

Desk Manager(s)	Finance Manager(s)
Paul Erhardt	Rey Almonte
Jason Santiago	Michael Craig-Voyk
Daniel Parker	Arnaldo Orriols
	House
	Miguel Sanchez

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	ZT511522	2018	Kia	Soul	70	Trade on New	No	\$ 11,999	\$ 11,689	83%	(\$357)	\$0
2	ZR349388	2017	Hyundai	Accent	51	Auction/Wholesale	No	\$ 10,981	\$ 11,881	100%	\$633	\$2,619
3	ZT833076	2013	Mazda	Mazda3	17	Trade on New	No	\$ 18,994	\$ 16,339	94%	\$2,324	\$714
4	ZT734480	2017	Jeep	Wrangler Unlimite	75	Trade on New	No	\$ 27,981	\$ 28,491	96%	(\$153)	\$3,363
5	BT526308	2019	Mazda	CX-5	35	Trade on New	No	\$ 31,991	\$ 32,255	89%	\$621	\$0
6	ZT106788	2017	Mazda	MX-5 Miata RF	20	Trade on New	Yes	\$ 24,991	\$ 24,991	99%	\$2,254	\$1,880
7	ZT233108	2014	Kia	Forte	34	Trade on Used	No	\$ 8,492	\$ 8,141	103%	\$1,475	\$0
8	ZB159710	2014	Mazda	Mazda3	5	Street/Curb Buy	No	\$ 9,991	\$ 10,250	88%	\$2,393	\$744
9	ZT159983	2013	Nissan	Altima	22	Trade on Used	No	\$ 9,850	\$ 9,600	111%	\$587	\$266
10	ZR518262	2018	INFINITI	QX60	80	Auction/Wholesale	No	\$ 26,984	\$ 26,984	90%	(\$857)	\$2,301
11	ZT013052	2015	Audi	A8	45	Trade on New	No	\$ 29,984	\$ 30,991	89%	\$115	\$2,187
12	ZT805331	2016	Mazda	CX-5	29	Trade on New	No	\$ 17,981	\$ 17,981	106%	\$1,112	\$1,267
13	ZT260794	2013	Hyundai	Elantra	11	Trade on New	No	\$ 6,899	\$ 8,200	88%	\$1,203	\$0
14	ZT043925	2015	Mercedes-Benz	C300	16	Trade on New	No	\$ 18,800	\$ 19,800	92%	\$2,361	\$3,850
15	ZT215141	2009	Mazda	Mazda3	35	Trade on Used	No	\$ 6,991	\$ 6,991	83%	\$1,431	\$1,280
16	ZT201462	2018	Mazda	CX-9	10	Trade on New	Yes	\$ 29,991	\$ 28,991	80%	\$3,038	\$2,209
17	ZP125530	2015	Mazda	Mazda3	6	Auction/Wholesale	No	\$ 12,491	\$ 12,216	109%	\$485	\$974
18	ZR272809	2018	Ford	Focus	83	Auction/Wholesale	No	\$ 10,998	\$ 10,448	89%	(\$1,060)	\$0
19	ZT265552	2016	Nissan	Sentra	16	Trade on New	No	\$ 11,000	\$ 11,725	94%	\$512	\$957
20	ZT509413	2010	Honda	Civic Cpe	38	Trade on Used	No	\$ 5,991	\$ 4,166	83%	(\$320)	\$0
21	ZR223834	2018	Mazda	CX-9	6	Auction/Wholesale	No	\$ 23,500	\$ 23,671	97%	\$866	\$2,200
22	ZA295002	2009	Lexus	ES 350	41	Trade on New	No	\$ 10,000	\$ 10,958	97%	\$857	\$0
23	ZTA14960	2015	Ford	Escape	69	Trade on New	No	\$ 9,500	\$ 9,594	71%	(\$438)	\$946
24	ZR362872	2018	Mazda	CX-5	8	Auction/Wholesale	No	\$ 20,491	\$ 20,523	98%	(\$53)	\$0
25	ZT358703	2015	Nissan	Sentra	17	Trade on Used	No	\$ 9,250	\$ 8,750	85%	\$1,026	\$1,455
26	ZT902940	2016	Mazda	CX-5	69	Trade on New	No	\$ 16,000	\$ 16,050	93%	(\$295)	\$0
27	ZC462984	2016	Mazda	Mazda6	11	LBO OEM/Leasing Co.	No	\$ 16,000	\$ 15,800	102%	\$2,236	\$100
28	ZT940423	2015	Nissan	Versa	27	Trade on Used	No	\$ 7,500	\$ 7,735	89%	\$2,502	\$0
29	ZR208825	2018	Mazda	Mazda3 5-Door	10	Auction/Wholesale	Yes	\$ 15,300	\$ 15,038	101%	\$61	\$0
30	ZP300377	2019	Mazda	MX-5 Miata RF	10	Auction/Wholesale	Yes	\$ 29,800	\$ 28,921	101%	(\$98)	\$681
31	ZT182564	2013	Chevrolet	Sonic	6	Trade on New	No	\$ 6,500	\$ 8,500	104%	\$4,120	\$1,265
32	ZP310588	2016	Mazda	Mazda3	66	Auction/Wholesale	No	\$ 14,000	\$ 14,000	98%	(\$1,384)	\$1,737
33	ZT747105	2013	Mazda	Mazda3	8	Trade on New	No	\$ 7,500	\$ 7,252	86%	\$2,053	\$0
34	ZT104530	2014	Mazda	Mazda3	6	Trade on New	No	\$ 10,500	\$ 10,000	93%	\$1,960	\$2,221
35	ZR192216	2018	Nissan	Altima	62	Auction/Wholesale	No	\$ 13,000	\$ 13,000	93%	(\$1,383)	\$250
36	ZT104788	2017	Mazda	Mazda6	21	Trade on New	No	\$ 15,000	\$ 15,000	84%	\$868	\$605

