











Unit #	N15883B	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	N15958A	2018	Ram	1500 4WD	28	Trade on New	Yes	\$ 29,995	\$ 27,000	96%	\$652	\$246
2	N15947A	2016	Chevrolet	Impala	116	Trade on New	Yes	\$ 19,990	\$ 19,990	100%	\$3,055	\$0
3	C15027B	2014	Jeep	Wrangler	49	Trade on Used	Yes	\$ 32,995	\$ 31,710	96%	\$2,485	\$826
4	N16119AA	2016	Nissan	Frontier 2WD	90	Trade on New	No	\$ 11,990	\$ 10,500	87%	\$1,020	\$0
5	N15858A	2007	Honda	CRV	90	Trade on New	No	\$ 6,990	\$ 6,990	100%	\$1,326	\$0
6	C15669A	2011	Ford	Edge	31	Trade on New	No	\$ 12,995	\$ 11,500	88%	\$1,410	\$0
7	U8640	2008	Nissan	Quest	1	Street/Curb Buy	No	\$ 2,750	\$ 2,750	100%	\$2,250	\$0
8	N15893A	2017	Nissan	Rogue	57	Street/Curb Buy	Yes	\$ 24,995	\$ 22,995	92%	\$1,680	\$671
9	C15640A	2017	Nissan	Versa Note	16	Trade on New	Yes	\$ 14,995	\$ 14,750	98%	\$1,794	\$944
10	U8620	2017	Jeep	Wrangler	29	Street/Curb Buy	Yes	\$ 28,995	\$ 25,658	88%	\$712	\$2,326
11	N15955A	2017	Nissan	Frontier 4WD	56	Trade on New	Yes	\$ 31,995	\$ 2,995	93%	\$192	\$3,087
12	U8623	2009	Nissan	Xterra	21	Street/Curb Buy	No	\$ 11,995	\$ 9,500	79%	\$2,307	\$279
13	U8584A	2011	Kia	Sorento	75	Trade on Used	No	\$ 9,995	\$ 9,995	100%	\$390	\$1,085
14	N15854A	2015	Nissan	Rogue	33	Trade on New	Yes	\$ 17,995	\$ 16,995	94%	\$2,141	\$724
15	C15237B	2009	BMW	1 Series	50	Trade on Used	No	\$ 15,995	\$ 12,995	81%	\$1,287	\$612
16	U8583A	2006	Ram	1500 2WD	77	Trade on Used	No	\$ 6,990	\$ 6,000	85%	(\$75)	\$0
17	U8628	2015	Nissan	NV 200	8	Street/Curb Buy	No	\$ 17,995	\$ 15,107	84%	\$825	\$230
18	N16181A	2016	Nissan	Maxima	87	Trade on New	Yes	\$ 19,990	\$ 19,266	96%	(\$1,093)	\$0
19	C15619A	2006	Ram	1500 2WD	64	Trade on New	No	\$ 15,995	\$ 13,995	87%	\$5,597	\$0
20	N15805A	2017	Nissan	Rogue	20	Trade on New	Yes	\$ 19,995	\$ 18,963	94%	\$2,454	\$1,300
21	N16103A	2017	Nissan	Rogue	66	Trade on New	Yes	\$ 25,995	\$ 24,500	94%	\$1,789	\$1,269
22	C15144A	2011	Jeep	Wrangler	73	Trade on New	No	\$ 14,990	\$ 14,990	100%	(\$64)	
23	U8412A	2014	Ram	3500 Cab Chassis	3	Trade on Used	No	\$ 39,995	\$ 38,995	97%	\$7,000	\$2,100
24	N16143A	2019	Nissan	Frontier 4WD	130	Trade on New	Yes	\$ 33,990	\$ 32,500	98%	(\$1,499)	
25	C15504A	2015	Jeep	Wrangler	10	Trade on New	Yes	\$ 28,995	\$ 27,495	94%	\$3,495	\$2,241
26	C15322C	2013	Honda	Accord	7	Trade on Used	No	\$ 13,995	\$ 11,300	81%	\$1,805	\$509
27	C15270B	2016	Ram	1500 4WD	39	Trade on Used	Yes	\$ 33,995	\$ 33,995	100%	\$7,390	\$1,300
28	N16009A	2011	Toyota	Rav 4	11	Trade on New	No	\$ 11,995	\$ 10,522	87%	\$3,049	\$0
29	C15529A	2033	Chevrolet	Silverado	8	Trade on New	No	\$ 9,995	\$ 9,979	99%	\$2,781	\$1,070
30	U8619	2013	Nissan	Frontier 2WD	12	Street/Curb Buy	No	\$ 16,995	\$ 11,453	80%	\$2,540	\$1,610
31	U8615A	2019	Ram	1500 4WD	16	Trade on Used	Yes	\$ 49,995	\$ 4,995	100%	\$1,945	\$1,103
32	U8615A	2015	Nissan	Xterra	16	Street/Curb Buy	Yes	\$ 30,995	\$ 29,170	94%	\$350	\$250
33	U8504A	2016	Nissan	Versa Note	27	Trade on Used	Yes	\$ 12,995	\$ 10,186	78%	\$508	\$0
34	N16007A	2011	Jeep	Patriot	7	Trade on New	No	\$ 9,995	\$ 9,100	91%	\$3,525	\$0
35	U8642	2017	Subaru	Outback	136	Auction/Wholesale	Yes	\$ 20,990	\$ 20,990	100%	(\$2,385)	\$1,210
36	U8548	2018	Dodge	Caravan	1	Street/Curb Buy	Yes	\$ 23,995	\$ 21,293	88%	\$819	\$0

