

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Igor Kushnar	Maher Alhuraibi	Malachi Crawford
Bill Collins	Igor Kushnar	Mario Aguilar
Ben St. Ours		Gus Alvear
		Corree Darcus
		Elliott Cobb
		Brett West
		Jerry Robinson
		Joe Tyree

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	35	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$750	\$1,100
1	PHJ01942	2017	ACURA	RDX	15	Auction/Wholesale	No	\$ 25,008	\$ 23,750	97%	\$1,280.86	\$2,048.85
2	H23694A	2013	Honda	Civic	26	Trade on New	No	\$ 8,513	\$ 6,300	100%	\$1,982.74	
3	PH01965	2019	Nissan	Versa	38	Street/Curb Buy	No	\$ 12,995	\$ 10,284	99%	\$868.99	\$ 615.78
4	H23715B	2009	Honda	Fit	12	Trade on Used	No	\$ 6,900	\$ 5,650	107%	\$1,479.04	\$ -
5	PH01967	2018	Honda	Accord	1	LBO Customer	Yes	\$ 15,518	\$ 15,518	100%	\$14.89	\$ -
6	PH01968	2017	Honda	Civic	1	LBO Customer	Yes	\$ 13,895	\$ 12,144	100%	\$80.00	\$ 2,280.00
7	PH01969	2018	Honda	Civic	1	LBO Customer	Yes	\$ 13,789	\$ 13,789	100%	\$80.00	\$ 2,693.14
8	H23880A	2015	Nissan	Rogue	11	Trade on New	No	\$ 13,320	\$ 12,089	103%	\$962.08	\$ 748.13
9	PH01970	2018	Nissan	Rogue	11	Street/Curb Buy	No	\$ 19,495	\$ 17,914	101%	\$812.79	\$ 2,971.20
10	H23724A	2018	Honda	Fit	18	Trade on New	Yes	\$ 16,812	\$ 16,812	103%	\$1,922.63	\$ 1,988.95
11	PHJ01917	2017	Kia	Forte	49	Auction/Wholesale	No	\$ 13,214	\$ 13,175	93%	\$1,092.80	\$ 616.90
12	H23805A	2016	Honda	CR-V	8	Trade on New	Yes	\$ 18,036	\$ 17,600	102%	\$4,237.00	
13	H23862A	2017	Honda	CR-V	11	Trade on New	Yes	\$ 22,138	\$ 22,138	100%	\$2,550.14	\$ 2,088.94
14	H23943A	2018	Honda	Accord	10	Trade on New	Yes	\$ 27,853	\$ 25,800	109%	\$4,375.00	\$ 1,700.00
15	H23722A	2017	Honda	Fit	20	Trade on New	Yes	\$ 15,249	\$ 14,698	100%	\$1,783.80	
16	H23771A	2018	Honda	Odyssey	38	Trade on New	Yes	\$ 30,000	\$ 30,000	98%	\$4,024.05	\$ 1,150.00
17	PHJ01918	2017	Hyundai	Elantra	44	Auction/Wholesale	No	\$ 12,266	\$ 11,266	93%	\$511.52	\$ 501.44
18	H23579A	2014	Subaru	Forester	3	Trade on New	No	\$ 13,885	\$ 13,600	102%	\$2,216.00	\$ 118.52
19	H23852A	2016	Honda	CR-V	15	Trade on New	Yes	\$ 23,053	\$ 21,500	104%	\$2,806.88	\$ 1,595.00
20	PH01972	2017	Honda	Civic	24	Trade on New	Yes	\$ 11,921	\$ 11,921	70%	\$265.35	\$ 1,656.80
21	PH01971	2010	Subaru	Forester	18	Trade on New	No	\$ 8,995	\$ 7,771	104%	\$1,971.16	
22	PH01975	2019	Kia	Soul	48	Trade on New	No	\$ 15,295	\$ 14,618	99%	\$559.41	
23	PH01973	2016	Honda	Odyssey	11	Trade on New	Yes	\$ 21,400	\$ 20,420	100%	\$1,635.75	
24	H23900A	2018	Honda	CR-V	15	Trade on New	Yes	\$ 28,299	\$ 26,589	105%	\$2,997.29	
25	H23963A	2009	Honda	Civic	7	Trade on New	No	\$ 6,665	\$ 5,950	106%	\$2,600.00	\$ 436.99
26	PH01956	2016	Honda	Civic	19	Trade on New	Yes	\$ 18,601	\$ 18,101	101%	\$3,933.59	\$ 2,185.60
27	PH01977	2016	Lexus	RC350	58	Street/Curb Buy	No	\$ 31,495	\$ 30,000	92%	\$1,584.48	\$ 539.90
28	PH01979	2014	Subaru	Outback	18	Street/Curb Buy	No	\$ 16,895	\$ 15,678	104%	\$687.55	

