

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
WARDER, JO	HAMILTON,	BAUTISTA,
PRIDGEON,	MEEKS, DAN	ZHANG, ERI
PHAM, TRUN	HAYS, NICH	BAZILLE, J
	SCHANBACK,	FARHA, ABD
		AZMAT, PER
		CHAVEZ, JA
		VELANDRES,
		JIMENEZ, M
		SEVILLA RO
		MONTIEL, A
		HERNANDEZ,
		SADAT, WAR

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	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	0006345D	18	CHEVROLET	EQUINOX	52	TRADE ON USED	NO	17837	17,837.00	85%	###	
2	0006379A	17	VOLKSWAGEN	PASSAT	76	Trade on Used		14837	14,837.00	86%	###	###
3	0006380A	18	TOYOTA	CAMRY	80	Trade on Used		21724	21,724.00	85%	###	###
4	0006442B	21	FORD	BRONCO	98	Trade on Used		62837	62,837.00	90%	###	###
5	0006445A	19	FORD	MUSTANG	24	Trade on used		39837	38,416.00	102%	\$(649.63)	###
6	0006448A	15	DODGE	CHARGER	68	Trade on used		18837	18,780.00	89%	\$ 306.69	###
7	0006467A	18	MINI	OUTLANDE	22	Trade on Used		22837	22,837.00	105%	\$ 739.81	###
8	0006469A	19	TOYOTA	CAMRY	23	Trade on used		25837	25,837.00	95%	\$ 378.57	###
9	0006476A	19	TOYOTA	CAMRY	8	Trade on used		32837	32,000.00	103%	###	
10	0006513A	17	LEXUS	RX 350	35	Trade on used		34724	34,724.00	102%	\$ 684.05	###
11	0006526A	21	TOYOTA	CAMRY	20	Trade on used		39954	38,954.00	111%	###	###
12	0006528A	18	LEXUS	RX 350	24	Trade on used		39837	39,837.00	105%	###	###
13	0006533A	17	LEXUS	ES 300H	22	Trade on used		32837	31,500.00	104%	###	###
14	0006545A	18	TOYOTA	CAMRY	14	Trade on used		26837	26,837.00	98%	\$(316.16)	###
15	0006547A	17	LEXUS	ES 350	19	Trade on used		31954	31,954.00	105%	###	###
16	0006549A	21	LEXUS	ES 350	26	Trade on used		41837	41,000.00	95%	\$ 862.33	
17	0006583A	20	LEXUS	RX 350	10	Trade on used		44837	44,837.00	96%	\$ 802.83	###
18	0006586A	15	LEXUS	RX350	10	Trade on used		26837	26,737.00	99%	###	###
19	0006586B	8	LEXUS	ES350	9	Trade on used		12837	12,837.00	106%	###	###
20	0006598A	21	LEXUS	GX 460	7	Trade on used		57837	57,837.00	99%	###	
21	000P6448	19	LEXUS	IS 300	75	Auction/Wholesale		36712	36,712.00	97%	###	###
22	000P6460	20	LEXUS	NX 300H	68	Auction/Wholesale		46954	46,454.00	99%	###	###
23	000P6463	21	LEXUS	GX 460	74	Auction/Wholesale		58954	58,454.00	100%	###	###
24	000P6468	17	LEXUS	IS 200T	84	Auction/Wholesale		28954	28,954.00	100%	\$(789.03)	###
25	000P6476	17	LEXUS	GS 350	77	Auction/Wholesale		34824	34,824.00	97%	###	###
26	000P6478	21	LEXUS	RC 300	59	Auction/Wholesale		46724	46,724.00	97%	\$ 342.93	###
27	000P6483	19	LEXUS	RX 350	99	Auction/Wholesale		38584	38,584.00	85%	###	###