37	ZA819740	2013	Mazda	Mazda3	67	Trade on New	No	\$	7,500	\$	7,500	92%	(\$781)	\$0
38	ZR309059	2018	Mazda	CX-5	11	Auction/Wholesale	No	\$	20,500	\$	20,500	100%	(\$217)	\$1,921
39	ZT547533	2012	Mazda	Mazda3	7	Trade on New	No	\$	7,000	\$	6,000	81%	\$1,199	\$1,253
40	ZC485445	2016	Mazda	Mazda6	8	LBO OEM/Leasing Co.	No	\$	16,500	\$	16,500	103%	\$1,534	\$0
41	ZC354144	2016	Mazda	Mazda3	35	LBO OEM/Leasing Co.	No	\$	12,000	\$	12,000	94%	\$449	\$2,280
42	ZC340902	2016	Mazda	Mazda3	28	LBO OEM/Leasing Co.	No	\$	13,500	\$	15,000	96%	\$1,327	\$758
43	ZC458918	2016	Mazda	Mazda6	63	LBO OEM/Leasing Co.	No	\$	12,500	\$	12,500	91%	(\$633)	\$1,268
44	ZR218983	2018	Mazda	CX-9	11	Auction/Wholesale	No	\$	23,500	\$	24,500	97%	\$1,410	\$4,278
45	ZT306691	2016	Mazda	Mazda3	48	Trade on New	No	\$	12,000	\$	11,945	94%	\$452	\$0
46	ZC324001	2016	Mazda	Mazda3	50	LBO OEM/Leasing Co.	Yes	\$	13,500	\$	13,500	100%	\$673	\$141
47	ZTM42453	2010	Mazda	Mazda6	16	Trade on New	No	\$	6,000	\$	6,000	102%	\$2,266	\$524
48	ZP630426	2016	INFINITI	Q70L	98	Auction/Wholesale	No	\$	24,000	\$	23,800	85%	(\$1,832)	\$2,446
49	ZR359906	2018	Mazda	CX-5	15	Auction/Wholesale	No	\$	21,000	\$	20,546	103%	\$152	\$0
50	ZT553938	2015	Mazda	CX-5	22	Trade on New	No	\$	14,000	\$	13,700	106%	\$1,315	\$933
51	ZT388090	2015	Ford	Mustang	13	Trade on New	No	\$	17,500	\$	18,500	106%	\$3,017	\$2,048
52	ZT104246	2015	Honda	Odyssey	70	Trade on New	No	\$	20,000	\$	20,000	98%	(\$314)	\$566
53	ZP385986	2015	Chevrolet	Traverse	17	Auction/Wholesale	No	\$	20,000	\$	19,330	128%	\$192	\$587

