

Desk Manager(s)	Finance Manager(s)
VAL	Reza
YURI	Victor
CARLOS	Alan
KUMAR	Min Lam
	Krishesh
	Jenny

Sales Consultant(s)	New Car Franchise(s)
ABDUL	
MOTOKI	
MATTHEW	HONDA
MIKE M.	HONDA
MIKE J.	HONDA
CHANTEL	HONDA
SEBASTIAN	HONDA
ANNIKA	HONDA
DANIEL	HONDA
MIN HUANG	HONDA
CARLOS	HONDA
KUMAR	HONDA
STACY	HONDA
FARHAN	HONDA
STEVEN	HONDA
FAN XU	HONDA
BEN	HONDA
WES	HONDA
Kris R.	HONDA
Ubaid	HONDA
Roger	HONDA
	HONDA

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	39016	15	honda	civic	34	Trade on New	no	\$ 11,800	\$ 10,700	91%	\$0	\$890
2	38909	15	honda	civic	62	Auction/Wholesale	no	\$ 12,800	\$ 10,900	86%	(\$1,400)	\$1,500
3	K31743	17	KIA	SORENTO	15	Auction/Wholesale	no	\$ 13,900	\$ 12,800	92%	\$1,500	\$0
4	39157	16	Honda	CRV	5	Auction/Wholesale	Yes	\$ 18,900	\$ 18,600	98%	0	\$2,400
5	38959	16	Honda	PILOT	40	Trade on New	No	\$ 28,950	\$ 27,100	90%	(\$500)	\$50
6	38670	14	Honda	civic	93	Auction/Wholesale	No	\$ 15,480	\$ 12,900	87%	(\$2,800)	\$1,100
7	39109	14	Honda	crv	15	Trade on New	Yes	\$ 24,500	\$ 22,988	94%	\$500	\$130
8	39169	14	Honda	civic	4	Trade on New	Yes	\$ 15,800	\$ 15,100	99%	230	\$0
9	39111	16	Honda	crv	18	Trade on New	yes	\$ 17,200	\$ 16,990	97%	\$1,500	\$980
10	39049	15	Honda	civic	34	Trade on New	yes	\$ 16,999	\$ 16,999	104%	\$1,200	\$50
11	38665	18	honda	civic	85	Auction/Wholesale	no	\$ 21,077	\$ 19,880	94%	(\$1,500)	\$560
12	K31712	15	kia	forte	28	Trade on New	no	\$ 9,800	\$ 8,700	93%	(\$800)	\$3,400
13	39013	17	honda	civic	37	Auction/Wholesale	yes	\$ 18,900	\$ 18,900	100%	\$1,700	\$0
14	38940	15	honda	crv	57	Auction/Wholesale	no	\$ 18,700	\$ 17,600	94%	\$200	\$300
15	39161	12	honda	civic	12	Auction/Wholesale	no	\$ 10,990	\$ 10,700	98%	\$1,000	\$900
16	38962	18	honda	crv	45	Trade on New	no	\$ 18,900	\$ 18,900	105%	\$2,000	\$0
17	39082	16	honda	odyssey	16	Auction/Wholesale	no	\$ 26,700	\$ 26,500	100%	\$1,200	\$2,800
18	38710	15	toyota	corla	89	Auction/Wholesale	no	\$ 17,900	\$ 15,500	94%	(\$2,800)	\$380
19	39174	18	honda	odyssey	4	Trade on New	no	\$ 27,900	\$ 26,800	98%	\$1,000	\$1,100
20	39126	16	honda	crv	16	Auction/Wholesale	yes	\$ 18,900	\$ 18,700	97%	\$500	\$50
21	39073	15	honda	accord	4	Auction/Wholesale	no	\$ 17,800	\$ 17,600	98%	\$200	\$1,300
22	38994	15	honda	civic	32	Auction/Wholesale	no	\$ 14,800	\$ 14,100	95%	(\$1,000)	\$600
23	38914	15	honda	odyssey	39	Auction/Wholesale	no	\$ 22,900	\$ 22,600	98%	(\$800)	\$1,100
24	K31683	15	toyota	corolla	41	Auction/Wholesale	no	\$ 15,900	\$ 15,600	95%	\$500	\$200
25	39140	17	honda	civic	14	Trade on New	no	\$ 12,800	\$ 12,700	98%	\$1,500	\$210
26	K31752	16	honda	crv	14	Trade on New	no	\$ 25,700	\$ 25,100	97%	\$1,000	\$560
27	39163	16	honda	crv	12	Trade on New	no	\$ 24,900	\$ 24,900	98%	\$1,300	\$1,800
28	39025	16	acura	ilx	36	Auction/Wholesale	no	\$ 24,100	\$ 22,199	87%	(\$1,700)	\$0
29	39175	16	honda	accord	12	Auction/Wholesale	no	\$ 18,900	\$ 18,700	91%	\$800	\$1,600
30	k31698	15	toyota	runner	22	Auction/Wholesale	no	\$ 34,700	\$ 34,500	91%	\$200	\$1,100
31	39188	16	honda	civic	8	Trade on New	yes	\$ 13,800	\$ 13,600	98%	\$2,000	\$1,500
32	39086	16	honda	civic	33	Trade on New	no	\$ 16,900	\$ 16,900	97%	\$1,200	\$50
33	38848	16	honda	crv	65	Auction/Wholesale	no	\$ 26,700	\$ 23,700	85%	(\$3,800)	\$50
34	39096	17	honda	civic	29	Trade on New	no	\$ 17,800	\$ 16,900	94%	\$1,200	\$1,500
35	39187	12	honda	civic	9	Trade on New	no	\$ 10,500	\$ 9,990	94%	\$1,200	\$1,000
36	K31729	15	KIA	rio	37	Auction/Wholesale	no	\$ 9,700	\$ 8,900	89%	(\$300)	\$600

