

Desk Manager(s)	Finance Manager(s)
AHMAD	JENNY
CANNON	JUSTIN
DAN	JOHNNY
GREGG	SONNY
ROB	
TONY	

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	HA000325	2017	HONDA	ACCORD	17	Trade on New	Yes	\$ 19,861	\$ 17,767	101%	(\$633)	\$0
2	JM705838	2018	HONDA	HRV	27	Trade on New	Yes	\$ 20,021	\$ 19,398	95%	(\$216)	\$0
3	9B022323	2009	HONDA	PILOT	31	Other	No	\$ 7,835	\$ 7,500	97%	\$822	\$0
4	HU215189	2017	HONDA	CIVIC	26	Other	Yes	\$ 19,824	\$ 19,515	96%	(\$372)	\$0
5	HC016255	2017	LEXUS	450 H	11	Trade on New	No	\$ 39,611	\$ 38,912	97%	\$2,316	\$4,139
6	CU158187	2012	TOYOTA	CAMRY	3	Trade on New	No	\$ 11,696	\$ 10,971	99%	\$1,816	\$516
7	HW572316	2017	JEEP	CHEROKEE	22	Trade on New	No	\$ 13,991	\$ 13,884	92%	\$934	\$0
8	DG096410	2013	HYUNDAI	SANTE FE	20	Trade on New	No	\$ 12,185	\$ 11,214	92%	\$699	\$0
9	FH544632	2015	SUBARU	FORESTER	37	Trade on New	No	\$ 16,000	\$ 15,956	91%	\$45	\$0
10	JH616701	2018	HONDA	CRV	26	Trade on New	Yes	\$ 25,891	\$ 25,500	101%	(\$948)	\$0
11	9W021401	2009	TOYOTA	RAV4	24	Trade on New	No	\$ 7,767	\$ 7,767	98%	\$1,543	\$0
12	CG300714	2012	KIA	SORENTO	76	Trade on New	No	\$ 5,725	\$ 4,854	88%	(\$1,992)	\$0
13	GE077767	2016	HONDA	CIVIC	1	Trade on New	No	\$ 13,250	\$ 11,991	102%	(\$379)	\$1,897
14	FUC32997	2015	FORD	ESCAPE	55	Trade on New	No	\$ 16,291	\$ 16,491	94%	(\$2,829)	\$0
15	FE060531	2015	HONDA	CIVIC	1	Trade on New	No	\$ 12,491	\$ 12,295	99%	\$1,688	\$0
16	GC626741	2016	TOYOTA	COROLLA	62	Auction/Wholesale	No	\$ 13,223	\$ 12,913	90%	(\$979)	\$0
17	HU796957	2017	TOYOTA	CAMRY	26	Other	No	\$ 15,991	\$ 15,741	92%	(\$244)	\$0
18	4A155237	2004	HONDA	ACCORD	11	Trade on New	No	\$ 6,122	\$ 5,540	109%	\$1,080	\$0
19	J3321086	2018	SUBARU	OUTBACK	53	Trade on New	No	\$ 27,000	\$ 27,000	90%	(\$1,101)	\$0
20	CB112422	2012	HONDA	ODDESSEY	21	Trade on New	No	\$ 15,453	\$ 15,536	100%	\$777	\$1,411
21	FR648782	2015	Chevrolet	YUKON	23	Auction/Wholesale	No	\$ 37,776	\$ 35,728	98%	\$956	\$0
22	DL049083	2013	HONDA	CRV	14	Trade on New	No	\$ 17,712	\$ 17,105	98%	\$1,550	\$2,251
23	HA108897	2017	HONDA	ACCORD	13	Street/Curb Buy	Yes	\$ 21,110	\$ 21,110	97%	\$2,852	\$3,745
24	GS000139	2016	HONDA	FIT	53	LBO OEM/Leasing Co.	Yes	\$ 14,720	\$ 14,250	98%	\$273	\$0
25	18240081	2001	KIA	SONOMA	10	Trade on New	No	\$ 3,762	\$ 3,500	92%	\$788	\$0
26	GE002887	2016	HONDA	CIVIC	14	Trade on New	Yes	\$ 17,774	\$ 17,000	101%	\$337	\$121
27	EB020771	2014	HONDA	ODYSSEY	39	Trade on New	No	\$ 19,291	\$ 18,890	98%	(\$537)	\$0
28	DL026746	2013	HONDA	CRV	7	Trade on New	No	\$ 13,639	\$ 13,204	100%	\$1,539	\$0
29	JH750134	2018	HONDA	CIVIC	29	Trade on New	Yes	\$ 22,590	\$ 21,820	96%	(\$102)	\$1,555
30	8S009194	2008	HONDA	CIVIC	3	Trade on New	No	\$ 6,930	\$ 6,930	101%	\$1,870	\$0
31	FA117216	2015	HONDA	ACCORD	48	Other	Yes	\$ 18,267	\$ 17,791	96%	(\$383)	\$0
32	GE077461	2016	HONDA	CIVIC	14	Trade on New	Yes	\$ 15,991	\$ 15,825	104%	\$1,449	\$0
33	HE040375	2017	HONDA	CIVIC	29	Trade on New	Yes	\$ 17,196	\$ 16,000	99%	(\$251)	\$0
34	JM715317	2018	HONDA	FIT	24	Other	No	\$ 17,175	\$ 17,175	99%	\$2,072	\$2,678
35	GR287313	2016	FORD	FUSION	32	Trade on New	No	\$ 14,782	\$ 14,099	98%	(\$148)	\$1,059
36	HU434828	2017	HYUNDAI	TUSCON	68	Auction/Wholesale	No	\$ 15,000	\$ 14,800	93%	(\$837)	\$1,836