Scoreboard Totals

% Retailed of Non-Franchise Make	38%
Total # Retail Units	134
Avg. Days to Sale	35.7
Avg. Advertised Price (Time of Sale)	\$ 15,226
Avg. Transaction Price	\$ 15,285
Avg. Market Price at 100%	\$ 14,742
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	104%
Avg. Transactional Discount	\$ (56)
Avg. Front-End Gross	\$ 611
Avg. Finance Gross	\$ 1,135
PUVR	\$ 1,751
Total Gross (Units & PUVR)	\$ 234,627
GROI	116%
% with Trade	31%
Avg. Over/Under Allowance	(\$93)



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	Paul Erhardt
% Retailed of Non-New Franchise	38%	38%
Total # Retail Units	134	65
Avg. Days to Sale	35.7	37.8
Avg. Advertised Price (Time of Sale)	\$ 15,226	\$ 15,284
Avg. Transaction Price	\$ 15,285	\$ 15,460
Avg. Market Price at 100%	\$ 14,742	\$ 15,846
Avg. Price to Market % (Time of Sale)	103%	96%
Avg. Transaction to Market	104%	98%
Avg. Transactional Discount	\$ (56)	\$ (172)
Avg. Front-End Gross	\$ 611	\$ 591
Avg. Finance Gross	\$ 1,135	\$ 1,302
PUVR	\$ 1,751	\$ 1,907
Total Gross (Units & PUVR)	\$ 234,627	\$ 123,938
GROI	116%	117%
% with Trade	31%	34%
Avg. Over/Under Allowance	-93	-159



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Jason Santiago	Daniel Parker	
37%	100%	#DIV/0!
68	1	0
33.6	38.0	#DIV/0!
\$ 15,306	\$ 5,991	#DIV/0!
\$ 15,282	\$ 4,166	#DIV/0!
\$ 15,792	\$ 7,218	#DIV/0!
97%	83%	#DIV/0!
97%	58%	#DIV/0!
\$ 24	\$ 1,825	#DIV/0!
\$ 645	\$ (320)	#DIV/0!
\$ 992	\$ -	#DIV/0!
\$ 1,637	\$ (320)	#DIV/0!
\$ 111,321	\$ (320)	#DIV/0!
115%	-73%	#DIV/0!
28%	0%	#DIV/0!
-16	#DIV/0!	#DIV/0!

Scoreboard*(Click on the blue head*

Sales Consultant	Totals	Earnest Evans
% Retailed of Non-New Franchise	38%	38%
Total # Retail Units	134	8
Avg. Days to Sale	35.7	32.4
Avg. Advertised Price (Time of Sale)	\$ 15,226	\$ 12,788
Avg. Transaction Price	\$ 15,285	\$ 12,559
Avg. Market Price at 100%	\$ 14,742	\$ 13,190
Avg. Price to Market % (Time of Sale)	103%	97%
Avg. Transaction to Market	104%	95%
Avg. Transactional Discount	\$ (56)	\$ 229
Avg. Front-End Gross	\$ 611	\$ 760
Avg. Finance Gross	\$ 1,135	\$ 866
PUVR	\$ 1,751	\$ 1,626
Total Gross (Units & PUVR)	\$ 234,627	\$ 13,011
GROI	116%	144%
% with Trade	31%	0%
Avg. Over/Under Allowance	-93	#DIV/0!



