

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Dennis Fike	Armando Lopez	Joe Guzzo
Ruben Arcilla	Pat Connelly	Nick Biello
Mike Lyttle	Ray Furslew	Andres Espinosa
Vinny Zerbo	Dave Radice	Scott Wendling
Carlos Acosta	Pat Hughes	Andre Yulfo
		Lashae Henderson
		Ron Marino
		Ekaterina Gritsenko
		Luis Calderon
		Hunter Reeves
		Alyssia Rodriguez
		Darren Morales
		Justin Raymond
		Arnaud Kegbe
		Mike Magliulo
		Eric Morgenstern

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	KH201358T	2018	HONDA	CIVIC	39	Trade on New	Yes	\$ 15,141	\$ 15,041	95%	(\$1,005)	\$507
2	KH201902T	2017	Honda	CIVIC	17	Trade on New	Yes	\$ 14,300	\$ 14,300	99%	(\$1,499)	\$1,597
3	KH201783T	2018	Honda	ACCORD	42	Trade on New	Yes	\$ 20,100	\$ 19,750	99%	\$79	\$1,261
4	KH200803A	2006	Honda	PILOT	36	Trade on New	No	\$ 6,500	\$ 6,500	94%	\$2,373	\$417
5	KH201580A	2011	Honda	PILOT	24	Trade on New	No	\$ 9,599	\$ 9,599	97%	\$1,649	\$729
6	K201345TA	2003	Chevrolet	TRAILBLAZER	18	Trade on Used	No	\$ 4,419	\$ 4,419	93%	\$1,353	\$729
7	K200663TA	2014	HONDA	ACCORD	85	Trade on Used	No	\$ 9,599	\$ 8,100	88%	\$54	\$531
8	KH200759A	2015	Honda	CIVIC	44	Trade on New	No	\$ 10,100	\$ 9,600	97%	(\$265)	\$1,334
9	KH20S127T	2017	Honda	ACCORD	105	Trade on New	Yes	\$ 18,500	\$ 18,500	95%	(\$2,380)	\$3,213
10	KHR5969	2018	Honda	FIT	25	LBO OEM/Leasing Co.	Yes	\$ 15,000	\$ 15,000	102%	\$340	\$299
11	KH210073A	2016	GMC	YUKON	40	Trade on New	No	\$ 31,909	\$ 29,286	93%	\$1,554	\$0
12	K201753TA	2008	HONDA	CIVIC	40	Trade on Used	No	\$ 4,199	\$ 3,879	87%	\$311	\$0
13	KH201044A	2005	HONDA	PILOT	28	Trade on New	No	\$ 5,300	\$ 5,300	102%	\$1,571	\$841
14	KH200341T	2018	HONDA	ACCORD	18	Trade on New	Yes	\$ 18,888	\$ 18,888	102%	\$499	\$2,315
15	KH20S174A	2017	HONDA	CRV	5	Trade on New	Yes	\$ 22,999	\$ 22,199	100%	\$1,599	\$200
16	KH21S003A	2015	Honda	PILOT	26	Trade on New	No	\$ 18,500	\$ 18,400	99%	\$64	\$324
17	KHR5884	2017	Honda	FIT	116	LBO OEM/Leasing Co.	Yes	\$ 13,200	\$ 13,200	96%	(\$1,394)	\$850
18	KHR5944	2017	Honda	FIT	48	LBO OEM/Leasing Co.	Yes	\$ 13,299	\$ 13,299		\$102	\$1,890
19	KHR5961	2017	Honda	CRV	36	LBO OEM/Leasing Co.	Yes	\$ 19,400	\$ 19,400	95%	\$437	\$299
20	K201678BA	2007	Honda	ODYSSEY	16	Trade on Used	No	\$ 6,004	\$ 6,004	95%	\$1,472	\$562
21	K201052TA	2009	Honda	CIVIV	47	Trade on Used	No	\$ 3,889	\$ 3,889	93%	(\$444)	\$299
22	KHR5981	2017	Honda	Pilot	10	LBO OEM/Leasing Co.	Yes	\$ 30,319	\$ 28,852	103%	\$1,870	\$1,329
23	KH201904T	2017	Honda	CRV	52	Trade on New	Yes	\$ 17,999	\$ 17,999	92%	\$552	\$100
24	KH201657A	2012	Honda	Civic	66	Trade on New	No	\$ 6,800	\$ 6,691	88%	(\$251)	\$0
25	KH201928A	2019	Chevrolet	COLORADO	11	Trade on New	No	\$ 28,300	\$ 28,160	91%	\$1,828	\$2,064
26	K200341TA	2009	Honda	CRV	19	Trade on Used	No	\$ 7,999	\$ 7,999	100%	\$2,290	\$2,373
27	KH210243A	2017	Kia	SORRENTO	8	Trade on New	No	\$ 16,505	\$ 16,255	104%	\$1,937	\$1,885

