

Desk Manager(s)	Finance Manager(s)
LUKE SILLAR	DAVE WOOD
JULIO BERNAL	ROB OEHMKE
LUKE SILLAR	DAVE WOOD
JULIO BERNAL	DAVE WOOD
LUKE SILLAR	DIEGO RIVERA
LUKE SILLAR	ROB OEHMKE
LUKE SILLAR	DAVE WOOD
LUKE SILLAR	ROB OEHMKE
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LUKE SILLAR	DAVE WOOD
LUKE SILLAR	ROB OEHMKE
LUKE SILLAR	DAVE WOOD
JULIO BERNAL	ROB OEHMKE
JULIO BERNAL	DAVE WOOD
LUKE SILLAR	DIEGO RIVERA
LUKE SILLAR	DAVE WOOD
JULIO BERNAL	DAVE WOOD
LUKE SILLAR	DIEGO RIVERA
AURELIO ESTRADA	DAVE WOOD
LUKE SILLAR	DIEGO RIVERA
LUKE SILLAR	DAVE WOOD
LUKE SILLAR	DIEGO RIVERA
LUKE SILLAR	DAVE WOOD
LUKE SILLAR	DIEGO RIVERA
LUKE SILLAR	DAVE WOOD
LUKE SILLAR	DAVE WOOD
LUKE SILLAR	DIEGO RIVERA
JULIO BERNAL	DAVE WOOD
JULIO BERNAL	DIEGO RIVERA
JULIO BERNAL	DAVE WOOD
JULIO BERNAL	DIEGO RIVERA
JULIO BERNAL	DAVE WOOD
JULIO BERNAL	DIEGO RIVERA
AURELIO ESTRADA	ROB OEHMKE
AURELIO ESTRADA	DIEGO RIVERA
JULIO BERNAL	DIEGO RIVERA
JULIO BERNAL	DAVE WOOD
JULIO BERNAL	DIEGO RIVERA
AURELIO ESTRADA	DAVE WOOD
AURELIO ESTRADA	DAVE WOOD
LUKE SILLAR	DIEGO RIVERA
NICK D'ARCY	DAVE WOOD
NICK D'ARCY	DAVE WOOD
LUKE SILLAR	DAVE WOOD

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NICK D'ARCY	DAVE WOOD
LUKE SILLAR	DAVE WOOD
LUKE SILLAR	ROB OEHMKE
AURELIO ESTRADA	DIEGO RIVERA
LUKE SILLAR	DIEGO RIVERA
LUKE SILLAR	ROB OEHMKE
AURELIO ESTRADA	DAVE WOOD

Sales Consultant(s)	New Car Franchise(s)
JAMES SPINA NADA ACADEMY	JEEP
GILSON RIOS	BUICK
MITCH CHRISTY	CHEVROLET
JESUS BARAJAS	NISSAN
DYLAN BEERY	GMC
JAMES SEEMAN	HYUNDAI
MAYRA ESPARZA	FORD
CARLOS GONZALEZ	CHEVROLET
GILSON RIOS	FORD
DRIN SULEJMANI	CHRYSLER
JAMES SEEMAN	GMC
DRIN SULEJMANI	SUBARU
MITCH CHRISTY	BUICK
JAMES SEEMAN	CHEVROLET
JEN SENDERS	BUICK
JAMES SEEMAN	CHEVROLET
GILSON RIOS	FORD
MAYRA ESPARZA	CHEVROLET
DYLAN BEERY	VOLKSWAGEN
GILSON RIOS	GMC
MITCH CHRISTY	BUICK
JAMES SPINA	GMC
DRIN SULEJMANI	GMC
RONALDO HERNANDEZ	BUICK
JAMES SPINA	GMC
RONALDO HERNANDEZ	BUICK
RONALDO HERNANDEZ	CADILLAC
JESUS BARAJAS	CHEVROLET
MITCH CHRISTY	CHEVROLET
MITCH CHRISTY	NISSAN
CARLOS GONZALEZ	GMC
MITCH CHRISTY	HYUNDAI
MAYRA ESPARZA	GMC
CARLOS GONZALEZ	NISSAN
DYLAN BEERY	BUICK
JEN SENDERS	GMC
GILSON RIOS	CHEVROLET
JEN SENDERS	GMC
JAMES SPINA	GMC
DRIN SULEJMANI	BUICK
JAMES SPINA	CHEVROLET
JEN SENDERS	FORD
JEN SENDERS	CADILLAC
DRIN SULEJMANI	BUICK