29	PH01978	2013	Toyota	RAV4	7	Street/Curb Buy	No	\$	12,195	\$	11,700	99%	\$2,353.57	
30	PH01960	2018	Honda	CR-V	23	Street/Curb Buy	Yes	\$	25,958	\$	24,500	103%	\$2,588.74	\$ 3,053.00
31	PH01919	2018	Honda	Odyssey	1	LBO Customer	No	\$	28,495	\$	25,901	95%	\$366.00	
32	PH01981	2017	Honda	Accord	18	Trade on New	No	\$	17,951	\$	12,489	108%	\$373.55	\$ 2,656.10
33	PH01982	2008	Honda	CR-V	11	Street/Curb Buy	No	\$	9,995	\$	8,532	105%	\$2,042.27	\$ 200.00
34	H23973A	2017	Honda	Civic	8	Trade on New	Yes	\$	18,763	\$	15,850	106%	\$1,801.06	\$ 200.00
35	H23595A	2016	Honda	Pilot	10	Trade on New	No	\$	21,782	\$	21,000	102%	\$3,341.25	
36	XLH20757	2018	Honda	Accord	1	Loaner/Rental Fleet	Yes	\$	30,200	\$	30,200	95%	\$19.26	
37	H23966A	2017	Honda	Ridgeline	4	Trade on New	Yes	\$	29,106	\$	29,036	102%	\$4,407.45	
38	H23802A	2017	Honda	Accord	52	Trade on New	Yes	\$	17,252	\$	17,091	93%	\$1,960.52	\$ 650.00
39	H23904A	2017	Honda	CR-V	16	Trade on New	Yes	\$	20,859	\$	19,401	99%	\$2,505.58	\$ 2,104.64
40	H24009A	2016	Honda	Pilot	4	Trade on New	Yes	\$	26,406	\$	25,950	103%	\$4,566.58	\$ 1,431.00
41	H23544A	2016	Dodge	Dart	5	Trade on New	No	\$	12,871	\$	11,568	110%	\$1,395.18	\$ 285.38
42	PH01987	2017	Honda	Civic	8	Street/Curb Buy	Yes	\$	20,810	\$	13,992	114%	\$385.23	\$ 1,498.55
43	PH01948A	2012	Ford	Explorer	39	Trade on Used	No	\$	9,100	\$	7,100	95%	\$265.14	
44	H23838A	2019	Honda	CR-V	40	Trade on New	Yes	\$	23,939	\$	21,639	97%	\$1,056.94	\$ 2,648.02
45	H23929A	2013	Honda	Accord	9	Trade on New	No	\$	12,864	\$	11,100	107%	\$2,346.32	\$ 274.32
46	PH01929	2016	Honda	CR-V	17	Street/Curb Buy	Yes	\$	18,950	\$	17,709	102%	\$1,480.28	\$407.00
47	H23672A	2017	Honda	CR-V	4	Trade on New	Yes	\$	22,089	\$	20,000	99%	\$2,593.19	\$1,493.29
48	H23346A	2018	Honda	CR-V	8	Trade on New	Yes	\$	27,609	\$	24,637	101%	\$1,996.01	\$ 758.00
49	PH01927A	2018	Honda	HR-V	6	Trade on Used	Yes	\$	18,038	\$	18,038	97%	\$2,814.37	\$ 1,809.83
50	H23388A	2013	Honda	Fit	3	Trade on New	Yes	\$	8,995	\$	7,600	108%	\$2,918.54	
51	PH01934	2015	Volkswagen	Passat	22	Street/Curb Buy	No	\$	10,495	\$	9,879	101%	\$1,145.91	
52	PH01931	2017	Honda	CR-V	4	Street/Curb Buy	Yes	\$	26,871	\$	25,000	101%	\$3,358.47	\$ 2,133.59
53	PH01935	2016	Nissan	Rogue	16	Street/Curb Buy	No	\$	14,495	\$	13,055	99%	\$1,537.10	\$ 1,470.40