37	HGA19943	2017	FORD	EXPLORER	13	Trade on New	No	\$	33,667	\$	32,500	96%	\$831	\$4,783
38	HH561788	2017	HONDA	CIVIC	45	Street/Curb Buy	No	\$	16,156	\$	15,583	92%	(\$264)	\$0
39	A9139071	2010	Chevrolet	CAMARO	47	Trade on New	No	\$	18,966	\$	18,835	96%	\$38	\$0
40	CH606830	2012	HONDA	CRV	15	Trade on New	No	\$	12,694	\$	12,694	98%	\$1,018	\$998
41	HH518174	2017	HONDA	CRV	21	Trade on New	Yes	\$	26,346	\$	25,719	100%	\$766	\$0
42	7B015502	2007	HONDA	PILOT	13	Trade on New	No	\$	6,696	\$	6,117	104%	\$157	\$0
43	GA051152	2016	HONDA	ACCORD	23	Other	Yes	\$	18,207	\$	18,207	99%	(\$1,165)	\$4,262
44	GE078327	2016	HONDA	CIVIC	6	LBO OEM/Leasing Co.	Yes	\$	16,991	\$	16,000	100%	\$931	\$2,492
45	GB136856	2016	HONDA	ODYSSEY	3	Trade on New	No	\$	24,294	\$	23,221	99%	\$1,226	\$400
46	BH714028	2011	SUBARU	FORESTER	8	Trade on New	No	\$	9,891	\$	9,391	96%	\$1,449	\$0
47	JU235669	2018	HONDA	CIVIC	30	Other	Yes	\$	21,791	\$	21,092	95%	\$856	\$2,828
48	H3327388	2017	SUBARU	OUTBACK	57	Trade on New	No	\$	25,000	\$	24,900	93%	(\$1,050)	\$183
49	HE222633	2017	HONDA	CIVIC	9	LBO OEM/Leasing Co.	Yes	\$	18,147	\$	17,947	98%	\$2,485	\$0
50	GA228752	2016	HONDA	ACCORD	9	LBO OEM/Leasing Co.	Yes	\$	18,682	\$	17,804	98%	\$708	\$0
51	BH701191	2011	SUBARU	FORESTER	5	Trade on New	No	\$	13,345	\$	13,345	105%	\$3,758	\$0
52	GH652794	2016	HONDA	CIVIC	8	Other	Yes	\$	18,449	\$	17,511	100%	\$959	\$140
53	GG719092	2016	HONDA	CRV	21	Other	Yes	\$	20,391	\$	20,065	98%	\$315	\$3,473