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Valentina Cappetta	Christian Atencio	Ashley Ramsey
31%	71%	36%
13	7	11
33.7	33.0	21.5
\$ 15,837	\$ 12,566	\$ 14,406
\$ 15,836	\$ 12,468	\$ 15,294
\$ 16,139	\$ 12,959	\$ 14,468
98%	97%	100%
98%	96%	106%
\$ 1	\$ 98	\$ (889)
\$ 905	\$ 555	\$ 1,042
\$ 1,468	\$ 826	\$ 1,164
\$ 2,373	\$ 1,381	\$ 2,206
\$ 30,850	\$ 9,665	\$ 24,265
160%	121%	241%
31%	29%	27%
50	-625	-683

number for each column.)

Noel Ruiz	Sean Koller	Jorell Figueroa
38%	40%	40%
8	10	5
42.5	28.8	66.6
\$ 14,736	\$ 12,579	\$ 12,900
\$ 15,667	\$ 12,269	\$ 12,740
\$ 15,912	\$ 13,142	\$ 13,608
93%	96%	95%
98%	93%	94%
\$ (931)	\$ 310	\$ 160
\$ 753	\$ 996	\$ (450)
\$ 2,123	\$ 849	\$ 1,485
\$ 2,876	\$ 1,845	\$ 1,035
\$ 23,007	\$ 18,449	\$ 5,174
155%	188%	44%
38%	30%	40%
-333	1,050	103

Marilyn Santos	Alex Stinvil	Israel Camareno
40%	50%	67%
5	8	6
28.2	34.3	35.3
\$ 12,560	\$ 14,850	\$ 19,914
\$ 12,856	\$ 14,480	\$ 20,099
\$ 12,751	\$ 16,109	\$ 20,803
99%	92%	96%
101%	90%	97%
\$ (296)	\$ 370	\$ (185)
\$ 1,017	\$ 241	\$ 1,307
\$ 659	\$ 790	\$ 1,738
\$ 1,675	\$ 1,031	\$ 3,045
\$ 8,377	\$ 8,251	\$ 18,268
166%	75%	154%
40%	38%	67%
-425	0	225

Reggie Jorge	Jacobe Barone	Jason Bonilla
0%	33%	36%
6	12	11
34.8	39.9	33.2
\$ 20,080	\$ 13,415	\$ 16,295
\$ 19,806	\$ 13,118	\$ 16,389
\$ 23,877	\$ 14,586	\$ 16,143
84%	92%	101%
83%	90%	102%
\$ 268	\$ 297	\$ (93)
\$ 724	\$ 235	\$ 443
\$ 1,095	\$ 906	\$ 667
\$ 2,253	\$ 1,141	\$ 1,110
\$ 13,521	\$ 13,690	\$ 12,207
118%	78%	73%
67%	0%	36%
-450	#DIV/0!	-450

Robbie Robberts	Karina Concepcion	Mayeling SosaDomingu
0%	50%	43%
3	10	7
35.7	42.1	35.4
\$ 19,000	\$ 15,422	\$ 19,424
\$ 19,509	\$ 15,333	\$ 19,581
\$ 20,567	\$ 14,789	\$ 19,506
92%	104%	100%
95%	104%	100%
\$ (509)	\$ 199	\$ (156)
\$ 1,271	\$ 182	\$ 426
\$ 1,618	\$ 1,168	\$ 1,034
\$ 2,889	\$ 1,138	\$ 1,460
\$ 8,666	\$ 11,384	\$ 10,222
149%	63%	76%
33%	30%	14%
-250	183	-300

