

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	PH8337A	2003	Honda	Civic	10	Trade on Used	No	\$ 500	\$ 500	18%	\$51	\$0
2	PH8491	2016	Honda	Accord	4	Auction/Wholesale	Yes	\$ 16,000	\$ 16,000	97%	\$1,036	\$1,004
3	20427A	2014	Toyota	Corolla	15	Trade on New	No	\$ 12,000	\$ 11,750	97%	\$1,686	\$134
4	PH8398	2017	Nissan	Versa	43	Trade on New	No	\$ 10,800	\$ 10,500	91%	\$301	\$1,709
5	PH8465	2018	Honda	CR-V	23	Loaner/Rental Fleet	Yes	\$ 22,300	\$ 22,300	96%	\$1,235	\$1,507
6	PH8433A	2017	Honda	Accord	20	Trade on Used	Yes	\$ 19,600	\$ 19,600	95%	\$777	\$0
7	PH8342A	2011	Honda	CR-V	23	Trade on Used	No	\$ 11,400	\$ 11,400	99%	\$1,788	\$951
8	20596A	2015	Jeep	Grand Cherokee	6	Trade on New	No	\$ 25,900	\$ 25,900	98%	\$4,032	\$3,104
9	20573A	2016	Honda	Odyssey	19	Trade on New	Yes	\$ 25,000	\$ 25,000	97%	\$2,264	\$0
10	PH8418A	2013	Honda	Civic	7	Trade on Used	No	\$ 13,000	\$ 13,000	98%	\$2,469	\$609
11	PH8474	2016	Honda	CR-V	18	Auction/Wholesale	Yes	\$ 16,600	\$ 16,600	96%	(\$560)	\$462
12	PH8460	2015	Toyota	Sienna	27	Auction/Wholesale	No	\$ 19,400	\$ 19,400	96%	\$1,116	\$2,191
13	PH8489	2016	Honda	Accord	13	Auction/Wholesale	Yes	\$ 19,500	\$ 19,500	100%	\$37	\$104
14	20414B	2010	Mini	Cooper	31	Trade on New	No	\$ 5,400	\$ 5,440	98%	\$691	\$0
15	PH8471	2016	Honda	Accord	23	Auction/Wholesale	Yes	\$ 18,700	\$ 18,700	100%	\$1,846	\$0
16	PH8477	2016	Honda	CR-V	21	Auction/Wholesale	Yes	\$ 19,200	\$ 19,200	100%	\$893	\$2,030
17	20202A	2014	Chevrolet	Sonic	33	Trade on New	No	\$ 7,700	\$ 7,300	97%	\$2,042	\$819
18	20533B	2017	Kia	Sportage	17	Trade on Used	No	\$ 18,400	\$ 18,400	98%	\$1,291	\$0
19	PH8499	2014	Toyota	Sienna	13	LBO Customer	No	\$ 19,900	\$ 19,900	94%	\$1,649	\$880
20	20599A	2015	Jeep	Grand Cherokee	10	Trade on New	No	\$ 20,800	\$ 20,800	99%	\$2,236	\$1,592
21	PH8422	2016	Honda	Civic	54	Auction/Wholesale	Yes	\$ 14,700	\$ 14,700	95%	\$183	\$1,640
22	PH8367A	2013	Chevrolet	Equinox	39	Trade on Used	No	\$ 9,200	\$ 8,545	89%	\$1,153	\$0
23	PH8488	2016	Honda	Odyssey	18	Auction/Wholesale	Yes	\$ 18,700	\$ 18,700	102%	\$9,978	\$1,135
24	PH8476	2017	Honda	Fit	25	Auction/Wholesale	Yes	\$ 16,700	\$ 16,700	93%	\$2,102	\$751
25	20567A	2009	Honda	Odyssey	27	Trade on New	No	\$ 6,900	\$ 6,900	98%	\$1,822	\$0
26	PH8514	2016	Nissan	Altima	7	Auction/Wholesale	No	\$ 15,000	\$ 15,000	101%	\$404	\$0
27	PH8483	2015	Chevrolet	2500HD	20	Auction/Wholesale	No	\$ 47,000	\$ 46,021	95%	\$2,019	\$0
28	20593A	2011	Lincoln	MKZ	18	Trade on New	No	\$ 10,700	\$ 10,450	92%	\$2,067	\$0
29	20503A	2017	Honda	Fit	19	Trade on New	Yes	\$ 13,300	\$ 13,300	97%	\$949	\$0
30	PH8458	2014	Nissan	NV2500	36	LBO Customer	No	\$ 16,500	\$ 16,350	79%	\$1,907	\$0
31	PH8485	2016	Toyota	Corolla	26	Auction/Wholesale	No	\$ 13,700	\$ 13,500	98%	\$913	\$0
32	PH8359A	2014	Chevrolet	Sonic	43	Trade on New	No	\$ 7,500	\$ 7,500	89%	\$1,641	\$0
33	PH8470	2016	Honda	CR-V	32	Auction/Wholesale	Yes	\$ 19,500	\$ 19,300	99%	\$305	\$1,215
34	PH8503	2017	Honda	Odyssey	16	Auction/Wholesale	Yes	\$ 33,000	\$ 33,000	100%	\$807	\$1,290
35	PH8539	2015	Hyundai	Sonata	56	Auction/Wholesale	No	\$ 10,000	\$ 10,000	86%	(\$218)	\$867
36	20565A	2018	Honda	Odyssey	35	Trade on New	Yes	\$ 33,800	\$ 33,010	95%	\$421	\$0