Scoreboard Totals

% Retailed of Non-Franchise Make	40%
Total # Retail Units	102
Avg. Days to Sale	18.2
Avg. Advertised Price (Time of Sale)	\$ 17,417
Avg. Transaction Price	\$ 16,158
Avg. Market Price at 100%	\$ 17,373
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	93%
Avg. Transactional Discount	\$ 1,259
Avg. Front-End Gross	\$ 1,963
Avg. Finance Gross	\$ 1,315
PUVR	\$ 2,956
Total Gross (Units & PUVR)	\$ 301,479
GROI	361%
% with Trade	16%
Avg. Over/Under Allowance	(\$387)



Scoreboard*(Click on the blue head*

Desk Manager	Totals	Igor Kushnar
% Retailed of Non-New Franchise	40%	33%
Total # Retail Units	102	33
Avg. Days to Sale	18.2	17.9
Avg. Advertised Price (Time of Sale)	\$ 17,417	\$ 17,325
Avg. Transaction Price	\$ 16,158	\$ 16,433
Avg. Market Price at 100%	\$ 17,373	\$ 17,505
Avg. Price to Market % (Time of Sale)	100%	99%
Avg. Transaction to Market	93%	94%
Avg. Transactional Discount	\$ 1,259	\$ 892
Avg. Front-End Gross	\$ 1,963	\$ 2,163
Avg. Finance Gross	\$ 1,315	\$ 1,430
PUVR	\$ 2,956	\$ 3,333
Total Gross (Units & PUVR)	\$ 301,479	\$ 109,993
GROI	361%	408%
% with Trade	16%	12%
Avg. Over/Under Allowance	-387	-125



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Bill Collins	Ben St. Ours		
34%	55%	#DIV/0!	#DIV/0!
38	31	0	0
16.6	20.6	#DIV/0!	#DIV/0!
\$ 18,886	\$ 15,714	#DIV/0!	#DIV/0!
\$ 17,357	\$ 14,396	#DIV/0!	#DIV/0!
\$ 18,966	\$ 15,461	#DIV/0!	#DIV/0!
100%	102%	#DIV/0!	#DIV/0!
92%	93%	#DIV/0!	#DIV/0!
\$ 1,529	\$ 1,319	#DIV/0!	#DIV/0!
\$ 1,822	\$ 1,924	#DIV/0!	#DIV/0!
\$ 1,333	\$ 1,150	#DIV/0!	#DIV/0!
\$ 2,804	\$ 2,740	#DIV/0!	#DIV/0!
\$ 106,537	\$ 84,950	#DIV/0!	#DIV/0!
350%	332%	#DIV/0!	#DIV/0!
21%	13%	#DIV/0!	#DIV/0!
-575	-275	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Malachi Crawford
% Retailed of Non-New Franchise	40%	67%
Total # Retail Units	102	9
Avg. Days to Sale	18.2	18.1
Avg. Advertised Price (Time of Sale)	\$ 17,417	\$ 15,049
Avg. Transaction Price	\$ 16,158	\$ 14,187
Avg. Market Price at 100%	\$ 17,373	\$ 15,424
Avg. Price to Market % (Time of Sale)	100%	98%
Avg. Transaction to Market	93%	92%
Avg. Transactional Discount	\$ 1,259	\$ 862
Avg. Front-End Gross	\$ 1,963	\$ 1,896
Avg. Finance Gross	\$ 1,315	\$ 1,100
PUVR	\$ 2,956	\$ 2,874
Total Gross (Units & PUVR)	\$ 301,479	\$ 25,862
GROI	361%	403%
% with Trade	16%	22%
Avg. Over/Under Allowance	-387	-250



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Mario Aguilar	Gus Alvear	Corree Darcus	Elliott Cobb
53%	44%	67%	14%
15	16	12	7
17.9	20.0	18.5	12.6
\$ 16,629	\$ 14,496	\$ 17,346	\$ 20,315
\$ 15,502	\$ 12,936	\$ 16,188	\$ 19,890
\$ 16,713	\$ 14,450	\$ 16,987	\$ 20,374
99%	100%	102%	100%
93%	90%	95%	98%
\$ 1,127	\$ 1,560	\$ 1,158	\$ 425
\$ 2,021	\$ 1,592	\$ 2,583	\$ 2,781
\$ 1,546	\$ 1,342	\$ 1,471	\$ 1,213
\$ 3,155	\$ 2,514	\$ 3,563	\$ 3,821
\$ 47,321	\$ 40,229	\$ 42,758	\$ 26,745
410%	350%	428%	550%
0%	6%	8%	29%
#DIV/0!	-1,000	-500	-500

