

Desk Manager(s)	Finance Manager(s)
Mike P	Sogol
Jon B	Ivo
Wes R	Dustin
House	Ryan
	house

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	T908885A	2004	Nissan	Frontier	2	Trade on New	No	\$ 8,990	\$ 8,990	101%	\$3,490	\$0
2	T81728A	2008	Honda	Element	55	Trade on New	No	\$ 8,990	\$ 8,990	101%	\$1,389	\$0
3	TF00189A	2007	Dodge	Magnum	42	Trade on New	No	\$ 4,770	\$ 4,500	74%	\$2,691	\$0
4	T90305A	2003	Saturn	Vue	196	Trade on New	No	\$ 2,990	\$ 2,990	92%	\$1,489	\$0
5	T81809A	2007	Toyota	Tundra	67	Trade on New	No	\$ 13,990	\$ 13,990	83%	\$1,813	\$378
6	PM9436R1	2013	Dodge	Durango	32	Auction/Wholesale	No	\$ 13,990	\$ 13,990	98%	\$1,903	\$584
7	FR00192A	2009	Infiniti	G37	77	Trade on Used	No	\$ 6,990	\$ 6,620	101%	\$936	\$114
8	T90684A	2006	Toyota	4Runner	9	Trade on New	No	\$ 12,990	\$ 12,990	135%	\$4,716	\$285
9	UT0373	2014	Toyota	Tundra	63	Street/Curb Buy	No	\$ 23,990	\$ 23,640	79%	(\$697)	\$1,543
10	UT0365	2016	Mazda	CX5	75	Street/Curb Buy	No	\$ 19,990	\$ 19,990	92%	(\$458)	\$1,590
11	UT0388	2017	Ram	1500 Crew 2WD	21	Street/Curb Buy	No	\$ 23,990	\$ 23,490	100%	\$2,707	\$1,107
12	UT0382	2009	Subaru	Impreza	42	Street/Curb Buy	No	\$ 12,990	\$ 12,990	96%	\$2,240	\$817
13	UT0380	2010	Chevrolet	Corvette	8	Street/Curb Buy	No	\$ 30,990	\$ 29,612	98%	(\$379)	\$557
14	UT0390	2016	Dodge	Caravan	28	Street/Curb Buy	No	\$ 15,990	\$ 15,490	95%	\$1,971	\$117
15	UT0379	2015	Jeep	Grand Cher	59	Street/Curb Buy	No	\$ 29,993	\$ 29,893	94%	(\$146)	\$1,597
16	UT0394	2015	Jeep	Wrang Unltd	22	Street/Curb Buy	No	\$ 34,990	\$ 34,740	103%	\$2,787	\$767
17	UT0391	2014	Acura	MDX	32	Street/Curb Buy	No	\$ 22,990	\$ 22,990	102%	\$4,245	\$1,397
18	PM9426R	2019	BMW	X3 30i	60	Auction/Wholesale	No	\$ 32,990	\$ 32,500	82%	(\$154)	\$158
19	PM9433R	2018	Mercedes-Benz	GLA 250	56	Auction/Wholesale	No	\$ 23,990	\$ 23,990	92%	(\$60)	\$1,503
20	PM9413R	2017	Mercedes-Benz	C Class c300	76	Auction/Wholesale	No	\$ 21,990	\$ 21,990	87%	(\$16)	\$4,749
21	PM9446R	2018	Ford	Transit Van	41	Auction/Wholesale	No	\$ 22,990	\$ 22,990	93%	\$538	\$766
22	PM9391R	2017	Dodge	Challger SXT	100	Auction/Wholesale	No	\$ 17,990	\$ 17,640	88%	(\$803)	\$1,912
23	FR00283	2017	Chevrolet	Cruze	103	Other	No	\$ 12,450	\$ 12,450	85%	(\$2,149)	\$1,247
24	PM9309R	2016	Jeep	Wrang 2 door	206	Auction/Wholesale	No	\$ 21,990	\$ 21,990	89%	(\$1,702)	\$1,709
25	PM9473R	2018	Volvo	XC90	15	Auction/Wholesale	No	\$ 42,990	\$ 41,790	101%	\$2,803	\$117
26	PM9458R	2017	Nissan	NV200	33	Auction/Wholesale	No	\$ 14,963	\$ 14,863	93%	(\$394)	\$725
27	PM9472R	2018	Dodge	Caravan	19	Auction/Wholesale	No	\$ 19,990	\$ 19,900	103%	\$2,480	\$117
28	PM9452R	2018	Jeep	Cherokee	42	Auction/Wholesale	No	\$ 18,990	\$ 18,500	92%	\$264	\$517
29	PM9485R	2017	Nissan	NV200	1	Auction/Wholesale	No	\$ 15,990	\$ 5,990	95%	\$434	\$960
30	PM9417R	2019	Ram	Promaster	96	Auction/Wholesale	No	\$ 24,500	\$ 24,500	92%	\$800	\$2,923
31	PM9471R	2018	Dodge	Caravan	27	Auction/Wholesale	No	\$ 17,990	\$ 17,990	101%	\$1,579	\$817
32	PM9416R	2018	Mercedes-Benz	GLA 250	99	Auction/Wholesale	No	\$ 24,990	\$ 24,990	90%	(\$401)	\$768
33	PM9468R	2018	Ram	Promaster	28	Auction/Wholesale	No	\$ 28,990	\$ 28,790	112%	\$1,324	\$3,536
34	PM9464R	2017	Jeep	Grand Cher	37	Auction/Wholesale	No	\$ 28,590	\$ 28,590	101%	\$913	\$1,775
35	PM9446R	2018	Ford	Transit Van	72	Auction/Wholesale	No	\$ 21,990	\$ 21,000	100%	(\$252)	\$0
36	PM9456B	2013	Toyota	Tacoma	7	Trade on Used	No	\$ 25,990	\$ 25,590	108%	\$506	\$117

