

Desk Manager(s)	Finance Manager(s)
Johnny Saghini	Vitor Duarte
Joseph Sullivan	Michael Brodeur
Jovan Moxley	
Jason Herndon	

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	HP1806	2016	LEXUS	ES300H	52	Auction/Wholesale	Yes	\$ 26,798	\$ 26,798	92%	(\$637)	\$0
2	16855A	2013	LEXUS	RX350	22	Trade on New	No	\$ 16,998	\$ 16,998	85%	\$2,379	\$2,364
3	HP1868	2016	LEXUS	NX200T	22	Auction/Wholesale	Yes	\$ 30,498	\$ 30,498	106%	\$1,637	\$3,301
4	HP1862	2016	LEXUS	GS-F	24	Auction/Wholesale	Yes	\$ 51,293	\$ 51,293	103%	\$1,239	\$5,691
5	HP1875	2015	AUDI	Q5	15	Auction/Wholesale	No	\$ 24,998	\$ 24,998	102%	\$3,543	\$1,900
6	P8544	2016	LEXUS	RX350	10	Auction/Wholesale	Yes	\$ 34,890	\$ 34,890	96%	\$896	\$1,679
7	HP1729B	2012	CADILLAC	SRX	65	Trade on Used	No	\$ 11,498	\$ 11,498	92%	\$556	\$0
8	H4924A	2016	HONDA	CR-V	76	Trade on Used	No	\$ 19,498	\$ 19,498	106%	\$2,020	\$1,650
9	HP1822	2017	LEXUS	GS350	47	Auction/Wholesale	Yes	\$ 41,998	\$ 41,998	105%	\$579	\$890
10	H4957A	2013	LEXUS	ES350	65	Trade on New	No	\$ 16,998	\$ 16,998	98%	\$1,199	\$1,482
11	HP1793A	2013	LEXUS	RX350	7	Trade on Used	No	\$ 16,336	\$ 16,336	83%	\$4,880	\$811
12	HP1845	2016	LEXUS	RX350	37	Auction/Wholesale	Yes	\$ 38,393	\$ 38,393	101%	(\$43)	\$1,569
13	HP1787A	2014	AUDI	A4	31	Trade on Used	No	\$ 13,998	\$ 13,998	90%	\$1,676	\$2,397
14	HP1774A	2016	SUBARU	CROSSTREK	57	Trade on Used	No	\$ 16,898	\$ 16,898	100%	\$16	\$0
15	H5173A	2010	HONDA	PILOT	16	Trade on New	No	\$ 12,998	\$ 12,998	103%	\$288	\$2,003
16	H5230A	2012	LEXUS	RX350	18	Trade on New	No	\$ 19,798	\$ 19,798	110%	\$2,233	\$1,754
17	H5260A	2015	LEXUS	RX350	18	Trade on New	No	\$ 26,798	\$ 26,798	97%	\$3,979	\$0
18	HP1894	2013	LEXUS	RX450H	10	Auction/Wholesale	No	\$ 20,798	\$ 20,798	90%	\$586	\$2,300
19	HP1852	2017	LEXUS	NX200T	4	Auction/Wholesale	Yes	\$ 32,998	\$ 32,998	100%	\$554	\$984
20	16683B	2015	NISSAN	ROGUE	46	Trade on Used	No	\$ 13,998	\$ 13,998	97%	\$1,499	\$1,540
21	HP1796A	2013	LEXUS	GS350	25	Trade on Used	No	\$ 21,998	\$ 21,998	99%	\$3,054	\$565
22	H4990A	2016	LEXUS	RX350	69	Trade on New	No	\$ 32,998	\$ 32,998	90%	\$1,627	\$1,606
23	HP1705B	2012	LEXUS	IS250	59	Trade on Used	No	\$ 12,198	\$ 12,198	92%	\$655	\$400
24	H5096B	2009	HONDA	ACCORD	23	Trade on Used	No	\$ 9,998	\$ 9,998	96%	\$2,296	\$0
25	HP1771	2016	LEXUS	RX350	84	Auction/Wholesale	Yes	\$ 33,998	\$ 33,998	93%	(\$1,531)	\$1,469
26	HP1829XX	2014	BUICK	ENCORE	51	Auction/Wholesale	No	\$ 14,998	\$ 14,998	91%	\$0	\$400
27	HP1842	2016	LEXUS	RX350	44	Auction/Wholesale	Yes	\$ 35,893	\$ 35,893	94%	\$1,683	\$2,607
28	HP1884	2016	JEEP	WRANGLER	23	Auction/Wholesale	No	\$ 28,298	\$ 28,298	95%	\$967	\$0
29	HP1914	2013	HONDA	PILOT	0	Auction/Wholesale	No	\$ 14,788	\$ 14,788	98%	\$699	\$2,517
30	HP1718	2016	LEXUS	RX350	46	Auction/Wholesale	Yes	\$ 34,779	\$ 34,779	97%	\$585	\$300
31	HP1788	2016	LEXUS	RX350	83	Auction/Wholesale	Yes	\$ 35,393	\$ 35,393	93%	(\$763)	\$3,180
32	H5170A	2013	LEXUS	RX350	18	Trade on New	No	\$ 20,198	\$ 20,198	99%	\$2,321	\$1,684
33	HP1818	2018	LEXUS	LX570	38	Auction/Wholesale	Yes	\$ 76,998	\$ 76,998	101%	\$7,012	\$2,750
34	HP1900	2015	LEXUS	RX350	11	Auction/Wholesale	Yes	\$ 26,598	\$ 26,598	96%	(\$895)	\$2,314
35	94438	2018	LEXUS	RX350	21	Loaner/Rental Fleet	Yes	\$ 42,998	\$ 42,998	98%	\$359	\$0
36	HP1892	2015	LEXUS	RX350	19	Auction/Wholesale	No	\$ 26,543	\$ 26,543	100%	(\$20)	\$1,180

