Challenger	50	Auction/Wholesale	Yes	\$ 22,800	\$ 22,406	92%	\$100	\$2,581
15	2017	Dodge	Challenger	29	Street/Curb Buy	Yes	\$ 21,700	\$ 21,700	102%	\$861	\$4,102
16	2017	Ram	Promaster	14	Auction/Wholesale	No	\$ 20,000	\$ 20,000	103%	\$1,552	\$2,471
17	2015	Toyota	Tundra	34	Trade on Used	No	\$ 25,800	\$ 25,800	100%	\$3,590	\$2,984
18	2016	Toyota	Corolla	36	Auction/Wholesale	No	\$ 13,400	\$ 13,400	91%	\$1	\$618
19	2015	Fiat	500E	26	LBO OEM/Leasing Co.	No	\$ 8,800	\$ 8,800	96%	\$518	\$0
20	2017	Honda	Civic Type R	22	Street/Curb Buy	No	\$ 37,700	\$ 37,700	101%	\$3,473	\$4,539
21	2017	Ram	1500	43	Auction/Wholesale	Yes	\$ 22,000	\$ 21,800	94%	\$22	\$2,244
22	2016	Honda	Accord	36	Auction/Wholesale	No	\$ 18,200	\$ 17,500	89%	(\$57)	\$3,055
23	2016	Acura	MDX	9	Auction/Wholesale	No	\$ 25,800	\$ 24,800	96%	\$978	\$1,781
24	2016	Acura	MDX	56	Auction/Wholesale	No	\$ 24,000	\$ 23,800	88%	(\$723)	\$2,320
25	2016	Chevrolet	Volt	60	Auction/Wholesale	No	\$ 13,900	\$ 13,900	90%	(\$436)	\$3,631
26	2017	Jeep	Grand Cherokee	104	Auction/Wholesale	Yes	\$ 23,000	\$ 23,000	87%	(\$2,733)	\$3,409
27	2017	Jeep	Grand Cherokee	96	Auction/Wholesale	Yes	\$ 24,000	\$ 24,000	89%	(\$1,126)	\$266
28	2016	Honda	Accord	18	Auction/Wholesale	No	\$ 13,000	\$ 13,000	89%	(\$802)	\$2,821
29	2017	Chrysler	Pacifica	44	Auction/Wholesale	Yes	\$ 28,000	\$ 28,000	93%	(\$410)	\$3,949
30	2016	Jeep	Wrangler Unlimited	27	Auction/Wholesale	Yes	\$ 27,300	\$ 27,300	93%	\$1,052	\$3,010
31	2015	Lexus	ES 350	21	Auction/Wholesale	No	\$ 21,000	\$ 21,000	85%	\$1,829	\$1,677
32	2015	Chrysler	300	25	Trade on New	No	\$ 14,800	\$ 14,400	106%	\$2,307	\$2,791
33	2017	Jeep	Grand Cherokee	89	Trade on New	Yes	\$ 34,500	\$ 34,500	95%	\$524	\$3,702
34	2018	Jeep	Grand Cherokee	59	Auction/Wholesale	Yes	\$ 27,000	\$ 27,000	91%	(\$658)	\$275
35	2014	Dodge	Durango	71	Trade on New	Yes	\$ 26,500	\$ 26,000	95%	(\$143)	\$2,883
36	2018	GMC	Terrain	127	Auction/Wholesale	No	\$ 20,800	\$ 20,800	78%	(\$3,683)	\$0
37	2018	Jeep	Grand Cherokee	51	Auction/Wholesale	Yes	\$ 27,500	\$ 27,500	91%	(\$1,045)	\$600
38	2015	Chevrolet	Spark EV	57	Auction/Wholesale	No	\$ 7,000	\$ 7,000	83%	(\$510)	\$2,779
39	2016	Jeep	Grand Cherokee	1	LBO Customer	No	\$ 25,000	\$ 25,000	100%	\$600	\$2,452
40	2014	Honda	Civic	21	Trade on New	No	\$ 12,800	\$ 12,036	100%	\$2,386	\$0
41	2016	Hyundai	Sonata	55	Trade on Used	No	\$ 10,000	\$ 10,000	84%	(\$182)	\$1,045

