

Desk Manager(s)	Finance Manager(s)
LENNY	MELISSA
DAMIAN	SUGAR
KEVIN	ADRI
	BOBBY

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	19336A	2015	Audi	A3	112	Trade on New	No	\$ 20,549	\$ 20,049	97%	\$949	\$0
2	19832A	2015	Kia	FORTE	10	Trade on New	No	\$ 12,724	\$ 12,724	104%	\$1,670	\$599
3	18809A	2018	Chrysler	300	79	Trade on New	No	\$ 20,934	\$ 21,800	99%	\$1,584	\$0
4	17414A	2016	Ford	EXPLORER	165	Trade on New	No	\$ 25,980	\$ 25,190	98%	(\$364)	\$4,029
5	19733A	2018	Jeep	RENEGADE	85	Trade on New	No	\$ 16,915	\$ 16,607	97%	\$1,625	\$2,133
6	19126A	2017	Kia	RIO	44	Trade on New	Yes	\$ 11,135	\$ 11,135	100%	\$933	\$1,056
7	859P	2016	Kia	SOUL	56	Trade on New	No	\$ 13,685	\$ 13,634	97%	\$1,609	\$0
8	18284A	2018	Kia	SOUL	102	Trade on New	Yes	\$ 13,996	\$ 13,996	98%	\$734	\$1,638
9	19597A	2014	Kia	SPORTAGE	95	Trade on New	No	\$ 13,888	\$ 14,979	100%	\$3,177	\$1,310
10	18294A	2019	Kia	STINGER	34	Trade on New	Yes	\$ 33,900	\$ 33,666	99%	\$4,816	\$2,724
11	19441A	2011	Mitsubishi	OUTLANDER	25	Trade on New	No	\$ 9,997	\$ 8,500	101%	\$1,462	\$160
12	19146A	2017	Kia	SOUL	83	Trade on New	Yes	\$ 14,800	\$ 14,300	104%	(\$462)	\$3,364
13	18655A	2016	Kia	SOUL	24	Trade on New	Yes	\$ 13,980	\$ 13,737	104%	\$1,540	\$0
14	17549A	2017	Toyota	RAV4	112	Trade on New	No	\$ 17,366	\$ 17,366	105%	\$659	\$933
15	19694A	2016	GMC	ACADIA	81	Trade on New	No	\$ 21,927	\$ 21,967	97%	\$1,212	\$2,680
16	19675A	2013	Kia	SOUL	84	Trade on New	No	\$ 7,991	\$ 7,626	92%	\$37	\$0
17	810LP	2015	Kia	SPORTAGE	116	LBO OEM/Leasing Co.	Yes	\$ 15,449	\$ 15,499	101%	\$305	\$3,248
18	19765A	2016	Kia	CADENZA	82	Trade on New	Yes	\$ 18,355	\$ 18,355	98%	\$1,000	\$2,829
19	19793B	2016	Toyota	AVALON	29	Trade on Used	No	\$ 20,209	\$ 19,710	91%	\$1,001	\$2,794
20	19612A	2019	Kia	SORENTO	57	Trade on New	Yes	\$ 26,146	\$ 26,146	85%	\$1,549	\$870
21	18818A	2018	Kia	SORENTO	141	Trade on New	No	\$ 18,528	\$ 18,397	92%	\$624	\$2,975
22	19892A	2016	Kia	SOUL	16	Trade on New	No	\$ 12,433	\$ 12,388	98%	\$1,355	\$2,646
23	19889A	2016	Chevrolet	COLORADO	21	Trade on New	No	\$ 24,992	\$ 23,502	100%	\$2,231	\$150
24	19568A	2017	Kia	SOUL	108	Trade on New	Yes	\$ 13,569	\$ 13,569	106%	\$951	\$1,555
25	831LP	2017	Kia	SORENTO	108	LBO OEM/Leasing Co.	Yes	\$ 19,061	\$ 18,500	96%	\$488	\$1,260
26	19198A	2016	Kia	SOUL	60	Trade on New	No	\$ 9,994	\$ 9,935	102%	\$1,441	\$1,133
27	19066A	2017	Ford	FOCUS	143	Trade on New	No	\$ 13,940	\$ 13,940	101%	\$999	\$1,529
28	19726A	2016	Hyundai	AZERA	87	Trade on New	No	\$ 19,688	\$ 19,568	96%	\$880	\$0
29	19894A	2017	Kia	FORTE	23	Trade on New	Yes	\$ 15,292	\$ 14,800	99%	\$1,058	\$486
30	877PC	2014	Kia	OPTIMA	56	Loaner/Rental Fleet	No	\$ 11,435	\$ 11,435	89%	\$1,500	\$1,151
31	19820A	2018	Kia	STINGER	48	Trade on New	No	\$ 38,852	\$ 38,852	100%	\$3,549	\$347
32	18443A	2015	Chevrolet	MALIBU	49	Trade on New	No	\$ 13,900	\$ 13,900	110%	\$3,387	\$0
33	19888A	2019	Kia	SPORTAGE	39	Trade on New	No	\$ 11,900	\$ 23,400	107%	\$1,834	\$144
34	18635A	2015	Kia	RIO	118	Trade on New	Yes	\$ 8,900	\$ 8,900	106%	\$163	\$0
35	19768A	2019	Kia	SORENTO	63	Trade on New	No	\$ 31,900	\$ 31,740	140%	\$2,551	\$661
36	872P	2016	Kia	OPTIMA	60	LBO OEM/Leasing Co.	Yes	\$ 23,900	\$ 23,900	116%	\$1,315	\$1,980

