

Desk Manager(s)	Finance Manager(s)
MIKE CAMPOBASSO	ZACH SEGRETI
SCOTT FITZGIBBON	FRANCISCO MEDINA
JOHN MINIUK	LISA CASTILLO
LISA CASTILLO	

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	VP2927	2017	HYUNDAI	TUCSON	29	LBO OEM/Leasing Co.	No	\$ 18,693	\$ 17,900	96%	\$470	\$2,628
2	H23747A	2018	GENESIS	G80	11	Trade on New		\$ 36,440	\$ 37,000	98%	\$1,306	\$3,562
3	VP2905	2018	HYUNDAI	SANTA FE	71	Auction/Wholesale	YES	\$ 16,780	\$ 17,500	99%	\$217	\$3,174
4	H23541A	2017	HYUNDAI	TUCSON	15	Trade on New	YES	\$ 18,709	\$ 18,704	99%	\$1,265	\$1,609
5	H23742A	2010	KIA	SOUL	10	Trade on New	No	\$ 7,795	\$ 5,161	98%	\$868	\$0
6	H23282A	2017	HYUNDAI	SONATA	13	Trade on New	No	\$ 16,250	\$ 16,250	96%	\$2,094	\$465
7	H23145A	2014	FORD	FOCUS	11	Trade on New	NO	\$ 7,495	\$ 6,749	99%	\$1,161	\$0
8	H23556A	2016	HYUNDAI	TUCSON	63	Trade on New	YES	\$ 19,994	\$ 19,994	95%	\$2,223	\$2,151
9	H23758A	2016	HYUNDAI	SONATA	8	Trade on New	YES	\$ 10,750	\$ 10,750	98%	\$2,729	\$1,704
10	VP2901	2019	JEEP	COMPASS	78	Auction/Wholesale	NO	\$ 23,248	\$ 23,248	93%	\$338	\$2,039
11	H23551A	2017	HYUNDAI	SANTA FE	73	Trade on New	Yes	\$ 18,434	\$ 19,395	97%	\$2,237	\$2,216
12	VP2946	2016	HYUNDAI	GENESIS	0	LBO OEM/Leasing Co.	YES	\$ 27,500	\$ 27,500	102%	\$2,082	\$1,115
13	VP2913	2018	HYUNDAI	TUCSON	62	LBO OEM/Leasing Co.	Yes	\$ 19,500	\$ 18,241	98%	\$775	\$4,109
14	VP2945	2017	HYUNDAI	SANTA FE	5	LBO OEM/Leasing Co.	YES	\$ 18,500	\$ 17,645	101%	(\$151)	\$2,513
15	H23595A	2017	HYUNDAI	ACCENT	68	Trade on New	NO	\$ 11,999	\$ 11,999	98%	\$902	\$671
16	VP2949	2019	RAM	1500	1	Auction/Wholesale	NO	\$ 29,900	\$ 29,900	102%	\$1,451	\$0
17	H23545A	2015	HYUNDAI	SONATA	19	Trade on New	Yes	\$ 13,409	\$ 13,000	98%	\$1,124	\$1,228
18	H23128A	2015	FORD	ESCAPE	13	Trade on New	NO	\$ 18,944	\$ 18,944	99%	\$2,950	\$3,413
19	H23195A	2014	HYUNDAI	SANTA FE	20	Trade on New	NO	\$ 14,750	\$ 14,750	101%	\$2,923	\$2,900
20	H23480A	2013	NISSAN	ALTIMA	12	Trade on New	NO	\$ 9,995	\$ 9,876	98%	\$2,793	\$905
21	VP2762	2018	HYUNDAI	SONATA	36	LBO OEM/Leasing Co.	YES	\$ 23,725	\$ 23,725	99%	\$1,965	\$2,791
22	VP2919A	2015	JEEP	GRAND CHEROKEE	57	Trade on Used	NO	\$ 36,500	\$ 36,500	103%	\$2,257	\$3,969
23	H23707A	2011	HYUNDAI	SANTA FE	3	Trade on New	NO	\$ 12,450	\$ 12,450	98%	\$1,716	\$1,000
24	H23461A	2012	HYUNDAI	ACCENT	7	Trade on New	NO	\$ 7,150	\$ 7,888	99%	\$2,326	\$841
25	H23665A	2007	Chevrolet	Equinox	23	Trade on New	NO	\$ 5,629	\$ 5,995	102%	\$3,038	\$0
26	VP2947	2017	HYUNDAI	SONATA	7	LBO OEM/Leasing Co.	No	\$ 16,555	\$ 16,555	98%	\$664	\$1,198
27	VP2906	2018	HYUNDAI	SANTA FE	85	Auction/Wholesale	Yes	\$ 15,999	\$ 15,700	94%	\$700	\$431
28	H23673A	2016	KIA	SOUL	22	Trade on New	No	\$ 12,495	\$ 12,221	97%	\$1,315	\$629
29	H23749A	2016	HYUNDAI	SONATA	8	Trade on New	Yes	\$ 18,250	\$ 18,000	101%	\$1,833	\$913
30	H23375A	2014	NISSAN	SENTRA	5	Trade on New	NO	\$ 8,345	\$ 8,666	98%	\$923	\$718
31	VP2910	2016	JEEP	GRAND CHEROKEE	80	Auction/Wholesale	No	\$ 22,999	\$ 22,995	96%	\$1,350	\$1,139
32	H23656A	2016	HYUNDAI	SANTA FE	16	Trade on New	Yes	\$ 16,999	\$ 16,999	99%	\$719	\$1,075
33	H23148A	2017	HYUNDAI	ELANTRA	36	Trade on New	Yes	\$ 13,399	\$ 13,399	98%	\$1,226	\$2,155
34	H23905A	2013	Chevrolet	EQUINOX	3	Trade on New	NO	\$ 10,850	\$ 11,995	96%	\$933	\$0
35	H23809A	2014	MAZDA	3	9	Trade on New	NO	\$ 9,750	\$ 9,250	98%	\$1,923	\$1,006
36	VP2918	2017	HYUNDAI	SANTA FE	66	LBO OEM/Leasing Co.	YES	\$ 20,242	\$ 21,295	97%	\$736	\$1,294