37	PH8512	2016	Honda	CR-V	8	Auction/Wholesale	Yes	\$	21,000	\$	21,000	99%	\$1,981	\$872
38	20620A	2013	Volvo	S60	10	Trade on Used	No	\$	10,500	\$	10,200	96%	\$2,078	\$0
39	20548A	2016	Honda	Civic	49	Trade on Used	Yes	\$	14,900	\$	13,730	95%	\$1,170	\$0
40	PH8513	2017	Honda	Accord	4	Auction/Wholesale	Yes	\$	19,900	\$	18,209	102%	\$1,691	\$1,215
41	PH8522	2015	Honda	Pilot	5	Auction/Wholesale	Yes	\$	30,500	\$	27,862	%	\$2,637	\$2,385
42	PH8510	2016	Honda	CR-V	9	Auction/Wholesale	Yes	\$	22,500	\$	19,608	101%	\$1,191	\$500
43	PH8432	2016	Honda	Civic	59	Auction/Wholesale	Yes	\$	15,700	\$	16,139	95%	(\$439)	\$1,151
44	19974A	2016	Jeep	Wrangler	18	Trade on Used	No	\$	29,900	\$	27,599	91%	\$2,150	\$1,840
45	20574A	2017	Chrysler	Pacifica	26	Trade on New	No	\$	17,900	\$	15,808	90%	\$1,474	\$0
46	20598A	2010	Honda	Odyssey	22	Trade on New	No	\$	11,000	\$	8,716	96%	\$2,281	\$0
47	PH8441	2015	Kia	Optima	61	Auction/Wholesale	No	\$	11,300	\$	11,227	83%	(\$427)	\$2,031
48	PH8497	2017	Honda	HRV	25	Auction/Wholesale	Yes	\$	18,450	\$	17,485	98%	\$815	\$0
49	20546A	2018	Toyota	Camry	54	Trade on New	No	\$	25,500	\$	25,440	90%	\$60	\$0
50	PH8435A	2013	Ford	Fusion	24	Trade on Used	No	\$	7,400	\$	6,592	96%	\$560	\$0
51	PH8498	2016	Honda	Accord	22	Auction/Wholesale	Yes	\$	16,800	\$	15,756	96%	\$844	\$0
52	PH8505	2016	Honda	Civic	17	Auction/Wholesale	Yes	\$	17,900	\$	17,647	99%	\$252	\$813
53	20411A	2012	Honda	Accord	19	Trade on New	No	\$	12,300	\$	9,701	105%	\$2,598	\$525

Scoreboard Totals

% Retailed of Non-Franchise Make	42%
Total # Retail Units	179
Avg. Days to Sale	31.4
Avg. Advertised Price (Time of Sale)	\$ 16,910
Avg. Transaction Price	\$ 15,957
Avg. Market Price at 100%	\$ 17,769
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	90%
Avg. Transactional Discount	\$ 964
Avg. Front-End Gross	\$ 1,060
Avg. Finance Gross	\$ 786
PUVR	\$ 1,856
Total Gross (Units & PUVR)	\$ 332,215
GROI	133%
% with Trade	27%
Avg. Over/Under Allowance	\$83