37	16388A	2017	LEXUS	RX350	3	Trade on New	Yes	\$	35,293	\$	35,293	87%	\$3,328	\$2,607
38	HP1828	2016	LEXUS	ES350	54	Auction/Wholesale	Yes	\$	29,893	\$	29,893	101%	\$1,348	\$0
39	H5285A	2017	LEXUS	NX200T	0	Trade on New	No	\$	31,598	\$	31,598	96%	\$3,296	\$0
40	16596B	2017	BMW	X5	60	Trade on Used	No	\$	37,798	\$	37,798	100%	\$3,063	\$0
41	HP1895	2016	LEXUS	GX460	18	Auction/Wholesale	Yes	\$	40,393	\$	40,393	101%	\$89	\$535
42	HP1801	2017	LEXUS	NX200T	18	Auction/Wholesale	No	\$	32,998	\$	32,998	99%	(\$95)	\$2,102
43	H5229A	2014	LEXUS	ES350	25	Trade on New	Yes	\$	22,393	\$	22,393	112%	\$2,987	\$1,603
44	HP1876	2019	TOYOTA	TACOMA	32	Auction/Wholesale	No	\$	43,998	\$	43,998	100%	(\$775)	\$3,053
45	HP1920	2016	LEXUS	NX200T	5	Auction/Wholesale	Yes	\$	31,393	\$	31,393	105%	\$2,299	\$1,662
46	H5012A	2018	LEXUS	RX350	6	Trade on New	Yes	\$	44,193	\$	44,193	101%	\$4,845	\$2,395
47	HP1879	2016	LEXUS	RX350	32	Auction/Wholesale	Yes	\$	35,998	\$	35,998	98%	\$217	\$2,062
48	H5177A	2013	TOYOTA	FJ CRUISER	27	Trade on New	No	\$	32,298	\$	32,298	106%	\$1,204	\$3,507
49	HP1737A	2014	LEXUS	ES350	36	Trade on Used	No	\$	13,998	\$	13,998	73%	\$1,730	\$1,814
50	P8646A	2012	LEXUS	IS250	58	Trade on Used	No	\$	12,998	\$	12,998	94%	(\$1,658)	\$1,128
51	HP1798XX	2018	Chevrolet	MALIBU	75	Auction/Wholesale	No	\$	21,398	\$	21,398	100%	(\$634)	\$2,476
52	HP1796B	2010	HONDA	ACCORD	8	Trade on Used	No	\$	9,698	\$	9,698	101%	\$1,896	\$2,000
53	HP1803	2016	LEXUS	ES350	70	Auction/Wholesale	Yes	\$	24,693	\$	24,693	85%	(\$1,392)	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	33%
Total # Retail Units	160
Avg. Days to Sale	32.4
Avg. Advertised Price (Time of Sale)	\$ 26,615
Avg. Transaction Price	\$ 26,615
Avg. Market Price at 100%	\$ 27,030
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ -
Avg. Front-End Gross	\$ 1,178
Avg. Finance Gross	\$ 1,342
PUVR	\$ 2,525
Total Gross (Units & PUVR)	\$ 404,025
GROI	106%
% with Trade	54%
Avg. Over/Under Allowance	\$203



