

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Joel Maldonado	Benjamin Shihadeh	Raul Amado
Alfredo Agosto	Remila Christo	Adrianna Guzman
	Fausto Ariaza	Carlos Hernandez
	Alexander Guzman	Markell Milstrey
	Johan Aristabal	Sophie
		Javier Paredes
		Tyler Maldonado
		Jose gonnell
		Radelkis
		Jorge
		Sandie Henry
		Mathew Blanchard
		Igancio Menyou-Rocha
		Hector Labatta
		Rolando Rodriguez
		Omar Gauzcho
		Kevin Colindres
		Eric Gil
		Jean Shim
		Pate Charles
		Luis Suarez
		Kenneth Taylor
		Asmat Amin

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	227305AA	20	HONDA	ACCORD	10	TRADE ON USED	YES	\$ 26,900	\$ 26,795		\$5,400	\$4,600
2	235229A	19	HONDA	CRV	9	TRADE ON NEW	Yes	\$ 25,900	\$ 25,795		\$5,000	\$2,000
3	227034A	21	HONDA	PILOT	101	TRADE ON NEW	YES	\$ 34,900	\$ 34,900		(\$1,200)	\$1,660
4	235105AAA	19	Hyundai	KONA	14	TRADE ON USED	NO	\$ 15,500	\$ 14,900		\$3,300	\$1,200
5	235193A	19	HONDA	CIVIC	14	TRADE ON NEW	NO	\$ 23,500	\$ 22,500		\$2,600	\$1,200
6	H24117A	20	HONDA	HRV	5	TRADE ON USED	YES	\$ 28,500	\$ 27,900		\$2,400	\$4,200
7	H24480R	22	HONDA	CRV	4	LOANER	YES	\$ 32,500	\$ 32,500		\$4,000	\$4,600
8	235218A	19	HONDA	CIVIC	17	TRADE ON NEW	YES	\$ 24,500	\$ 22,500		\$1,600	\$1,313
9	227339A	20	HONDA	CIVIC	14	TRADE ON NEW	YES	\$ 24,900	\$ 22,900		\$250	\$3,800
10	227082AA	15	BMW	650	36	TRADE ON USED	NO	\$ 25,500	\$ 24,500		\$1,900	\$1,900
11	235274A	12	HONDA	CRV	11	TRADE ON NEW		\$ 13,900	\$ 11,500		\$1,200	\$1,100
12	235308A	13	HONDA	PILOT	8	TRADE ON NEW	YES	\$ 18,500	\$ 17,900		\$5,200	\$1,900
13	235094A	21	HONDA	PASSPORT	72	TRADE ON NEW	YES	\$ 33,500	\$ 33,500		\$1,000	\$1,600
14	227369A	21	HONDA	CIVIC	10	TRADE ON NEW	YES	\$ 28,500	\$ 28,500		\$4,000	\$2,800
15	H24501R	22	HONDA	CRV	5	LOANER	YES	\$ 37,500	\$ 35,000		\$3,600	\$5,700
16	227185A	14	HONDA	PILOT	44	TRADE ON NEW	YES	\$ 16,900	\$ 16,000		\$3,000	\$3,600
17	227356A	22	HONDA	HRV	10	TRADE ON NEW	YES	\$ 29,900	\$ 29,500		\$5,800	\$5,400
18	235221A	13	TOYOTA	CAMRY	28	TRADE ON NEW	NO	\$ 14,500	\$ 13,500		\$3,500	\$1,000
19	227356A	20	HONDA	CIVIC	5	TRADE ON NEW	YES	\$ 23,500	\$ 22,000		\$2,500	\$2,100
20	235334A	17	AUDI	A4	11	TRADE ON NEW	NO	\$ 23,500	\$ 22,500		\$4,000	\$0
21	235280A	21	HONDA	CIVIC	3	TRADE ON NEW	YES	\$ 27,500	\$ 25,500		\$1,000	\$1,500
22	227371A	20	HONDA	ACCORD	7	TRADE ON NEW	YES	\$ 27,500	\$ 27,400		\$5,200	\$5,000
23	235314A	17	HONDA	ACCORD	15	TRADE ON NEW	NO	\$ 21,500	\$ 18,900		\$2,400	\$1,800
24	H24538	21	BMW	X5	4	Street/Curb Buy	NO	\$ 53,500	\$ 53,500		\$5,500	\$0
25	235267A	20	HONDA	CIVIC	7	TRADE ON NEW	YES	\$ 26,500	\$ 28,000		\$7,500	\$4,400
26	H24512T	20	HONDA	ACCORD	15	Other	NO	\$ 26,500	\$ 26,500		\$5,700	\$1,200
27	235305A	20	HONDA	HRV	8	TRADE ON NEW	YES	\$ 24,500	\$ 23,200		\$3,600	\$500
28	H24479R	22	HONDA	PILOT	12	LOANER	YES	\$ 41,500	\$ 41,500		\$2,500	\$200
29	235175A	20	HONDA	CIVIC	61	TRADE ON NEW	NO	\$ 25,500	\$ 23,500		\$0	\$1,300