37	U8412	2018	Ford	F250 4WD	92	Loaner/Rental Fleet	Yes	\$	36,990	\$	36,990	100%	\$1,562	\$4,320
38	C15114A	2018	Honda	CRV	32	Trade on New	Yes	\$	27,995	\$	25,000	89%	\$875	\$0
39	C15332A	2015	Dodge	Journey	127	Trade on New	No	\$	8,990	\$	8,037	89%	\$822	\$1,171
40	N15726B	2017	Toyota	Tundra	18	Trade on Used	Yes	\$	39,650	\$	37,571	95%	\$1,990	\$976
41	N16058A	2018	Nissan	Leaf	85	Trade on New	Yes	\$	20,990	\$	20,336	97%	\$66	\$0
42	C15266C	2018	Nissan	Versa	42	Trade on Used	Yes	\$	13,995	\$	12,680	91%	\$1,533	\$715
43	N16054B	2012	Jeep	Grand Cherokee	16	Trade on Used	No	\$	13,995	\$	13,995	100%	\$3,995	\$573
44	NN15883B	2008	Nissan	Altima	17	Trade on Used	No	\$	3,995	\$	3,995	100%	\$1,937	\$81
45	U8456	2014	Jeep	Wrangler	124	Auction/Wholesale	No	\$	22,990	\$	21,000	91%	(\$4,309)	\$1,851
46	N15775D	2014	Jeep	Cherokee	17	Trade on Used	Yes	\$	24,995	\$	24,995	100%	\$6,851	\$0
47	C15425AA	2013	Nissan	Xterra	25	Trade on New	Yes	\$	18,995	\$	18,350	96%	\$1,539	\$1,392
48	N16063B	2015	Honda	Fit	3	Trade on Used	No	\$	12,995	\$	12,200	94%	\$3,200	\$0
49	C15027A	2016	Dodge	Challenger	40	Trade on New	Yes	\$	54,995	\$	53,000	96%	\$1,465	\$0
50	C15361A	2003	Ram	2500 4WD	11	Trade on New	No	\$	14,995	\$	14,995	100%	\$4,048	\$247
51	U8449	2015	Scion	TC	118	Auction/Wholesale	Yes	\$	13,990	\$	13,990	100%	(\$3,800)	\$700
52	N16092A	2017	Nissan	Frontier 4WD	26	Trade on New	Yes	\$	19,995	\$	18,995	95%	\$1,466	\$1,112
53	N16138A	2017	Nissan	Frontier 4WD	10	Trade on New	Yes	\$	24,995	\$	24,770	99%	\$4,125	\$3,508

