

Desk Manager(s)	Finance Manager(s)
Matt Pagels	Jerry Grey
Steve Younger	Steve Younger
Michael Zilverberg	Matt pagels
	HOUSE

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.	1112232	11	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	U1867	2010	Toyota	Tundra	39	Auction/Wholesale	No	\$ 22,695	\$ 22,695	100%	\$2,731	\$77
2	U1919	2018	Toyota	Camry	7	Trade on New	No	\$ 27,899	\$ 27,899	103%	\$4,038	\$0
3	U1912	2009	Mazda	CX-7	14	Trade on Used	No	\$ 7,590	\$ 7,590	125%	\$4,584	\$29
4	U1840	2002	Saturn	SL	55	Trade on Used	No	\$ 2,400	\$ 2,107	112%	\$115	\$0
5	U1826	2008	Toyota	Avalon	65	Trade on Used	No	\$ 5,991	\$ 5,991	76%	\$913	\$0
6	U1859	2016	Toyota	Prius	48	Street/Curb Buy	No	\$ 15,495	\$ 16,995	92%	\$538	\$567
7	U1799	2011	Mercedes-Benz	E350	78	Trade on New	No	\$ 12,399	\$ 13,957	79%	\$1,691	\$1,051
8	U1904	2018	Toyota	CHR	29	Trade on Used	No	\$ 19,945	\$ 21,690	100%	\$1,997	\$905
9	U1831	2006	Scion	XB	63	Trade on Used	No	\$ 4,005	\$ 5,000	80%	\$762	\$0
10	U1896	2013	Toyota	Tundra	35	Trade on New	No	\$ 16,100	\$ 15,200	96%	\$1,675	\$135
11	U1744	2017	Nissan	Altima	101	Auction/Wholesale	No	\$ 14,191	\$ 14,495	87%	\$18	\$1,542
12	U1829	2018	Hyundai	Elantra	70	Auction/Wholesale	No	\$ 11,290	\$ 12,500	81%	\$337	\$2,476
13	U1765	2011	Subaru	FORESTER	98	Auction/Wholesale	No	\$ 11,600	\$ 11,600	97%	(\$1,344)	\$513
14	U1921	2001	GMC	SIERRA	14	Trade on Used	No	\$ 7,995	\$ 7,995	93%	\$6,025	\$0
15	U1892	1999	Cadillac	ELDORADO	41	Trade on Used	No	\$ 7,990	\$ 7,620	143%	\$5,901	\$0
16	U1877	2012	Honda	CIVIC	46	Auction/Wholesale	No	\$ 8,200	\$ 8,200	97%	\$1,175	\$404
17	U1877	2018	Nissan	FRONTIER	45	Trade on Used	No	\$ 23,195	\$ 21,950	95%	\$450	\$0
18	U1891	2007	Chrysler	PT CRUISER	43	Trade on Used	No	\$ 4,500	\$ 4,000	104%	\$1,665	\$0
19	U1933	2008	Toyota	YARIS	13	Trade on New	No	\$ 4,990	\$ 4,981	102%	\$2,022	\$350
20	U1902	2010	Ford	F150	39	Trade on Used	No	\$ 15,295	\$ 12,500	92%	\$2,170	\$0
21	U1911	2015	Toyota	COROLLA	29	Trade on New	Yes	\$ 14,800	\$ 14,500	102%	\$2,847	\$50
22	U1791	2010	Nissan	ALTIMA	94	Trade on Used	No	\$ 3,480	\$ 3,480	73%	\$632	\$0
23	U1871	2016	Audi	Q 3	55	Trade on New	No	\$ 19,995	\$ 19,995	89%	\$3,067	\$973
24	U1962	2016	Toyota	SIENNA	1	Auction/Wholesale	No	\$ 24,991	\$ 24,995	99%	\$3,973	\$1,042
25	U1927	1998	Nissan	FRONTIER	19	Trade on New	No	\$ 4,995	\$ 3,000	122%	\$1,817	\$0
26	U1783	2009	Kia	SPORTAGE	99	Trade on Used	No	\$ 2,999	\$ 2,999	67%	\$748	\$0
27	U1942	2006	Toyota	TUNDRA	13	Trade on New	No	\$ 16,500	\$ 16,500	98%	\$5,662	\$152
28	U1785	2014	Ram	2500	99	Auction/Wholesale	No	\$ 20,405	\$ 20,400	69%	\$97	\$363
29	U1873	2015	Chevrolet	SILVERADO	54	Trade on Used	No	\$ 26,995	\$ 25,500	96%	\$556	\$0
30	U1884	2019	Toyota	CAMRY	41	LBO Customer	No	\$ 20,395	\$ 21,395	95%	\$8,478	\$3,061
31	U1937	2000	Toyota	LAND CRUISER	14	Trade on Used	No	\$ 9,540	\$ 9,540	102%	\$4,449	\$50
32	U1855	2013	Ford	ESCAPE	64	Trade on New	No	\$ 11,889	\$ 10,820	94%	\$930	\$0
33	U1868	2011	Chevrolet	TAHOE	58	Trade on New	No	\$ 16,785	\$ 16,120	99%	\$3,501	\$0
34	U1899	2015	Ram	1500	45	Trade on New	No	\$ 28,995	\$ 28,500	95%	\$2,006	\$1,400
35	U1897	2004	Ram	1500	47	Trade on New	No	\$ 8,750	\$ 8,750	95%	\$4,067	\$41
36	U1945	2002	Nissan	ALTIMA	15	Trade on New	No	\$ 3,590	\$ 3,500	98%	\$1,406	\$0
37	U1956	2014	Acura	TL	5	Auction/Wholesale	No	\$ 17,195	\$ 17,198	105%	\$1,722	\$1,464
38	U1965	2017	Nissan	FRONTIER	1	Auction/Wholesale	No	\$ 23,995	\$ 23,000	96%	\$673	\$1,326
39	U1963	1998	Toyota	T100	7	Trade on Used	No	\$ 7,995	\$ 4,257	108%	\$2,532	\$0
40	U1710	2016	Scion	IA	138	Auction/Wholesale	No	\$ 10,250	\$ 10,250	79%	(\$1,692)	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	67%
Total # Retail Units	46
Avg. Days to Sale	44.8
Avg. Advertised Price (Time of Sale)	\$ 13,708
Avg. Transaction Price	\$ 13,467
Avg. Market Price at 100%	\$ 14,050
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 252
Avg. Front-End Gross	\$ 2,099
Avg. Finance Gross	\$ 446
PUVR	\$ 2,504
Total Gross (Units & PUVR)	\$ 115,191
GROI	150%
% with Trade	28%
Avg. Over/Under Allowance	(\$207)