Scoreboard Totals

% Retailed of Non-Franchise Make	29%
Total # Retail Units	49
Avg. Days to Sale	69.5
Avg. Advertised Price (Time of Sale)	\$ 18,319
Avg. Transaction Price	\$ 18,267
Avg. Market Price at 100%	\$ 17,866
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ 43
Avg. Front-End Gross	\$ 1,742
Avg. Finance Gross	\$ 1,224
PUVR	\$ 3,024
Total Gross (Units & PUVR)	\$ 148,173
GROI	86%
% with Trade	53%
Avg. Over/Under Allowance	(\$191)



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	
% Retailed of Non-New Franchise	29%	#DIV/0!
Total # Retail Units	49	0
Avg. Days to Sale	69.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 18,319	#DIV/0!
Avg. Transaction Price	\$ 18,267	#DIV/0!
Avg. Market Price at 100%	\$ 17,866	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!
Avg. Transactional Discount	\$ 43	#DIV/0!
Avg. Front-End Gross	\$ 1,742	#DIV/0!
Avg. Finance Gross	\$ 1,224	#DIV/0!
PUVR	\$ 3,024	#DIV/0!
Total Gross (Units & PUVR)	\$ 148,173	#DIV/0!
GROI	86%	#DIV/0!
% with Trade	53%	#DIV/0!
Avg. Over/Under Allowance	-191	#DIV/0!



Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	29%	#DIV/0!
Total # Retail Units	49	0
Avg. Days to Sale	69.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 18,319	#DIV/0!
Avg. Transaction Price	\$ 18,267	#DIV/0!
Avg. Market Price at 100%	\$ 17,866	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!
Avg. Transactional Discount	\$ 43	#DIV/0!
Avg. Front-End Gross	\$ 1,742	#DIV/0!
Avg. Finance Gross	\$ 1,224	#DIV/0!
PUVR	\$ 3,024	#DIV/0!
Total Gross (Units & PUVR)	\$ 148,173	#DIV/0!
GROI	86%	#DIV/0!
% with Trade	53%	#DIV/0!
Avg. Over/Under Allowance	-191	#DIV/0!



Scoreboard		(Click on the blue head
Finance Manager	Totals	
% Retailed of Non-New Franchise	29%	#DIV/0!
Total # Retail Units	49	0
Avg. Days to Sale	69.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 18,319	#DIV/0!
Avg. Transaction Price	\$ 18,267	#DIV/0!
Avg. Market Price at 100%	\$ 17,866	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!
Avg. Transactional Discount	\$ 43	#DIV/0!
Avg. Front-End Gross	\$ 1,742	#DIV/0!
Avg. Finance Gross	\$ 1,224	#DIV/0!
PUVR	\$ 3,024	#DIV/0!
Total Gross (Units & PUVR)	\$ 148,173	#DIV/0!
GROI	86%	#DIV/0!
% with Trade	53%	#DIV/0!
Avg. Over/Under Allowance	-191	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	49	22
Avg. Days to Sale	69.5	68.2
Avg. Advertised Price (Time of Sale)	\$ 18,319	\$ 19,567
Avg. Transaction Price	\$ 18,267	\$ 19,265
Avg. Market Price at 100%	\$ 17,866	\$ 19,023
Avg. Price to Market % (Time of Sale)	103%	103%
Avg. Transaction to Market	102%	101%
Avg. Transactional Discount	\$ 43	\$ 303
Avg. Front-End Gross	\$ 1,742	\$ 1,932
Avg. Finance Gross	\$ 1,224	\$ 1,349
PUVR	\$ 3,024	\$ 3,281
Total Gross (Units & PUVR)	\$ 148,173	\$ 72,188
GROI	86%	90%
% with Trade	53%	21%
Avg. Over/Under Allowance	-191	-152