37	90486A	2015	Dodge	Charger	16	Trade on New	No	\$	30,990	\$	30,840	98%	\$5,625	\$2,598
38	90301A	2015	Jeep	Wrang Unltd	84	Trade on New	No	\$	24,777	\$	24,777	94%	\$1,251	\$2,184
39	PM9449	2016	Jeep	Wrang Unltd	26	LBO OEM/Leasing Co.	No	\$	36,990	\$	36,290	95%	\$4,005	\$454
40	90529A	2011	BMW	X5 AWD	46	Trade on New	No	\$	13,990	\$	13,599	87%	\$2,899	\$117
41	80418A	2016	Infiniti	Q5 Hybrid	186	Trade on New	No	\$	25,777	\$	25,777	90%	(\$968)	\$4,161
42	80839L	2018	Jeep	Compass	60	Loaner/Rental Fleet	No	\$	19,990	\$	19,960	99%	\$500	\$117
43	T90735A	2013	Hyundai	Elantra	63	Trade on New	No	\$	8,777	\$	8,777	92%	\$1,641	\$117
44	81786A	2005	Ram	2500	29	Trade on New	No	\$	20,990	\$	19,800	102%	\$6,845	\$979
45	90628A	2016	Jeep	Cherokee	92	Trade on New	No	\$	14,990	\$	14,000	85%	(\$183)	\$117
46	PM9411RA	2014	Lexus	CT 200 Hybrd	13	Trade on Used	No	\$	15,990	\$	15,000	111%	\$2,022	\$1,446
47	90780A	2011	Jeep	Grand Cher	55	Trade on New	No	\$	14,490	\$	13,500	93%	\$1,107	\$117
48	81505B	2018	Dodge	Chall Hellcat	38	Trade on Used	No	\$	64,777	\$	64,222	105%	\$3,969	\$117
49	80465L	2018	Ram	1500 2wd Reg	62	Loaner/Rental Fleet	No	\$	21,990	\$	21,990	95%	\$2,025	\$2,041
50	90765A	2016	Jeep	Cherokee	13	Trade on New	No	\$	10,990	\$	10,990	102%	\$3,059	\$663
51	90738A	2016	Jeep	Cherokee	70	Trade on New	No	\$	15,490	\$	14,990	93%	\$720	\$1,686
52	PM9480	2016	Dodge	Caravan	1	LBO Customer	No	\$	20,827	\$	20,827	100%	\$1,000	\$4,214
53	90974A	2016	Ram	1500 4X4 Crew	17	Trade on New	No	\$	32,990	\$	32,490	96%	\$2,809	\$117