37	38975	16	honda	civic	45	Auction/Wholesale	no	\$	14,590	\$ 14,300	91%	\$300	\$1,000
38	39058	17	honda	civic	25	Auction/Wholesale	no	\$	17,890	\$ 17,200	93%	\$400	\$0
39	K31723	16	KIA	sedona	39	Auction/Wholesale	no	\$	14,599	\$ 14,199	89%	\$0	\$600
40	39148	14	honda	fit	9	Auction/Wholesale	no	\$	15,680	\$ 14,999	97%	\$0	\$600
41	38870	15	honda	civic	78	Auction/Wholesale	no	\$	15,299	\$ 14,780	81%	(\$3,600)	\$4,500
42	39017	14	honda	civic	43	Auction/Wholesale	no	\$	10,500	\$ 9,800	94%	\$1,600	\$4,800
43	K31704	12	toyota	corolla	31	Auction/Wholesale	no	\$	11,700	\$ 10,999	91%	\$200	\$7,100
44	39076	14	honda	fit	25	Auction/Wholesale	no	\$	12,800	\$ 10,900	86%	(\$100)	\$0
45	39069	15	honda	civic	37	Auction/Wholesale	no	\$	13,900	\$ 12,800	92%	\$1,500	\$150
46	38980	12	honda	civic	43	Auction/Wholesale	Yes	\$	18,900	\$ 18,600	98%	\$1,000	\$2,400
47	39050	15	honda	crv	42	Trade on New	No	\$	28,950	\$ 27,100	90%	\$0	\$570
48	39172	18	honda	civic	16	Auction/Wholesale	No	\$	15,480	\$ 12,900	87%	\$200	\$1,100
49	39122	17	honda	civic	24	Trade on New	Yes	\$	24,500	\$ 22,988	94%	\$100	\$130
50	39190	15	honda	fit	2	Trade on New	Yes	\$	15,800	\$ 15,100	99%	0	\$800
51	39004	19	honda	odyssey	47	Trade on New	yes	\$	17,200	\$ 16,990	97%	\$2,000	\$980
52	K31701	12	KIA	sportage	31	Trade on New	yes	\$	16,999	\$ 16,999	104%	(\$800)	\$50
53	K31753	16	KIA	rio	18	Auction/Wholesale	no	\$	21,077	\$ 19,880	94%	(\$200)	\$560

DATE	Stock #	Yr/Make/Model	SALES	DISCOUNT \$\$
July02/2019	39016	15 CIVIC LX	FARHAN	\$388
July02/2019	38909	17 CIVIC LX MT	FAN	\$200
July02/2019	K31743	17 SORENTON EX+	FAN	\$200
July02/2019	39157	16 CRV EX AWD	BEN	\$0
July03/2019	38959	16 PILOT EXL	FARHAN	\$0
July03/2019	38670	14 CIVIC 2DR LX	CARLOS	\$0
July03/2019	39109	14 CRV LX AWD	BEN	\$188
July03/2019	39169	14 CIVIC EX	KUMAR	\$0
July03/2019	39111	16 CRV TOURING	BEN	\$388
July04/2019	39049	15 CIVIC EX MT	CARLOS	\$0
July04/2019	38665	18 CRV EX-L	DANIEL	\$288
July04/2019	K31712	15 FORTE EX	CARLOS	\$0
July04/2019	39013	17 CIVIC TOURING	FARHAN	\$0
July04/2019	38940	15 CRV SE AWD	ROGER	\$388
July05/2019	39161	2012 CIVIC	FAN	\$0
July06/2019	38962	18 CIVIC LX H/B	FAN	\$200
July06/2019	39082	16 ODYSSEY EXL RES	UBAID	\$200
July06/2019	38710	15 COROLLA CE	KRIS	\$488
July06/2019	39174	2018 ODYSSEY	WES	\$0
July06/2019	39126	16 CRV TOURING	STEVEN	\$200
July06/2019	39073	2015 ACCORD	FARHAN	\$388
July06/2019	38994	2015 CIVIC EX	CARLOS	\$0
July06/2019	38914	15 ODYSSEY EX RES	WES	\$200
July08/2019	K31683	15 COROLLA LE	UBAID	\$0
July08/2019	39140	17 CIVIC SPORT H/B	STEVEN	\$688
July09/2019	K31752	2016 CRV EX	BEN	\$188
July09/2019	39163	2016 CRV TOURING	CARLOS	\$288
July09/2019	39025	2016 ILX	STEVEN	\$0
July10/2019	39175	16 ACCORD EXL	FARHAN	\$0

