

Desk Manager(s)	Finance Manager(s)
Aimee Boone	Lucas Eastwood
Greg Coby	Kaleb Murray
Joe Day	Tom Lombardo
	Demetrius Davis
	Azher Puri

#	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	Mitsubishi	MVIEV	66	Auction/Wholesale	No	\$ 7,000	\$ 7,000	97%	(\$390)	\$0
2	2016	Toyota	Camry	20	LBO OEM/Leasing Co.	Yes	\$ 16,450	\$ 16,450	97%	\$689	\$1,760
3	2016	Toyota	Rav	12	Auction/Wholesale	Yes	\$ 19,300	\$ 19,300	98%	\$587	\$455
4	2013	Toyota	Camry	11	Trade on Used	No	\$ 11,718	\$ 11,500	99%	\$1,074	\$100
5	2018	Toyota	Sienna	57	Auction/Wholesale	Yes	\$ 23,228	\$ 23,228	95%	(\$654)	\$2,065
6	2008	Subaru	Forrester	8	Trade on Used	No	\$ 5,000	\$ 5,000	121%	\$900	\$0
7	2016	Honda	Civic	44	Trade on Used	No	\$ 13,764	\$ 13,764	97%	(\$4)	\$2,030
8	2009	Toyota	Highlander	17	Auction/Wholesale	No	\$ 12,798	\$ 11,999	97%	\$1,678	\$1,125
9	2017	Honda	Civic	18	Trade on New	No	\$ 23,000	\$ 22,700	97%	\$1,107	\$2,334
10	2015	Toyota	Camry	35	Trade on New	No	\$ 13,288	\$ 13,288	103%	\$1,194	\$252
11	2013	Toyota	Tacoma	49	Auction/Wholesale	No	\$ 22,215	\$ 22,515	96%	(\$477)	\$934
12	2016	Toyota	Corolla	27	Trade on Used	Yes	\$ 14,000	\$ 14,200	97%	(\$577)	\$0
13	2013	Nissan	Versa	7	Trade on Used	No	\$ 6,800	\$ 6,700	101%	\$1,618	\$200
14	2016	Mercedes-Benz	Metris	55	Auction/Wholesale	No	\$ 16,353	\$ 15,974	93%	(\$1,341)	\$642
15	2012	Ford	Mustang	84	Auction/Wholesale	No	\$ 11,000	\$ 11,000	90%	(\$1,790)	\$835
16	2017	Toyota	Tundra	21	Trade on New	No	\$ 39,869	\$ 39,869	96%	\$4,966	\$2,181
17	2018	Honda	CRV	19	Trade on New	No	\$ 24,500	\$ 23,500	98%	\$700	\$2,250
18	2016	Toyota	Sienna	44	Auction/Wholesale	No	\$ 25,734	\$ 25,734	97%	(\$648)	\$5,345
19	2016	Nissan	Rogue	58	Auction/Wholesale	No	\$ 11,804	\$ 11,804	94%	(\$780)	\$2,222
20	2016	Toyota	Sienna	58	Auction/Wholesale	No	\$ 19,000	\$ 19,200	91%	(\$270)	\$783
21	2016	Toyota	Sequoia	15	Auction/Wholesale	No	\$ 32,357	\$ 32,137	102%	\$3,606	\$0
22	2016	Scion	iM	58	LBO OEM/Leasing Co.	No	\$ 13,999	\$ 13,700	106%	\$128	\$298
23	2014	Honda	Accord	46	Trade on New	No	\$ 14,103	\$ 13,888	99%	\$677	\$470
24	2016	Scion	iM	52	LBO OEM/Leasing Co.	No	\$ 12,447	\$ 12,447	87%	(\$641)	\$3,390
25	2017	Toyota	Highlander	52	Trade on New	Yes	\$ 30,990	\$ 30,990	94%	(\$463)	\$1,525
26	2016	Toyota	Sienna	60	Auction/Wholesale	Yes	\$ 22,875	\$ 22,875	93%	\$40	\$543
27	2016	Toyota	Corolla	10	Auction/Wholesale	Yes	\$ 14,872	\$ 14,972	98%	\$115	\$674
28	2016	Honda	CRV	10	Trade on New	No	\$ 20,000	\$ 20,000	100%	\$2,800	\$1,106
29	2018	Toyota	Sienna	29	Loaner/Rental Fleet	Yes	\$ 33,000	\$ 32,000	96%	\$3,000	\$1,000
30	2016	Toyota	Corolla	28	Trade on New	Yes	\$ 14,930	\$ 13,238	96%	(\$976)	\$3,598
31	2017	Subaru	Outback	31	Auction/Wholesale	No	\$ 17,699	\$ 17,699	95%	\$300	\$3,544
32	2009	Toyota	Prius	8	Trade on Used	No	\$ 7,485	\$ 8,482	97%	\$1,124	\$1,033
33	2017	Toyota	Corolla	50	Trade on New	Yes	\$ 15,906	\$ 15,000	93%	(\$785)	\$0
34	2017	Toyota	Corolla	14	Auction/Wholesale	No	\$ 16,300	\$ 15,112	96%	\$1,849	\$1,542
35	2013	Toyota	Rav	35	Trade on New	No	\$ 20,000	\$ 20,000	99%	(\$900)	\$2,592
36	2017	Lexus	IS 300	68	Auction/Wholesale	No	\$ 29,800	\$ 29,300	93%	(\$2,000)	\$514
37	2016	Dodge	Dart	33	Auction/Wholesale	No	\$ 11,667	\$ 11,667	95%	(\$930)	\$730
38	2016	Scion	iA	52	LBO OEM/Leasing Co.	Yes	\$ 12,455	\$ 12,755	98%	(\$576)	\$400
39	2014	Volkswagen	Jetta	32	Trade on Used	No	\$ 6,799	\$ 5,983	97%	(\$491)	\$0
40	2012	Lexus	IS 300	47	Trade on Used	No	\$ 15,787	\$ 15,787	91%	\$857	\$0
41	2013	Toyota	Avalon	4	Trade on New	No	\$ 15,707	\$ 15,442	107%	\$712	\$0