42	2016	Ford	Transit Connect	34	Trade on Used	No	\$	14,200	\$	12,727	95%	\$1,676	\$544
43	2018	Chrysler	Pacifica	78	Auction/Wholesale	Yes	\$	20,500	\$	20,500	97%	(\$960)	\$979
44	2015	Jeep	Cherokee	91	Auction/Wholesale	No	\$	12,600	\$	12,600	77%	(\$434)	\$2,500
45	2016	Chevrolet	Spark EV	16	Auction/Wholesale	No	\$	9,000	\$	9,000	87%	\$1,944	\$3,278
46	2018	Jeep	Grand Cherokee	53	Auction/Wholesale	Yes	\$	27,000	\$	26,800	93%	(\$798)	\$846
47	2015	Chevrolet	Spark EV	52	Auction/Wholesale	No	\$	7,500	\$	7,500	86%	(\$578)	\$0
48	2016	Honda	Civic	44	Auction/Wholesale	No	\$	14,900	\$	14,800	87%	\$381	\$782
49	2016	Honda	Accord	8	Auction/Wholesale	No	\$	18,999	\$	18,999	100%	\$2,730	\$2,513
50	2016	Honda	Civic	61	Auction/Wholesale	No	\$	15,500	\$	15,500	89%	(\$1,121)	\$3,464
51	2016	Jeep	Wrangler Unlimited	41	Auction/Wholesale	Yes	\$	30,800	\$	30,410	97%	\$1,160	\$1,362
52	2015	Jeep	Wrangler Unlimited	10	Auction/Wholesale	No	\$	31,000	\$	30,200	94%	\$2,305	\$2,224
53	2017	Jeep	Wrangler Unlimited	25	Auction/Wholesale	Yes	\$	34,999	\$	34,999	100%	\$4,871	\$1,365

Scoreboard Totals

% Retailed of Non-New Franchise	40%
Total # Retail Units	200
Average Days to Sale	39.7
Average Advertised Price (Time of Sale)	\$ 20,837
Average Transaction Price	\$ 20,555
Average Market Price at 100%	\$ 22,135
Average Price to Market % (Time of Sale)	94%
Average Transaction to Market	93%
Average Transactional Discount	\$ 282
Average Front End Gross	\$ 854
Average Finance Gross	\$ 1,837
PUVR	\$ 2,692
Total Gross (Units & PUVR)	\$ 538,317
GROI	119%



MY

Scoreboard		
Desk Manager	Totals	Ronnie Cho
% Retailed of Non-New Franchise	40%	29%
Total # Retail Units	200	21
Average Days to Sale	39.7	39.9
Average Advertised Price (Time of Sale)	\$ 20,837	\$ 22,599
Average Transaction Price	\$ 20,555	\$ 22,510
Average Market Price at 100%	\$ 22,135	\$ 23,636
Average Price to Market % (Time of Sale)	94%	96%
Average Transaction to Market %	93%	95%
Average Transactional Discount	\$ 282	\$ 89
Average Front End Gross	\$ 854	\$ 478
Average Finance Gross	\$ 1,837	\$ 1,997
PUVR	\$ 2,692	\$ 2,475
Total Gross (Units & PUVR)	\$ 538,317	\$ 51,973
GROI	119%	99%



Randy Niswonger	Kenny Jensen	
46%	37%	#DIV/0!
84	95	0
40.1	39.3	#DIV/0!
\$ 21,069	\$ 20,242	#DIV/0!
\$ 20,765	\$ 19,937	#DIV/0!
\$ 22,525	\$ 21,285	#DIV/0!
94%	95%	#DIV/0!
92%	94%	#DIV/0!
\$ 304	\$ 305	#DIV/0!
\$ 1,045	\$ 769	#DIV/0!
\$ 1,855	\$ 1,787	#DIV/0!
\$ 2,899	\$ 2,556	#DIV/0!
\$ 243,525	\$ 242,819	#DIV/0!
125%	117%	#DIV/0!

Scoreboard		
Sales Consultant	Totals	Bijoy Saha
% Retailed of Non-New Franchise	40%	50%
Total # Retail Units	200	30
Average Days to Sale	39.7	37.2
Average Advertised Price (Time of Sale)	\$ 20,837	\$ 19,163
Average Transaction Price	\$ 20,555	\$ 18,747
Average Market Price at 100%	\$ 22,135	\$ 20,006
Average Price to Market % (Time of Sale)	94%	96%
Average Transaction to Market %	93%	94%
Average Transactional Discount	\$ 282	\$ 416
Average Front End Gross	\$ 854	\$ 801
Average Finance Gross	\$ 1,837	\$ 1,825
PUVR	\$ 2,692	\$ 2,626
Total Gross (Units & PUVR)	\$ 538,317	\$ 78,781
GROI	119%	136%



