

Desk Manager(s)	Finance Manager(s)
Lawrence Tiang	Choudhury
Derek Nguyen	Chin
Kevin Holley	Clubb
Craig Wolfson	Kong
	Ishida
	Cheu
	Khatib

Sales Consultant(s)	New Car Franchise(s)
David King 	Lexus
George King	Lexus
Victor Zeng	Toyota
William Cao	GMC
Eric Tran	Honda
Jessica Chien	Subaru
Isidro Orozco	Nissan
Jack Chen	Ford
Tony Minarto	
Linda Hur	
Jerry Wu	
Vince Dinh	
Dennis Lo	
Francisco Maraguay	
Abhai Chand	
Van Le	
Steven Johiro	
Kevin Lee	
Jose Mendoza	
Matthew Yeung	
Gabriel Morones	
Mohammad Sobhani	
Sabino Cuevas	
Jeff Winiecke	
Van Phu	

#	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	Lexus	RX350	36	Trade on New	Yes	\$ 28,588	\$ 28,000	95%	\$214	\$459
2	2019	Lexus	ES350	12	Trade on New	Yes	\$ 38,988	\$ 36,500	95%	\$3,989	\$835
3	2015	Lexus	CT200H	24	Trade on New	Yes	\$ 24,995	\$ 20,364	95%	\$214	\$459
4	2016	Lexus	NX200T	16	Trade on New	YES	\$ 28,588	\$ 28,000	95%	\$3,989	\$835
5	2019	Lexus	IS200T	17	Trade on New	YES	\$ 38,988	\$ 36,500	95%	\$1,481	\$100
6	2015	Lexus	IS200T	19	Trade on New	YES	\$ 20,988	\$ 20,364	95%	\$1,060	\$1,545
7	2016	Lexus	CT200H	27	Trade on New	YES	\$ 28,988	\$ 28,988	95%	\$2,534	\$2,100
8	2016	Lexus	IS200T	17	Trade on Used	YES	\$ 28,995	\$ 28,995	95%	\$1,628	\$2,499
9	2016	Lexus	IS200T	0	Trade on New	NO	\$ 26,995	\$ 26,996	95%	(\$493)	\$150
10	2016	Lexus	RC 200T	27	Trade on New	YES	\$ 20,488	\$ 20,288	95%	\$127	\$490
11	2016	Lexus	IS350	0	Loaner/Rental Fleet	NO	\$ 26,995	\$ 26,755	95%	\$300	\$2,035
12	2016	Lexus	GS450h	60	Loaner/Rental Fleet	NO	\$ -	\$ 26,812	95%	\$587	\$1,240
13	2016	Lexus	GS350	34	LBO Customer	NO	\$ 31,988	\$ 31,538	95%	\$300	\$3,248
14	2016	Lexus	GS350	16	LBO Customer	YES	\$ -	\$ 29,187	95%	\$1,021	\$1,505
15	2013	Lexus	RC 200T	28	LBO Customer	YES	\$ 20,488	\$ 19,988	95%	\$2,789	\$0
16	2013	Lexus	RX350	29	Trade on Used	NO	\$ 22,988	\$ 22,100	95%	\$2,741	\$2,242
17	2014	Lexus	GS350	29	Trade on New	YES	\$ 24,988	\$ 24,988	95%	\$401	\$3,911
18	2016	Lexus	CT200H	3	LBO Customer	NO	\$ 30,988	\$ 30,000	95%	\$3,054	\$1,249
19	2013	Toyota	HIGHLANDER	13	Trade on Used	NO	\$ 23,988	\$ 23,136	95%	\$1,807	\$463
20	2016	Lexus	IS350C	28	LBO Customer	NO	\$ 33,588	\$ 32,988	95%	\$300	\$994
21	2016	Nissan	QUEST	35	Trade on Used	NO	\$ -	\$ 19,598	95%	\$628	\$0
22	2010	Lexus	NX300	29	Trade on Used	NO	\$ -	\$ 10,723	95%	\$3,181	\$509
23	2011	Acura	MDX	56	Trade on New	NO	\$ 15,988	\$ 15,500	95%	\$1,654	\$0
24	2007	Lexus	ES350	17	Trade on Used	YES	\$ 6,988	\$ 6,488	95%	\$782	\$0
25	2018	Lexus	GX460	39	Trade on New	NO	\$ 34,988	\$ 34,988	95%	(\$292)	\$665
26	2017	Nissan	ROGUE	28	Trade on New	NO	\$ 29,988	\$ 29,488	95%	\$1,295	\$1,135
27	2016	Lexus	GX460	2	LBO Customer	NO	\$ 28,988	\$ 27,980	95%	(\$2,301)	\$0
28	2019	Lexus	RX450h	18	LBO Customer	YES	\$ -	\$ 51,500	95%	\$1,367	\$406
29	2014	Lexus	RX350	85	LBO Customer	NO	\$ 10,788	\$ 10,300	95%	\$300	\$4,154
30	2016	Lexus	NX200T	0	LBO Customer	NO	\$ -	\$ 38,397	95%	\$333	\$100
31	2016	Ford	EXPLORER	46	Trade on Used	NO	\$ 42,995	\$ 39,500	95%	(\$1,187)	\$2,582
32	2015	Lexus	ES350	14	LBO Customer	YES	\$ 21,488	\$ 20,860	95%	\$300	\$2,124
33	2016	Lexus	CT200H	64	Loaner/Rental Fleet	YES	\$ -	\$ 27,710	95%	\$2,279	\$1,567
34	2018	Infiniti	QX70	51	Trade on New	NO	\$ 34,988	\$ 34,988	95%	\$1,616	\$785
35	2016	Lexus	NX200T	20	Loaner/Rental Fleet	YES	\$ 30,988	\$ 28,906	95%	(\$866)	\$597
36	2016	Lexus	RX350	39	Loaner/Rental Fleet	NO	\$ 19,488	\$ 19,600	95%	(\$164)	\$241
37	2014	GMC	COLORADO	58	Trade on Used	NO	\$ 20,588	\$ 20,967	95%	\$659	\$871
38	2016	Lexus	ES300h	15	Trade on Used	YES	\$ 32,988	\$ 32,034	95%	\$2,333	\$431
39	2010	Honda	ACCORD	66	Trade on Used	NO	\$ 14,988	\$ 15,888	95%	(\$874)	\$0
40	2016	Lexus	RX350	41	LBO Customer	YES	\$ 20,988	\$ 20,587	95%	\$636	\$0
41	2016	Lexus	IS200T	15	LBO Customer	YES	\$ 30,988	\$ 29,504	95%	(\$523)	\$100