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	
% Retailed of Non-New Franchise	67%	#DIV/0!
Total # Retail Units	46	0
Avg. Days to Sale	44.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 13,708	#DIV/0!
Avg. Transaction Price	\$ 13,467	#DIV/0!
Avg. Market Price at 100%	\$ 14,050	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 252	#DIV/0!
Avg. Front-End Gross	\$ 2,099	#DIV/0!
Avg. Finance Gross	\$ 446	#DIV/0!
PUVR	\$ 2,504	#DIV/0!
Total Gross (Units & PUVR)	\$ 115,191	#DIV/0!
GROI	150%	#DIV/0!
% with Trade	28%	#DIV/0!
Avg. Over/Under Allowance	-207	#DIV/0!



Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	67%	#DIV/0!
Total # Retail Units	46	0
Avg. Days to Sale	44.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 13,708	#DIV/0!
Avg. Transaction Price	\$ 13,467	#DIV/0!
Avg. Market Price at 100%	\$ 14,050	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 252	#DIV/0!
Avg. Front-End Gross	\$ 2,099	#DIV/0!
Avg. Finance Gross	\$ 446	#DIV/0!
PUVR	\$ 2,504	#DIV/0!
Total Gross (Units & PUVR)	\$ 115,191	#DIV/0!
GROI	150%	#DIV/0!
% with Trade	28%	#DIV/0!
Avg. Over/Under Allowance	-207	#DIV/0!



Scoreboard*(Click on the blue head*

Finance Manager	Totals	
% Retailed of Non-New Franchise	67%	#DIV/0!
Total # Retail Units	46	0
Avg. Days to Sale	44.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 13,708	#DIV/0!
Avg. Transaction Price	\$ 13,467	#DIV/0!
Avg. Market Price at 100%	\$ 14,050	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 252	#DIV/0!
Avg. Front-End Gross	\$ 2,099	#DIV/0!
Avg. Finance Gross	\$ 446	#DIV/0!
PUVR	\$ 2,504	#DIV/0!
Total Gross (Units & PUVR)	\$ 115,191	#DIV/0!
GROI	150%	#DIV/0!
% with Trade	28%	#DIV/0!
Avg. Over/Under Allowance	-207	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	46	1
Avg. Days to Sale	44.8	29.0
Avg. Advertised Price (Time of Sale)	\$ 13,708	\$ 14,800
Avg. Transaction Price	\$ 13,467	\$ 14,500
Avg. Market Price at 100%	\$ 14,050	\$ 14,510
Avg. Price to Market % (Time of Sale)	98%	102%
Avg. Transaction to Market	96%	100%
Avg. Transactional Discount	\$ 252	\$ 300
Avg. Front-End Gross	\$ 2,099	\$ 2,847
Avg. Finance Gross	\$ 446	\$ 50
PUVR	\$ 2,504	\$ 2,897
Total Gross (Units & PUVR)	\$ 115,191	\$ 2,897
GROI	150%	248%
% with Trade	28%	3%
Avg. Over/Under Allowance	-207	-300