28	000P6488	19	LEXUS	ES 350	107	Auction/Wholesale	
29	000P6493	21	LEXUS	IS 300	72	Auction/Wholesale	
30	000P6502	19	LEXUS	ES 350	86	Auction/Wholesale	
31	000P6506	21	LEXUS	IS 350	33	Auction/Wholesale	
32	000P6510	17	HONDA	CIVIC	42	Auction/Wholesale	
33	000P6514	18	LEXUS	ES 300H	33	Street/Curb Buy	
34	000P6525	16	LEXUS	IS300	27	Auction/Wholesale	
35	000P6529	18	LEXUS	LS 500	17	Auction/Wholesale	
36	000P6532	19	LEXUS	IS 300	72	Auction/Wholesale	
37	000P6537	17	LEXUS	RX 350	11	Auction/Wholesale	
38	000P6538	19	LEXUS	IS 300	18	Auction/Wholesale	
39	000P6539	15	LEXUS	RX350	52	Street/Curb Buy	
40	000P6540	18	LEXUS	NX 300	20	Auction/Wholesale	
41	000P6542	13	LEXUS	GS350	12	Street/Curb Buy	
42	000P6543	16	LEXUS	CT200H	25	Auction/Wholesale	
43	000P6544	19	LEXUS	RX 350	2	Auction/Wholesale	
44	000P6545	18	LEXUS	NX 300	40	Auction/Wholesale	
45	000P6547	20	LEXUS	ES 300H	1	Auction/Wholesale	
46	000P6548	19	LEXUS	IS 300	24	Auction/Wholesale	
47	000P6549	17	LEXUS	RX 350	10	Auction/Wholesale	
48	000P6551	19	LEXUS	IS 300	3	Auction/Wholesale	
49	000P6552	16	LEXUS	CT200H	6	Street/Curb Buy	
50	000P6556	19	LEXUS	IS 300	23	Auction/Wholesale	
51	000P6557	18	LEXUS	IS 300	28	Auction/Wholesale	
52	000P6560	13	LEXUS	RX350	64	Street/Curb Buy	
53	000P6561	13	FORD	FIESTA	9	Street/Curb Buy	

35837	35,837.00	87%	###	###
39883	39,883.00	95%	###	###
40837	40,837.00	99%	###	
49724	47,724.00	103%	###	###
23724	23,724.00	103%	\$ 100.41	###
34837	34,837.00	100%	###	###
28724	28,724.00	99%	###	###
72954	70,954.00	125%	###	###
29837	29,675.00	92%	###	###
36837	36,215.68	101%	###	###
38837	38,837.00	103%	###	###
24837	24,837.00	95%	\$(399.03)	###
33837	30,725.00	100%	###	###
25837	25,837.00	103%	\$ (62.46)	###
25837	25,837.00	101%	###	###
52954	49,837.00	107%	###	###
37837	37,837.00	104%	###	###
38837	38,837.00	98%	###	###
38837	38,837.00	102%	###	###
38837	37,837.00	99%	###	###
35837	35,837.00	98%	\$ 357.52	###
26837	25,837.00	110%	###	###
33837	33,837.00	101%	###	###
37837	37,837.00	112%	###	###
17837	16,837.00	96%	\$ 527.95	###
9837	8,880.00	98%	###	###