July10/2019	k31698	2015 4RUNNER	CARLOS	\$0
July10/2019	39188	2016 CIVIC	FARHAN	\$0
July10/2019	39086	16 CIVIC EX-T	KRIS	\$488
July11/2019	38848	16 CRV TOURING	KUMAR	\$0
July11/2019	39096	17 CIVIC LX	FARHAN	\$188
July11/2019	39187	12 CIVIC EX	FAN	\$0
July11/2019	K31729	15 RIO EX	STACY	\$0
July12/2019	38975	2016 CIVIC	ROGER	\$0
July12/2019	39058	2017 CIVIC LX	KUMAR	\$0
July13/2019	K31723	16 SEDONA LX	CARLOS	\$388
July13/2019	39148	2014 FIT SPORT	ROGER	\$0
July13/2019	38870	15 CIVIC LX	KUMAR	\$198
July13/2019	39017	14 CIVIC LX	KUMAR	\$550
July13/2019	K31704	12 COROLLA CE	KRIS	\$368
July13/2019	39076	2014 FIT DX-A	FARHAN	\$0
July13/2019	39069	15 CIVIC LX	FARHAN	\$0
July13/2019	38980	2012 CIVIC EX	FARHAN	\$188
July13/2019	39050	15 CRV EXL	UBAID	\$258
July13/2019	39172	18 CIVIC EX HS	UBAID	\$288
July15/2019	39122	2017 CIVIC LX 5SP	STACY	\$0
July15/2019	39190	15 FIT LX	KUMAR	\$88
July15/2019	39004	19 ODYSSEY EXL NAV	KRIS	\$200
July15/2019	K31701	12 SPORTAGE LX	FAN	\$0
July15/2019	K31753	16 RIO LX+	UBAID	\$0
July15/2019	39134	15 LEXUS RX 350	WES	\$200
July15/2019	K31674	14 YARIS LE	BEN	\$390
July15/2019	39038	15 CIVIC LX	FAN	\$100
July16/2019	K31765	2017 SPORTAGE LX	WES	\$0
July16/2019	39043	17 CIVIC EX H/S	ROGER	\$0
July16/2019	39040	17 ACCORD SPORT	MIN W.	\$0
July16/2019	38801	16 ILX PREM	WES	\$200
July16/2019	K31747	16 SORENTO EX	FAN	\$0
July16/2019	39055	2015 CIVIC EX	FARHAN	\$200
July16/2019	39192	2016 CIVIC LX	STEVEN	\$200

July16/2019	39141	14 CRV LX FWD	FARHAN	\$0
July17/2019	38862	14 ACCORD SPORT	DANIEL	\$200
July17/2019	39002	17 ODYSSEY EX	DANIEL	\$200
July17/2019	39116	2015 CIVIC	CARLOS	\$0
July17/2019	38943	16 ACCORD TOURING 2DR	BEN	\$388
July17/2019	39053	17 CRV LX AWD	FAN	\$0
July17/2019	K31724	17 RONDO LX 7-PASS	KUMAR	\$288
July17/2019	K31686	15 EDGE SEL	KRIS	\$0
July17/2019	38914	15 ODYSSEY EX RES	BEN	\$200
July18/2019	39095	15 COROLLA S	KRIS	\$288
July18/2019	38740	18 CRV EX	CARLOS	\$388
July18/2019	39103	17 CIVIC LX	KUMAR	\$88
July18/2019	K31768	14 SOUL LX	FAN	\$0
July18/2019	39074	15 ACCORD EXL	BEN	\$188
July18/2019	39185	15 JETTA TRENDLINE+	WES	\$200
July19/2019	38856	2012 CIVIC	BEN	\$0
July20/2019	39186	16 CIVIC EX	KUMAR	\$0
July20/2019	38949	2015 ACURA RDX	ABDUL	\$0
July20/2019	38918	14 FIT LX	STEVEN	\$150
July20/2019	K31708	16 MAZDA5 GS	WES	\$188
July20/2019	39077	14 FIT LX	KRIS	\$228
July20/2019	K31603	2014 PRIUS	STACEY	\$0
July20/2019	38879	13 CIVIC EX	KRIS	\$0
July20/2019	K31776	16 RIO EX	FARHAN	\$28
July20/2019	38649	2016 JEEP CHEROKE	KUMAR	\$88
July20/2019	39072	15 CIVIC EX	CARLOS	\$200
July20/2019	38915	15 ODYSSEY EX	DANIEL	\$168
July20/2019	39046	16 PILOT TOURING	ROGER	\$150
July20/2019	38702	18 ODYSSEY TOURING	STEVEN	\$200
July22/2019	K31755	13 SOUL LX	WES	\$0
July23/2019	39226	2016 HODNA CRV	FAN	\$0
July23/2019	39104	16 CRV SE	STACY	\$388