42	2015	Ford	Focus	14	Auction/Wholesale	No	\$ 9,243	\$ 8,943	96%	\$104	\$0
43	2012	Honda	Odyssey	78	Trade on New	No	\$ 13,500	\$ 12,000	89%	(\$1,898)	\$0
44	2013	Toyota	Highlander	97	Auction/Wholesale	No	\$ 17,042	\$ 17,042	96%	(\$217)	\$952
45	2016	Subaru	Legacy	63	Auction/Wholesale	No	\$ 11,292	\$ 11,200	94%	(\$1,970)	\$85
46	2016	Toyota	Tacoma	36	Auction/Wholesale	Yes	\$ 32,040	\$ 32,040	97%	(\$41)	\$7,910
47	2015	Toyota	Avalon	58	Trade on New	Yes	\$ 19,969	\$ 19,969	97%	\$92	\$5,112
48	2012	Toyota	Highlander	4	Trade on Used	No	\$ 14,814	\$ 13,024	102%	\$517	\$0
49	2013	Toyota	Highlander	64	Auction/Wholesale	No	\$ 26,798	\$ 26,798	96%	(\$248)	\$3,495
50	2017	Ford	Fusion	31	Trade on New	No	\$ 10,000	\$ 10,000	96%	\$2,800	\$1,785
51	2012	Fiat	500	5	Trade on New	No	\$ 5,997	\$ 5,997	93%	\$938	\$247
52	2012	Toyota	Tundra	27	Auction/Wholesale	No	\$ 22,961	\$ 21,961	106%	\$0	\$3,803
53	2011	Toyota	Tacoma	29	Trade on New	No	\$ 25,349	\$ 24,000	95%	\$618	\$1,953

Scoreboard Totals

% Retailed of Non-New Franchise	45%
Total # Retail Units	200
Avg. Days to Sale	29.7
Avg. Advertised Price (Time of Sale)	\$ 18,455
Avg. Transaction Price	\$ 18,134
Avg. Market Price at 100%	\$ 18,928
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 322
Avg. Front-End Gross	\$ 553
Avg. Finance Gross	\$ 1,465
PUVR	\$ 2,018
Total Gross (Units & PUVR)	\$ 403,509
GROI	135%



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	
% Retailed of Non-New Franchise	45%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	29.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 18,455	#DIV/0!
Avg. Transaction Price	\$ 18,134	#DIV/0!
Avg. Market Price at 100%	\$ 18,928	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 322	#DIV/0!
Avg. Front-End Gross	\$ 553	#DIV/0!
Avg. Finance Gross	\$ 1,465	#DIV/0!
PUVR	\$ 2,018	#DIV/0!
Total Gross (Units & PUVR)	\$ 403,509	#DIV/0!
GROI	135%	#DIV/0!



Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	45%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	29.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 18,455	#DIV/0!
Avg. Transaction Price	\$ 18,134	#DIV/0!
Avg. Market Price at 100%	\$ 18,928	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 322	#DIV/0!
Avg. Front-End Gross	\$ 553	#DIV/0!
Avg. Finance Gross	\$ 1,465	#DIV/0!
PUVR	\$ 2,018	#DIV/0!
Total Gross (Units & PUVR)	\$ 403,509	#DIV/0!
GROI	135%	#DIV/0!