Brett West	Jerry Robinson	Joe Tyree	
38%	25%	17%	#DIV/0!
13	12	18	0
16.5	24.8	16.0	#DIV/0!
\$ 15,644	\$ 20,253	\$ 20,164	#DIV/0!
\$ 14,868	\$ 18,703	\$ 18,319	#DIV/0!
\$ 15,751	\$ 19,649	\$ 20,552	#DIV/0!
99%	103%	98%	#DIV/0!
94%	95%	89%	#DIV/0!
\$ 777	\$ 1,550	\$ 1,845	#DIV/0!
\$ 1,601	\$ 2,257	\$ 1,614	#DIV/0!
\$ 424	\$ 1,802	\$ 1,347	#DIV/0!
\$ 1,862	\$ 3,759	\$ 2,736	#DIV/0!
\$ 24,208	\$ 45,103	\$ 49,253	#DIV/0!
274%	291%	336%	#DIV/0!
31%	17%	22%	#DIV/0!
-250	0	-550	#DIV/0!

Scoreboard*(Click on the blue head*

Finance Manager	Totals	Maher Alhuraib
% Retailed of Non-New Franchise	40%	39%
Total # Retail Units	102	74
Avg. Days to Sale	18.2	18.6
Avg. Advertised Price (Time of Sale)	\$ 17,417	\$ 17,421
Avg. Transaction Price	\$ 16,158	\$ 16,163
Avg. Market Price at 100%	\$ 17,373	\$ 17,407
Avg. Price to Market % (Time of Sale)	100%	100%
Avg. Transaction to Market	93%	93%
Avg. Transactional Discount	\$ 1,259	\$ 1,259
Avg. Front-End Gross	\$ 1,963	\$ 1,911
Avg. Finance Gross	\$ 1,315	\$ 1,298
PUVR	\$ 2,956	\$ 2,980
Total Gross (Units & PUVR)	\$ 301,479	\$ 220,542
GROI	361%	356%
% with Trade	16%	4%
Avg. Over/Under Allowance	-387	-431



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Igor Kushnar			
43%	#DIV/0!	#DIV/0!	#DIV/0!
28	0	0	0
17.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ 17,405	#DIV/0!	#DIV/0!	#DIV/0!
\$ 16,145	#DIV/0!	#DIV/0!	#DIV/0!
\$ 17,484	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,260	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,102	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,379	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,891	#DIV/0!	#DIV/0!	#DIV/0!
\$ 80,937	#DIV/0!	#DIV/0!	#DIV/0!
375%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
-200	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	102	44
Avg. Days to Sale	18.2	15.5
Avg. Advertised Price (Time of Sale)	\$ 17,417	\$ 20,731
Avg. Transaction Price	\$ 16,158	\$ 19,612
Avg. Market Price at 100%	\$ 17,373	\$ 20,683
Avg. Price to Market % (Time of Sale)	100%	100%
Avg. Transaction to Market	93%	95%
Avg. Transactional Discount	\$ 1,259	\$ 1,119
Avg. Front-End Gross	\$ 1,963	\$ 2,454
Avg. Finance Gross	\$ 1,315	\$ 1,504
PUVR	\$ 2,956	\$ 3,685
Total Gross (Units & PUVR)	\$ 301,479	\$ 162,121
GROI	361%	437%
% with Trade	16%	65%
Avg. Over/Under Allowance	-387	-300



No	
	58
	20.3
\$	13,537
\$	13,537
\$	14,959
	90%
	90%
\$	1,365
\$	1,591
\$	1,148
\$	2,403
\$	139,358
	314%
	29%
	-533