July23/2019	K31709	13 HIGHLANDER LTD	FARHAN	\$0
July23/2019	39130	18 ODYSSEY TOURING	DANIEL	\$0
July23/2019	39208	15 CIVIC LX	STACY	\$188
July23/2019	39011	15 CRV TOURING	STACY	\$388
July23/2019	39131	15 CRV SE	BEN	\$0
July23/2019	39230	16 HRV EXL	STEVEN	\$0
July24/2019	39206	2018 CRV	AKILAN	\$200
July24/2019	39263	17 CIVIC EX H/S	KUMAR	\$488
July24/2019	39083	13 SIENNA XLE FWD	STEVEN	\$0
July24/2019	38895	15 SIENNA CE	KRIS	\$588
July24/2019	39078	15 CIVIC LX	STACY	\$388
July25/2019	38970	14 CIVIC EX	FAN	\$280
July25/2019	39144	15 CIVIC EX 5SP MT	CARLOS	\$400
July25/2019	38942	17 BMW 340i Xdrive	KUMAR	\$488
July25/2019	39235	16 CIVIC EX	ROGER	\$0
July25/2019	39217	16 CIVIC EX	FARHAN	\$388
July25/2019	39257	17 CIVIC TOURING	KUMAR	\$88
July25/2019	38907	16 ODYSSEY EXL RES	WES	\$288
July27/2019	39121	2015 CRV LX	WES	\$0
July27/2019	K31610	16 SORENTO LX FWD	UBAID	\$188
July27/2019	39193	14 KIA RIO EX	KUMAR	\$488
July27/2019	38988	15 CRV EXL	STEVEN	\$388
July27/2019	39119	2011 CIVIC DX-G	WES	\$288
July27/2019	K31759	2014 FORTE	STACEY	\$300
July27/2019	39039	2018 CIVIC	WES	\$200
July27/2019	38894	2017 CIVIC	FAN	\$0
July27/2019	39194	18 CRV LX AWD	ROGER	\$350
July27/2019	38519	17 CIVIC TOURING	ROGER	\$0
July27/2019	K31682	15 SPORTAGE EX AWD	UBAID	\$0
July27/2019	39042	13 ACCORD SPORT	STACY	\$0
July27/2019	38973	2016 NISSAN ROGUE	STEVEN	\$288

July27/2019		39124	17 CRV EX AWD	CARLOS	\$0
July27/2019		K31709	2013 TOYOTA HIGHLANDER	BEN	\$188
July27/2019		39225	2016 ODYSSEY EX	FAN	\$0
July27/2019		K31626	2015 RAV4	FAN	\$0
July29/2019		38979	18 CRV EX AWD	KUMAR	\$0
July29/2019		39060	14 CRV EXL	UBAID	\$400
July29/2019		39184	16 CIVIC LX	KUMAR	\$488
July29/2019		39189	17 CIVIC TOURING	KUMAR	\$0
July29/2019		39098	2012 CIVIC	KRIS	\$300
July29/2019		39291	2017 CIVIC	KRIS	\$488
July29/2019		39061	2015 ACCORD EX-L	KUMAR	\$0
July30/2019		39044	15 ODYSSEY LX	STACY	\$0
July30/2019		39150	2017 HONDA CRV	CARLOS	\$488
July30/2019		39212	16 CRV AWD	FARHAN	\$200
July30/2019		39096	17 CIVIC LX	BEN	\$188
July30/2019		38917	15 ACCORD SPORT	DANIEL	\$288
July30/2019		39165	16 CRV LX AWD	ROGER	\$0
July30/2019		39173	17 ODYSSEY EX	ROGER	\$200
July31/2019		39196	16 CRV SE	UBAID	\$188
July31/2019		39256	15 CIVIC EX	KUMAR	\$0
June01/2019		39015	18 ODYSSEY TOURING	KUMAR	\$588
June01/2019		38792	14 CIVIC LX	FARHAN	\$238
June01/2019	K31695		17 SPORTAGE EX	FARHAN	\$488
June01/2019		38600	2017 ACCORD SPORT	WES	\$0
June01/2019		38772	2015 CIVIC	KUMAR	\$0
June01/2019		38701	17 CIVIC EX H/S	OREST	\$288
June03/2019		38956	2014 FIT DX-A	FAN	\$0
June03/2019	K31592		2013 COROLLA	FAN	\$200
June03/2019	K31706		2015 RIO LX	FAN	\$0
June03/2019	k31616		2015 RAV4 XLE	KUMAR	0

June03/2019		38985	2017 ACCORD SPORT	FARHAN	400
June03/2019		38999	2017 SPORT SE	CARLOS	0
June04/2019		38925	2016 HRV	WES	\$800
June04/2019		39001	2017 CRV	CARLOS	\$0
June04/2019		38948	18 CRV LX AWD	KRIS	\$488
June05/2019		39032	17 ACCORD SPORT	KUMAR	\$0
June05/2019	K31626		15 RAV4 LE FWD	FARHAN	\$100
June05/2019		38998	2016 CIVIC LX	FARHAN	\$88
June05/2019		38753	14 CIVIC TOURING	STEVEN	\$0
June05/2019		38938	14 CIVIC EX	MIN W.	\$288
June05/2019	K31639		14 COROLLA LE	KUMAR	\$200
June06/2019		38976	14 FIT LX	CARLOS	\$100
June06/2019		39005	17 CIVIC LX	BEN	\$188
June06/2019		38953	15 CIVIC LX	FAN	\$188
June06/2019		38822	18 ODYSSEY TOURING	KRIS	\$200
June07/2019		38809	2014 CRV LX	FARHAN	\$200
June08/2019	K31700		18 SEDONA LX+	PETER W.	\$0
June08/2019		38575	2015 CIVIC LX	TONY	\$0
June08/2019		39008	2015 CIVIC	CARLOS	\$0
June08/2019		38871	2017 RIDGELINE	KRIS	\$188
June08/2019		38922	17 CRV EX	KUMAR	\$0
June08/2019		39021	15 CIVIC EX	STACY	\$0
June08/2019	K31668		15 SOUL EX+	FAN	\$0
June08/2019	K31719		13 SOUL 2U	ANNIKA	\$0
June08/2019		39004	19 ODYSSEY TOURING	BEN	\$588
June08/2019		38944	11 CRV EX	FARHAN	\$200
June10/2019		38874	2017 CRV TOURING	OREST	\$0
June10/2019		38913	2015 CRV TOURING	FAN	\$200
June10/2019		38723	2016 ACCORD LX	ABDUL	\$0
June10/2019		38885	2015 ODYYSEY TOURING	FARHAN	\$0