DRIN SULEJMANI	BUICK
JAMES SEEMAN	HYUNDAI
JAMES SEEMAN	JEEP
JAMES SEEMAN	CADILLAC
MAYRA ESPARZA	BUICK
JEN SENDERS	GMC
GILSON RIOS	GMC
JAMES SPINA	BUICK

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	G19004A	2016	JEEP	PATRIOT	16	Trade on New	NO	\$ 13,995	\$ 13,179	96%	\$510	\$1,681
2	P7818	2016	BUICK	ENCORE	37	Auction/Wholesale		\$ 16,995	\$ 16,478	94%	\$1,466	\$2,437
3	B3657B	2010	CHEVROLET	SILVERADO	16	TRADE ON USED		\$ 18,995	\$ 18,595	92%	\$540	\$1,386
4	G19112B	2012	NISSAN	JUKE	3	TRADE ON USED	No	\$ 9,495	\$ 8,500	91%	\$1,505	\$2,002
5	G18682A	2017	GMC	SIERRA	7	TRADE ON NEW		\$ 27,999	\$ 27,999	95%	\$84	\$3,425
6	P7863	2013	HYUNDAI	ELANTRA	0	Auction/Wholesale		\$ 9,495	\$ 8,940	98%	\$1,218	\$1,987
7	P7855	2016	FORD	FUSION	10	Auction/Wholesale	No	\$ 15,995	\$ 15,495	98%	\$650	\$892
8	G18765B	2018	CHRYSLER	300	77	TRADE ON USED	No	\$ 20,995	\$ 20,495	97%	\$1,128	\$150
9	P7845	2018	FORD	TAURUS	14	Auction/Wholesale	No	\$ 25,495	\$ 24,494	96%	\$1,465	\$0
10	P7867	2018	CHRYSLER	PACIFICA	0	Auction/Wholesale	No	\$ 31,995	\$ 31,800	88%	\$3,389	\$1,739
11	P7858	2016	GMC	TERRAIN	8	Auction/Wholesale		\$ 15,995	\$ 15,995	105%	(\$894)	\$2,141
12	P7862	2015	SUBARU	OUTBACK	4	Auction/Wholesale	No	\$ 18,995	\$ 18,246	99%	\$480	\$0
13	G18682B	2014	BUICK	VERANO	2	TRADE ON USED		\$ 9,495	\$ 9,367	98%	\$497	\$0
14	G18914B	2014	CHEVROLET	SILVERADO	27	TRADE ON USED		\$ 25,995	\$ 25,534	97%	\$909	\$657
15	P7769	2016	BUICK	REGAL	65	Auction/Wholesale		\$ 16,995	\$ 16,700	95%	\$600	\$1,208
16	G19143A	2013	CHEVROLET	SUBURBAN	7	Trade on New		\$ 21,500	\$ 21,500	89%	\$2,053	\$2,158
17	P7867A	2016	FORD	FUSION	3	TRADE ON USED	No	\$ 16,995	\$ 16,400	87%	\$2,307	\$3,229
18	G18960A	2014	CHEVROLET	SILVERADO	34	TRADE ON NEW		\$ 22,995	\$ 22,227	91%	\$1,932	\$2,627
19	P7869	2016	VOLKSWAGEN	BEETLE	0	Auction/Wholesale	No	\$ 18,995	\$ 18,600	94%	\$1,067	\$0
20	G18661A	2009	GMC	YUKON	16	TRADE ON NEW		\$ 21,995	\$ 21,300	90%	\$2,427	\$0
21	P7870	2016	BUICK	REGAL	0	Auction/Wholesale		\$ 18,500	\$ 18,500	91%	\$2,013	\$3,522
22	G18981A	2017	GMC	SIERRA	47	TRADE ON NEW		\$ 37,995	\$ 37,873	99%	\$599	\$0
23	P7710	2019	GMC	SIERRA	17	Auction/Wholesale		\$ 54,995	\$ 54,000	95%	\$1,500	\$2,284
24	B3802A	2018	BUICK	LACROSSE	38	TRADE ON NEW		\$ 23,495	\$ 23,147	100%	\$140	\$689
25	P7827	2016	GMC	TERRAIN	33	Auction/Wholesale		\$ 19,995	\$ 19,995	97%	\$492	\$424
26	P7779	2016	BUICK	ENCORE	67	Auction/Wholesale		\$ 18,495	\$ 18,000	91%	\$838	\$1,723
27	B3649A	2015	CADILLAC	CTS	43	TRADE ON NEW		\$ 18,995	\$ 18,800	95%	\$490	\$1,025
28	G18932A	2018	CHEVROLET	CAMARO	11	TRADE ON NEW		\$ 31,995	\$ 31,995	88%	\$2,613	\$1,939
29	P7848A	2013	CHEVROLET	TRAVERSE	23	TRADE ON USED		\$ 14,495	\$ 13,991	101%	(\$37)	\$1,239
30	P7875	2014	NISSAN	ROGUE	0	Auction/Wholesale		\$ 12,995	\$ 12,995	98%	\$320	\$1,370
31	G19055A	2011	GMC	ACADIA	2	TRADE ON NEW		\$ 13,495	\$ 12,595	92%	\$1,600	\$1,197
32	P7839	2016	HYUNDAI	SONATA	27	Auction/Wholesale	No	\$ 16,995	\$ 16,815	112%	(\$996)	\$2,584
33	P7809A	2014	GMC	SIERRA	9	Auction/Wholesale		\$ 24,995	\$ 24,795	96%	\$824	\$1,778
34	P7874	2018	NISSAN	VERSA	1	Auction/Wholesale	No	\$ 11,995	\$ 11,330	115%	(\$977)	\$617
35	P7752	2018	BUICK	REGAL	80	Auction/Wholesale		\$ 21,995	\$ 21,795	87%	\$2,552	\$1,540
36	G18473A	2018	GMC	ACADIA	22	TRADE ON NEW		\$ 26,995	\$ 26,793	93%	\$795	\$1,230

