

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
GARY PARNELL	DEREK VANFLENNER	ALIALEX MOUKALED
JACQUES BARON	GERALD SPENCE	CALEB PRIETO
JULIAN MORALES	JOHN GUZMAN	CHARLES CORCORAN
RAMIRO SANCHEZ	ROBERT LEECH	DAVID GRENKE
		GUNNAR THORISSON
		JAMES STONE
		JEINKER DIAZ EVOLI
		JOSE PEREZ
		LUIS TALAVERA
		MANUEL LOPEZ
		MICHAEL MCCALLON
		MINA HABIB
		ROBERTO SALGADO
		TAHMINA AMIRI
		TYLER LANE

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	GG358226	2012	HYUNDAI	ELANTRA	22	Trade on New		\$ 8,900	\$ 8,500	94%	\$393	\$255
2	KU204197	2020	HYUNDAI	ELANTRA	13	Trade on New	Yes	\$ 25,000	\$ 22,000	93%	\$113	\$650
3	HU848142	2014	HYUNDAI	SONATA	22	Trade on New		\$ 13,500	\$ 12,500	95%	\$2,702	\$633
4	JH720331	2013	HYUNDAI	SONATA	13	Trade on Used		\$ 6,500	\$ 6,000	80%	(\$1,001)	\$158
5	JBD67565	2011	HYUNDAI	TUCAN	2	Auction/Wholesale		\$ 8,900	\$ 8,000	85%	(\$4,163)	\$2,233
6	JU835322	2010	HYUNDAI	TUCAN	4	Auction/Wholesale		\$ 6,955	\$ 6,855	89%	\$873	\$205
7	KH421515	2015	HYUNDAI	TUCAN	40	Trade on Used		\$ 14,555	\$ 12,500	89%	\$677	\$133
8	JU106501	2016	HYUNDAI	TUCAN	10	Trade on New		\$ 16,550	\$ 15,555	90%	\$1,782	\$455
9	JH235219	2018	Chevrolet	IMPALA	11	Trade on Used		\$ 25,550	\$ 23,000	95%	(\$3,015)	\$2,333
10	JG511641	2011	HYUNDAI	ELANTRA	13	LBO OEM/Leasing Co.		\$ 13,999	\$ 11,500	97%	\$0	\$258
11	EU032718	2005	Kia	RIO	15	Loaner/Rental Fleet		\$ 5,500	\$ 5,000	100%	\$2,087	\$654
12	KU236774	2003	Kia	SOUL	9	Street/Curb Buy		\$ 5,000	\$ 4,800	98%	\$266	\$33
13	KU241292	2010	HYUNDAI	TUCAN	8	Auction/Wholesale		\$ 12,335	\$ 11,999	99%	(\$628)	\$0
14	9H273826	2015	Chevrolet	SONIC	9	LBO Customer		\$ 15,220	\$ 13,220	98%	\$396	\$0
15	LU095621	2011	Jeep	CHEROKOO	9	Trade on Used		\$ 13,255	\$ 11,500	79%	\$2,737	\$2,855
16	LU062600	2016	HYUNDAI	TUCAN	8	LBO Customer		\$ 16,555	\$ 15,500	85%	\$571	\$954
17	LH560970	2009	HYUNDAI	ELANTRA	12	Trade on Used		\$ 5,400	\$ 5,000	85%	\$3,695	\$654
18	KU812979	2010	Kia	SOUL	1	Auction/Wholesale		\$ 7,999	\$ 6,500	79%	\$21	\$321
19	KU241292	2017	HYUNDAI	ELANTRA	5	Trade on Used	Yes	\$ 13,559	\$ 12,000	75%	\$4,896	\$229
20	KU236774	2015	Jeep	CHEROKOO	4	Trade on Used		\$ 19,500	\$ 17,999	95%	(\$1,650)	\$2,010
21	KU204197	2016	Lexus	RX 350	4	Auction/Wholesale		\$ 26,550	\$ 23,555	98%	\$395	\$2,556
22	KU421515	2018	Kia	SOUL	2	Trade on Used		\$ 20,299	\$ 18,599	97%	(\$1,538)	\$1,255
23	JU835322	2011	HYUNDAI	ELANTRA	4	Auction/Wholesale		\$ 4,955	\$ 4,900	94%	\$1,631	\$325
24	JU645082	2008	HYUNDAI	SONOTA	52	Auction/Wholesale		\$ 6,955	\$ 6,500	96%	\$65	\$852
25	JU618523	2018	HYUNDAI	SONOTA	4	Trade on New		\$ 18,999	\$ 16,500	93%	\$358	\$741
26	JU616991	2013	HYUNDAI	TUCAN	5	Trade on New		\$ 10,955	\$ 8,995	94%	\$233	\$205
27	JU591121	2016	HYUNDAI	TUCAN	5	Trade on Used		\$ 16,500	\$ 16,500	93%	\$2,333	\$0