June11/2019		38897	2012 ACURA MDX	CARLOS	\$0
June11/2019		38947	17 HRV EXL	STACY	\$0
June11/2019		39085	15 CIVIC EX	BEN	\$0
June12/2019	K31637		15 SORENTO EX	STEVEN	\$0
June12/2019		38664	2016 HONDA CRV EX	CARLOS	\$0
June12/2019		38969	15 CIVIC EX	FARHAN	\$100
June12/2019		38607	19 RIDGELINE TOURING	STACY	\$200
June12/2019	K31615		13 RAV4 LE	FAN	\$88
June12/2019	K31670		13 CRV EX	STACY	\$0
June13/2019		38736	13 ACCORD TOURING	KRIS	\$0
June13/2019	K31671		15 SOUL EX	ANNIKA	\$0
June13/2019	k31662		2014 YARIS LE	STACY	\$188
June13/2019		38701	17 CIVIC EX H/S	ABDUL	\$0

Approved By (Mgr)	DAYS IN STOCK	POSITION IN V-AUTO	CASH/ FINANCE	FRONT END
VAL	34	44 OUT OF 90	F	\$0
VAL	62	4 OUT OF 17	F	(\$1,400)
VAL	15	5 OUT OF 20	F	\$1,500
VAL	5	5 OUT OF 23	F	?
VAL	40	2 OUT OF 34	F	(\$500)
VAL	93	2 IUT OF 15	C	(\$2,800)
VAL	15	10 OUT OF 28	C	\$500
VAL	4	25 OUT OF 53	F	?
VAL	18	5 OUT OF 25	F	\$1,500
CARLOS	34	4 OUT OF 25	C	\$1,200
VAL	85	2 OUT OF 15	C	(\$1,500)
VAL	28	6 OUT OF 11	F	(\$800)
VAL	37	7 OUT OF 17	F	\$1,700
VAL	57	5 OUT OF 52	F	\$200
YURI	12	20 OUT OF 24	F	\$1,000
VAL	45	6 OUT OF 21	F	\$2,000
VAL	16	5 OUT OF 37	F	\$1,200
VAL	89	2 OUT OF 18	C	(\$2,800)
YURI	4	2 OUT OF 12	F	\$1,000
VAL	16	4 OUT OF 22	F	\$500
YURI	4	8 OUT OF 17	F	\$200
YURI	32	24 OUT OF 85	F	(\$1,000)
VAL	39	9 OUT OF 35	F	(\$800)
VAL	41	11 OUT OF 58	F	\$500
VAL	14	3 OUT OF 5	C	\$1,500
YURI	14	3 OUT OF 24	F	\$1,000
YURI	12	6 OUT 66	C	\$1,300
YURI	36	15 OUT OF 35	F	(\$1,700)
YURI	12	3 OUT OF 14	C	\$800

YURI	22	5 OUT OF 21	C	\$200
YURI	8	6 OUT OF 17	F	\$2,000
VAL	33	8 OUT OF 41	F	\$1,200
VAL	65	3 OUT OF 62	F	(\$3,800)
VAL	29	2 OUT OF 8	F	\$1,200
VAL	9	12 OUT OF 24	F	\$1,200
VAL	37	6 OUT OF 22	F	(\$300)
YURI	45	1 OUT OF 67	C	\$300
YURI	25	2 OUT OF 14	F	\$400
VAL	39	2 OUT OF 8	C	\$0
YURI	9	6 OUT OF 15	F	\$0
VAL	78	1 OUT OF 24	C	(\$3,600)
VAL	43	1 OUT OF 23	F	\$1,600
YURI	31	7 OUT OF 12	C	\$200
YURI	25	2 OUT OF 6	F	(\$100)
VAL	37	4 OUT OF 29	C	\$1,500
YURI	43	9 OUT OF 24	C	\$1,000
VAL	42	9 OUT OF 62	C	\$0
VAL	16	9 OUT OF 25	F	\$200
YURI	24	2 OUT OF 14	C	\$100
VAL	2	8 OUT OF 13	C	?
VAL	47	1 OUT OF 5	C	\$2,000
VAL	31	2 OUT OF 6	F	(\$800)
WYSON	18	7 OUT OF 39	C	(\$200)
WYSON	24	6 OUT OF 15	F	\$1,800
VAL	83	1 OUT OF 15	F	(\$3,800)
VAL	44	12 OUT OF 81	C	?
YURI	18	4 OUT OF 57	F	\$1,500
VAL	46	17 OUT OF 76	F	\$500
VAL	46	2 OUT OF 44	F	\$1,000
VAL	84	1 OUT OF 55	C	(\$3,000)
VAL	7	2 OUT OF 7	C	\$1,500
YURI	41	17 OUT OF 90	F	(\$2,000)
YURI	14	52 OUT OF 107	F	\$200