## Scoreboard Totals

% Retailed of Non-Franchise Make	29%
Total # Retail Units	62
Avg. Days to Sale	44.1
Avg. Advertised Price (Time of Sale)	\$ 21,799
Avg. Transaction Price	\$ 19,418
Avg. Market Price at 100%	\$ 23,255
Avg. Price to Market % (Time of Sale)	94%
Avg. Transaction to Market	84%
Avg. Transactional Discount	\$ 2,411
Avg. Front-End Gross	\$ 1,726
Avg. Finance Gross	\$ 882
PUVR	\$ 2,600
Total Gross (Units & PUVR)	\$ 161,188
GROI	109%
% with Trade	23%
Avg. Over/Under Allowance	(\$189)



MY

<b>Scoreboard</b>		<i>(Click on the blue head</i>	
<b>Desk Manager</b>	<b>Totals</b>	<b>Jorge Mahilum</b>	
% Retailed of Non-New Franchise	29%	0%	
Total # Retail Units	62	6	
Avg. Days to Sale	44.1	48.5	
Avg. Advertised Price (Time of Sale)	\$ 21,799	\$ 34,493	
Avg. Transaction Price	\$ 19,418	\$ 25,798	
Avg. Market Price at 100%	\$ 23,255	\$ 35,741	
Avg. Price to Market % (Time of Sale)	94%	97%	
Avg. Transaction to Market	84%	72%	
Avg. Transactional Discount	\$ 2,411	\$ 8,695	
Avg. Front-End Gross	\$ 1,726	\$ 1,551	
Avg. Finance Gross	\$ 882	\$ 907	
PUVR	\$ 2,600	\$ 2,307	
Total Gross (Units & PUVR)	\$ 161,188	\$ 13,841	
GROI	109%	66%	
% with Trade	23%	33%	
Avg. Over/Under Allowance	-189	-2,000	



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Nathan Colombe	Charles Riehn	
34%	30%	#DIV/0!
29	27	0
45.7	41.4	#DIV/0!
\$ 19,042	\$ 21,940	#DIV/0!
\$ 17,650	\$ 19,898	#DIV/0!
\$ 20,193	\$ 23,151	#DIV/0!
94%	95%	#DIV/0!
87%	86%	#DIV/0!
\$ 1,384	\$ 2,041	#DIV/0!
\$ 1,905	\$ 1,573	#DIV/0!
\$ 635	\$ 1,134	#DIV/0!
\$ 2,558	\$ 2,707	#DIV/0!
\$ 74,172	\$ 73,090	#DIV/0!
114%	118%	#DIV/0!
14%	30%	#DIV/0!
1,000	-331	#DIV/0!







**Scoreboard***(Click on the blue head*

<b>Sales Consultant</b>	<b>Totals</b>	<b>Lynn Suber</b>
% Retailed of Non-New Franchise	29%	67%
Total # Retail Units	62	3
Avg. Days to Sale	44.1	43.7
Avg. Advertised Price (Time of Sale)	\$ 21,799	\$ 24,327
Avg. Transaction Price	\$ 19,418	\$ 22,775
Avg. Market Price at 100%	\$ 23,255	\$ 26,200
Avg. Price to Market % (Time of Sale)	94%	93%
Avg. Transaction to Market	84%	87%
Avg. Transactional Discount	\$ 2,411	\$ 1,552
Avg. Front-End Gross	\$ 1,726	\$ 2,880
Avg. Finance Gross	\$ 882	\$ 1,090
PUVR	\$ 2,600	\$ 3,971
Total Gross (Units & PUVR)	\$ 161,188	\$ 11,912
GROI	109%	144%
% with Trade	23%	0%
Avg. Over/Under Allowance	-189	#DIV/0!



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Tiffany Batulanon	Gary Calcagno	Leonard Jose
17%	0%	0%
6	4	5
35.7	54.5	35.2
\$ 27,328	\$ 14,431	\$ 26,795
\$ 17,736	\$ 14,268	\$ 25,018
\$ 29,220	\$ 12,795	\$ 28,839
94%	113%	93%
61%	112%	87%
\$ 9,592	\$ 218	\$ 1,777
\$ 1,214	\$ 2,342	\$ 1,829
\$ 839	\$ 143	\$ 844
\$ 1,913	\$ 2,295	\$ 2,673
\$ 11,478	\$ 9,179	\$ 13,366
109%	106%	109%
50%	25%	0%
-2,550	2,000	#DIV/0!