30	235279A	21	HONDA	ACCORD	8	TRADE ON NEW	YES	\$ 28,500	\$ 26,300		\$1,500	\$4,200
31	227372A	19	HONDA	CRV	7	TRADE ON NEW	YES	\$ 28,500	\$ 28,000		\$4,500	\$300
32	235266A	18	HONDA	PILOT	11	TRADE ON NEW	YES	\$ 30,000	\$ 29,500		\$5,000	\$6,000
33	235321A	20	HONDA	CRV	7	TRADE ON NEW	YES	\$ 32,500	\$ 29,000		\$1,500	\$2,500
34	235284A	20	HONDA	HRV	11	TRADE ON NEW	YES	\$ 26,500	\$ 24,300		\$2,400	\$1,500
35	235293A	20	HONDA	ACCORD	8	TRADE ON NEW	YES	\$ 26,500	\$ 26,300		\$6,000	\$1,500
36	H24480R	22	HONDA	CRV	16	LOANER	YES	\$ 32,500	\$ 31,500		\$3,400	\$900
37	235331A	20	HONDA	PILOT	5	TRADE ON NEW	NO	\$ 33,500	\$ 31,500		\$2,200	\$2,000
38	227238A	20	HONDA	ACCORD	10	TRADE ON NEW	YES	\$ 24,500	\$ 23,900		\$2,500	\$500
39	235272A	19	DODGE	JOURNEY	20	TRADE ON NEW	NO	\$ 21,500	\$ 21,500		\$4,000	\$4,000
40	227352A	19	HONDA	HRV	8	TRADE ON NEW	YES	\$ 26,500	\$ 26,500		\$6,000	\$3,400
41	235252A	20	HONDA	CIVIC	14	TRADE ON NEW	YES	\$ 23,500	\$ 21,500		\$1,500	\$2,500
42	227263A	21	ACURA	ILX	50	TRADE ON NEW	NO	\$ 27,500	\$ 25,500		\$2,500	\$300
43	227323A	18	TOYOTA	COROLLA	22	TRADE ON NEW	NO	\$ 15,500	\$ 15,000		\$3,200	\$1,900
44	235294A	20	TOYOTA	COROLLA	7	TRADE ON NEW	NO	\$ 22,000	\$ 22,000		\$2,800	\$900
45	235301A	19	Subaru	WRX	14	TRADE ON NEW	NO	\$ 25,500	\$ 23,900		\$3,800	\$1,700
46	235200A	20	HONDA	CRV	5	TRADE ON NEW	YES	\$ 31,500	\$ 30,000		\$4,500	\$2,300
47	227346A	21	HONDA	CIVIC	8	TRADE ON NEW	YES	\$ 26,500	\$ 23,000		\$0	\$3,600
48	235356A	19	HONDA	HRV	5	TRADE ON NEW	YES	\$ 26,500	\$ 26,500		\$5,500	\$4,800
49	235378A	20	HONDA	CIVIC	6	TRADE ON NEW	YES	\$ 24,500	\$ 23,900		\$1,800	\$2,500
50	H24521	19	HONDA	HRV	19	LBO OEM/Leasing Co.	YES	\$ 24,500	\$ 24,500		\$2,500	\$2,100
51	235247A	22	TOYOTA	COROLLA	14	TRADE ON NEW	NO	\$ 26,500	\$ 26,500		\$5,000	\$2,400
52	235312A	20	HONDA	CIVIC	24	TRADE ON NEW	YES	\$ 25,500	\$ 23,700		\$2,000	\$4,000
53	H24511T	21	HONDA	ACCORD	22	Other	NO	\$ 28,000	\$ 27,500		\$500	\$2,500