VAL	20	5 OUT OF 30	F	\$1,000
VAL	63	1 OUT OF 21	F	(\$4,000)
VAL	43	1 OUT OF 9	C	(\$1,400)
CARLOS	14	12 OUT OF 29	F	\$500
VAL	65	3 OUT OF 44	C	(\$3,000)
VAL	41	6 OUT OF 19	C	\$1,000
VAL	43	2 OUT OF 5	C	(\$2,300)
VAL	71	2 OUT OF 18	F	(\$1,600)
VAL	50	5 OUT OF 29	C	(\$1,600)
VAL	36	3 OUT OF 21	F	(\$300)
VAL	80	1 OUT OF 27	F	(\$3,500)
VAL	34	10 OUT OF 70	F	\$500
VAL	12	7 OUT OF 15	C	\$1,700
VAL	35	8 OUT OF 43	F	(\$1,800)
VAL	16	13 OUT OF 75	F	?
YURI	81	2 OUT OF 7	C	(\$1,500)
VAL	18	5 OUT OF 18	F	\$1,000
YURI	66	1 OUT OF 50	F	(\$1,000)
VAL	36	5 OUT OF 15	C	(\$1,600)
VAL	32	1 OUT OF 10	F	(\$300)
VAL	32	3 OUT OF 18	C	(\$800)
YURI	96	1 OUT OF 14	C	(\$3,000)
VAL	31	8 OUT OF 20	F	?
VAL	9	3 OUT OF 7	C	?
YURI	95	4 OUT OF 37	F	(\$3,000)
VAL	32	9 OUT OF 89	F	(\$600)
VAL	58	3 OUT OF 43	F	(\$200)
VAL	49	3 OUT OF 51	F	(\$700)
VAL	99	1 OUT OF 12	F	(\$7,700)
VAL	13	4 OUT OF 10	F	\$0
VAL	7	10 OUT OF 86	F	?
VAL	40	4 OUT OF 70	C	(\$300)

VAL	35	3 OUT OF 6	F	(\$1,000)
VAL	29	4 OUT OF 8	C	\$1,600
VAL	7	39 OUT OF 94	F	?
VAL	55	3 OUT OF 82	F	\$50
VAL	32	4 OUT OF 63	F	(\$1,200)
VAL	7	7 OUT OF 19	C	\$1,500
YURI	12	8 OUT OF 18	F	\$700
VAL	1	15 OUT OF 31	C	\$2,000
VAL	26	1 OUT OF 19	C	\$0
VAL	88	3 OUT OF 34	C	(\$2,000)
VAL	33	38 OUT OF 104	C	(\$800)
VAL	58	5 OUT OF 29	F	(\$2,000)
VAL	19	2 OUT OF 22	C	\$200
VAL	73	2 OUT OF 7	C	(\$1,600)
VAL	9	2 OUT OF 7	F	?
VAL	14	12 OUT OF 62	F	\$200
VAL	3	10 OUT OF 18	F	\$700
VAL	88	1 OUT OF 21	F	(\$1,200)
YURI	18	9 OUT OF 36	C	\$200
VAL	77	4 OUT OF 84	F	(\$4,000)
VAL	15	2 OUT OF 7	C	\$2,400
VAL	43	8 OUT OF 45	C	(\$1,200)
VAL	16	14 OUT OF 22	C	\$500
YURI	18	4 OUT OF 12	C	\$2,000
YURI	57	3 OUT OF 18	C	\$0
YURI	87	2 OUT OF 12	C	\$100
VAL	25	13 OUT OF 23	F	\$2,000
VAL	98	1 OUT OF 71	F	(\$4,200)
VAL	60	2 OUT OF 8	F	(\$1,000)
VAL	43	4 OUT OF 18	F	\$1,300
YURI	61	3 OUT OF 31	F	(\$400)

CARLOS	37	1 OUT OF 27	C	\$500
YURI	39	3 OUT OF 5	F	(\$1,500)
YURI	14	5 OUT OF 25	F	\$2,600
YURI	100	1 OUT OF 34	C	(\$3,000)
VAL	66	1 OUT OF 31	F	-\$1,200
VAL	41	4 OUT OF 23	C	-\$1,000
VAL	27	8 OUT OF 16	C	\$500
VAL	27	5 OUT OF 12	F	\$2,000
CARLOS	18	14 OUT OF 26	C	\$1,700
CARLOS	3	20 OUT OF 25	C	\$1,000
CARLOS	12	15 OUT OF 42	F	-\$500
VAL	57	3 OUT OF 10	F	-\$200
YURI	33	10 OUT OF 33	F	\$1,000
VAL	19	8 OUT OF 39	F	\$0
VAL	48	1 OUT OF 6	C	\$400
VAL	46	5 OUT OF 60	C	-\$2,300
VAL	33	1 OUT OF 17	F	\$1,000
VAL	32	3 OUT OF 8	F	-\$1,200
VAL	21	12 OUT OF 62	C	\$500
VAL	7	27 OUT OF 80	F	\$0
VAL	5	6 OUT OF 19	C	\$2,500
VAL	33	13 OUT OF 63	F	-\$1,000
VAL	14	9 OUT OF 18	F	\$1,600
YURI	80	2 OUT OF 24	F	-\$1,500
YURI	54	5 OUT OF 171	F	-\$800
VAL	58	3 OUT OF 29	C	-\$1,100
YURI	11	5 OUT OF 8	C	-\$300
YURI	76	1 OUT OF 14	C	-\$700
YURI	1	2 OUT OF 4	C	\$2,000
CARLOS	64	2 OUT OF 16	C	-500