42	2017	Lexus	RC 200T	0	LBO Customer	NO	\$ 14,988	\$ 14,788	95%	\$1,986	\$2,020
43	2018	Lexus	IS250	18	LBO Customer	NO	\$ 45,988	\$ 45,988	95%	\$2,227	\$290
44	2016	Honda	CIVIC	59	Trade on New	NO	\$ 28,988	\$ 28,300	95%	\$300	\$2,572
45	2016	Lexus	ES350	1	LBO Customer	NO	\$ -	\$ 30,690	95%	\$1,921	\$234
46	2008	Lexus	RX350	23	Trade on New	YES	\$ 10,588	\$ 10,588	95%	(\$534)	\$0
47	2016	Lexus	ES350	22	Trade on Used	YES	\$ 15,988	\$ 15,500	95%	\$300	\$944
48	2016	Lexus	IS300	30	Trade on New	YES	\$ -	\$ 26,978	95%	\$1,052	\$2,661
49	2016	Lexus	IS350	18	Trade on Used	YES	\$ 36,588	\$ 35,474	95%	\$364	\$0
50	2015	Ford	MUSTANG	25	Trade on Used	NO	\$ 21,988	\$ 21,200	95%	\$2,201	\$2,325
51	2018	Lexus	ES300h	24	Trade on Used	YES	\$ 34,988	\$ 34,988	95%	\$1,178	\$0
52	2016	Lexus	ES350	1	Trade on Used	NO	\$ 35,988	\$ 34,988	95%	\$2,095	\$0
53	2016	Mazda	MAZDA 6	52	Trade on New	NO	\$ 21,488	\$ 21,000	95%	\$354	\$338

Scoreboard Totals

% Retailed of Non-New Franchise	3%
Total # Retail Units	200
Avg. Days to Sale	29.3
Avg. Advertised Price (Time of Sale)	\$ 24,707
Avg. Transaction Price	\$ 26,820
Avg. Market Price at 100%	\$ 26,008
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	103%
Avg. Transactional Discount	\$ (2,112)
Avg. Front-End Gross	\$ 624
Avg. Finance Gross	\$ 789
PUVR	\$ 1,413
Total Gross (Units & PUVR)	\$ 282,699
GROI	65%