MY

Scoreboard		<i>(Click on the blue head</i>	
Desk Manager	Totals	Johnny Saghbini	
% Retailed of Non-New Franchise	33%	34%	
Total # Retail Units	160	77	
Avg. Days to Sale	32.4	33.5	
Avg. Advertised Price (Time of Sale)	\$ 26,615	\$ 26,259	
Avg. Transaction Price	\$ 26,615	\$ 26,259	
Avg. Market Price at 100%	\$ 27,030	\$ 26,714	
Avg. Price to Market % (Time of Sale)	98%	98%	
Avg. Transaction to Market	98%	98%	
Avg. Transactional Discount	\$ -	\$ -	
Avg. Front-End Gross	\$ 1,178	\$ 1,152	
Avg. Finance Gross	\$ 1,342	\$ 1,262	
PUVR	\$ 2,525	\$ 2,454	
Total Gross (Units & PUVR)	\$ 404,025	\$ 188,975	
GROI	106%	100%	
% with Trade	54%	60%	
Avg. Over/Under Allowance	203	80	



der to access the dropdown list, then scroll up to select your staff r

Joseph Sullivan	Jovan Moxley	Jason Herndon
29%	25%	43%
17	36	30
26.4	30.5	35.0
\$ 27,884	\$ 28,754	\$ 24,242
\$ 27,884	\$ 28,754	\$ 24,242
\$ 29,271	\$ 28,821	\$ 24,782
95%	100%	98%
95%	100%	98%
\$ -	\$ -	\$ -
\$ 1,085	\$ 1,688	\$ 684
\$ 1,416	\$ 1,402	\$ 1,431
\$ 2,360	\$ 3,090	\$ 2,115
\$ 40,125	\$ 111,248	\$ 63,440
115%	127%	90%
47%	56%	40%
13	463	377

Scoreboard*(Click on the blue head*

Sales Consultant	Totals	David Richmann
% Retailed of Non-New Franchise	33%	22%
Total # Retail Units	160	18
Avg. Days to Sale	32.4	34.8
Avg. Advertised Price (Time of Sale)	\$ 26,615	\$ 31,799
Avg. Transaction Price	\$ 26,615	\$ 31,799
Avg. Market Price at 100%	\$ 27,030	\$ 32,341
Avg. Price to Market % (Time of Sale)	98%	98%
Avg. Transaction to Market	98%	98%
Avg. Transactional Discount	\$ -	\$ -
Avg. Front-End Gross	\$ 1,178	\$ 1,496
Avg. Finance Gross	\$ 1,342	\$ 1,236
PUVR	\$ 2,525	\$ 2,732
Total Gross (Units & PUVR)	\$ 404,025	\$ 49,181
GROI	106%	89%
% with Trade	54%	44%
Avg. Over/Under Allowance	203	781



der to access the dropdown list, then scroll up to select your staff r

Evison Tilli	Mark Hausman	Ryan Tierney
35%	31%	40%
23	13	20
38.8	26.2	23.5
\$ 25,310	\$ 25,396	\$ 29,510
\$ 25,310	\$ 25,396	\$ 29,510
\$ 25,321	\$ 25,325	\$ 29,915
100%	100%	99%
100%	100%	99%
\$ -	\$ -	\$ -
\$ 1,002	\$ 887	\$ 1,342
\$ 1,737	\$ 1,597	\$ 1,487
\$ 2,739	\$ 2,484	\$ 2,829
\$ 62,998	\$ 32,296	\$ 56,572
100%	135%	147%
39%	62%	65%
600	-64	56

number for each column.)