28	KH201238A	2017	Honda	CRV	129	Trade on New	Yes	\$	21,400	\$	21,400	96%	(\$2,566)	\$399
29	KH201357B	2007	Honda	PILOT	13	Trade on Used	No	\$	5,998	\$	5,300	90%	\$667	\$740
30	KH201884T	2018	HONDA	ACCORD	12	Trade on New	Yes	\$	18,999	\$	18,585	102%	(\$696)	\$299
31	KHR5987	2016	Honda	CIVIV	16	LBO OEM/Leasing Co.	Yes	\$	14,599	\$	14,599	97%	\$2,040	\$3,195
32	KH201205A	2017	Honda	PILOT	44	Trade on New	No	\$	22,700	\$	22,500	91%	(\$359)	\$1,998
33	KH210200A	2009	HONDA	ACCORD	11	Trade on New	No	\$	6,178	\$	6,006	92%	\$1,824	\$8
34	KHR5892	2017	Honda	CRV	164	LBO OEM/Leasing Co.	No	\$	17,400	\$	17,400	96%	(\$2,422)	\$108
35	K201957AA	2011	NISSAN	SENTRA	31	Trade on Used	No	\$	4,599	\$	4,042	85%	\$441	\$299
36	KH201326A	2013	Chevrolet	MALIBU	42	Trade on New	No	\$	7,300	\$	7,300	76%	(\$800)	\$799
37	KHR5941	2017	HONDA	ACCORD	69	LBO OEM/Leasing Co.	No	\$	15,900	\$	15,900	94%	(\$1,082)	\$299
38	K201909AA	2016	Kia	SORRENTO	23	Trade on Used	No	\$	15,599	\$	15,599	93%	\$1,534	\$1,991
39	KH201931A	2004	Honda	CRV	45	Trade on New	No	\$	5,599	\$	5,599	104%	\$1,023	\$431
40	KHR5938	2017	HONDA	ACCORD	73	LBO OEM/Leasing Co.	Yes	\$	16,299	\$	16,299	96%	(\$925)	\$2,061
41	KH201594T	2018	HONDA	CIVIC	57	Trade on New	No	\$	13,600	\$	13,324	94%	(\$237)	\$540
42	KH210098A	2018	FORD	EDGE	44	Trade on New	No	\$	22,700	\$	22,700	94%	\$543	\$2,534
43	KH201268A	2016	FORD	FUSION	56	Trade on New	No	\$	8,299	\$	7,999	79%	(\$1,129)	\$1,257
44	KH201748T	2018	HONDA	ACCORD	34	Trade on New	Yes	\$	25,299	\$	25,299	100%	(\$56)	\$1,820
45	KHP3914	2017	Jeep	WRANGLER	110	Auction/Wholesale	No	\$	36,099	\$	35,849	96%	(\$3,042)	\$2,228
46	KH201570T	2018	HONDA	ODYSSEY	63	Trade on New	Yes	\$	27,000	\$	27,000	96%	(\$1,081)	\$4,283
47	KH201775A	2007	Honda	CIVIC HYBRID	44	Trade on New	No	\$	5,200	\$	4,700	98%	\$80	\$431
48	KHR5963	2017	Honda	CRV	39	LBO OEM/Leasing Co.	Yes	\$	18,700	\$	18,500	97%	(\$407)	\$431
49	KH201367T	2017	Mazda	CX-5	62	Trade on New	No	\$	20,100	\$	20,100	93%	(\$202)	\$299
50	KHP3927A	2010	LEXUS	LS460	7	Trade on Used	No	\$	18,888	\$	18,475	105%	\$4,540	\$431
51	KH201184A	2010	Honda	CIVIC	54	Trade on New	No	\$	7,600	\$	7,600	96%	(\$897)	\$1,085
52	KH201894T	2018	Honda	CIVIC	46	Trade on New	Yes	\$	15,100	\$	14,350	98%	(\$596)	\$100
53	K201655AT	2018	Honda	HRV	48	Trade on Used	Yes	\$	15,900	\$	15,900	94%	(\$96)	\$4,735