MY

Scoreboard		<i>(Click on the blue head</i>	
Desk Manager	Totals	Kevin Holley	
% Retailed of Non-New Franchise	3%	4%	
Total # Retail Units	200	69	
Avg. Days to Sale	29.3	28.9	
Avg. Advertised Price (Time of Sale)	\$ 24,707	\$ 24,572	
Avg. Transaction Price	\$ 26,820	\$ 26,353	
Avg. Market Price at 100%	\$ 26,008	\$ 25,865	
Avg. Price to Market % (Time of Sale)	95%	95%	
Avg. Transaction to Market	103%	102%	
Avg. Transactional Discount	\$ (2,112)	\$ (1,781)	
Avg. Front-End Gross	\$ 624	\$ 612	
Avg. Finance Gross	\$ 789	\$ 859	
PUVR	\$ 1,413	\$ 1,471	
Total Gross (Units & PUVR)	\$ 282,699	\$ 101,513	
GROI	65%	69%	



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Lawrence Tiang	Derek Nguyen	Craig Wolfson
7%	0%	0%
46	43	42
28.3	29.4	30.8
\$ 21,214	\$ 28,004	\$ 25,380
\$ 25,932	\$ 28,116	\$ 27,231
\$ 22,331	\$ 29,478	\$ 26,716
95%	95%	95%
116%	95%	102%
\$ (4,718)	\$ (112)	\$ (1,851)
\$ 852	\$ 639	\$ 380
\$ 745	\$ 925	\$ 585
\$ 1,596	\$ 1,564	\$ 965
\$ 73,435	\$ 67,238	\$ 40,514
78%	68%	41%

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Scoreboard		<i>(Click on the blue head</i>	
Sales Consultant	Totals	George King	
% Retailed of Non-New Franchise	3%	0%	
Total # Retail Units	200	1	
Avg. Days to Sale	29.3	12.0	
Avg. Advertised Price (Time of Sale)	\$ 24,707	\$ 38,988	
Avg. Transaction Price	\$ 26,820	\$ 36,500	
Avg. Market Price at 100%	\$ 26,008	\$ 41,040	
Avg. Price to Market % (Time of Sale)	95%	95%	
Avg. Transaction to Market	103%	89%	
Avg. Transactional Discount	\$ (2,112)	\$ 2,488	
Avg. Front-End Gross	\$ 624	\$ 3,989	
Avg. Finance Gross	\$ 789	\$ 835	
PUVR	\$ 1,413	\$ 4,824	
Total Gross (Units & PUVR)	\$ 282,699	\$ 4,824	
GROI	65%	397%	



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\$ 26,044	#DIV/0!	#DIV/0!
\$ 24,389	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!
107%	#DIV/0!	#DIV/0!
\$ (2,874)		
\$ 725		
\$ 342		
\$ 1,067	#DIV/0!	#DIV/0!
\$ 16,001	#DIV/0!	#DIV/0!
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Scoreboard		<i>(Click on the blue head</i>	
Finance Manager	Totals	Choudhury	
% Retailed of Non-New Franchise	3%	0%	
Total # Retail Units	200	16	
Avg. Days to Sale	29.3	39.2	
Avg. Advertised Price (Time of Sale)	\$ 24,707	\$ 25,333	
Avg. Transaction Price	\$ 26,820	\$ 26,992	
Avg. Market Price at 100%	\$ 26,008	\$ 26,666	
Avg. Price to Market % (Time of Sale)	95%	95%	
Avg. Transaction to Market	103%	101%	
Avg. Transactional Discount	\$ (2,112)	\$ (1,659)	
Avg. Front-End Gross	\$ 624	\$ 367	
Avg. Finance Gross	\$ 789	\$ 1,068	
PUVR	\$ 1,413	\$ 1,435	
Total Gross (Units & PUVR)	\$ 282,699	\$ 22,955	
GROI	65%	49%	