Scoreboard		<i>(Click on the blue head</i>	
Finance Manager	Totals	Rey Almonte	
% Retailed of Non-New Franchise	38%	32%	
Total # Retail Units	134	47	
Avg. Days to Sale	35.7	29.1	
Avg. Advertised Price (Time of Sale)	\$ 15,226	\$ 15,891	
Avg. Transaction Price	\$ 15,285	\$ 15,956	
Avg. Market Price at 100%	\$ 14,742	\$ 16,672	
Avg. Price to Market % (Time of Sale)	103%	95%	
Avg. Transaction to Market	104%	96%	
Avg. Transactional Discount	\$ (56)	\$ (56)	
Avg. Front-End Gross	\$ 611	\$ 959	
Avg. Finance Gross	\$ 1,135	\$ 1,337	
PUVR	\$ 1,751	\$ 2,334	
Total Gross (Units & PUVR)	\$ 234,627	\$ 109,715	
GROI	116%	181%	
% with Trade	31%	0%	
Avg. Over/Under Allowance	-93	63	



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Michael Craig-Voyk	Arnaldo Orriols	Miguel Sanchez
45%	25%	50%
38	28	4
43.5	36.4	16.5
\$ 16,456	\$ 15,861	\$ 16,750
\$ 16,629	\$ 16,037	\$ 16,190
\$ 17,240	\$ 15,619	\$ 18,688
95%	102%	90%
96%	103%	87%
\$ (173)	\$ (176)	\$ 560
\$ 256	\$ 435	\$ 1,340
\$ 1,458	\$ 973	\$ 1,513
\$ 1,714	\$ 1,408	\$ 2,852
\$ 65,135	\$ 39,426	\$ 11,409
85%	87%	384%
0%	0%	0%
-408	-75	0

number for each column.)

House			
	59%	#DIV/0!	#DIV/0!
	17	0	0
	39.5	#DIV/0!	#DIV/0!
\$	9,235	#DIV/0!	#DIV/0!
\$	8,976	#DIV/0!	#DIV/0!
\$	9,528	#DIV/0!	#DIV/0!
	97%	#DIV/0!	#DIV/0!
	94%	#DIV/0!	#DIV/0!
\$	258	#DIV/0!	#DIV/0!
\$	564	#DIV/0!	#DIV/0!
\$	31	#DIV/0!	#DIV/0!
\$	595	#DIV/0!	#DIV/0!
\$	10,109	#DIV/0!	#DIV/0!
	60%	#DIV/0!	#DIV/0!
	0%	#DIV/0!	#DIV/0!
	453	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	134	18
Avg. Days to Sale	35.7	22.2
Avg. Advertised Price (Time of Sale)	\$ 15,226	\$ 20,349
Avg. Transaction Price	\$ 15,285	\$ 20,222
Avg. Market Price at 100%	\$ 14,742	\$ 20,973
Avg. Price to Market % (Time of Sale)	103%	97%
Avg. Transaction to Market	104%	96%
Avg. Transactional Discount	\$ (56)	\$ 126
Avg. Front-End Gross	\$ 611	\$ 994
Avg. Finance Gross	\$ 1,135	\$ 1,399
PUVR	\$ 1,751	\$ 2,393
Total Gross (Units & PUVR)	\$ 234,627	\$ 43,074
GROI	116%	192%
% with Trade	31%	36%
Avg. Over/Under Allowance	-93	-306

No	
	116
	37.8
\$	14,519
\$	14,519
\$	14,929
	97%
	97%
\$	(85)
\$	552
\$	1,094
\$	1,650
\$	191,351
	108%
	87%
	-41

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	134	78
Avg. Days to Sale	35.7	32.5
Avg. Advertised Price (Time of Sale)	\$ 15,226	\$ 16,328
Avg. Transaction Price	\$ 15,285	\$ 16,258
Avg. Market Price at 100%	\$ 14,742	\$ 16,755
Avg. Price to Market % (Time of Sale)	103%	97%
Avg. Transaction to Market	104%	97%
Avg. Transactional Discount	\$ (56)	\$ 70
Avg. Front-End Gross	\$ 611	\$ 543
Avg. Finance Gross	\$ 1,135	\$ 1,101
PUVR	\$ 1,751	\$ 1,644
Total Gross (Units & PUVR)	\$ 234,627	\$ 128,259
GROI	116%	112%
% with Trade	31%	10%
Avg. Over/Under Allowance	-93	22