Scoreboard Totals

% Retailed of Non-Franchise Make	22%
Total # Retail Units	200
Avg. Days to Sale	42.9
Avg. Advertised Price (Time of Sale)	\$ 15,817
Avg. Transaction Price	\$ 15,548
Avg. Market Price at 100%	\$ 16,614
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 269
Avg. Front-End Gross	\$ 434
Avg. Finance Gross	\$ 1,354
PUVR	\$ 1,789
Total Gross (Units & PUVR)	\$ 357,723
GROI	96%
% with Trade	32%
Avg. Over/Under Allowance	(\$9)



Scoreboard

(Click on the blue head

Desk Manager	Totals	
% Retailed of Non-New Franchise	22%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	42.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 15,817	#DIV/0!
Avg. Transaction Price	\$ 15,548	#DIV/0!
Avg. Market Price at 100%	\$ 16,614	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 269	#DIV/0!
Avg. Front-End Gross	\$ 434	#DIV/0!
Avg. Finance Gross	\$ 1,354	#DIV/0!
PUVR	\$ 1,789	#DIV/0!
Total Gross (Units & PUVR)	\$ 357,723	#DIV/0!
GROI	96%	#DIV/0!
% with Trade	32%	#DIV/0!
Avg. Over/Under Allowance	-9	#DIV/0!



Scoreboard

(Click on the blue head

Sales Consultant	Totals	
% Retailed of Non-New Franchise	22%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	42.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 15,817	#DIV/0!
Avg. Transaction Price	\$ 15,548	#DIV/0!
Avg. Market Price at 100%	\$ 16,614	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 269	#DIV/0!
Avg. Front-End Gross	\$ 434	#DIV/0!
Avg. Finance Gross	\$ 1,354	#DIV/0!
PUVR	\$ 1,789	#DIV/0!
Total Gross (Units & PUVR)	\$ 357,723	#DIV/0!
GROI	96%	#DIV/0!
% with Trade	32%	#DIV/0!
Avg. Over/Under Allowance	-9	#DIV/0!



Scoreboard

(Click on the blue head

Finance Manager	Totals	
% Retailed of Non-New Franchise	22%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	42.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 15,817	#DIV/0!
Avg. Transaction Price	\$ 15,548	#DIV/0!
Avg. Market Price at 100%	\$ 16,614	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 269	#DIV/0!
Avg. Front-End Gross	\$ 434	#DIV/0!
Avg. Finance Gross	\$ 1,354	#DIV/0!
PUVR	\$ 1,789	#DIV/0!
Total Gross (Units & PUVR)	\$ 357,723	#DIV/0!
GROI	96%	#DIV/0!
% with Trade	32%	#DIV/0!
Avg. Over/Under Allowance	-9	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	83
Avg. Days to Sale	42.9	41.3
Avg. Advertised Price (Time of Sale)	\$ 15,817	\$ 18,908
Avg. Transaction Price	\$ 15,548	\$ 18,689
Avg. Market Price at 100%	\$ 16,614	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 269	\$ 219
Avg. Front-End Gross	\$ 434	\$ 285
Avg. Finance Gross	\$ 1,354	\$ 1,565
PUVR	\$ 1,789	\$ 1,850
Total Gross (Units & PUVR)	\$ 357,723	\$ 153,539
GROI	96%	86%
% with Trade	32%	75%
Avg. Over/Under Allowance	-9	13



No	
	117
	44.1
\$	13,319
\$	13,319
\$	14,420
	92%
	92%
\$	305
\$	540
\$	1,205
\$	1,745
\$	204,184
	107%
	73%
	-24