Scoreboard Totals

% Retailed of Non-Franchise Make	34%
Total # Retail Units	200
Avg. Days to Sale	23.7
Avg. Advertised Price (Time of Sale)	\$ 16,351
Avg. Transaction Price	\$ 15,894
Avg. Market Price at 100%	\$ 16,763
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 448
Avg. Front-End Gross	\$ 446
Avg. Finance Gross	\$ 569
PUVR	\$ 1,029
Total Gross (Units & PUVR)	\$ 205,797
GROI	98%
% with Trade	25%
Avg. Over/Under Allowance	\$302



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	AHMAD
% Retailed of Non-New Franchise	34%	30%
Total # Retail Units	200	27
Avg. Days to Sale	23.7	26.8
Avg. Advertised Price (Time of Sale)	\$ 16,351	\$ 18,751
Avg. Transaction Price	\$ 15,894	\$ 18,042
Avg. Market Price at 100%	\$ 16,763	\$ 19,266
Avg. Price to Market % (Time of Sale)	98%	97%
Avg. Transaction to Market	95%	94%
Avg. Transactional Discount	\$ 448	\$ 658
Avg. Front-End Gross	\$ 446	\$ 399
Avg. Finance Gross	\$ 569	\$ 879
PUVR	\$ 1,029	\$ 1,414
Total Gross (Units & PUVR)	\$ 205,797	\$ 38,187
GROI	98%	105%
% with Trade	25%	30%
Avg. Over/Under Allowance	302	350



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CANNON	DAN	GREGG
26%	35%	38%
46	26	69
20.3	22.0	23.3
\$ 17,213	\$ 13,655	\$ 15,839
\$ 16,757	\$ 13,214	\$ 15,449
\$ 18,697	\$ 14,074	\$ 16,213
92%	97%	98%
90%	94%	95%
\$ 456	\$ 441	\$ 391
\$ 612	\$ 545	\$ 417
\$ 689	\$ 209	\$ 440
\$ 1,302	\$ 754	\$ 858
\$ 59,872	\$ 19,608	\$ 59,185
138%	93%	86%
26%	27%	23%
440	1	197

number for each column.)

ROB	TONY	
54%	32%	#DIV/0!
13	19	0
35.2	23.4	#DIV/0!
\$ 16,228	\$ 16,487	#DIV/0!
\$ 15,906	\$ 16,029	#DIV/0!
\$ 16,929	\$ 16,872	#DIV/0!
96%	98%	#DIV/0!
94%	95%	#DIV/0!
\$ 322	\$ 458	#DIV/0!
\$ (81)	\$ 436	#DIV/0!
\$ 553	\$ 805	#DIV/0!
\$ 473	\$ 1,241	#DIV/0!
\$ 6,143	\$ 23,573	#DIV/0!
30%	119%	#DIV/0!
15%	26%	#DIV/0!
750	500	#DIV/0!