MY

Scoreboard		<i>(Click on the blue head</i>	
Desk Manager	Totals	David Salinas	
% Retailed of Non-New Franchise	42%	50%	
Total # Retail Units	179	34	
Avg. Days to Sale	31.4	28.9	
Avg. Advertised Price (Time of Sale)	\$ 16,910	\$ 18,068	
Avg. Transaction Price	\$ 15,957	\$ 17,402	
Avg. Market Price at 100%	\$ 17,769	#DIV/0!	
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	
Avg. Transaction to Market	90%	#DIV/0!	
Avg. Transactional Discount	\$ 964	\$ 665	
Avg. Front-End Gross	\$ 1,060	\$ 1,346	
Avg. Finance Gross	\$ 786	\$ 798	
PUVR	\$ 1,856	\$ 2,144	
Total Gross (Units & PUVR)	\$ 332,215	\$ 72,890	
GROI	133%	153%	
% with Trade	27%	26%	
Avg. Over/Under Allowance	\$83	211111%	



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Bobby Ford	Jonathan Zirbel	Marvin Mathis
25%	42%	25%
16	113	12
25.8	30.8	39.4
\$ 17,728	\$ 16,789	\$ 16,196
\$ 16,556	\$ 15,731	\$ 15,419
\$ 18,407	#DIV/0!	\$ 16,822
96%	#DIV/0!	96%
90%	#DIV/0!	92%
\$ 1,250	\$ 1,067	\$ 777
\$ 1,191	\$ 1,039	\$ 660
\$ 857	\$ 733	\$ 1,079
\$ 2,049	\$ 1,787	\$ 1,739
\$ 32,777	\$ 201,975	\$ 20,863
173%	133%	103%
31%	25%	50%
0%	5220%	5000%

Scoreboard*(Click on the blue head*

Sales Consultant	Totals	Luke Sizemore
% Retailed of Non-New Franchise	42%	43%
Total # Retail Units	179	23
Avg. Days to Sale	31.4	39.5
Avg. Advertised Price (Time of Sale)	\$ 16,910	\$ 16,252
Avg. Transaction Price	\$ 15,957	\$ 15,674
Avg. Market Price at 100%	\$ 17,769	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!
Avg. Transaction to Market	90%	#DIV/0!
Avg. Transactional Discount	\$ 964	\$ 579
Avg. Front-End Gross	\$ 1,060	\$ 913
Avg. Finance Gross	\$ 786	\$ 490
PUVR	\$ 1,856	\$ 1,402
Total Gross (Units & PUVR)	\$ 332,215	\$ 32,251
GROI	133%	81%
% with Trade	27%	22%
Avg. Over/Under Allowance	\$83	12000%



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Lamont Stevenson	Mark Queen	David Maples
56%	67%	43%
43	12	7
29.9	47.1	30.9
\$ 19,210	\$ 14,821	\$ 13,971
\$ 18,281	\$ 14,231	\$ 12,995
#DIV/0!	#DIV/0!	\$ 14,867
#DIV/0!	#DIV/0!	94%
#DIV/0!	#DIV/0!	87%
\$ 930	\$ 589	\$ 976
\$ 1,290	\$ 716	\$ 921
\$ 1,039	\$ 765	\$ 1,195
\$ 2,329	\$ 1,481	\$ 2,116
\$ 100,147	\$ 17,772	\$ 14,814
153%	80%	190%
35%	25%	14%
13818%	16200%	#DIV/0!

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Marcus Covington	Pete Kienlen	Gleen Shepard
34%	50%	20%
29	12	5
31.2	24.9	27.0
\$ 15,363	\$ 17,671	\$ 19,840
\$ 14,350	\$ 16,716	\$ 18,880
#DIV/0!	#DIV/0!	\$ 20,148
#DIV/0!	#DIV/0!	98%
#DIV/0!	#DIV/0!	94%
\$ 1,013	\$ 955	\$ 960
\$ 865	\$ 833	\$ 1,103
\$ 686	\$ 349	\$ 481
\$ 1,552	\$ 1,181	\$ 1,584
\$ 44,998	\$ 14,177	\$ 7,920
125%	102%	112%
28%	8%	20%
8333%	0%	0%

Eddie Jarvis	Saim Amhed	Leroy Bringe
33%	45%	30%
3	11	10
30.7	32.5	22.4
\$ 13,767	\$ 14,414	\$ 19,715
\$ 12,449	\$ 13,738	\$ 18,343
\$ 14,002	\$ 14,863	\$ 20,225
98%	97%	97%
89%	92%	91%
\$ 1,318	\$ 743	\$ 1,372
\$ 1,317	\$ 864	\$ 1,447
\$ 1,202	\$ 978	\$ 659
\$ 2,519	\$ 1,823	\$ 2,106
\$ 7,557	\$ 20,053	\$ 21,061
238%	147%	185%
33%	18%	0%
#DIV/0!	0%	#DIV/0!