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Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	112
Avg. Days to Sale	29.3	31.3
Avg. Advertised Price (Time of Sale)	\$ 24,707	\$ 24,402
Avg. Transaction Price	\$ 26,820	\$ 26,657
Avg. Market Price at 100%	\$ 26,008	\$ 25,686
Avg. Price to Market % (Time of Sale)	95%	95%
Avg. Transaction to Market	103%	104%
Avg. Transactional Discount	\$ (2,112)	\$ (2,255)
Avg. Front-End Gross	\$ 624	\$ 705
Avg. Finance Gross	\$ 789	\$ 772
PUVR	\$ 1,413	\$ 1,477
Total Gross (Units & PUVR)	\$ 282,699	\$ 165,439
GROI	65%	64%



No	
	88
	26.8
\$	27,027
\$	27,027
\$	26,417
	102%
	102%
\$	(1,930)
\$	521
\$	811
\$	1,333
\$	117,261
	66%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	194
Avg. Days to Sale	29.3	28.5
Avg. Advertised Price (Time of Sale)	\$ 24,707	\$ 24,625
Avg. Transaction Price	\$ 26,820	\$ 26,810
Avg. Market Price at 100%	\$ 26,008	\$ 25,921
Avg. Price to Market % (Time of Sale)	95%	95%
Avg. Transaction to Market	103%	103%
Avg. Transactional Discount	\$ (2,112)	\$ (2,185)
Avg. Front-End Gross	\$ 624	\$ 613
Avg. Finance Gross	\$ 789	\$ 803
PUVR	\$ 1,413	\$ 1,416
Total Gross (Units & PUVR)	\$ 282,699	\$ 274,642
GROI	65%	67%

No	
	6
	54.7
\$	27,127
\$	27,127
\$	28,812
	94%
	94%
\$	244
\$	987
\$	356
\$	1,343
\$	8,058
	33%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	44
% of Retail Units	100%	22%
% Retailed of Off-Brand	3%	11%
Avg. Days to Sale	29.3	33.9
Avg. Transaction Price	\$ 26,820	\$ 28,035
Avg. Transaction to Market %	103%	
Avg. Transactional Discount	\$ (2,112)	\$ (1,321)
Avg. Front End Gross	\$ 624	\$ 672
Avg. Finance Gross	\$ 789	\$ 1,000
PUVR	\$ 1,413	\$ 1,672
Total Gross (Units & PUVR)	\$ 282,699	\$ 73,561
GROI	65%	63%



Trade on Used	Street/Curb buy	Auction/wholesale
66	0	0
33%	0%	0%
2%		
29.8		
\$ 23,748	#DIV/0!	#DIV/0!
\$ (915)		
\$ 754		
\$ 720		
\$ 1,474	#DIV/0!	#DIV/0!
\$ 97,292	#DIV/0!	#DIV/0!
75%	#DIV/0!	#DIV/0!

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
23	67	0
12%	34%	0%
0%	0%	
36.7	23.2	
\$ 30,326	\$ 27,844	#DIV/0!
\$ (1,803)	\$ (3,918)	
\$ 424	\$ 534	
\$ 636	\$ 772	
\$ 1,060	\$ 1,306	#DIV/0!
\$ 24,370	\$ 87,477	#DIV/0!
34%	73%	#DIV/0!

Other
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Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	105
% of Retail Units	100%	53%
% Retailed of Off-Brand	3%	0%
Avg. Days to Sale	29.3	18.4
Avg. Transaction Price	\$ 26,820	\$ 27,016
Avg. Transaction to Market %	103%	
Avg. Transactional Discount	\$ (2,112)	\$ (2,428)
Avg. Front End Gross	\$ 624	\$ 830
Avg. Finance Gross	\$ 789	\$ 808
PUVR	\$ 1,413	\$ 1,638
Total Gross (Units & PUVR)	\$ 282,699	\$ 171,988
GROI	65%	119%



31-45 days	46-60 days	61-90 days	90+ days
36	24	12	4
18%	12%	6%	2%
3%	17%	8%	0%
38.3	52.6	73.9	99.3
\$ 25,510	\$ 28,494	\$ 23,165	\$ 36,614
			94%
\$ (1,534)	\$ (911)	\$ (2,065)	\$ 574
\$ 262	\$ 330	\$ 841	\$ 146
\$ 834	\$ 727	\$ 1,168	\$ 435
\$ 1,096	\$ 1,056	\$ 2,008	\$ 581
\$ 39,450	\$ 25,351	\$ 24,099	\$ 2,322
40%	25%	42%	6%