**number for each column.)**

Allen Crocker	Stanley Kanai	Thomas Belekanich
45%	33%	30%
11	12	10
48.3	49.6	39.0
\$ 25,599	\$ 19,660	\$ 16,794
\$ 24,054	\$ 18,965	\$ 15,660
\$ 27,412	\$ 20,572	\$ 16,461
93%	96%	102%
88%	92%	95%
\$ 1,545	\$ 695	\$ 927
\$ 1,649	\$ 2,585	\$ 1,511
\$ 951	\$ 642	\$ 577
\$ 2,599	\$ 3,173	\$ 2,219
\$ 28,593	\$ 38,079	\$ 22,193
81%	121%	131%
18%	25%	30%
0	667	333

Robert Carmelo		
20%	#DIV/0!	#DIV/0!
5	0	0
39.0	#DIV/0!	#DIV/0!
\$ 28,194	#DIV/0!	#DIV/0!
\$ 21,104	#DIV/0!	#DIV/0!
\$ 30,202	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!
70%	#DIV/0!	#DIV/0!
\$ 7,090	#DIV/0!	#DIV/0!
\$ 1,483	#DIV/0!	#DIV/0!
\$ 2,694	#DIV/0!	#DIV/0!
\$ 4,177	#DIV/0!	#DIV/0!
\$ 20,887	#DIV/0!	#DIV/0!
183%	#DIV/0!	#DIV/0!
40%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!



































Scoreboard		<i>(Click on the blue head</i>	
Finance Manager	Totals	Anthony Daub	
% Retailed of Non-New Franchise	29%	34%	
Total # Retail Units	62	32	
Avg. Days to Sale	44.1	40.6	
Avg. Advertised Price (Time of Sale)	\$ 21,799	\$ 21,577	
Avg. Transaction Price	\$ 19,418	\$ 20,278	
Avg. Market Price at 100%	\$ 23,255	\$ 23,019	
Avg. Price to Market % (Time of Sale)	94%	94%	
Avg. Transaction to Market	84%	88%	
Avg. Transactional Discount	\$ 2,411	\$ 1,299	
Avg. Front-End Gross	\$ 1,726	\$ 1,849	
Avg. Finance Gross	\$ 882	\$ 991	
PUVR	\$ 2,600	\$ 2,840	
Total Gross (Units & PUVR)	\$ 161,188	\$ 90,875	
GROI	109%	124%	
% with Trade	23%	0%	
Avg. Over/Under Allowance	-189	1,000	



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Chris Kaaua		
23%	#DIV/0!	#DIV/0!
30	0	0
47.9	#DIV/0!	#DIV/0!
\$ 22,036	#DIV/0!	#DIV/0!
\$ 18,500	#DIV/0!	#DIV/0!
\$ 23,146	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!
80%	#DIV/0!	#DIV/0!
\$ 3,682	#DIV/0!	#DIV/0!
\$ 1,595	#DIV/0!	#DIV/0!
\$ 758	#DIV/0!	#DIV/0!
\$ 2,325	#DIV/0!	#DIV/0!
\$ 69,764	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
-514	#DIV/0!	#DIV/0!





## Scoreboard

CPO	Totals	Yes
Total # Retail Units	62	36
Avg. Days to Sale	44.1	47.0
Avg. Advertised Price (Time of Sale)	\$ 21,799	\$ 27,595
Avg. Transaction Price	\$ 19,418	\$ 24,438
Avg. Market Price at 100%	\$ 23,255	\$ 29,059
Avg. Price to Market % (Time of Sale)	94%	95%
Avg. Transaction to Market	84%	84%
Avg. Transactional Discount	\$ 2,411	\$ 3,255
Avg. Front-End Gross	\$ 1,726	\$ 1,770
Avg. Finance Gross	\$ 882	\$ 1,107
PUVR	\$ 2,600	\$ 2,897
Total Gross (Units & PUVR)	\$ 161,188	\$ 104,290
GROI	109%	91%
% with Trade	23%	26%
Avg. Over/Under Allowance	-189	-179

No	
	26
	40.2
\$	12,466
\$	12,466
\$	15,258
	82%
	82%
\$	1,308
\$	1,665
\$	568
\$	2,211
\$	57,492
	159%
	5%
	-250