Scoreboard Totals

% Retailed of Non-Franchise Make	47%
Total # Retail Units	162
Avg. Days to Sale	53.4
Avg. Advertised Price (Time of Sale)	\$ 22,241
Avg. Transaction Price	\$ 21,915
Avg. Market Price at 100%	\$ 23,454
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	93%
Avg. Transactional Discount	\$ 330
Avg. Front-End Gross	\$ 1,469
Avg. Finance Gross	\$ 1,278
PUVR	\$ 2,751
Total Gross (Units & PUVR)	\$ 445,584
GROI	85%
% with Trade	20%
Avg. Over/Under Allowance	\$126



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	Mike P
% Retailed of Non-New Franchise	47%	51%
Total # Retail Units	162	41
Avg. Days to Sale	53.4	59.5
Avg. Advertised Price (Time of Sale)	\$ 22,241	\$ 21,474
Avg. Transaction Price	\$ 21,915	\$ 21,217
Avg. Market Price at 100%	\$ 23,454	\$ 22,820
Avg. Price to Market % (Time of Sale)	95%	94%
Avg. Transaction to Market	93%	93%
Avg. Transactional Discount	\$ 330	\$ 257
Avg. Front-End Gross	\$ 1,469	\$ 1,023
Avg. Finance Gross	\$ 1,278	\$ 1,350
PUVR	\$ 2,751	\$ 2,373
Total Gross (Units & PUVR)	\$ 445,584	\$ 97,273
GROI	85%	68%
% with Trade	20%	12%
Avg. Over/Under Allowance	\$126	7317%



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Jon B	Wes R	House
43%	47%	67%
58	60	3
50.5	51.2	71.7
\$ 21,417	\$ 23,866	\$ 16,157
\$ 20,946	\$ 23,644	\$ 15,610
\$ 23,307	\$ 24,607	\$ 17,809
92%	97%	91%
90%	96%	88%
\$ 488	\$ 222	\$ 547
\$ 1,630	\$ 1,701	\$ (189)
\$ 1,067	\$ 1,429	\$ 1,353
\$ 2,706	\$ 3,130	\$ 1,164
\$ 156,930	\$ 187,800	\$ 3,491
92%	93%	37%
22%	25%	0%
10517%	18750%	0%

Scoreboard*(Click on the blue head*

Sales Consultant	Totals	Mike C
% Retailed of Non-New Franchise	47%	64%
Total # Retail Units	162	14
Avg. Days to Sale	53.4	58.1
Avg. Advertised Price (Time of Sale)	\$ 22,241	\$ 20,485
Avg. Transaction Price	\$ 21,915	\$ 19,569
Avg. Market Price at 100%	\$ 23,454	\$ 21,404
Avg. Price to Market % (Time of Sale)	95%	96%
Avg. Transaction to Market	93%	91%
Avg. Transactional Discount	\$ 330	\$ 916
Avg. Front-End Gross	\$ 1,469	\$ 1,031
Avg. Finance Gross	\$ 1,278	\$ 1,096
PUVR	\$ 2,751	\$ 2,127
Total Gross (Units & PUVR)	\$ 445,584	\$ 29,773
GROI	85%	67%
% with Trade	20%	21%
Avg. Over/Under Allowance	\$126	-3571%



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Al	Susie	Danny B
56%	40%	54%
18	30	26
65.1	46.1	52.6
\$ 19,844	\$ 25,896	\$ 21,957
\$ 19,581	\$ 25,635	\$ 21,795
\$ 21,301	\$ 28,510	\$ 23,106
93%	91%	95%
92%	90%	94%
\$ 262	\$ 281	\$ 162
\$ 1,772	\$ 1,616	\$ 1,390
\$ 605	\$ 1,657	\$ 1,427
\$ 2,378	\$ 3,332	\$ 2,817
\$ 42,797	\$ 99,953	\$ 73,249
67%	101%	88%
17%	27%	31%
25000%	12500%	23077%

number for each column.)