Scoreboard*(Click on the blue head*

Finance Manager	Totals	
% Retailed of Non-New Franchise	45%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	29.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 18,455	#DIV/0!
Avg. Transaction Price	\$ 18,134	#DIV/0!
Avg. Market Price at 100%	\$ 18,928	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 322	#DIV/0!
Avg. Front-End Gross	\$ 553	#DIV/0!
Avg. Finance Gross	\$ 1,465	#DIV/0!
PUVR	\$ 2,018	#DIV/0!
Total Gross (Units & PUVR)	\$ 403,509	#DIV/0!
GROI	135%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	57
Avg. Days to Sale	29.7	26.2
Avg. Advertised Price (Time of Sale)	\$ 18,455	\$ 23,085
Avg. Transaction Price	\$ 18,134	\$ 22,858
Avg. Market Price at 100%	\$ 18,928	\$ 23,808
Avg. Price to Market % (Time of Sale)	98%	97%
Avg. Transaction to Market	96%	96%
Avg. Transactional Discount	\$ 322	\$ 227
Avg. Front-End Gross	\$ 553	\$ 480
Avg. Finance Gross	\$ 1,465	\$ 1,883
PUVR	\$ 2,018	\$ 2,363
Total Gross (Units & PUVR)	\$ 403,509	\$ 134,681
GROI	135%	142%



No	
	143
	31.1
\$	16,250
\$	16,250
\$	17,101
	95%
	95%
\$	359
\$	581
\$	1,299
\$	1,880
\$	268,828
	134%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	110
Avg. Days to Sale	29.7	26.8
Avg. Advertised Price (Time of Sale)	\$ 18,455	\$ 20,062
Avg. Transaction Price	\$ 18,134	\$ 19,822
Avg. Market Price at 100%	\$ 18,928	\$ 20,533
Avg. Price to Market % (Time of Sale)	98%	98%
Avg. Transaction to Market	96%	97%
Avg. Transactional Discount	\$ 322	\$ 239
Avg. Front-End Gross	\$ 553	\$ 655
Avg. Finance Gross	\$ 1,465	\$ 1,680
PUVR	\$ 2,018	\$ 2,335
Total Gross (Units & PUVR)	\$ 403,509	\$ 256,885
GROI	135%	158%



No	
	90
	33.3
\$	16,070
\$	16,070
\$	17,154
	94%
	94%
\$	422
\$	427
\$	1,202
\$	1,629
\$	146,624
	109%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	74
% of Retail Units	100%	37%
% Retailed of Off-Brand	45%	39%
Avg. Days to Sale	29.7	25.2
Avg. Transaction Price	\$ 18,134	\$ 19,370
Avg. Transaction to Market %	96%	95%
Avg. Transactional Discount	\$ 322	\$ 378
Avg. Front End Gross	\$ 553	\$ 841
Avg. Finance Gross	\$ 1,465	\$ 1,607
PUVR	\$ 2,018	\$ 2,448
Total Gross (Units & PUVR)	\$ 403,509	\$ 181,167
GROI	135%	180%



Trade on Used	Street/Curb buy	Auction/wholesale
31	1	75
16%	1%	38%
55%	0%	53%
24.0	53.0	36.8
\$ 13,719	\$ 10,220	\$ 18,511
98%	135%	94%
\$ 193	\$ 280	\$ 379
\$ 464	\$ 1,584	\$ 224
\$ 1,255	\$ -	\$ 1,439
\$ 1,720	\$ 1,584	\$ 1,663
\$ 53,306	\$ 1,584	\$ 124,706
188%	105%	88%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
4	0	15
2%	0%	8%
0%	#DIV/0!	27%
13.8	#DIV/0!	31.3
\$ 28,010	#DIV/0!	\$ 17,166
98%	#DIV/0!	97%
\$ 175	#DIV/0!	\$ 65
\$ 2,382	#DIV/0!	\$ 397
\$ 1,084	#DIV/0!	\$ 1,528
\$ 3,466	#DIV/0!	\$ 1,926
\$ 13,862	#DIV/0!	\$ 28,884
324%	#DIV/0!	129%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	111
% of Retail Units	100%	56%
% Retailed of Off-Brand	45%	35%
Avg. Days to Sale	29.7	14.3
Avg. Transaction Price	\$ 18,134	\$ 18,336
Avg. Transaction to Market %	96%	98%
Avg. Transactional Discount	\$ 322	\$ 311
Avg. Front End Gross	\$ 553	\$ 951
Avg. Finance Gross	\$ 1,465	\$ 1,467
PUVR	\$ 2,018	\$ 2,418
Total Gross (Units & PUVR)	\$ 403,509	\$ 268,402
GROI	135%	333%



31-45 days	46-60 days	61-90 days	90+ days
42	28	18	1
21%	14%	9%	1%
62%	50%	61%	0%
36.8	51.8	70.4	97.0
\$ 18,626	\$ 16,129	\$ 18,916	\$ 17,042
94%	95%	90%	96%
\$ 423	\$ 194	\$ 369	\$ -
\$ 514	\$ (148)	\$ (680)	\$ (217)
\$ 1,874	\$ 1,141	\$ 1,029	\$ 952
\$ 2,387	\$ 993	\$ 350	\$ 735
\$ 100,272	\$ 27,805	\$ 6,295	\$ 735
125%	43%	9%	16%