37	G19050A	2014	Chevrolet	TAHOE	3	TRADE ON NEW		\$	27,995	\$	27,700	97%	\$1,231	\$1,200
38	P7876	2018	GMC	YUKON	0	Auction/Wholesale		\$	42,995	\$	42,600	97%	\$1,000	\$1,795
39	P7807	2018	GMC	SIERRA	36	Auction/Wholesale		\$	50,995	\$	50,395	97%	\$537	\$997
40	G19104A	2014	BUICK	REGAL	5	TRADE ON NEW		\$	11,995	\$	11,400	107%	(\$1,676)	\$1,496
41	G19007A	2015	CHEVROLET	EQUINOX	18	TRADE ON NEW		\$	15,495	\$	14,927	95%	\$916	\$669
42	P7877	2018	FORD	FIESTA	1	Auction/Wholesale	No	\$	11,995	\$	11,375	93%	\$1,000	\$2,048
43	P7879	2014	CADILLAC	XTS	0	Auction/Wholesale	No	\$	18,995	\$	18,995	101%	(\$254)	\$1,550
44	G19036B	2018	BUICK	ENCORE	16	TRADE ON USED		\$	17,995	\$	17,500	95%	\$895	\$1,845
45	B3823A	2016	BUICK	ENCORE	23	TRADE ON NEW		\$	16,995	\$	16,377	94%	\$1,414	\$0
46	P7770	2016	HYUNDAI	SONATA	76	Auction/Wholesale	No	\$	15,995	\$	15,000	95%	\$52	\$373
47	P7763	2017	JEEP	WRANGLER	81	Auction/Wholesale	No	\$	33,595	\$	33,480	94%	\$777	\$364
48	G18845B	2012	CADILLAC	SRX	80	TRADE ON USED	No	\$	13,995	\$	13,700	96%	\$1,005	\$2,126
49	P7743A	2012	BUICK	LACROSSE	61	TRADE ON USED	NO	\$	10,995	\$	10,800	112%	(\$158)	\$882
50	P7845A	2017	GMC	TERRAIN	15	TRADE ON USED		\$	23,995	\$	23,300	97%	\$1,505	\$2,453
51	P7871	2017	GMC	TERRAIN	10	Auction/Wholesale		\$	18,995	\$	18,800	98%	\$1,250	\$1,891
52	B3821A	2016	BUICK	ENCORE	3	TRADE ON NEW		\$	17,995	\$	17,200	103%	(\$103)	\$2,097
53	G18788A	2015	GMC	SIERRA	7	TRADE ON NEW		\$	24,995	\$	24,995	94%	\$1,422	\$1,761