Scoreboard Totals

% Retailed of Non-Franchise Make	35%
Total # Retail Units	197
Avg. Days to Sale	37.5
Avg. Advertised Price (Time of Sale)	\$ 35,141
Avg. Transaction Price	\$ 34,865
Avg. Market Price at 100%	\$ 35,589
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 276
Avg. Front-End Gross	\$ 1,713
Avg. Finance Gross	\$ 3,119
PUVR	\$ 4,531
Total Gross (Units & PUVR)	\$ 892,650
GROI	125%
% with Trade	1%
Avg. Over/Under Allowance	(\$1,474)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	WARDER, JO	
% Retailed of Non-New Franchise	35%	32%	#DIV/0!
Total # Retail Units	197	60	0
Avg. Days to Sale	37.5	35.4	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,141	\$ 34,419	#DIV/0!
Avg. Transaction Price	\$ 34,865	\$ 34,280	#DIV/0!
Avg. Market Price at 100%	\$ 35,589	\$ 35,142	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	98%	#DIV/0!
Avg. Transaction to Market	98%	98%	#DIV/0!
Avg. Transactional Discount	\$ 276	\$ 139	#DIV/0!
Avg. Front-End Gross	\$ 1,713	\$ 2,071	#DIV/0!
Avg. Finance Gross	\$ 3,119	\$ 3,272	#DIV/0!
PUVR	\$ 4,531	\$ 5,016	#DIV/0!
Total Gross (Units & PUVR)	\$ 892,650	\$ 300,945	#DIV/0!
GROI	125%	149%	#DIV/0!
% with Trade	1%	0%	#DIV/0!
Avg. Over/Under Allowance	-1,474	-1,223	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	SADAT, WAR
% Retailed of Non-New Franchise	35%	#DIV/0!	27%
Total # Retail Units	197	0	22
Avg. Days to Sale	37.5	#DIV/0!	35.0
Avg. Advertised Price (Time of Sale)	\$ 35,141	#DIV/0!	\$ 35,120
Avg. Transaction Price	\$ 34,865	#DIV/0!	\$ 34,904
Avg. Market Price at 100%	\$ 35,589	#DIV/0!	\$ 35,723
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	98%
Avg. Transaction to Market	98%	#DIV/0!	98%
Avg. Transactional Discount	\$ 276	#DIV/0!	\$ 216
Avg. Front-End Gross	\$ 1,713	#DIV/0!	\$ 3,067
Avg. Finance Gross	\$ 3,119	#DIV/0!	\$ 3,060
PUVR	\$ 4,531	#DIV/0!	\$ 6,128
Total Gross (Units & PUVR)	\$ 892,650	#DIV/0!	\$ 134,810
GROI	125%	#DIV/0!	181%
% with Trade	1%	#DIV/0!	0%
Avg. Over/Under Allowance	-1,474	#DIV/0!	-1,598



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	SCHANBACK,	
% Retailed of Non-New Franchise	35%	31%	#DIV/0!
Total # Retail Units	197	52	0
Avg. Days to Sale	37.5	37.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,141	\$ 35,322	#DIV/0!
Avg. Transaction Price	\$ 34,865	\$ 34,945	#DIV/0!
Avg. Market Price at 100%	\$ 35,589	\$ 35,951	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	98%	#DIV/0!
Avg. Transaction to Market	98%	97%	#DIV/0!
Avg. Transactional Discount	\$ 276	\$ 377	#DIV/0!
Avg. Front-End Gross	\$ 1,713	\$ 1,493	#DIV/0!
Avg. Finance Gross	\$ 3,119	\$ 3,028	#DIV/0!
PUVR	\$ 4,531	\$ 4,113	#DIV/0!
Total Gross (Units & PUVR)	\$ 892,650	\$ 213,885	#DIV/0!
GROI	125%	114%	#DIV/0!
% with Trade	1%	0%	#DIV/0!
Avg. Over/Under Allowance	-1,474	-1,356	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	197	0	1
Avg. Days to Sale	37.5	#DIV/0!	52.0
Avg. Advertised Price (Time of Sale)	\$ 35,141	#DIV/0!	\$ 17,837
Avg. Transaction Price	\$ 34,865	#DIV/0!	\$ 17,837
Avg. Market Price at 100%	\$ 35,589	#DIV/0!	\$ 20,985
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	85%
Avg. Transaction to Market	98%	#DIV/0!	85%
Avg. Transactional Discount	\$ 276	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 1,713	#DIV/0!	\$ (2,035)
Avg. Finance Gross	\$ 3,119	#DIV/0!	#DIV/0!
PUVR	\$ 4,531	#DIV/0!	\$ (2,035)
Total Gross (Units & PUVR)	\$ 892,650	#DIV/0!	\$ (2,035)
GROI	125%	#DIV/0!	-79%
% with Trade	1%	#DIV/0!	0%
Avg. Over/Under Allowance	-1,474	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	197	128	69
Avg. Days to Sale	37.5	32.7	46.3
Avg. Advertised Price (Time of Sale)	\$ 35,141	\$ 38,038	\$ 29,602
Avg. Transaction Price	\$ 34,865	\$ 37,702	\$ 29,602
Avg. Market Price at 100%	\$ 35,589	\$ 38,077	\$ 30,952
Avg. Price to Market % (Time of Sale)	99%	100%	96%
Avg. Transaction to Market	98%	99%	96%
Avg. Transactional Discount	\$ 276	\$ 336	\$ 166
Avg. Front-End Gross	\$ 1,713	\$ 2,194	\$ 819
Avg. Finance Gross	\$ 3,119	\$ 3,335	\$ 2,684
PUVR	\$ 4,531	\$ 5,295	\$ 3,115
Total Gross (Units & PUVR)	\$ 892,650	\$ 677,728	\$ 214,922
GROI	125%	154%	82%
% with Trade	1%	1%	0%
Avg. Over/Under Allowance	-1,474	-1,826	-464