Dustin Watkins	Arielle Morse	Sharon Telsrow
17%	17%	#DIV/0!
6	6	0
33.0	35.5	#DIV/0!
\$ 17,050	\$ 17,450	#DIV/0!
\$ 16,119	\$ 16,419	#DIV/0!
\$ 17,686	\$ 18,105	#DIV/0!
96%	96%	#DIV/0!
91%	91%	#DIV/0!
\$ 931	\$ 1,031	#DIV/0!
\$ 1,004	\$ 1,107	#DIV/0!
\$ 1,414	\$ 1,009	#DIV/0!
\$ 2,418	\$ 2,116	#DIV/0!
\$ 14,506	\$ 12,695	#DIV/0!
164%	131%	#DIV/0!
67%	67%	#DIV/0!
5000%	0%	#DIV/0!

Jonathan Zirbel		
50%	#DIV/0!	#DIV/0!
2	0	0
10.5	#DIV/0!	#DIV/0!
\$ 9,500	#DIV/0!	#DIV/0!
\$ 7,974	#DIV/0!	#DIV/0!
\$ 18,878	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!
42%	#DIV/0!	#DIV/0!
\$ 3,052	#DIV/0!	#DIV/0!
\$ 301	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 551	#DIV/0!	#DIV/0!
\$ 1,102	#DIV/0!	#DIV/0!
237%	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!

Scoreboard		<i>(Click on the blue head</i>	
Finance Manager	Totals	Jonathan Zirbel	
% Retailed of Non-New Franchise	42%	46%	
Total # Retail Units	179	24	
Avg. Days to Sale	31.4	32.1	
Avg. Advertised Price (Time of Sale)	\$ 16,910	\$ 15,429	
Avg. Transaction Price	\$ 15,957	\$ 14,740	
Avg. Market Price at 100%	\$ 17,769	#DIV/0!	
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	
Avg. Transaction to Market	90%	#DIV/0!	
Avg. Transactional Discount	\$ 964	\$ 719	
Avg. Front-End Gross	\$ 1,060	\$ 932	
Avg. Finance Gross	\$ 786	\$ 17	
PUVR	\$ 1,856	\$ 988	
Total Gross (Units & PUVR)	\$ 332,215	\$ 23,717	
GROI	133%	75%	
% with Trade	27%	0%	
Avg. Over/Under Allowance	\$83	0%	



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Chris Presley	Steven Johnson	
45%	33%	#DIV/0!
111	45	0
33.2	26.6	#DIV/0!
\$ 17,104	\$ 17,219	#DIV/0!
\$ 16,227	\$ 15,940	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ 886	\$ 1,279	#DIV/0!
\$ 1,000	\$ 1,279	#DIV/0!
\$ 891	\$ 939	#DIV/0!
\$ 1,889	\$ 2,218	#DIV/0!
\$ 209,706	\$ 99,813	#DIV/0!
126%	188%	#DIV/0!
0%	7%	#DIV/0!
12576%	0%	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	179	82
Avg. Days to Sale	31.4	30.8
Avg. Advertised Price (Time of Sale)	\$ 16,910	\$ 19,582
Avg. Transaction Price	\$ 15,957	\$ 18,799
Avg. Market Price at 100%	\$ 17,769	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!
Avg. Transaction to Market	90%	#DIV/0!
Avg. Transactional Discount	\$ 964	\$ 793
Avg. Front-End Gross	\$ 1,060	\$ 863
Avg. Finance Gross	\$ 786	\$ 865
PUVR	\$ 1,856	\$ 1,724
Total Gross (Units & PUVR)	\$ 332,215	\$ 141,332
GROI	133%	107%
% with Trade	27%	81%
Avg. Over/Under Allowance	\$83	13811%