Sam	Trevor	JT
38%	41%	45%
13	22	31
53.3	58.1	48.6
\$ 25,287	\$ 20,447	\$ 21,078
\$ 25,030	\$ 20,033	\$ 20,851
\$ 26,273	\$ 21,586	\$ 21,909
96%	95%	96%
95%	93%	95%
\$ 257	\$ 414	\$ 227
\$ 1,853	\$ 1,007	\$ 1,672
\$ 990	\$ 1,350	\$ 1,334
\$ 2,843	\$ 2,358	\$ 3,006
\$ 36,962	\$ 51,870	\$ 93,178
77%	73%	107%
23%	23%	6%
9615%	18636%	2419%

Todd	House	
20%	67%	#DIV/0!
5	3	0
45.2	71.7	#DIV/0!
\$ 26,172	\$ 16,157	#DIV/0!
\$ 25,755	\$ 15,610	#DIV/0!
\$ 27,895	\$ 17,809	#DIV/0!
94%	91%	#DIV/0!
92%	88%	#DIV/0!
\$ 416	\$ 547	#DIV/0!
\$ 1,902	\$ (189)	#DIV/0!
\$ 1,193	\$ 1,353	#DIV/0!
\$ 3,095	\$ 1,164	#DIV/0!
\$ 15,474	\$ 3,491	#DIV/0!
96%	37%	#DIV/0!
20%	0%	#DIV/0!
10000%	0%	#DIV/0!

Scoreboard	(Click on the blue head	
Finance Manager	Totals	Sogol
% Retailed of Non-New Franchise	47%	49%
Total # Retail Units	162	45
Avg. Days to Sale	53.4	60.6
Avg. Advertised Price (Time of Sale)	\$ 22,241	\$ 22,380
Avg. Transaction Price	\$ 21,915	\$ 22,119
Avg. Market Price at 100%	\$ 23,454	\$ 23,877
Avg. Price to Market % (Time of Sale)	95%	94%
Avg. Transaction to Market	93%	93%
Avg. Transactional Discount	\$ 330	\$ 267
Avg. Front-End Gross	\$ 1,469	\$ 1,252
Avg. Finance Gross	\$ 1,278	\$ 1,469
PUVR	\$ 2,751	\$ 2,704
Total Gross (Units & PUVR)	\$ 445,584	\$ 121,662
GROI	85%	73%
% with Trade	20%	0%
Avg. Over/Under Allowance	\$126	4444%



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Ivo	Dustin	Ryan
41%	50%	42%
46	56	12
45.1	50.8	66.0
\$ 23,492	\$ 22,334	\$ 18,011
\$ 22,978	\$ 22,092	\$ 17,828
\$ 24,385	\$ 23,792	\$ 19,697
96%	94%	91%
94%	93%	91%
\$ 514	\$ 247	\$ 182
\$ 1,728	\$ 1,615	\$ 1,024
\$ 1,159	\$ 1,294	\$ 923
\$ 2,887	\$ 2,936	\$ 1,947
\$ 132,782	\$ 164,423	\$ 23,365
100%	94%	60%
0%	0%	0%
13587%	21607%	0%

number for each column.)

house			
67%	#DIV/0!	#DIV/0!	#DIV/0!
3	0	0	0
71.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 16,157	#DIV/0!	#DIV/0!	#DIV/0!
\$ 15,610	#DIV/0!	#DIV/0!	#DIV/0!
\$ 17,809	#DIV/0!	#DIV/0!	#DIV/0!
91%	#DIV/0!	#DIV/0!	#DIV/0!
88%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 547	#DIV/0!	#DIV/0!	#DIV/0!
\$ (189)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,353	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,164	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,491	#DIV/0!	#DIV/0!	#DIV/0!
37%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	162	0
Avg. Days to Sale	53.4	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,241	#DIV/0!
Avg. Transaction Price	\$ 21,915	#DIV/0!
Avg. Market Price at 100%	\$ 23,454	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!
Avg. Transactional Discount	\$ 330	#DIV/0!
Avg. Front-End Gross	\$ 1,469	#DIV/0!
Avg. Finance Gross	\$ 1,278	#DIV/0!
PUVR	\$ 2,751	#DIV/0!
Total Gross (Units & PUVR)	\$ 445,584	#DIV/0!
GROI	85%	#DIV/0!
% with Trade	20%	#DIV/0!
Avg. Over/Under Allowance	\$126	#DIV/0!