CARLOS	135 OUT OF 15	C	\$2,000
CARLOS	105 OUT OF 7	F	\$2,000
YURI	336 OUT OF 15	C	\$2,500
CARLOS	103 OUT OF 63	F	\$2,500
VAL	248 OUT OF 19	C	\$1,900
VAL	57 OUT OF 40	C	\$1,500
VAL	583 OUT OF 36	F	-\$500
YURI	108 OUT OF 84	F	\$2,000
VAL	573 OUT OF 12	F	-\$2,300
VAL	2918 OUT OF 39	F	\$200
VAL	377 OUT OF 45	F	-\$1,500
VAL	1312 OUT OF 24	F	\$500
VAL	123 OUT OF 7	C	\$500
VAL	1548 OUT OF 139	C	\$200
VAL	492 OUT OF 18	C	\$1,500
YURI	3912 OUT OF 20	F	-\$200
VAL	36 OUT OF 15	C	\$1,500
YURI	865 OUT OF 111	C	-\$2,500
CARLOS	1052 OF 97	F	\$2,300
VAL	244 OUT OF 19	C	-\$1,200
VAL	362 OUT OF 30	F	\$200
VAL	238 OUT OF 157	F	\$600
VAL	441 OUT OF 24	F	\$1,600
VAL	54 OUT OF 7	F	\$1,000
VAL	101 OUT OF 9	C	\$2,000
VAL	247 OUT OF 11	F	\$100
YURI	395 OUT OF 65	F	-\$200
YURI	1420 OUT OF 79	C	-\$1,300
CARLOS	692 OUT OF 8	F	-\$2,000
CARLOS	472 OUT OF 18	F	\$200

YURI	433 OUT OF 15	F	\$1,200
YURI	291 OUT OF 10	C	\$800
VAL	361 OUT OF 162	F	\$1,000
VAL	682 OUT OF 10	F	\$0
YURI	638 OUT OF 63	F	-\$2,000
VAL	2247 OUT OF 99	F	-\$800
VAL	584 OUT OF 10	F	-\$1,000
VAL	721 OUT OF 13	F	-\$1,200
VAL	423 OUT OF 10	C	-\$2,300
VAL	721 OUT OF 12	F	-\$2,800
VAL	432 OUT OF 31	F	-\$1,000
VAL	448 OU TOF 15	C	-\$1,400
VAL	7010 OUT OF 40	F	-\$2,400

Scoreboard Totals

% Retailed of Non-Franchise Make	29%
Total # Retail Units	200
Avg. Days to Sale	38.8
Avg. Advertised Price (Time of Sale)	\$ 18,212
Avg. Transaction Price	\$ 17,534
Avg. Market Price at 100%	\$ 19,416
Avg. Price to Market % (Time of Sale)	94%
Avg. Transaction to Market	90%
Avg. Transactional Discount	\$ 657
Avg. Front-End Gross	\$ 34
Avg. Finance Gross	\$ 1,259
PUVR	\$ 1,306
Total Gross (Units & PUVR)	\$ 261,297
GROI	69%
% with Trade	38%
Avg. Over/Under Allowance	\$152



EMY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	
% Retailed of Non-New Franchise	29%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	38.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 18,212	#DIV/0!
Avg. Transaction Price	\$ 17,534	#DIV/0!
Avg. Market Price at 100%	\$ 19,416	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!
Avg. Transaction to Market	90%	#DIV/0!
Avg. Transactional Discount	\$ 657	#DIV/0!
Avg. Front-End Gross	\$ 34	#DIV/0!
Avg. Finance Gross	\$ 1,259	#DIV/0!
PUVR	\$ 1,306	#DIV/0!
Total Gross (Units & PUVR)	\$ 261,297	#DIV/0!
GROI	69%	#DIV/0!
% with Trade	38%	#DIV/0!
Avg. Over/Under Allowance	\$152	#DIV/0!



Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	29%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	38.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 18,212	#DIV/0!
Avg. Transaction Price	\$ 17,534	#DIV/0!
Avg. Market Price at 100%	\$ 19,416	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!
Avg. Transaction to Market	90%	#DIV/0!
Avg. Transactional Discount	\$ 657	#DIV/0!
Avg. Front-End Gross	\$ 34	#DIV/0!
Avg. Finance Gross	\$ 1,259	#DIV/0!
PUVR	\$ 1,306	#DIV/0!
Total Gross (Units & PUVR)	\$ 261,297	#DIV/0!
GROI	69%	#DIV/0!
% with Trade	38%	#DIV/0!
Avg. Over/Under Allowance	\$152	#DIV/0!