No	
	98
	31.9
\$	13,579
\$	13,579
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	1,106
\$	1,226
\$	721
\$	1,966
\$	192,717
	163%
	75%
	2737%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	179	101
Avg. Days to Sale	31.4	28.8
Avg. Advertised Price (Time of Sale)	\$ 16,910	\$ 18,228
Avg. Transaction Price	\$ 15,957	\$ 17,276
Avg. Market Price at 100%	\$ 17,769	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!
Avg. Transaction to Market	90%	#DIV/0!
Avg. Transactional Discount	\$ 964	\$ 952
Avg. Front-End Gross	\$ 1,060	\$ 1,028
Avg. Finance Gross	\$ 786	\$ 791
PUVR	\$ 1,856	\$ 1,819
Total Gross (Units & PUVR)	\$ 332,215	\$ 183,691
GROI	133%	131%
% with Trade	27%	25%
Avg. Over/Under Allowance	\$83	11409%

No	
	76
	35.1
\$	14,470
\$	14,470
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	994
\$	1,133
\$	766
\$	1,900
\$	144,376
	135%
	32%
	3714%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	179	41
% of Retail Units	100%	23%
% Retailed of Non-New Franchise	42%	56%
Avg. Days to Sale	31.4	22.1
Avg. Transaction Price	\$ 15,957	\$ 15,264
Avg. Transaction to Market %	90%	#DIV/0!
Avg. Transactional Discount	\$ 964	\$ 1,379
Avg. Front End Gross	\$ 1,060	\$ 1,671
Avg. Finance Gross	\$ 786	\$ 687
PUVR	\$ 1,856	\$ 2,357
Total Gross (Units & PUVR)	\$ 332,215	\$ 96,657
GROI	133%	252%
% with Trade	27%	29%
Avg. Over/Under Allowance	\$83	7500%



Trade on Used	Street/Curb buy	Auction/wholesale
35	0	101
20%	0%	56%
57%	#DIV/0!	31%
27.7	#DIV/0!	36.7
\$ 13,989	#DIV/0!	\$ 16,814
#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,311	#DIV/0!	\$ 703
\$ 1,363	#DIV/0!	\$ 692
\$ 690	#DIV/0!	\$ 860
\$ 2,111	#DIV/0!	\$ 1,547
\$ 73,898	#DIV/0!	\$ 156,285
196%	#DIV/0!	90%
11%	#DIV/0!	32%
0%	#DIV/0!	8933%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
1	2	0
1%	1%	0%
0%	100%	#DIV/0!
23.0	24.5	#DIV/0!
\$ 22,300	\$ 18,125	#DIV/0!
96%	86%	#DIV/0!
\$ -	\$ 75	#DIV/0!
\$ 1,235	\$ 1,778	#DIV/0!
\$ 1,507	\$ 440	#DIV/0!
\$ 2,742	\$ 2,218	#DIV/0!
\$ 2,742	\$ 4,436	#DIV/0!
192%	180%	#DIV/0!
0%	50%	#DIV/0!
#DIV/0!	40000%	#DIV/0!

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	179	100
% of Retail Units	100%	56%
% Retailed of Non-New Franchise	42%	40%
Avg. Days to Sale	31.4	16.9
Avg. Transaction Price	\$ 15,957	\$ 15,951
Avg. Transaction to Market %	90%	#DIV/0!
Avg. Transactional Discount	\$ 964	\$ 1,287
Avg. Front End Gross	\$ 1,060	\$ 1,501
Avg. Finance Gross	\$ 786	\$ 722
PUVR	\$ 1,856	\$ 2,223
Total Gross (Units & PUVR)	\$ 332,215	\$ 222,274
GROI	133%	296%
% with Trade	27%	24%
Avg. Over/Under Allowance	\$83	10100%



31-45 days	46-60 days	61-90 days	90+ days
45	21	12	2
25%	12%	7%	1%
42%	33%	67%	100%
38.1	52.5	75.3	121.0
\$ 16,235	\$ 16,629	\$ 14,426	\$ 12,102
#DIV/0!	89%	#DIV/0!	93%
\$ 857	\$ 581	\$ (280)	\$ (1,027)
\$ 879	\$ 421	\$ (374)	\$ (1,536)
\$ 839	\$ 848	\$ 1,031	\$ 713
\$ 1,718	\$ 1,268	\$ 658	\$ (824)
\$ 77,296	\$ 26,636	\$ 7,890	\$ (1,647)
100%	52%	22%	-20%
29%	24%	50%	50%
8425%	6250%	4000%	0%