No	
	162
	53.4
\$	21,915
\$	21,915
\$	23,567
	93%
	93%
\$	330
\$	1,469
\$	1,278
\$	2,751
\$	445,584
	85%
	62%
	12562%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	162	84
Avg. Days to Sale	53.4	45.7
Avg. Advertised Price (Time of Sale)	\$ 22,241	\$ 24,351
Avg. Transaction Price	\$ 21,915	\$ 24,078
Avg. Market Price at 100%	\$ 23,454	\$ 25,344
Avg. Price to Market % (Time of Sale)	95%	96%
Avg. Transaction to Market	93%	95%
Avg. Transactional Discount	\$ 330	\$ 273
Avg. Front-End Gross	\$ 1,469	\$ 1,924
Avg. Finance Gross	\$ 1,278	\$ 1,473
PUVR	\$ 2,751	\$ 3,397
Total Gross (Units & PUVR)	\$ 445,584	\$ 285,331
GROI	85%	111%
% with Trade	20%	0%
Avg. Over/Under Allowance	\$126	12798%

No	
	76
	62.6
\$	19,865
\$	19,865
\$	21,602
	92%
	92%
\$	393
\$	940
\$	1,096
\$	2,036
\$	154,752
	59%
	43%
	12632%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	162	74
% of Retail Units	100%	46%
% Retailed of Non-New Franchise	47%	38%
Avg. Days to Sale	53.4	49.6
Avg. Transaction Price	\$ 21,915	\$ 20,678
Avg. Transaction to Market %	93%	93%
Avg. Transactional Discount	\$ 330	\$ 340
Avg. Front End Gross	\$ 1,469	\$ 2,169
Avg. Finance Gross	\$ 1,278	\$ 1,137
PUVR	\$ 2,751	\$ 3,331
Total Gross (Units & PUVR)	\$ 445,584	\$ 246,474
GROI	85%	117%
% with Trade	20%	20%
Avg. Over/Under Allowance	\$126	11149%



Trade on Used	Street/Curb buy	Auction/wholesale
13	19	40
8%	12%	25%
77%	53%	63%
67.6	43.8	61.8
\$ 23,829	\$ 21,668	\$ 23,882
91%	95%	93%
\$ 254	\$ 270	\$ 428
\$ 1,393	\$ 1,516	\$ 505
\$ 1,256	\$ 984	\$ 1,529
\$ 2,649	\$ 2,500	\$ 2,034
\$ 34,436	\$ 47,500	\$ 81,352
59%	95%	50%
31%	11%	28%
43077%	10526%	11250%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
7	4	1
4%	2%	1%
0%	0%	0%
66.3	1.0	26.0
\$ 18,071	\$ 24,689	\$ 36,290
95%	100%	93%
\$ 61	\$ -	\$ 700
\$ 821	\$ 961	\$ 4,005
\$ 988	\$ 3,251	\$ 454
\$ 1,809	\$ 4,212	\$ 4,459
\$ 12,666	\$ 16,848	\$ 4,459
54%	6142%	170%
14%	0%	0%
0%	0%	0%

Other	
	4
	2%
	75%
	78.3
\$	20,445
	88%
\$	410
\$	(825)
\$	1,577
\$	752
\$	3,009
	17%
	0%
	0%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	162	47
% of Retail Units	100%	29%
% Retailed of Non-New Franchise	47%	34%
Avg. Days to Sale	53.4	16.2
Avg. Transaction Price	\$ 21,915	\$ 23,210
Avg. Transaction to Market %	93%	98%
Avg. Transactional Discount	\$ 330	\$ 580
Avg. Front End Gross	\$ 1,469	\$ 2,508
Avg. Finance Gross	\$ 1,278	\$ 1,239
PUVR	\$ 2,751	\$ 3,747
Total Gross (Units & PUVR)	\$ 445,584	\$ 176,130
GROI	85%	359%
% with Trade	20%	17%
Avg. Over/Under Allowance	\$126	14362%



31-45 days	46-60 days	61-90 days	90+ days
31	25	38	21
19%	15%	23%	13%
39%	44%	61%	67%
37.8	54.2	75.2	119.4
\$ 23,759	\$ 22,710	\$ 20,688	\$ 17,568
95%	93%	90%	87%
\$ 229	\$ 377	\$ 165	\$ 176
\$ 2,157	\$ 1,317	\$ 764	\$ (415)
\$ 1,019	\$ 1,025	\$ 1,637	\$ 1,396
\$ 3,176	\$ 2,342	\$ 2,401	\$ 981
\$ 98,462	\$ 58,540	\$ 91,239	\$ 20,591
127%	68%	56%	17%
26%	24%	21%	14%
12097%	23000%	9211%	2857%