Scoreboard Totals

% Retailed of Non-Franchise Make	20%
Total # Retail Units	59
Avg. Days to Sale	15.7
Avg. Advertised Price (Time of Sale)	\$ 26,692
Avg. Transaction Price	\$ 25,705
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ 987
Avg. Front-End Gross	\$ 3,174
Avg. Finance Gross	\$ 2,320
PUVR	\$ 5,494
Total Gross (Units & PUVR)	\$ 324,123
GROI	489%
% with Trade	12%
Avg. Over/Under Allowance	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	20%	#DIV/0!	#DIV/0!
Total # Retail Units	59	0	0
Avg. Days to Sale	15.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,692	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,705	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 987	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,174	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,320	#DIV/0!	#DIV/0!
PUVR	\$ 5,494	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 324,123	#DIV/0!	#DIV/0!
GROI	489%	#DIV/0!	#DIV/0!
% with Trade	12%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	20%	#DIV/0!	#DIV/0!
Total # Retail Units	59	0	0
Avg. Days to Sale	15.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,692	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,705	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 987	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,174	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,320	#DIV/0!	#DIV/0!
PUVR	\$ 5,494	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 324,123	#DIV/0!	#DIV/0!
GROI	489%	#DIV/0!	#DIV/0!
% with Trade	12%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	20%	#DIV/0!	#DIV/0!
Total # Retail Units	59	0	0
Avg. Days to Sale	15.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,692	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,705	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 987	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,174	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,320	#DIV/0!	#DIV/0!
PUVR	\$ 5,494	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 324,123	#DIV/0!	#DIV/0!
GROI	489%	#DIV/0!	#DIV/0!
% with Trade	12%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	59	38	18
Avg. Days to Sale	15.7	14.0	20.7
Avg. Advertised Price (Time of Sale)	\$ 26,692	\$ 27,787	\$ 24,206
Avg. Transaction Price	\$ 25,705	\$ 26,787	\$ 24,206
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 987	\$ 1,000	\$ 961
Avg. Front-End Gross	\$ 3,174	\$ 3,175	\$ 3,133
Avg. Finance Gross	\$ 2,320	\$ 2,731	\$ 1,444
PUVR	\$ 5,494	\$ 5,906	\$ 4,578
Total Gross (Units & PUVR)	\$ 324,123	\$ 224,423	\$ 82,400
GROI	489%	568%	329%
% with Trade	12%	11%	17%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	59	47	12
Avg. Days to Sale	15.7	14.7	20.0
Avg. Advertised Price (Time of Sale)	\$ 26,692	\$ 27,240	\$ 23,775
Avg. Transaction Price	\$ 25,705	\$ 26,198	\$ 23,775
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 987	\$ 1,043	\$ 767
Avg. Front-End Gross	\$ 3,174	\$ 3,069	\$ 3,583
Avg. Finance Gross	\$ 2,320	\$ 2,572	\$ 1,333
PUVR	\$ 5,494	\$ 5,641	\$ 4,917
Total Gross (Units & PUVR)	\$ 324,123	\$ 265,123	\$ 59,000
GROI	489%	529%	372%
% with Trade	12%	11%	17%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	59	46	5
% of Retail Units	100%	78%	8%
% Retailed of Non-New Franchise	20%	20%	40%
Avg. Days to Sale	15.7	16.5	14.2
Avg. Transaction Price	\$ 25,705	\$ 24,576	\$ 22,719
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 987	\$ 1,118	\$ 561
Avg. Front End Gross	\$ 3,174	\$ 3,121	\$ 3,200
Avg. Finance Gross	\$ 2,320	\$ 2,339	\$ 2,420
PUVR	\$ 5,494	\$ 5,459	\$ 5,620
Total Gross (Units & PUVR)	\$ 324,123	\$ 251,123	\$ 28,100
GROI	489%	483%	627%
% with Trade	12%	9%	40%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	0	4	0
2%	0%	7%	0%
100%	#DIV/0!	0%	#DIV/0!
4.0	#DIV/0!	9.3	#DIV/0!
\$ 53,500	#DIV/0!	\$ 35,125	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	\$ 875	#DIV/0!
\$ 5,500	#DIV/0!	\$ 3,375	#DIV/0!
\$ -	#DIV/0!	\$ 2,850	#DIV/0!
\$ 5,500	#DIV/0!	\$ 6,225	#DIV/0!
\$ 5,500	#DIV/0!	\$ 24,900	#DIV/0!
925%	#DIV/0!	690%	#DIV/0!
0%	#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	2
2%	0%	3%
0%	#DIV/0!	0%
19.0	#DIV/0!	18.5
\$ 24,500	#DIV/0!	\$ 27,000
#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	\$ 250
\$ 2,500	#DIV/0!	\$ 3,100
\$ 2,100	#DIV/0!	\$ 1,850
\$ 4,600	#DIV/0!	\$ 4,950
\$ 4,600	#DIV/0!	\$ 9,900
356%	#DIV/0!	357%
0%	#DIV/0!	50%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	59	53	2
% of Retail Units	100%	90%	3%
% Retailed of Non-New Franchise	20%	19%	50%
Avg. Days to Sale	15.7	10.7	40.0
Avg. Transaction Price	\$ 25,705	\$ 25,636	\$ 20,250
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 987	\$ 987	\$ 950
Avg. Front End Gross	\$ 3,174	\$ 3,397	\$ 2,450
Avg. Finance Gross	\$ 2,320	\$ 2,387	\$ 2,750
PUVR	\$ 5,494	\$ 5,784	\$ 5,200
Total Gross (Units & PUVR)	\$ 324,123	\$ 306,563	\$ 10,400
GROI	489%	762%	231%
% with Trade	12%	13%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
1	2	1
2%	3%	2%
100%	0%	0%
50.0	66.5	101.0
\$ 25,500	\$ 28,500	\$ 34,900
#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,000	\$ 1,000	\$ -
\$ 2,500	\$ 500	\$ (1,200)
\$ 300	\$ 1,450	\$ 1,660
\$ 2,800	\$ 1,950	\$ 460
\$ 2,800	\$ 3,900	\$ 460
79%	37%	5%
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!