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	156
Avg. Days to Sale	42.9	42.2
Avg. Advertised Price (Time of Sale)	\$ 15,817	\$ 15,868
Avg. Transaction Price	\$ 15,548	\$ 15,614
Avg. Market Price at 100%	\$ 16,614	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!
Avg. Transactional Discount	\$ 269	\$ 254
Avg. Front-End Gross	\$ 434	\$ 409
Avg. Finance Gross	\$ 1,354	\$ 1,367
PUVR	\$ 1,789	\$ 1,776
Total Gross (Units & PUVR)	\$ 357,723	\$ 276,995
GROI	96%	97%
% with Trade	32%	20%
Avg. Over/Under Allowance	-9	-3



No	
	44
	45.5
\$	15,313
\$	15,313
\$	16,786
	91%
	91%
\$	324
\$	526
\$	1,309
\$	1,835
\$	80,728
	95%
	73%
	-31

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	129	21
% of Retail Units	100%	65%	11%
% Retailed of Non-New Franchise	22%	24%	43%
Avg. Days to Sale	42.9	43.1	40.7
Avg. Transaction Price	\$ 15,548	\$ 15,445	\$ 8,372
Avg. Transaction to Market %	94%	93%	87%
Avg. Transactional Discount	\$ 269	\$ 299	\$ 328
Avg. Front End Gross	\$ 434	\$ 412	\$ 1,030
Avg. Finance Gross	\$ 1,354	\$ 1,282	\$ 1,069
PUVR	\$ 1,789	\$ 1,694	\$ 2,099
Total Gross (Units & PUVR)	\$ 357,723	\$ 218,537	\$ 44,080
GROI	96%	92%	222%
% with Trade	32%	30%	14%
Avg. Over/Under Allowance	-9	-1	10



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
2	5	0	0
1%	3%	0%	0%
0%	80%	#DIV/0!	#DIV/0!
22.0	96.4	#DIV/0!	#DIV/0!
\$ 16,700	\$ 25,905	#DIV/0!	#DIV/0!
97%	97%	#DIV/0!	#DIV/0!
\$ 800	\$ 130	#DIV/0!	#DIV/0!
\$ 1,971	\$ (2,291)	#DIV/0!	#DIV/0!
\$ 668	\$ 2,232	#DIV/0!	#DIV/0!
\$ 2,639	\$ (59)	#DIV/0!	#DIV/0!
\$ 5,278	\$ (295)	#DIV/0!	#DIV/0!
259%	-1%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

BO OEM/Leasing co	Other
43	0
22%	0%
0%	#DIV/0!
38.2	#DIV/0!
\$ 18,104	#DIV/0!
#DIV/0!	#DIV/0!
\$ 144	#DIV/0!
\$ 457	#DIV/0!
\$ 1,639	#DIV/0!
\$ 2,096	#DIV/0!
\$ 90,123	#DIV/0!
109%	#DIV/0!
49%	#DIV/0!
-43	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	87	38
% of Retail Units	100%	44%	19%
% Retailed of Non-New Franchise	22%	18%	24%
Avg. Days to Sale	42.9	16.8	38.2
Avg. Transaction Price	\$ 15,548	\$ 16,488	\$ 14,949
Avg. Transaction to Market %	94%	96%	92%
Avg. Transactional Discount	\$ 269	\$ 315	\$ 347
Avg. Front End Gross	\$ 434	\$ 1,290	\$ 393
Avg. Finance Gross	\$ 1,354	\$ 1,427	\$ 1,255
PUVR	\$ 1,789	\$ 2,718	\$ 1,648
Total Gross (Units & PUVR)	\$ 357,723	\$ 236,437	\$ 62,642
GROI	96%	353%	104%
% with Trade	32%	34%	18%
Avg. Over/Under Allowance	-9	-20	-16



46-60 days	61-90 days	90+ days
22	33	20
11%	17%	10%
45%	9%	30%
51.0	69.2	113.3
\$ 12,618	\$ 15,066	\$ 16,612
#DIV/0!	91%	93%
\$ 226	\$ 192	\$ 100
\$ 278	\$ (359)	\$ (1,730)
\$ 1,155	\$ 1,280	\$ 1,565
\$ 1,433	\$ 921	\$ (165)
\$ 31,533	\$ 30,408	\$ (3,297)
80%	32%	-3%
41%	39%	20%
36	-2	-8