Scoreboard*(Click on the blue head*

Finance Manager	Totals	
% Retailed of Non-New Franchise	29%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	38.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 18,212	#DIV/0!
Avg. Transaction Price	\$ 17,534	#DIV/0!
Avg. Market Price at 100%	\$ 19,416	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!
Avg. Transaction to Market	90%	#DIV/0!
Avg. Transactional Discount	\$ 657	#DIV/0!
Avg. Front-End Gross	\$ 34	#DIV/0!
Avg. Finance Gross	\$ 1,259	#DIV/0!
PUVR	\$ 1,306	#DIV/0!
Total Gross (Units & PUVR)	\$ 261,297	#DIV/0!
GROI	69%	#DIV/0!
% with Trade	38%	#DIV/0!
Avg. Over/Under Allowance	\$152	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	28
Avg. Days to Sale	38.8	36.9
Avg. Advertised Price (Time of Sale)	\$ 18,212	\$ 18,518
Avg. Transaction Price	\$ 17,534	\$ 18,213
Avg. Market Price at 100%	\$ 19,416	\$ 19,008
Avg. Price to Market % (Time of Sale)	94%	97%
Avg. Transaction to Market	90%	96%
Avg. Transactional Discount	\$ 657	\$ 305
Avg. Front-End Gross	\$ 34	\$ 112
Avg. Finance Gross	\$ 1,259	\$ 1,036
PUVR	\$ 1,306	\$ 1,148
Total Gross (Units & PUVR)	\$ 261,297	\$ 32,150
GROI	69%	61%
% with Trade	38%	35%
Avg. Over/Under Allowance	\$152	12657%



No	
	172
	39.1
\$	17,423
\$	17,423
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	716
\$	21
\$	1,295
\$	1,333
\$	229,252
	70%
	158%
	15649%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	138
Avg. Days to Sale	38.8	35.7
Avg. Advertised Price (Time of Sale)	\$ 18,212	\$ 18,869
Avg. Transaction Price	\$ 17,534	\$ 18,210
Avg. Market Price at 100%	\$ 19,416	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!
Avg. Transaction to Market	90%	#DIV/0!
Avg. Transactional Discount	\$ 657	\$ 659
Avg. Front-End Gross	\$ 34	\$ 149
Avg. Finance Gross	\$ 1,259	\$ 1,192
PUVR	\$ 1,306	\$ 1,339
Total Gross (Units & PUVR)	\$ 261,297	\$ 184,830
GROI	69%	74%
% with Trade	38%	9%
Avg. Over/Under Allowance	\$152	16200%

No	
	58
	46.4
\$	16,386
\$	16,386
\$	18,473
	89%
	89%
\$	652
\$	(208)
\$	1,437
\$	1,228
\$	71,241
	58%
	107%
	12959%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	56
% of Retail Units	100%	28%
% Retailed of Non-New Franchise	29%	21%
Avg. Days to Sale	38.8	34.3
Avg. Transaction Price	\$ 17,534	\$ 18,586
Avg. Transaction to Market %	90%	94%
Avg. Transactional Discount	\$ 657	\$ 561
Avg. Front End Gross	\$ 34	\$ 273
Avg. Finance Gross	\$ 1,259	\$ 946
PUVR	\$ 1,306	\$ 1,225
Total Gross (Units & PUVR)	\$ 261,297	\$ 68,590
GROI	69%	69%
% with Trade	38%	91%
Avg. Over/Under Allowance	\$152	17232%



Trade on Used	Street/Curb buy	Auction/wholesale
0	0	144
0%	0%	72%
#DIV/0!	#DIV/0!	32%
#DIV/0!	#DIV/0!	40.6
#DIV/0!	#DIV/0!	\$ 17,125
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	\$ 695
#DIV/0!	#DIV/0!	\$ (60)
#DIV/0!	#DIV/0!	\$ 1,380
#DIV/0!	#DIV/0!	\$ 1,338
#DIV/0!	#DIV/0!	\$ 192,721
#DIV/0!	#DIV/0!	69%
#DIV/0!	#DIV/0!	17%
#DIV/0!	#DIV/0!	14451%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	74
% of Retail Units	100%	37%
% Retailed of Non-New Franchise	29%	24%
Avg. Days to Sale	38.8	14.2
Avg. Transaction Price	\$ 17,534	\$ 17,352
Avg. Transaction to Market %	90%	#DIV/0!
Avg. Transactional Discount	\$ 657	\$ 679
Avg. Front End Gross	\$ 34	\$ 569
Avg. Finance Gross	\$ 1,259	\$ 1,287
PUVR	\$ 1,306	\$ 1,856
Total Gross (Units & PUVR)	\$ 261,297	\$ 137,321
GROI	69%	271%
% with Trade	38%	49%
Avg. Over/Under Allowance	\$152	12011%



31-45 days	46-60 days	61-90 days	90+ days
69	17	30	10
35%	9%	15%	5%
29%	0%	47%	60%
37.2	51.6	75.6	99.9
\$ 16,074	\$ 23,908	\$ 17,931	\$ 16,930
90%	95%	87%	89%
\$ 639	\$ 482	\$ 731	\$ 707
\$ 129	\$ (221)	\$ (1,075)	\$ (758)
\$ 1,289	\$ 766	\$ 1,410	\$ 1,225
\$ 1,418	\$ 545	\$ 334	\$ 467
\$ 97,869	\$ 9,273	\$ 10,026	\$ 4,670
85%	16%	9%	10%
35%	35%	23%	20%
17322%	17941%	18520%	10140%