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	197	77	43
% of Retail Units	100%	39%	22%
% Retailed of Non-New Franchise	35%	55%	53%
Avg. Days to Sale	37.5	47.0	38.0
Avg. Transaction Price	\$ 34,865	\$ 34,693	\$ 32,256
Avg. Transaction to Market %	98%	97%	97%
Avg. Transactional Discount	\$ 276	\$ 188	\$ 191
Avg. Front End Gross	\$ 1,713	\$ 1,380	\$ 899
Avg. Finance Gross	\$ 3,119	\$ 3,005	\$ 2,960
PUVR	\$ 4,531	\$ 4,034	\$ 3,446
Total Gross (Units & PUVR)	\$ 892,650	\$ 310,599	\$ 148,164
GROI	125%	89%	101%
% with Trade	1%	0%	2%
Avg. Over/Under Allowance	-1,474	-1,195	-1,959



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
20	51	6	0
10%	26%	3%	0%
15%	2%	0%	#DIV/0!
22.0	32.2	9.5	#DIV/0!
\$ 26,755	\$ 40,045	\$ 38,769	#DIV/0!
100%	99%	98%	#DIV/0!
\$ 416	\$ 493	\$ (284)	#DIV/0!
\$ 1,686	\$ 2,799	\$ 2,679	#DIV/0!
\$ 3,668	\$ 3,156	\$ 3,361	#DIV/0!
\$ 5,170	\$ 5,769	\$ 6,040	#DIV/0!
\$ 103,410	\$ 294,238	\$ 36,239	#DIV/0!
317%	161%	590%	#DIV/0!
0%	0%	0%	#DIV/0!
#DIV/0!	-1,643	-2,000	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	197	105	25
% of Retail Units	100%	53%	13%
% Retailed of Non-New Franchise	35%	26%	28%
Avg. Days to Sale	37.5	14.0	37.2
Avg. Transaction Price	\$ 34,865	\$ 36,589	\$ 33,721
Avg. Transaction to Market %	98%	101%	99%
Avg. Transactional Discount	\$ 276	\$ 377	\$ 277
Avg. Front End Gross	\$ 1,713	\$ 3,083	\$ 1,939
Avg. Finance Gross	\$ 3,119	\$ 3,313	\$ 3,220
PUVR	\$ 4,531	\$ 6,396	\$ 5,159
Total Gross (Units & PUVR)	\$ 892,650	\$ 671,587	\$ 128,967
GROI	125%	450%	148%
% with Trade	1%	0%	4%
Avg. Over/Under Allowance	-1,474	-1,039	-2,300



46-60 days	61-90 days	90+ days
21	31	15
11%	16%	8%
48%	55%	53%
52.8	76.8	99.9
\$ 33,158	\$ 31,249	\$ 34,568
96%	93%	90%
\$ 45	\$ 143	\$ 167
\$ 1,284	\$ (1,001)	\$ (2,049)
\$ 2,863	\$ 2,543	\$ 3,044
\$ 4,147	\$ 1,541	\$ 995
\$ 87,089	\$ 47,783	\$ 14,924
85%	23%	10%
0%	0%	0%
-3,358	-1,200	-1,598