37	H23688A	2016	HYUNDAI	SANTA FE	68	Trade on New	No	\$	17,999	\$	15,655	98%	\$341	\$0
38	H23431A	2006	TOYOTA	COROLLA	7	Trade on New	NO	\$	5,999	\$	7,031	101%	\$2,386	\$140
39	H23549A	2018	HYUNDAI	SANTA FE	81	Trade on New	Yes	\$	27,845	\$	27,845	99%	\$115	\$2,268
40	H23656B	2008	HYUNDAI	ENTOURAGE	4	Trade on New	NO	\$	2,358	\$	5,745	101%	\$579	\$0
41	H23801A	2017	HYUNDAI	SANTA FE	14	Trade on New	Yes	\$	27,709	\$	27,500	98%	\$1,209	\$1,506
42	H23906A	2018	HYUNDAI	SANTA FE	2	Trade on New	Yes	\$	20,700	\$	20,700	101%	\$2,087	\$482
43	VP2952	2017	HYUNDAI	ELANTRA	9	LBO OEM/Leasing Co.	YES	\$	17,250	\$	17,745	98%	\$698	\$961
44	VP2955	2016	HYUNDAI	ACCENT	7	LBO OEM/Leasing Co.	Yes	\$	10,500	\$	10,995	101%	\$326	\$0
45	H23569A	2007	HYUNDAI	SANTA FE	10	Trade on New	NO	\$	6,750	\$	6,563	97%	\$1,037	\$0
46	H23270A	2016	HYUNDAI	ELANTRA	6	Trade on New	NO	\$	9,250	\$	9,750	99%	\$1,059	\$345
47	H23183A	2013	Chevrolet	EQUINOX	49	Trade on New	NO	\$	11,393	\$	10,925	97%	\$1,445	\$1,911
48	VP2915	2017	RAM	1500	79	Auction/Wholesale	NO	\$	26,338	\$	26,338	96%	\$690	\$5,120
49	H23644A	2018	HYUNDAI	ELANTRA	85	Trade on New	No	\$	13,999	\$	13,999	95%	\$547	\$1,602
50	H22775A	2017	HYUNDAI	TUCSON	80	Trade on New	Yes	\$	23,995	\$	22,980	98%	\$1,232	\$974
51	VP2914	2018	DODGE	JOURNEY	80	Auction/Wholesale	No	\$	16,606	\$	16,000	95%	(\$290)	\$2,287
52	VP2917	2019	HYUNDAI	TUSCON	76	Auction/Wholesale	YES	\$	19,206	\$	19,788	96%	\$1,110	\$1,238
53	H23497A	2012	HONDA	CRV	74	Trade on New	NO	\$	10,958	\$	10,958	98%	(\$106)	\$1,608