Eric Barbosa	Marcus Karam	Chris Brodeur
36%	55%	29%
22	22	21
37.8	35.0	32.6
\$ 23,602	\$ 23,901	\$ 23,033
\$ 23,602	\$ 23,901	\$ 23,033
\$ 24,230	\$ 24,336	\$ 23,658
97%	98%	97%
97%	98%	97%
\$ -	\$ -	\$ -
\$ 1,054	\$ 1,108	\$ 1,191
\$ 1,339	\$ 713	\$ 1,218
\$ 2,393	\$ 1,821	\$ 2,292
\$ 52,654	\$ 40,063	\$ 48,139
97%	78%	110%
55%	64%	62%
150	254	-27

James Alteus	Matt Bui	Victor Monteiro
0%	#DIV/0!	50%
10	0	6
29.2	#DIV/0!	25.2
\$ 36,855	#DIV/0!	\$ 16,865
\$ 36,855	#DIV/0!	\$ 16,865
\$ 38,004	#DIV/0!	\$ 17,972
97%	#DIV/0!	94%
97%	#DIV/0!	94%
\$ -	#DIV/0!	\$ -
\$ 1,600	#DIV/0!	\$ 1,083
\$ 1,511	#DIV/0!	\$ 1,160
\$ 3,527	#DIV/0!	\$ 2,242
\$ 35,272	#DIV/0!	\$ 13,454
118%	#DIV/0!	190%
50%	#DIV/0!	33%
-130	#DIV/0!	500

Mark Mills	Sean Duddy	
0%	#DIV/0!	#DIV/0!
5	0	0
23.2	#DIV/0!	#DIV/0!
\$ 36,996	#DIV/0!	#DIV/0!
\$ 36,996	#DIV/0!	#DIV/0!
\$ 39,209	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 1,003	#DIV/0!	#DIV/0!
\$ 1,830	#DIV/0!	#DIV/0!
\$ 2,833	#DIV/0!	#DIV/0!
\$ 14,164	#DIV/0!	#DIV/0!
119%	#DIV/0!	#DIV/0!
40%	#DIV/0!	#DIV/0!
-50	#DIV/0!	#DIV/0!

Scoreboard	<i>(Click on the blue head</i>	
Finance Manager	Totals	Vitor Duarte
% Retailed of Non-New Franchise	33%	35%
Total # Retail Units	160	74
Avg. Days to Sale	32.4	31.9
Avg. Advertised Price (Time of Sale)	\$ 26,615	\$ 27,315
Avg. Transaction Price	\$ 26,615	\$ 27,315
Avg. Market Price at 100%	\$ 27,030	\$ 27,822
Avg. Price to Market % (Time of Sale)	98%	98%
Avg. Transaction to Market	98%	98%
Avg. Transactional Discount	\$ -	\$ -
Avg. Front-End Gross	\$ 1,178	\$ 1,193
Avg. Finance Gross	\$ 1,342	\$ 1,348
PUVR	\$ 2,525	\$ 2,542
Total Gross (Units & PUVR)	\$ 404,025	\$ 188,083
GROI	106%	105%
% with Trade	54%	0%
Avg. Over/Under Allowance	203	76



der to access the dropdown list, then scroll up to select your staff r

Michael Brodeur		
31%	#DIV/0!	#DIV/0!
86	0	0
32.8	#DIV/0!	#DIV/0!
\$ 26,012	#DIV/0!	#DIV/0!
\$ 26,012	#DIV/0!	#DIV/0!
\$ 26,437	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 1,164	#DIV/0!	#DIV/0!
\$ 1,336	#DIV/0!	#DIV/0!
\$ 2,511	#DIV/0!	#DIV/0!
\$ 215,912	#DIV/0!	#DIV/0!
106%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
304	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	160	52
Avg. Days to Sale	32.4	32.7
Avg. Advertised Price (Time of Sale)	\$ 26,615	\$ 35,653
Avg. Transaction Price	\$ 26,615	\$ 35,653
Avg. Market Price at 100%	\$ 27,030	\$ 36,570
Avg. Price to Market % (Time of Sale)	98%	97%
Avg. Transaction to Market	98%	97%
Avg. Transactional Discount	\$ -	\$ -
Avg. Front-End Gross	\$ 1,178	\$ 1,050
Avg. Finance Gross	\$ 1,342	\$ 1,635
PUVR	\$ 2,525	\$ 2,750
Total Gross (Units & PUVR)	\$ 404,025	\$ 142,992
GROI	106%	85%
% with Trade	54%	89%
Avg. Over/Under Allowance	203	245

No	
	108
	32.2
\$	22,263
\$	22,263
\$	22,566
	99%
	99%
\$	-
\$	1,239
\$	1,200
\$	2,418
\$	261,150
	121%
	177%
	182