Shawn Macwan	Jim Carl	Felix Lopez
24%	40%	42%
21	10	19
34.4	35.4	39.7
\$ 21,921	\$ 19,373	\$ 21,913
\$ 21,594	\$ 19,053	\$ 21,619
\$ 22,981	\$ 20,480	\$ 23,216
95%	95%	94%
94%	93%	93%
\$ 328	\$ 320	\$ 295
\$ 1,462	\$ 861	\$ 812
\$ 1,948	\$ 2,224	\$ 2,275
\$ 3,410	\$ 3,086	\$ 3,087
\$ 71,607	\$ 30,857	\$ 58,659
165%	165%	130%

Cody Caropepe	Si Dao	Mark Matter
0%	31%	39%
2	26	18
32.5	46.5	39.4
\$ 15,400	\$ 22,838	\$ 22,356
\$ 15,400	\$ 22,684	\$ 22,022
\$ 16,173	\$ 24,340	\$ 23,717
95%	94%	94%
95%	93%	93%
\$ -	\$ 154	\$ 335
\$ 1,896	\$ 450	\$ 843
\$ 2,161	\$ 1,901	\$ 1,617
\$ 4,057	\$ 2,352	\$ 2,460
\$ 8,114	\$ 61,142	\$ 44,285
292%	80%	102%

Eladio Cruz	Braiden Cameron	Scott Langton
39%	38%	70%
28	13	10
36.0	46.9	48.5
\$ 21,394	\$ 19,554	\$ 16,800
\$ 21,233	\$ 19,274	\$ 16,618
\$ 23,120	\$ 20,639	\$ 17,985
93%	95%	93%
92%	93%	92%
\$ 161	\$ 280	\$ 182
\$ 1,285	\$ 290	\$ 582
\$ 1,962	\$ 1,491	\$ 1,815
\$ 3,247	\$ 1,782	\$ 2,397
\$ 90,915	\$ 23,163	\$ 23,971
153%	71%	107%

Lee Cai	Chris Groeschen	House
30%	44%	100%
10	9	3
41.2	43.2	31.0
\$ 20,800	\$ 20,456	\$ 18,967
\$ 20,615	\$ 20,144	\$ 18,035
\$ 22,185	\$ 21,420	\$ 19,023
94%	95%	100%
93%	94%	95%
\$ 185	\$ 311	\$ 932
\$ 611	\$ 685	\$ 755
\$ 1,731	\$ 1,160	\$ 50
\$ 2,342	\$ 1,844	\$ 805
\$ 23,424	\$ 16,599	\$ 2,416
99%	76%	52%

Scoreboard		
Finance Manager	Totals	Matt Normandin
% Retailed of Non-New Franchise	40%	42%
Total # Retail Units	200	64
Average Days to Sale	39.7	38.2
Average Advertised Price (Time of Sale)	\$ 20,837	\$ 21,349
Average Transaction Price	\$ 20,555	\$ 21,021
Average Market Price at 100%	\$ 22,135	\$ 22,845
Average Price to Market % (Time of Sale)	94%	93%
Average Transaction to Market %	93%	92%
Average Transactional Discount	\$ 282	\$ 328
Average Front End Gross	\$ 854	\$ 1,043
Average Finance Gross	\$ 1,837	\$ 1,875
PUVR	\$ 2,692	\$ 2,918
Total Gross (Units & PUVR)	\$ 538,317	\$ 186,732
GROI	119%	131%



Ben Zahra	Harry Singh	Thai Nguyen
33%	42%	0%
49	74	4
36.8	43.5	29.5
\$ 20,497	\$ 21,250	\$ 19,650
\$ 20,284	\$ 20,989	\$ 19,225
\$ 21,646	\$ 22,352	\$ 20,139
95%	95%	98%
94%	94%	95%
\$ 214	\$ 260	\$ 425
\$ 732	\$ 851	\$ 619
\$ 1,848	\$ 1,993	\$ 2,279
\$ 2,580	\$ 2,845	\$ 2,897
\$ 126,434	\$ 210,498	\$ 11,588
125%	112%	184%

Kenny Jensen	House	
57%	100%	#DIV/0!
7	2	0
39.4	41.5	#DIV/0!
\$ 12,714	\$ 28,300	#DIV/0!
\$ 12,544	\$ 26,903	#DIV/0!
\$ 13,802	\$ 28,293	#DIV/0!
92%	100%	#DIV/0!
91%	95%	#DIV/0!
\$ 170	\$ 1,398	#DIV/0!
\$ 59	\$ 1,159	#DIV/0!
\$ 26	\$ 75	#DIV/0!
\$ 86	\$ 1,234	#DIV/0!
\$ 599	\$ 2,467	#DIV/0!
6%	40%	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	82
Average Days to Sale	39.7	43.0
Average Advertised Price (Time of Sale)	\$ 20,837	\$ 23,710
Average Transaction Price	\$ 20,555	\$ 23,452
Average Market Price at 100%	\$ 22,135	\$ 24,703
Average Price to Market % (Time of Sale)	94%	96%
Average Transaction to Market %	93%	95%
Average Transactional Discount	\$ 282	\$ 258
Average Front End Gross	\$ 854	\$ 738
Average Finance Gross	\$ 1,837	\$ 2,235
PUVR	\$ 2,692	\$ 2,974
Total Gross (Units & PUVR)	\$ 538,317	\$ 243,828
GROI	119%	106%