No	
	45
	45.1
\$	13,444
\$	13,444
\$	13,889
	97%
	97%
\$	251
\$	2,082
\$	454
\$	2,495
\$	112,276
	148%
	27%
	-205

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	46	13
Avg. Days to Sale	44.8	25.5
Avg. Advertised Price (Time of Sale)	\$ 13,708	\$ 15,026
Avg. Transaction Price	\$ 13,467	\$ 15,079
Avg. Market Price at 100%	\$ 14,050	\$ 15,491
Avg. Price to Market % (Time of Sale)	98%	97%
Avg. Transaction to Market	96%	97%
Avg. Transactional Discount	\$ 252	\$ (54)
Avg. Front-End Gross	\$ 2,099	\$ 3,257
Avg. Finance Gross	\$ 446	\$ 571
PUVR	\$ 2,504	\$ 3,828
Total Gross (Units & PUVR)	\$ 115,191	\$ 49,764
GROI	150%	359%
% with Trade	28%	8%
Avg. Over/Under Allowance	-207	-350

No	
	31
	54.3
\$	12,027
\$	12,027
\$	13,237
	91%
	91%
\$	380
\$	1,530
\$	419
\$	1,949
\$	60,419
	108%
	39%
	-161

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	46	17
% of Retail Units	100%	37%
% Retailed of Non-New Franchise	67%	59%
Avg. Days to Sale	44.8	33.2
Avg. Transaction Price	\$ 13,467	\$ 14,823
Avg. Transaction to Market %	96%	96%
Avg. Transactional Discount	\$ 252	\$ 322
Avg. Front End Gross	\$ 2,099	\$ 2,622
Avg. Finance Gross	\$ 446	\$ 310
PUVR	\$ 2,504	\$ 2,863
Total Gross (Units & PUVR)	\$ 115,191	\$ 48,665
GROI	150%	210%
% with Trade	28%	47%
Avg. Over/Under Allowance	-207	-165



Trade on Used	Street/Curb buy	Auction/wholesale
16	1	11
35%	2%	24%
75%	0%	82%
46.9	48.0	59.6
\$ 9,101	\$ 16,995	\$ 16,679
93%	101%	91%
\$ 544	\$ (1,500)	\$ (26)
\$ 2,212	\$ 538	\$ 686
\$ 62	\$ 567	\$ 965
\$ 2,274	\$ 1,105	\$ 1,536
\$ 36,377	\$ 1,105	\$ 16,896
192%	49%	56%
6%	100%	27%
-109	-1,500	-318

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
0	1	0
0%	2%	0%
#DIV/0!	0%	#DIV/0!
#DIV/0!	41.0	#DIV/0!
#DIV/0!	\$ 21,395	#DIV/0!
#DIV/0!	100%	#DIV/0!
#DIV/0!	\$ (1,000)	#DIV/0!
#DIV/0!	\$ 8,478	#DIV/0!
#DIV/0!	\$ 3,061	#DIV/0!
#DIV/0!	\$ 11,539	#DIV/0!
#DIV/0!	\$ 11,539	#DIV/0!
#DIV/0!	474%	#DIV/0!
#DIV/0!	0%	#DIV/0!
#DIV/0!	0	#DIV/0!

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	46	17
% of Retail Units	100%	37%
% Retailed of Non-New Franchise	67%	41%
Avg. Days to Sale	44.8	13.9
Avg. Transaction Price	\$ 13,467	\$ 14,643
Avg. Transaction to Market %	96%	97%
Avg. Transactional Discount	\$ 252	\$ 410
Avg. Front End Gross	\$ 2,099	\$ 3,146
Avg. Finance Gross	\$ 446	\$ 381
PUVR	\$ 2,504	\$ 3,528
Total Gross (Units & PUVR)	\$ 115,191	\$ 59,969
GROI	150%	625%
% with Trade	28%	47%
Avg. Over/Under Allowance	-207	-214



31-45 days	46-60 days	61-90 days	90+ days
9	8	6	6
20%	17%	13%	13%
67%	88%	83%	100%
39.9	52.6	69.0	104.8
\$ 15,539	\$ 14,475	\$ 8,611	\$ 10,537
100%	95%	89%	79%
\$ 663	\$ 152	\$ (282)	\$ (50)
\$ 2,798	\$ 1,610	\$ 1,088	\$ (257)
\$ 519	\$ 425	\$ 588	\$ 403
\$ 3,317	\$ 2,034	\$ 1,676	\$ 146
\$ 29,854	\$ 16,275	\$ 10,054	\$ 877
193%	96%	102%	5%
22%	13%	17%	17%
-100	-188	0	-583