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	160	105
Avg. Days to Sale	32.4	32.1
Avg. Advertised Price (Time of Sale)	\$ 26,615	\$ 30,140
Avg. Transaction Price	\$ 26,615	\$ 30,140
Avg. Market Price at 100%	\$ 27,030	\$ 30,655
Avg. Price to Market % (Time of Sale)	98%	98%
Avg. Transaction to Market	98%	98%
Avg. Transactional Discount	\$ -	\$ -
Avg. Front-End Gross	\$ 1,178	\$ 1,228
Avg. Finance Gross	\$ 1,342	\$ 1,435
PUVR	\$ 2,525	\$ 2,663
Total Gross (Units & PUVR)	\$ 404,025	\$ 279,582
GROI	106%	99%
% with Trade	54%	28%
Avg. Over/Under Allowance	203	167

No	
	53
	32.6
\$	19,809
\$	19,809
\$	20,015
	99%
	99%
\$	-
\$	1,090
\$	1,163
\$	2,253
\$	119,392
	125%
	108%
	287

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	160	43
% of Retail Units	100%	27%
% Retailed of Non-New Franchise	33%	35%
Avg. Days to Sale	32.4	27.8
Avg. Transaction Price	\$ 26,615	\$ 27,497
Avg. Transaction to Market %	98%	99%
Avg. Transactional Discount	\$ -	\$ -
Avg. Front End Gross	\$ 1,178	\$ 1,827
Avg. Finance Gross	\$ 1,342	\$ 1,407
PUVR	\$ 2,525	\$ 3,198
Total Gross (Units & PUVR)	\$ 404,025	\$ 137,510
GROI	106%	151%
% with Trade	54%	49%
Avg. Over/Under Allowance	203	364



Trade on Used	Street/Curb buy	Auction/wholesale
37	0	75
23%	0%	47%
57%	#DIV/0!	23%
32.9	#DIV/0!	35.6
\$ 16,953	#DIV/0!	\$ 29,803
97%	#DIV/0!	99%
\$ -	#DIV/0!	\$ -
\$ 1,341	#DIV/0!	\$ 599
\$ 926	#DIV/0!	\$ 1,489
\$ 2,267	#DIV/0!	\$ 2,125
\$ 83,870	#DIV/0!	\$ 159,368
146%	#DIV/0!	72%
46%	#DIV/0!	59%
356	#DIV/0!	83

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
5	0	0
3%	0%	0%
0%	#DIV/0!	#DIV/0!
18.4	#DIV/0!	#DIV/0!
\$ 42,695	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 3,066	#DIV/0!	#DIV/0!
\$ 1,643	#DIV/0!	#DIV/0!
\$ 4,710	#DIV/0!	#DIV/0!
\$ 23,549	#DIV/0!	#DIV/0!
216%	#DIV/0!	#DIV/0!
80%	#DIV/0!	#DIV/0!
25	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	160	89
% of Retail Units	100%	56%
% Retailed of Non-New Franchise	33%	31%
Avg. Days to Sale	32.4	16.2
Avg. Transaction Price	\$ 26,615	\$ 25,645
Avg. Transaction to Market %	98%	100%
Avg. Transactional Discount	\$ -	\$ -
Avg. Front End Gross	\$ 1,178	\$ 1,491
Avg. Finance Gross	\$ 1,342	\$ 1,402
PUVR	\$ 2,525	\$ 2,893
Total Gross (Units & PUVR)	\$ 404,025	\$ 257,467
GROI	106%	250%
% with Trade	54%	58%
Avg. Over/Under Allowance	203	184



31-45 days	46-60 days	61-90 days	90+ days
27	20	20	2
17%	13%	13%	1%
33%	40%	35%	0%
37.1	51.8	72.9	118.5
\$ 30,664	\$ 26,001	\$ 26,342	\$ 27,398
99%	95%	96%	97%
\$ -	\$ -	\$ -	\$ -
\$ 1,431	\$ 912	\$ (272)	\$ 143
\$ 1,567	\$ 758	\$ 1,401	\$ 952
\$ 2,998	\$ 1,670	\$ 1,128	\$ 1,094
\$ 80,942	\$ 33,405	\$ 22,566	\$ 2,188
95%	45%	21%	12%
52%	50%	35%	100%
24	315	488	550