Scoreboard Totals

% Retailed of Non-Franchise Make	34%
Total # Retail Units	79
Avg. Days to Sale	30.1
Avg. Advertised Price (Time of Sale)	\$ 16,735
Avg. Transaction Price	\$ 16,688
Avg. Market Price at 100%	\$ 16,995
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 45
Avg. Front-End Gross	\$ 1,305
Avg. Finance Gross	\$ 1,432
PUVR	\$ 2,704
Total Gross (Units & PUVR)	\$ 213,615
GROI	194%
% with Trade	32%
Avg. Over/Under Allowance	(\$79)



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	
% Retailed of Non-New Franchise	34%	#DIV/0!
Total # Retail Units	79	0
Avg. Days to Sale	30.1	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 16,735	#DIV/0!
Avg. Transaction Price	\$ 16,688	#DIV/0!
Avg. Market Price at 100%	\$ 16,995	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ 45	#DIV/0!
Avg. Front-End Gross	\$ 1,305	#DIV/0!
Avg. Finance Gross	\$ 1,432	#DIV/0!
PUVR	\$ 2,704	#DIV/0!
Total Gross (Units & PUVR)	\$ 213,615	#DIV/0!
GROI	194%	#DIV/0!
% with Trade	32%	#DIV/0!
Avg. Over/Under Allowance	-79	#DIV/0!



Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	34%	#DIV/0!
Total # Retail Units	79	0
Avg. Days to Sale	30.1	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 16,735	#DIV/0!
Avg. Transaction Price	\$ 16,688	#DIV/0!
Avg. Market Price at 100%	\$ 16,995	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ 45	#DIV/0!
Avg. Front-End Gross	\$ 1,305	#DIV/0!
Avg. Finance Gross	\$ 1,432	#DIV/0!
PUVR	\$ 2,704	#DIV/0!
Total Gross (Units & PUVR)	\$ 213,615	#DIV/0!
GROI	194%	#DIV/0!
% with Trade	32%	#DIV/0!
Avg. Over/Under Allowance	-79	#DIV/0!



Scoreboard		<i>(Click on the blue head</i>	
Finance Manager	Totals		
% Retailed of Non-New Franchise	34%		#DIV/0!
Total # Retail Units	79		0
Avg. Days to Sale	30.1		#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 16,735		#DIV/0!
Avg. Transaction Price	\$ 16,688		#DIV/0!
Avg. Market Price at 100%	\$ 16,995		#DIV/0!
Avg. Price to Market % (Time of Sale)	98%		#DIV/0!
Avg. Transaction to Market	98%		#DIV/0!
Avg. Transactional Discount	\$ 45		#DIV/0!
Avg. Front-End Gross	\$ 1,305		#DIV/0!
Avg. Finance Gross	\$ 1,432		#DIV/0!
PUVR	\$ 2,704		#DIV/0!
Total Gross (Units & PUVR)	\$ 213,615		#DIV/0!
GROI	194%		#DIV/0!
% with Trade	32%		#DIV/0!
Avg. Over/Under Allowance	-79		#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	79	36
Avg. Days to Sale	30.1	32.4
Avg. Advertised Price (Time of Sale)	\$ 16,735	\$ 18,904
Avg. Transaction Price	\$ 16,688	\$ 18,891
Avg. Market Price at 100%	\$ 16,995	\$ 19,160
Avg. Price to Market % (Time of Sale)	98%	99%
Avg. Transaction to Market	98%	99%
Avg. Transactional Discount	\$ 45	\$ 14
Avg. Front-End Gross	\$ 1,305	\$ 1,237
Avg. Finance Gross	\$ 1,432	\$ 1,520
PUVR	\$ 2,704	\$ 2,757
Total Gross (Units & PUVR)	\$ 213,615	\$ 99,251
GROI	194%	162%
% with Trade	32%	46%
Avg. Over/Under Allowance	-79	-150

No	
	42
	28.6
\$	14,317
\$	14,317
\$	14,531
	99%
	99%
\$	72
\$	1,363
\$	1,305
\$	2,657
\$	111,613
	233%
	35%
	20