28	JU490947	2018	HYUNDAI	SANTA FE	4	LBO OEM/Leasing Co.	Yes	\$	19,550	\$	19,400	95%	(\$200)	\$1,255
29	KR395173	2015	HYUNDAI	TUCAN	4	Loaner/Rental Fleet		\$	13,599	\$	12,599	80%	(\$350)	\$2,366
30	KL036286	2010	Chevrolet	VOLT	2	Street/Curb Buy		\$	13,599	\$	12,590	85%	\$540	\$0
31	JU616991	2009	Kia	RIO	21	Auction/Wholesale		\$	10,999	\$	8,995	89%	\$560	\$2,155
32	JU591121	2004	Jeep	CHEROKOO	4	LBO Customer		\$	7,995	\$	6,500	89%	\$660	\$0
33	JU490947	2012	Jeep	WRANGLER	7	Trade on Used		\$	8,995	\$	8,000	90%	\$635	\$1,545
34	JU270640	2015	Kia	RIO	5	LBO Customer		\$	17,899	\$	17,250	95%	\$588	\$850
35	JU250219	2016	HYUNDAI	TUCAN	5	Trade on Used		\$	15,555	\$	14,500	97%	(\$655)	\$2,336
36	JU110504	2015	HYUNDAI	TUCAN	1	Auction/Wholesale		\$	19,899	\$	17,850	100%	(\$123)	\$0
37	JU106501	2015	Lexus	RX 350	4	Trade on Used		\$	15,455	\$	13,000	98%	(\$225)	\$258
38	JU094414	2013	DODGE	CHEROKOO	4	Trade on Used		\$	12,299	\$	10,050	99%	\$520	\$663
39	JL529089	2010	Chevrolet	CHALLENGER	5	Auction/Wholesale		\$	10,999	\$	7,999	98%	\$565	\$963
40	JJ154574	2011	HYUNDAI	TUCAN	51	Trade on Used	Yes	\$	14,999	\$	12,999	79%	\$655	\$852
41	JH720331	2020	HYUNDAI	TUCAN	4	Auction/Wholesale		\$	22,999	\$	19,500	85%	\$695	\$741
42	JH674940	2014	HYUNDAI	TUCAN	4	Trade on Used		\$	12,999	\$	10,500	85%	\$955	\$854
43	JH286012	2016	HYUNDAI	ELANTRA	1	Trade on Used		\$	16,999	\$	15,655	79%	\$811	\$856
44	JH278771	2011	HYUNDAI	SONATA	1	Auction/Wholesale		\$	12,999	\$	12,000	75%	\$1,356	\$863
45	HU484142	2010	HYUNDAI	SONATA	4	Trade on Used		\$	7,950	\$	7,020	95%	\$2,333	\$651
46	HU479880	2009	HYUNDAI	ELANTRA	5	Trade on Used		\$	6,999	\$	5,985	98%	\$3,255	\$657
47	HU389202	2007	HYUNDAI	ELANTRA	58	Auction/Wholesale		\$	5,995	\$	5,050	97%	\$125	\$325
48	HU308814	2010	HYUNDAI	ACCENT	8	Trade on Used		\$	5,999	\$	4,999	94%	\$133	\$326
49	HU263532	2020	HYUNDAI	ACCENT	7	Auction/Wholesale		\$	23,999	\$	21,999	96%	\$125	\$899
50	HU250119	2008	HYUNDAI	SONATA	4	Auction/Wholesale		\$	8,955	\$	7,995	93%	(\$522)	\$652
51	HU240974	2010	Chevrolet	SONATA	4	Trade on New		\$	5,998	\$	4,999	89%	(\$455)	\$1,233
52	HU700402	2015	Kia	RIO	4	Trade on New		\$	13,599	\$	11,999	90%	(\$360)	\$2,339
53	HR703187	2013	Kia	SOUL	54	Trade on Used		\$	12,599	\$	10,999	95%	\$1,255	\$1,972