Scoreboard Totals

% Retailed of Non-Franchise Make	10%
Total # Retail Units	100
Avg. Days to Sale	19.6
Avg. Advertised Price (Time of Sale)	\$ 20,932
Avg. Transaction Price	\$ 20,524
Avg. Market Price at 100%	\$ 21,800
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 403
Avg. Front-End Gross	\$ 943
Avg. Finance Gross	\$ 1,260
PUVR	\$ 2,186
Total Gross (Units & PUVR)	\$ 218,605
GROI	195%
% with Trade	50%
Avg. Over/Under Allowance	\$264



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	
% Retailed of Non-New Franchise	10%	#DIV/0!
Total # Retail Units	100	0
Avg. Days to Sale	19.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,932	#DIV/0!
Avg. Transaction Price	\$ 20,524	#DIV/0!
Avg. Market Price at 100%	\$ 21,800	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 403	#DIV/0!
Avg. Front-End Gross	\$ 943	#DIV/0!
Avg. Finance Gross	\$ 1,260	#DIV/0!
PUVR	\$ 2,186	#DIV/0!
Total Gross (Units & PUVR)	\$ 218,605	#DIV/0!
GROI	195%	#DIV/0!
% with Trade	50%	#DIV/0!
Avg. Over/Under Allowance	264	#DIV/0!



Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	10%	#DIV/0!
Total # Retail Units	100	0
Avg. Days to Sale	19.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,932	#DIV/0!
Avg. Transaction Price	\$ 20,524	#DIV/0!
Avg. Market Price at 100%	\$ 21,800	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 403	#DIV/0!
Avg. Front-End Gross	\$ 943	#DIV/0!
Avg. Finance Gross	\$ 1,260	#DIV/0!
PUVR	\$ 2,186	#DIV/0!
Total Gross (Units & PUVR)	\$ 218,605	#DIV/0!
GROI	195%	#DIV/0!
% with Trade	50%	#DIV/0!
Avg. Over/Under Allowance	264	#DIV/0!



Scoreboard		<i>(Click on the blue head</i>	
Finance Manager	Totals		
% Retailed of Non-New Franchise	10%		#DIV/0!
Total # Retail Units	100		0
Avg. Days to Sale	19.6		#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,932		#DIV/0!
Avg. Transaction Price	\$ 20,524		#DIV/0!
Avg. Market Price at 100%	\$ 21,800		#DIV/0!
Avg. Price to Market % (Time of Sale)	96%		#DIV/0!
Avg. Transaction to Market	94%		#DIV/0!
Avg. Transactional Discount	\$ 403		#DIV/0!
Avg. Front-End Gross	\$ 943		#DIV/0!
Avg. Finance Gross	\$ 1,260		#DIV/0!
PUVR	\$ 2,186		#DIV/0!
Total Gross (Units & PUVR)	\$ 218,605		#DIV/0!
GROI	195%		#DIV/0!
% with Trade	50%		#DIV/0!
Avg. Over/Under Allowance	264		#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	100	0
Avg. Days to Sale	19.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,932	#DIV/0!
Avg. Transaction Price	\$ 20,524	#DIV/0!
Avg. Market Price at 100%	\$ 21,800	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 403	#DIV/0!
Avg. Front-End Gross	\$ 943	#DIV/0!
Avg. Finance Gross	\$ 1,260	#DIV/0!
PUVR	\$ 2,186	#DIV/0!
Total Gross (Units & PUVR)	\$ 218,605	#DIV/0!
GROI	195%	#DIV/0!
% with Trade	50%	#DIV/0!
Avg. Over/Under Allowance	264	#DIV/0!