Scoreboard*(Click on the blue head*

Sales Consultant	Totals	CATHY
% Retailed of Non-New Franchise	34%	0%
Total # Retail Units	200	1
Avg. Days to Sale	23.7	15.0
Avg. Advertised Price (Time of Sale)	\$ 16,351	\$ 12,694
Avg. Transaction Price	\$ 15,894	\$ 12,694
Avg. Market Price at 100%	\$ 16,763	\$ 12,953
Avg. Price to Market % (Time of Sale)	98%	98%
Avg. Transaction to Market	95%	98%
Avg. Transactional Discount	\$ 448	\$ -
Avg. Front-End Gross	\$ 446	\$ 1,018
Avg. Finance Gross	\$ 569	\$ 998
PUVR	\$ 1,029	\$ 2,016
Total Gross (Units & PUVR)	\$ 205,797	\$ 2,016
GROI	98%	381%
% with Trade	25%	100%
Avg. Over/Under Allowance	302	350



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CHARLES	DARCY	JAMES
50%	25%	40%
12	4	10
17.3	28.3	23.7
\$ 13,744	\$ 13,447	\$ 15,864
\$ 13,257	\$ 13,206	\$ 15,373
\$ 14,125	\$ 13,235	\$ 16,336
97%	102%	97%
94%	100%	94%
\$ 487	\$ 241	\$ 491
\$ 513	\$ 1,080	\$ 264
\$ 33	\$ 150	\$ 292
\$ 547	\$ 1,230	\$ 556
\$ 6,558	\$ 4,918	\$ 5,560
86%	119%	55%
8%	0%	10%
350	#DIV/0!	300

number for each column.)

JERROD	JOHN	KARL
21%	22%	40%
14	9	5
32.9	22.0	26.4
\$ 16,957	\$ 15,396	\$ 21,169
\$ 16,549	\$ 14,880	\$ 20,647
\$ 17,321	\$ 15,813	\$ 21,482
98%	97%	99%
96%	94%	96%
\$ 392	\$ 516	\$ 522
\$ (67)	\$ 297	\$ 40
\$ 221	\$ 1,026	\$ 79
\$ 183	\$ 1,324	\$ 118
\$ 2,556	\$ 11,912	\$ 591
12%	146%	8%
21%	11%	40%
233	1,850	250

KRISTEN	MICHAEL	NICK
31%	25%	17%
29	8	12
24.7	20.4	21.0
\$ 16,988	\$ 16,041	\$ 18,416
\$ 16,425	\$ 15,652	\$ 17,971
\$ 17,598	\$ 15,740	\$ 18,730
97%	102%	98%
93%	99%	96%
\$ 563	\$ 146	\$ 445
\$ 451	\$ 562	\$ 783
\$ 719	\$ 712	\$ 1,706
\$ 1,169	\$ 1,546	\$ 2,489
\$ 33,912	\$ 12,368	\$ 29,863
104%	175%	237%
24%	25%	25%
250	394	167

PHIL J	PHILLIP W	RICHARD
38%	58%	33%
8	12	12
32.4	26.8	26.0
\$ 15,266	\$ 16,191	\$ 14,363
\$ 14,786	\$ 16,071	\$ 13,993
\$ 16,120	\$ 16,575	\$ 15,180
95%	98%	95%
92%	97%	92%
\$ 480	\$ 119	\$ 370
\$ (153)	\$ 981	\$ 413
\$ 18	\$ 492	\$ 389
\$ (135)	\$ 1,473	\$ 801
\$ (1,080)	\$ 17,680	\$ 9,617
-10%	123%	79%
38%	33%	8%
517	250	200

SHAWN	TAYLOR	WALTER
24%	25%	42%
17	4	12
21.2	17.3	12.3
\$ 18,907	\$ 17,258	\$ 14,312
\$ 18,349	\$ 16,743	\$ 13,807
\$ 19,117	\$ 17,291	\$ 14,560
99%	100%	98%
96%	97%	95%
\$ 558	\$ 515	\$ 505
\$ 216	\$ 210	\$ 1,183
\$ 814	\$ 439	\$ 388
\$ 1,030	\$ 649	\$ 1,571
\$ 17,515	\$ 2,594	\$ 18,855
95%	81%	332%
29%	50%	17%
340	325	250