No	
	118
	37.4
\$	18,542
\$	18,542
\$	20,211
	92%
	92%
\$	299
\$	935
\$	1,561
\$	2,496
\$	294,489
	130%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	120
Average Days to Sale	39.7	38.3
Average Advertised Price (Time of Sale)	\$ 20,837	\$ 22,780
Average Transaction Price	\$ 20,555	\$ 22,526
Average Market Price at 100%	\$ 22,135	\$ 23,826
Average Price to Market % (Time of Sale)	94%	96%
Average Transaction to Market %	93%	95%
Average Transactional Discount	\$ 282	\$ 254
Average Front End Gross	\$ 854	\$ 945
Average Finance Gross	\$ 1,837	\$ 2,198
PUVR	\$ 2,692	\$ 3,143
Total Gross (Units & PUVR)	\$ 538,317	\$ 377,165
GROI	119%	131%



No	
	80
	41.9
\$	17,599
\$	17,599
\$	19,393
	91%
	91%
\$	324
\$	718
\$	1,297
\$	2,014
\$	161,152
	98%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	32
% of Retail Units	100%	16%
% Retailed of Off-Brand	40%	34%
Average Days to Sale	39.7	32.1
Average Transaction Price	\$ 20,555	\$ 20,624
Average Transaction to Market %	93%	95%
Average Transactional Discount	\$ 282	\$ 528
Average Front End Gross	\$ 854	\$ 2,312
Average Finance Gross	\$ 1,837	\$ 1,487
PUVR	\$ 2,692	\$ 3,799
Total Gross (Units & PUVR)	\$ 538,317	\$ 121,554
GROI	119%	207%



Trade on Used	Street/Curb buy	Auction/wholesale
14	13	127
7%	7%	64%
71%	23%	44%
40.6	31.9	44.9
\$ 12,890	\$ 26,979	\$ 20,505
90%	98%	92%
\$ 260	\$ 582	\$ 218
\$ 1,697	\$ 2,302	\$ 230
\$ 1,373	\$ 2,113	\$ 1,878
\$ 3,070	\$ 4,415	\$ 2,107
\$ 42,976	\$ 57,400	\$ 267,612
211%	185%	82%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
0	7	7
0%	4%	4%
#DIV/0!	0%	0%
#DIV/0!	1.0	31.4
#DIV/0!	\$ 24,873	\$ 20,221
#DIV/0!	93%	95%
#DIV/0!	\$ -	\$ 79
#DIV/0!	\$ 506	\$ 1,497
#DIV/0!	\$ 3,144	\$ 1,821
#DIV/0!	\$ 3,649	\$ 3,318
#DIV/0!	\$ 25,546	\$ 23,228
#DIV/0!	5282%	188%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	87
% of Retail Units	100%	44%
% Retailed of Off-Brand	40%	41%
Average Days to Sale	39.7	16.3
Average Transaction Price	\$ 20,555	\$ 21,548
Average Transaction to Market %	93%	95%
Average Transactional Discount	\$ 282	\$ 392
Average Front End Gross	\$ 854	\$ 1,926
Average Finance Gross	\$ 1,837	\$ 1,993
PUVR	\$ 2,692	\$ 3,919
Total Gross (Units & PUVR)	\$ 538,317	\$ 340,974
GROI	119%	403%



31-45 days	46-60 days	61-90 days	90+ days
40	34	31	8
20%	17%	16%	4%
28%	53%	42%	25%
38.0	54.3	71.3	119.0
\$ 20,468	\$ 19,034	\$ 20,084	\$ 18,471
95%	89%	90%	82%
\$ 302	\$ 210	\$ 83	\$ 67
\$ 912	\$ 5	\$ (468)	\$ (2,364)
\$ 1,709	\$ 1,314	\$ 2,208	\$ 1,580
\$ 2,621	\$ 1,318	\$ 1,740	\$ (784)
\$ 104,855	\$ 44,820	\$ 53,942	\$ (6,274)
121%	46%	44%	-13%