No	
	25
	19.7
\$	16,651
\$	16,651
\$	17,912
	93%
	93%
\$	495
\$	821
\$	1,077
\$	1,885
\$	47,134
	207%
	61%
	354

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	100	88
Avg. Days to Sale	19.6	19.6
Avg. Advertised Price (Time of Sale)	\$ 20,932	\$ 21,605
Avg. Transaction Price	\$ 20,524	\$ 21,212
Avg. Market Price at 100%	\$ 21,800	\$ 22,615
Avg. Price to Market % (Time of Sale)	96%	96%
Avg. Transaction to Market	94%	94%
Avg. Transactional Discount	\$ 403	\$ 393
Avg. Front-End Gross	\$ 943	\$ 964
Avg. Finance Gross	\$ 1,260	\$ 1,282
PUVR	\$ 2,186	\$ 2,247
Total Gross (Units & PUVR)	\$ 218,605	\$ 197,699
GROI	195%	195%
% with Trade	50%	0%
Avg. Over/Under Allowance	264	270

No	
	10
	18.7
\$	15,609
\$	15,609
\$	16,702
	93%
	93%
\$	487
\$	749
\$	905
\$	1,653
\$	16,534
	204%
	120%
	0

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	100	46
% of Retail Units	100%	46%
% Retailed of Non-New Franchise	10%	7%
Avg. Days to Sale	19.6	19.5
Avg. Transaction Price	\$ 20,524	\$ 20,925
Avg. Transaction to Market %	94%	93%
Avg. Transactional Discount	\$ 403	\$ 411
Avg. Front End Gross	\$ 943	\$ 964
Avg. Finance Gross	\$ 1,260	\$ 1,169
PUVR	\$ 2,186	\$ 2,131
Total Gross (Units & PUVR)	\$ 218,605	\$ 98,036
GROI	195%	188%
% with Trade	50%	50%
Avg. Over/Under Allowance	264	280



Trade on Used	Street/Curb buy	Auction/wholesale
14	0	40
14%	0%	40%
14%	#DIV/0!	13%
25.5	#DIV/0!	17.8
\$ 16,494	#DIV/0!	\$ 21,474
95%	#DIV/0!	94%
\$ 466	#DIV/0!	\$ 370
\$ 758	#DIV/0!	\$ 985
\$ 1,368	#DIV/0!	\$ 1,327
\$ 2,126	#DIV/0!	\$ 2,271
\$ 29,757	#DIV/0!	\$ 90,842
182%	#DIV/0!	214%
57%	#DIV/0!	48%
94	#DIV/0!	316

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	100	66
% of Retail Units	100%	66%
% Retailed of Non-New Franchise	10%	8%
Avg. Days to Sale	19.6	11.2
Avg. Transaction Price	\$ 20,524	\$ 20,182
Avg. Transaction to Market %	94%	94%
Avg. Transactional Discount	\$ 403	\$ 422
Avg. Front End Gross	\$ 943	\$ 893
Avg. Finance Gross	\$ 1,260	\$ 1,262
PUVR	\$ 2,186	\$ 2,155
Total Gross (Units & PUVR)	\$ 218,605	\$ 142,218
GROI	195%	344%
% with Trade	50%	52%
Avg. Over/Under Allowance	264	197



31-45 days	46-60 days	61-90 days	90+ days
10	2	9	1
10%	2%	9%	1%
20%	0%	11%	0%
38.0	48.0	72.8	95.0
\$ 20,724	\$ 33,655	\$ 19,852	\$ 37,650
92%	96%	95%	96%
\$ 522	\$ 340	\$ 376	\$ 345
\$ 951	\$ 550	\$ 743	\$ 458
\$ 1,319	\$ 1,000	\$ 998	\$ 1,425
\$ 2,271	\$ 1,550	\$ 1,740	\$ 1,883
\$ 22,705	\$ 3,099	\$ 15,664	\$ 1,883
104%	35%	43%	19%
40%	100%	33%	100%
563	250	583	250