WYATT		
36%	#DIV/0!	#DIV/0!
14	0	0
24.8	#DIV/0!	#DIV/0!
\$ 17,101	#DIV/0!	#DIV/0!
\$ 16,531	#DIV/0!	#DIV/0!
\$ 17,395	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!
\$ 571	#DIV/0!	#DIV/0!
\$ 386	#DIV/0!	#DIV/0!
\$ 530	#DIV/0!	#DIV/0!
\$ 916	#DIV/0!	#DIV/0!
\$ 12,819	#DIV/0!	#DIV/0!
80%	#DIV/0!	#DIV/0!
36%	#DIV/0!	#DIV/0!
220	#DIV/0!	#DIV/0!

Scoreboard*(Click on the blue head*

Finance Manager	Totals	JENNY
% Retailed of Non-New Franchise	34%	39%
Total # Retail Units	200	72
Avg. Days to Sale	23.7	22.9
Avg. Advertised Price (Time of Sale)	\$ 16,351	\$ 16,324
Avg. Transaction Price	\$ 15,894	\$ 15,848
Avg. Market Price at 100%	\$ 16,763	\$ 17,428
Avg. Price to Market % (Time of Sale)	98%	94%
Avg. Transaction to Market	95%	91%
Avg. Transactional Discount	\$ 448	\$ 476
Avg. Front-End Gross	\$ 446	\$ 510
Avg. Finance Gross	\$ 569	\$ 383
PUVR	\$ 1,029	\$ 893
Total Gross (Units & PUVR)	\$ 205,797	\$ 64,277
GROI	98%	89%
% with Trade	25%	0%
Avg. Over/Under Allowance	302	275



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JUSTIN	JOHNNY	SONNY
31%	28%	56%
45	74	9
26.5	22.1	29.6
\$ 16,038	\$ 16,874	\$ 13,835
\$ 15,754	\$ 16,368	\$ 13,063
\$ 16,666	\$ 17,149	\$ 13,785
96%	98%	100%
95%	95%	95%
\$ 284	\$ 505	\$ 607
\$ 366	\$ 490	\$ (31)
\$ 292	\$ 980	\$ 57
\$ 658	\$ 1,493	\$ 108
\$ 29,598	\$ 110,491	\$ 974
57%	149%	10%
0%	0%	0%
124	458	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	68
Avg. Days to Sale	23.7	23.4
Avg. Advertised Price (Time of Sale)	\$ 16,351	\$ 20,906
Avg. Transaction Price	\$ 15,894	\$ 20,437
Avg. Market Price at 100%	\$ 16,763	\$ 21,987
Avg. Price to Market % (Time of Sale)	98%	95%
Avg. Transaction to Market	95%	93%
Avg. Transactional Discount	\$ 448	\$ 442
Avg. Front-End Gross	\$ 446	\$ 232
Avg. Finance Gross	\$ 569	\$ 972
PUVR	\$ 1,029	\$ 1,253
Total Gross (Units & PUVR)	\$ 205,797	\$ 85,210
GROI	98%	94%
% with Trade	25%	103%
Avg. Over/Under Allowance	302	320

No	
	132
	23.9
\$	13,554
\$	13,554
\$	14,514
	93%
	93%
\$	451
\$	556
\$	361
\$	917
\$	121,035
	102%
	109%
	286

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	130
Avg. Days to Sale	23.7	20.4
Avg. Advertised Price (Time of Sale)	\$ 16,351	\$ 16,649
Avg. Transaction Price	\$ 15,894	\$ 16,223
Avg. Market Price at 100%	\$ 16,763	\$ 17,222
Avg. Price to Market % (Time of Sale)	98%	97%
Avg. Transaction to Market	95%	94%
Avg. Transactional Discount	\$ 448	\$ 426
Avg. Front-End Gross	\$ 446	\$ 455
Avg. Finance Gross	\$ 569	\$ 711
PUVR	\$ 1,029	\$ 1,165
Total Gross (Units & PUVR)	\$ 205,797	\$ 151,509
GROI	98%	127%
% with Trade	25%	18%
Avg. Over/Under Allowance	302	321