Scoreboard Totals

% Retailed of Non-Franchise Make	30%
Total # Retail Units	200
Avg. Days to Sale	9.7
Avg. Advertised Price (Time of Sale)	\$ 14,316
Avg. Transaction Price	\$ 12,841
Avg. Market Price at 100%	\$ 15,763
Avg. Price to Market % (Time of Sale)	91%
Avg. Transaction to Market	81%
Avg. Transactional Discount	\$ 1,476
Avg. Front-End Gross	\$ 535
Avg. Finance Gross	\$ 2,537
PUVR	\$ 3,072
Total Gross (Units & PUVR)	\$ 614,364
GROI	886%
% with Trade	65%
Avg. Over/Under Allowance	\$275



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	30%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	9.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 14,316	#DIV/0!
Avg. Transaction Price	\$ 12,841	#DIV/0!
Avg. Market Price at 100%	\$ 15,763	#DIV/0!
Avg. Price to Market % (Time of Sale)	91%	#DIV/0!
Avg. Transaction to Market	81%	#DIV/0!
Avg. Transactional Discount	\$ 1,476	#DIV/0!
Avg. Front-End Gross	\$ 535	#DIV/0!
Avg. Finance Gross	\$ 2,537	#DIV/0!
PUVR	\$ 3,072	#DIV/0!
Total Gross (Units & PUVR)	\$ 614,364	#DIV/0!
GROI	886%	#DIV/0!
% with Trade	65%	#DIV/0!
Avg. Over/Under Allowance	275	#DIV/0!



Scoreboard

(Click on the blue head

Sales Consultant	Totals	
% Retailed of Non-New Franchise	30%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	9.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 14,316	#DIV/0!
Avg. Transaction Price	\$ 12,841	#DIV/0!
Avg. Market Price at 100%	\$ 15,763	#DIV/0!
Avg. Price to Market % (Time of Sale)	91%	#DIV/0!
Avg. Transaction to Market	81%	#DIV/0!
Avg. Transactional Discount	\$ 1,476	#DIV/0!
Avg. Front-End Gross	\$ 535	#DIV/0!
Avg. Finance Gross	\$ 2,537	#DIV/0!
PUVR	\$ 3,072	#DIV/0!
Total Gross (Units & PUVR)	\$ 614,364	#DIV/0!
GROI	886%	#DIV/0!
% with Trade	65%	#DIV/0!
Avg. Over/Under Allowance	275	#DIV/0!



Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	30%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	9.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 14,316	#DIV/0!
Avg. Transaction Price	\$ 12,841	#DIV/0!
Avg. Market Price at 100%	\$ 15,763	#DIV/0!
Avg. Price to Market % (Time of Sale)	91%	#DIV/0!
Avg. Transaction to Market	81%	#DIV/0!
Avg. Transactional Discount	\$ 1,476	#DIV/0!
Avg. Front-End Gross	\$ 535	#DIV/0!
Avg. Finance Gross	\$ 2,537	#DIV/0!
PUVR	\$ 3,072	#DIV/0!
Total Gross (Units & PUVR)	\$ 614,364	#DIV/0!
GROI	886%	#DIV/0!
% with Trade	65%	#DIV/0!
Avg. Over/Under Allowance	275	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	17
Avg. Days to Sale	9.7	14.1
Avg. Advertised Price (Time of Sale)	\$ 14,316	\$ 19,479
Avg. Transaction Price	\$ 12,841	\$ 17,777
Avg. Market Price at 100%	\$ 15,763	\$ 21,612
Avg. Price to Market % (Time of Sale)	91%	90%
Avg. Transaction to Market	81%	82%
Avg. Transactional Discount	\$ 1,476	\$ 1,703
Avg. Front-End Gross	\$ 535	\$ 1,478
Avg. Finance Gross	\$ 2,537	\$ 1,322
PUVR	\$ 3,072	\$ 2,800
Total Gross (Units & PUVR)	\$ 614,364	\$ 47,603
GROI	886%	403%
% with Trade	65%	64%
Avg. Over/Under Allowance	275	307