No	
	51
	39.7
\$	14,242
\$	14,242
\$	14,575
	98%
	98%
\$	(258)
\$	730
\$	1,213
\$	1,943
\$	99,091
	124%
	65%
	-314

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	134	47
% of Retail Units	100%	35%
% Retailed of Non-New Franchise	38%	51%
Avg. Days to Sale	35.7	30.7
Avg. Transaction Price	\$ 15,285	\$ 15,466
Avg. Transaction to Market %	104%	94%
Avg. Transactional Discount	\$ (56)	\$ (98)
Avg. Front End Gross	\$ 611	\$ 1,170
Avg. Finance Gross	\$ 1,135	\$ 1,166
PUVR	\$ 1,751	\$ 2,394
Total Gross (Units & PUVR)	\$ 234,627	\$ 112,519
GROI	116%	181%
% with Trade	31%	32%
Avg. Over/Under Allowance	-93	-20



Trade on Used	Street/Curb buy	Auction/wholesale
13	4	43
10%	3%	32%
85%	50%	33%
42.5	12.5	45.3
\$ 7,028	\$ 12,160	\$ 16,949
93%	126%	120%
\$ 347	\$ (1,922)	\$ (25)
\$ 760	\$ 2,040	\$ (290)
\$ 350	\$ 1,270	\$ 1,270
\$ 1,111	\$ 3,311	\$ 926
\$ 14,438	\$ 13,243	\$ 39,799
134%	784%	43%
23%	50%	23%
369	-1,275	-125

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
7	0	20
5%	0%	15%
0%	#DIV/0!	0%
16.9	#DIV/0!	33.5
\$ 20,887	#DIV/0!	\$ 15,318
98%	#DIV/0!	98%
\$ 169	#DIV/0!	\$ 7
\$ 917	#DIV/0!	\$ 749
\$ 1,705	#DIV/0!	\$ 1,055
\$ 2,622	#DIV/0!	\$ 1,804
\$ 18,356	#DIV/0!	\$ 36,089
268%	#DIV/0!	127%
43%	#DIV/0!	40%
-950	#DIV/0!	256

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	134	72
% of Retail Units	100%	54%
% Retailed of Non-New Franchise	38%	33%
Avg. Days to Sale	35.7	16.3
Avg. Transaction Price	\$ 15,285	\$ 16,279
Avg. Transaction to Market %	104%	99%
Avg. Transactional Discount	\$ (56)	\$ (8)
Avg. Front End Gross	\$ 611	\$ 1,205
Avg. Finance Gross	\$ 1,135	\$ 1,172
PUVR	\$ 1,751	\$ 2,377
Total Gross (Units & PUVR)	\$ 234,627	\$ 171,159
GROI	116%	323%
% with Trade	31%	36%
Avg. Over/Under Allowance	-93	-200



31-45 days	46-60 days	61-90 days	90+ days
18	12	29	2
13%	9%	22%	1%
56%	8%	45%	100%
37.8	52.8	72.1	102.5
\$ 14,836	\$ 13,547	\$ 13,645	\$ 18,400
96%	97%	125%	92%
\$ (296)	\$ 74	\$ (106)	\$ 100
\$ 702	\$ 152	\$ (542)	\$ (1,840)
\$ 1,192	\$ 923	\$ 1,086	\$ 1,555
\$ 1,895	\$ 1,074	\$ 544	\$ (285)
\$ 34,101	\$ 12,893	\$ 15,766	\$ (571)
122%	54%	20%	-5%
33%	8%	24%	50%
-125	500	237	0