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	62	42
Avg. Days to Sale	44.1	38.2
Avg. Advertised Price (Time of Sale)	\$ 21,799	\$ 21,930
Avg. Transaction Price	\$ 19,418	\$ 19,056
Avg. Market Price at 100%	\$ 23,255	\$ 23,206
Avg. Price to Market % (Time of Sale)	94%	95%
Avg. Transaction to Market	84%	82%
Avg. Transactional Discount	\$ 2,411	\$ 2,873
Avg. Front-End Gross	\$ 1,726	\$ 2,083
Avg. Finance Gross	\$ 882	\$ 914
PUVR	\$ 2,600	\$ 2,953
Total Gross (Units & PUVR)	\$ 161,188	\$ 124,041
GROI	109%	146%
% with Trade	23%	29%
Avg. Over/Under Allowance	-189	-894

No	
	18
	54.8
\$	19,809
\$	19,809
\$	22,782
	87%
	87%
\$	1,332
\$	880
\$	895
\$	1,775
\$	31,947
	59%
	11%
	125

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	62	32
% of Retail Units	100%	52%
% Retailed of Non-New Franchise	29%	22%
Avg. Days to Sale	44.1	47.3
Avg. Transaction Price	\$ 19,418	\$ 20,052
Avg. Transaction to Market %	84%	87%
Avg. Transactional Discount	\$ 2,411	\$ 1,904
Avg. Front End Gross	\$ 1,726	\$ 1,959
Avg. Finance Gross	\$ 882	\$ 838
PUVR	\$ 2,600	\$ 2,796
Total Gross (Units & PUVR)	\$ 161,188	\$ 89,462
GROI	109%	106%
% with Trade	23%	25%
Avg. Over/Under Allowance	-189	375



Trade on Used	Street/Curb buy	Auction/wholesale
16	8	4
26%	13%	6%
38%	13%	75%
33.1	18.1	113.0
\$ 18,647	\$ 17,241	\$ 19,361
82%	77%	89%
\$ 3,826	\$ 2,599	\$ 1,379
\$ 2,919	\$ 1,435	\$ (3,931)
\$ 723	\$ 671	\$ 1,633
\$ 3,642	\$ 2,106	\$ (2,298)
\$ 58,276	\$ 16,849	\$ (9,190)
212%	243%	-38%
19%	25%	0%
-333	-2,325	#DIV/0!

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
1	1	0
2%	2%	0%
100%	0%	#DIV/0!
92.0	4.0	#DIV/0!
\$ 36,990	\$ 11,529	#DIV/0!
100%	100%	#DIV/0!
\$ -	\$ -	#DIV/0!
\$ 1,562	\$ 300	#DIV/0!
\$ 4,320	\$ -	#DIV/0!
\$ 5,882	\$ 300	#DIV/0!
\$ 5,882	\$ 300	#DIV/0!
62%	234%	#DIV/0!
100%	0%	#DIV/0!
0	#DIV/0!	#DIV/0!



## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	62	31
% of Retail Units	100%	50%
% Retailed of Non-New Franchise	29%	19%
Avg. Days to Sale	44.1	14.3
Avg. Transaction Price	\$ 19,418	\$ 18,442
Avg. Transaction to Market %	84%	85%
Avg. Transactional Discount	\$ 2,411	\$ 2,770
Avg. Front End Gross	\$ 1,726	\$ 2,458
Avg. Finance Gross	\$ 882	\$ 839
PUVR	\$ 2,600	\$ 3,297
Total Gross (Units & PUVR)	\$ 161,188	\$ 102,220
GROI	109%	450%
% with Trade	23%	19%
Avg. Over/Under Allowance	-189	-1,025



31-45 days	46-60 days	61-90 days	90+ days
8	4	11	8
13%	6%	18%	13%
38%	25%	36%	50%
36.4	53.0	77.7	116.9
\$ 23,442	\$ 17,674	\$ 16,435	\$ 24,149
88%	63%	88%	94%
\$ 1,303	\$ 8,821	\$ 1,012	\$ 675
\$ 2,543	\$ 1,411	\$ 745	\$ (421)
\$ 562	\$ 1,299	\$ 682	\$ 1,486
\$ 3,105	\$ 2,710	\$ 1,426	\$ 1,065
\$ 24,840	\$ 10,840	\$ 15,690	\$ 8,519
131%	104%	40%	14%
38%	25%	9%	38%
833	0	0	333