No	
	68
	30.1
\$	15,186
\$	15,186
\$	16,590
	92%
	92%
\$	490
\$	454
\$	314
\$	768
\$	52,230
	60%
	38%
	253

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	135
% of Retail Units	100%	68%
% Retailed of Non-New Franchise	34%	47%
Avg. Days to Sale	23.7	22.5
Avg. Transaction Price	\$ 15,894	\$ 15,287
Avg. Transaction to Market %	95%	94%
Avg. Transactional Discount	\$ 448	\$ 442
Avg. Front End Gross	\$ 446	\$ 540
Avg. Finance Gross	\$ 569	\$ 377
PUVR	\$ 1,029	\$ 938
Total Gross (Units & PUVR)	\$ 205,797	\$ 126,620
GROI	98%	98%
% with Trade	25%	22%
Avg. Over/Under Allowance	302	264



Trade on Used	Street/Curb buy	Auction/wholesale
0	4	11
0%	2%	6%
#DIV/0!	0%	36%
#DIV/0!	32.8	41.0
#DIV/0!	\$ 21,485	\$ 19,542
#DIV/0!	94%	95%
#DIV/0!	\$ 489	\$ 457
#DIV/0!	\$ 886	\$ (722)
#DIV/0!	\$ 2,076	\$ 973
#DIV/0!	\$ 2,962	\$ 251
#DIV/0!	\$ 11,846	\$ 2,757
#DIV/0!	152%	11%
#DIV/0!	50%	27%
#DIV/0!	150	183

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
0	0	11
0%	0%	6%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	19.5
#DIV/0!	#DIV/0!	\$ 16,552
#DIV/0!	#DIV/0!	97%
#DIV/0!	#DIV/0!	\$ 619
#DIV/0!	#DIV/0!	\$ 395
#DIV/0!	#DIV/0!	\$ 707
#DIV/0!	#DIV/0!	\$ 1,102
#DIV/0!	#DIV/0!	\$ 12,125
#DIV/0!	#DIV/0!	123%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!

Other	
	39
	20%
	3%
	23.2
\$	16,206
	94%
\$	412
\$	416
\$	924
\$	1,340
\$	52,267
	128%
	38%
	420

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	143
% of Retail Units	100%	72%
% Retailed of Non-New Franchise	34%	27%
Avg. Days to Sale	23.7	13.9
Avg. Transaction Price	\$ 15,894	\$ 15,519
Avg. Transaction to Market %	95%	95%
Avg. Transactional Discount	\$ 448	\$ 523
Avg. Front End Gross	\$ 446	\$ 729
Avg. Finance Gross	\$ 569	\$ 603
PUVR	\$ 1,029	\$ 1,332
Total Gross (Units & PUVR)	\$ 205,797	\$ 190,505
GROI	98%	223%
% with Trade	25%	24%
Avg. Over/Under Allowance	302	312



31-45 days	46-60 days	61-90 days	90+ days
25	20	12	0
13%	10%	6%	0%
36%	60%	67%	#DIV/0!
36.2	50.8	69.4	#DIV/0!
\$ 15,946	\$ 18,707	\$ 15,566	#DIV/0!
94%	91%	88%	#DIV/0!
\$ 339	\$ 255	\$ 116	#DIV/0!
\$ 232	\$ (352)	\$ (1,154)	#DIV/0!
\$ 541	\$ 303	\$ 655	#DIV/0!
\$ 773	\$ (49)	\$ (498)	#DIV/0!
\$ 19,337	\$ (972)	\$ (5,980)	#DIV/0!
48%	-2%	-17%	#DIV/0!
28%	15%	42%	#DIV/0!
255	267	322	#DIV/0!