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	79	50
Avg. Days to Sale	30.1	30.7
Avg. Advertised Price (Time of Sale)	\$ 16,735	\$ 16,943
Avg. Transaction Price	\$ 16,688	\$ 16,969
Avg. Market Price at 100%	\$ 16,995	\$ 17,203
Avg. Price to Market % (Time of Sale)	98%	98%
Avg. Transaction to Market	98%	99%
Avg. Transactional Discount	\$ 45	\$ (26)
Avg. Front-End Gross	\$ 1,305	\$ 1,267
Avg. Finance Gross	\$ 1,432	\$ 1,382
PUVR	\$ 2,704	\$ 2,649
Total Gross (Units & PUVR)	\$ 213,615	\$ 132,457
GROI	194%	183%
% with Trade	32%	30%
Avg. Over/Under Allowance	-79	-175

No	
	27
	29.8
\$	15,372
\$	15,372
\$	15,756
	98%
	98%
\$	175
\$	1,405
\$	1,401
\$	2,806
\$	75,750
	221%
	37%
	208

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	79	51
% of Retail Units	100%	65%
% Retailed of Non-New Franchise	34%	37%
Avg. Days to Sale	30.1	24.8
Avg. Transaction Price	\$ 16,688	\$ 14,987
Avg. Transaction to Market %	98%	101%
Avg. Transactional Discount	\$ 45	\$ 62
Avg. Front End Gross	\$ 1,305	\$ 1,463
Avg. Finance Gross	\$ 1,432	\$ 1,247
PUVR	\$ 2,704	\$ 2,667
Total Gross (Units & PUVR)	\$ 213,615	\$ 136,002
GROI	194%	258%
% with Trade	32%	25%
Avg. Over/Under Allowance	-79	-67



Trade on Used	Street/Curb buy	Auction/wholesale
4	0	9
5%	0%	11%
50%	#DIV/0!	56%
42.0	#DIV/0!	63.6
\$ 18,063	#DIV/0!	\$ 21,007
97%	#DIV/0!	97%
\$ 347	#DIV/0!	\$ 2
\$ 1,482	#DIV/0!	\$ 772
\$ 1,454	#DIV/0!	\$ 1,768
\$ 2,936	#DIV/0!	\$ 2,540
\$ 11,742	#DIV/0!	\$ 22,862
139%	#DIV/0!	68%
25%	#DIV/0!	33%
-250	#DIV/0!	-83

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
0	0	14
0%	0%	18%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	26.8
#DIV/0!	#DIV/0!	\$ 19,501
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	\$ (81)
#DIV/0!	#DIV/0!	\$ 983
#DIV/0!	#DIV/0!	\$ 1,821
#DIV/0!	#DIV/0!	\$ 2,781
#DIV/0!	#DIV/0!	\$ 38,933
#DIV/0!	#DIV/0!	192%
#DIV/0!	#DIV/0!	50%
#DIV/0!	#DIV/0!	-121

Other	
	1
	1%
	100%
	0.0
\$	19,700
	99%
\$	-
\$	1,827
\$	2,289
\$	4,116
\$	4,116
	#DIV/0!
	100%
	250

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	79	50
% of Retail Units	100%	63%
% Retailed of Non-New Franchise	34%	34%
Avg. Days to Sale	30.1	11.5
Avg. Transaction Price	\$ 16,688	\$ 15,363
Avg. Transaction to Market %	98%	102%
Avg. Transactional Discount	\$ 45	\$ 1
Avg. Front End Gross	\$ 1,305	\$ 1,457
Avg. Finance Gross	\$ 1,432	\$ 1,175
PUVR	\$ 2,704	\$ 2,632
Total Gross (Units & PUVR)	\$ 213,615	\$ 131,595
GROI	194%	534%
% with Trade	32%	24%
Avg. Over/Under Allowance	-79	153



31-45 days	46-60 days	61-90 days	90+ days
3	4	20	0
4%	5%	25%	0%
33%	50%	30%	#DIV/0!
36.3	54.0	74.0	#DIV/0!
\$ 15,413	\$ 20,856	\$ 18,667	#DIV/0!
97%	98%	96%	#DIV/0!
\$ 129	\$ 27	\$ 145	#DIV/0!
\$ 1,525	\$ 1,634	\$ 760	#DIV/0!
\$ 1,864	\$ 2,643	\$ 1,740	#DIV/0!
\$ 3,388	\$ 4,277	\$ 2,500	#DIV/0!
\$ 10,165	\$ 17,106	\$ 49,994	#DIV/0!
218%	137%	65%	#DIV/0!
33%	25%	45%	#DIV/0!
-500	0	-339	#DIV/0!