No	
	27
	70.6
\$	17,455
\$	17,455
\$	17,064
	102%
	102%
\$	(186)
\$	1,587
\$	1,122
\$	2,797
\$	75,532
	82%
	17%
	-222

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	49	33
Avg. Days to Sale	69.5	66.2
Avg. Advertised Price (Time of Sale)	\$ 18,319	\$ 18,575
Avg. Transaction Price	\$ 18,267	\$ 18,717
Avg. Market Price at 100%	\$ 17,866	\$ 18,055
Avg. Price to Market % (Time of Sale)	103%	103%
Avg. Transaction to Market	102%	104%
Avg. Transactional Discount	\$ 43	\$ (142)
Avg. Front-End Gross	\$ 1,742	\$ 1,863
Avg. Finance Gross	\$ 1,224	\$ 1,257
PUVR	\$ 3,024	\$ 3,120
Total Gross (Units & PUVR)	\$ 148,173	\$ 102,950
GROI	86%	91%
% with Trade	53%	42%
Avg. Over/Under Allowance	-191	-214

No	
	14
	78.6
\$	17,476
\$	17,476
\$	17,807
	98%
	98%
\$	478
\$	1,520
\$	1,278
\$	2,798
\$	39,175
	73%
	86%
	-163

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	49	43
% of Retail Units	100%	88%
% Retailed of Non-New Franchise	29%	28%
Avg. Days to Sale	69.5	70.2
Avg. Transaction Price	\$ 18,267	\$ 18,362
Avg. Transaction to Market %	102%	103%
Avg. Transactional Discount	\$ 43	\$ 17
Avg. Front End Gross	\$ 1,742	\$ 1,801
Avg. Finance Gross	\$ 1,224	\$ 1,152
PUVR	\$ 3,024	\$ 3,018
Total Gross (Units & PUVR)	\$ 148,173	\$ 129,783
GROI	86%	84%
% with Trade	53%	56%
Avg. Over/Under Allowance	-191	-186



Trade on Used	Street/Curb buy	Auction/wholesale
1	0	1
2%	0%	2%
100%	#DIV/0!	100%
29.0	#DIV/0!	17.0
\$ 19,710	#DIV/0!	\$ 16,495
89%	#DIV/0!	107%
\$ 499	#DIV/0!	\$ 305
\$ 1,001	#DIV/0!	\$ 3,336
\$ 2,794	#DIV/0!	\$ -
\$ 3,795	#DIV/0!	\$ 3,336
\$ 3,795	#DIV/0!	\$ 3,336
239%	#DIV/0!	428%
0%	#DIV/0!	0%
0	#DIV/0!	0

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
1	0	3
2%	0%	6%
0%	#DIV/0!	0%
56.0	#DIV/0!	94.7
\$ 11,435	#DIV/0!	\$ 19,300
89%	#DIV/0!	104%
\$ -	#DIV/0!	\$ 170
\$ 1,500	#DIV/0!	\$ 703
\$ 1,151	#DIV/0!	\$ 2,163
\$ 2,651	#DIV/0!	\$ 2,865
\$ 2,651	#DIV/0!	\$ 8,596
149%	#DIV/0!	56%
100%	#DIV/0!	33%
0	#DIV/0!	-452

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	49	11
% of Retail Units	100%	22%
% Retailed of Non-New Franchise	29%	36%
Avg. Days to Sale	69.5	20.3
Avg. Transaction Price	\$ 18,267	\$ 15,328
Avg. Transaction to Market %	102%	95%
Avg. Transactional Discount	\$ 43	\$ 852
Avg. Front End Gross	\$ 1,742	\$ 1,741
Avg. Finance Gross	\$ 1,224	\$ 820
PUVR	\$ 3,024	\$ 2,561
Total Gross (Units & PUVR)	\$ 148,173	\$ 28,175
GROI	86%	297%
% with Trade	53%	45%
Avg. Over/Under Allowance	-191	-151



31-45 days	46-60 days	61-90 days	90+ days
5	8	11	14
10%	16%	22%	29%
20%	13%	36%	29%
40.2	54.9	78.2	120.1
\$ 23,170	\$ 18,932	\$ 20,407	\$ 16,764
122%	100%	104%	102%
\$ (1,803)	\$ 45	\$ 66	\$ 110
\$ 3,287	\$ 2,026	\$ 1,694	\$ 1,068
\$ 1,080	\$ 685	\$ 1,573	\$ 1,626
\$ 4,368	\$ 2,711	\$ 3,267	\$ 2,694
\$ 21,838	\$ 21,686	\$ 35,932	\$ 37,712
169%	94%	74%	48%
60%	88%	55%	36%
-140	-606	-103	-71