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	140
Avg. Days to Sale	9.7	10.6
Avg. Advertised Price (Time of Sale)	\$ 14,316	\$ 13,710
Avg. Transaction Price	\$ 12,841	\$ 12,321
Avg. Market Price at 100%	\$ 15,763	\$ 15,271
Avg. Price to Market % (Time of Sale)	91%	90%
Avg. Transaction to Market	81%	81%
Avg. Transactional Discount	\$ 1,476	\$ 1,389
Avg. Front-End Gross	\$ 535	\$ 609
Avg. Finance Gross	\$ 2,537	\$ 3,019
PUVR	\$ 3,072	\$ 3,627
Total Gross (Units & PUVR)	\$ 614,364	\$ 507,848
GROI	886%	1003%
% with Trade	65%	6%
Avg. Over/Under Allowance	275	267



No	
	60
	7.8
\$	14,052
\$	14,052
\$	17,111
	82%
	82%
\$	1,679
\$	362
\$	1,413
\$	1,775
\$	106,516
	584%
	0%
	293

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	27	77
% of Retail Units	100%	14%	39%
% Retailed of Non-New Franchise	30%	26%	30%
Avg. Days to Sale	9.7	10.0	10.3
Avg. Transaction Price	\$ 12,841	\$ 13,020	\$ 13,226
Avg. Transaction to Market %	81%	82%	81%
Avg. Transactional Discount	\$ 1,476	\$ 1,460	\$ 1,341
Avg. Front End Gross	\$ 535	\$ 616	\$ 534
Avg. Finance Gross	\$ 2,537	\$ 1,318	\$ 1,402
PUVR	\$ 3,072	\$ 1,934	\$ 1,937
Total Gross (Units & PUVR)	\$ 614,364	\$ 52,217	\$ 149,127
GROI	886%	533%	510%
% with Trade	65%	78%	65%
Avg. Over/Under Allowance	275	439	212



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
8	49	10	19
4%	25%	5%	10%
38%	35%	20%	32%
8.4	9.6	7.1	9.9
\$ 11,797	\$ 12,825	\$ 9,555	\$ 13,043
84%	79%	83%	82%
\$ 1,025	\$ 1,784	\$ 1,154	\$ 1,728
\$ 856	\$ 356	\$ 775	\$ 637
\$ 789	\$ 1,078	\$ 1,335	\$ 14,540
\$ 1,645	\$ 1,434	\$ 2,110	\$ 15,177
\$ 13,163	\$ 70,269	\$ 21,101	\$ 288,363
600%	418%	1120%	4211%
63%	69%	50%	53%
212	344	149	235

BO OEM/Leasing co	Other
10	0
5%	0%
20%	#DIV/0!
7.9	#DIV/0!
\$ 13,201	#DIV/0!
84%	#DIV/0!
\$ 1,249	#DIV/0!
\$ 507	#DIV/0!
\$ 1,506	#DIV/0!
\$ 2,012	#DIV/0!
\$ 20,124	#DIV/0!
695%	#DIV/0!
50%	#DIV/0!
226	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	184	6
% of Retail Units	100%	92%	3%
% Retailed of Non-New Franchise	30%	32%	0%
Avg. Days to Sale	9.7	7.1	39.3
Avg. Transaction Price	\$ 12,841	\$ 12,928	\$ 12,083
Avg. Transaction to Market %	81%	81%	80%
Avg. Transactional Discount	\$ 1,476	\$ 1,489	\$ 1,675
Avg. Front End Gross	\$ 535	\$ 529	\$ 555
Avg. Finance Gross	\$ 2,537	\$ 2,677	\$ 1,205
PUVR	\$ 3,072	\$ 3,206	\$ 1,760
Total Gross (Units & PUVR)	\$ 614,364	\$ 589,917	\$ 10,557
GROI	886%	1260%	133%
% with Trade	65%	65%	67%
Avg. Over/Under Allowance	275	279	387



46-60 days	61-90 days	90+ days
7	0	0
4%	0%	0%
29%	#DIV/0!	#DIV/0!
53.4	#DIV/0!	#DIV/0!
\$ 10,657	#DIV/0!	#DIV/0!
84%	#DIV/0!	#DIV/0!
\$ 978	#DIV/0!	#DIV/0!
\$ 658	#DIV/0!	#DIV/0!
\$ 879	#DIV/0!	#DIV/0!
\$ 1,537	#DIV/0!	#DIV/0!
\$ 10,759	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!
43%	#DIV/0!	#DIV/0!
186	#DIV/0!	#DIV/0!