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	102	61
Avg. Days to Sale	18.2	14.3
Avg. Advertised Price (Time of Sale)	\$ 17,417	\$ 18,636
Avg. Transaction Price	\$ 16,158	\$ 17,347
Avg. Market Price at 100%	\$ 17,373	\$ 18,599
Avg. Price to Market % (Time of Sale)	100%	100%
Avg. Transaction to Market	93%	93%
Avg. Transactional Discount	\$ 1,259	\$ 1,288
Avg. Front-End Gross	\$ 1,963	\$ 2,175
Avg. Finance Gross	\$ 1,315	\$ 1,292
PUVR	\$ 2,956	\$ 3,213
Total Gross (Units & PUVR)	\$ 301,479	\$ 196,021
GROI	361%	465%
% with Trade	16%	16%
Avg. Over/Under Allowance	-387	-282



No	
	41
	24.0
\$	14,389
\$	14,389
\$	15,686
	92%
	92%
\$	1,215
\$	1,647
\$	1,354
\$	2,572
\$	105,458
	268%
	15%
	-620

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	102	62	5
% of Retail Units	100%	61%	5%
% Retailed of Non-New Franchise	40%	32%	40%
Avg. Days to Sale	18.2	18.6	17.0
Avg. Transaction Price	\$ 16,158	\$ 15,855	\$ 10,997
Avg. Transaction to Market %	93%	92%	89%
Avg. Transactional Discount	\$ 1,259	\$ 1,240	\$ 1,011
Avg. Front End Gross	\$ 1,963	\$ 2,427	\$ 1,653
Avg. Finance Gross	\$ 1,315	\$ 1,318	\$ 653
PUVR	\$ 2,956	\$ 3,383	\$ 2,045
Total Gross (Units & PUVR)	\$ 301,479	\$ 209,735	\$ 10,225
GROI	361%	412%	394%
% with Trade	16%	15%	0%
Avg. Over/Under Allowance	-387	-355	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
19	5	2	8
19%	5%	2%	8%
63%	100%	0%	25%
19.7	38.4	3.0	5.9
\$ 18,061	\$ 14,490	\$ 27,450	\$ 15,017
92%	90%	98%	91%
\$ 1,681	\$ 706	\$ 251	\$ 1,251
\$ 1,717	\$ 721	\$ 926	\$ 169
\$ 1,367	\$ 1,111	\$ 1,555	\$ 1,740
\$ 2,796	\$ 1,832	\$ 1,703	\$ 1,692
\$ 53,116	\$ 9,161	\$ 3,406	\$ 13,532
282%	119%	745%	690%
21%	20%	50%	13%
-500	0	-1,000	0

BO OEM/Leasing co	Other
1	0
1%	0%
0%	#DIV/0!
1.0	#DIV/0!
\$ 19,500	#DIV/0!
88%	#DIV/0!
\$ 495	#DIV/0!
\$ 2,104	#DIV/0!
\$ 200	#DIV/0!
\$ 2,304	#DIV/0!
\$ 2,304	#DIV/0!
4253%	#DIV/0!
0%	#DIV/0!
#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	102	83	12
% of Retail Units	100%	81%	12%
% Retailed of Non-New Franchise	40%	35%	58%
Avg. Days to Sale	18.2	12.1	40.3
Avg. Transaction Price	\$ 16,158	\$ 16,223	\$ 15,419
Avg. Transaction to Market %	93%	92%	88%
Avg. Transactional Discount	\$ 1,259	\$ 1,235	\$ 1,386
Avg. Front End Gross	\$ 1,963	\$ 2,028	\$ 2,040
Avg. Finance Gross	\$ 1,315	\$ 1,251	\$ 1,591
PUVR	\$ 2,956	\$ 3,279	\$ 3,631
Total Gross (Units & PUVR)	\$ 301,479	\$ 272,124	\$ 43,568
GROI	361%	600%	211%
% with Trade	16%	16%	17%
Avg. Over/Under Allowance	-387	-477	0



46-60 days	61-90 days	90+ days
6	1	0
6%	1%	0%
83%	0%	#DIV/0!
51.8	61.0	#DIV/0!
\$ 16,986	\$ 14,663	#DIV/0!
92%	87%	#DIV/0!
\$ 555	\$ 5,916	#DIV/0!
\$ 1,178	\$ 390	#DIV/0!
\$ 1,184	\$ 2,769	#DIV/0!
\$ 2,362	\$ 3,159	#DIV/0!
\$ 14,170	\$ 3,159	#DIV/0!
97%	127%	#DIV/0!
17%	0%	#DIV/0!
0	#DIV/0!	#DIV/0!