



Vitals

AA01

Chris-01

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee	8,633	7,510	6,623	9,090	
Total Dealership Expense Per Employee	6,364	6,569	6,901	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS	1,564	1,506	1,394	1,635	
New Gross without F&I PNVS	-419	-772	-1,064	-192	
Total New Vehicle Gross PNVS	1,145	734	330	1,443	
Total New Retail/Lease Units	264	282	311	120	
New Salesprsn Comm&Incent % Gross	35.88	54.48	112.13	27.66	
New Net Advertising Expense % Gross	15.19	19.55	44.59	4.94	
New Net Floor Plan % Gross	-15.94	-23.16	-58.17	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR	824	630	721	797	
Used Net F&I Income PUVR	1,388	1,482	1,427	1,264	
Total Used Vehicle Gross PUVR	2,212	2,112	2,148	2,061	
Total Used Retail/Lease Units	172	154	124	86	
UV Salesprsn Comm & Incent %Gross	15.89	15.69	14.39	19.53	
Used Net Advertising Expense % Gross	7.79	6.75	9.42	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU	1,283	1,093	1,240	1,263	
N&U Finance Contract Penetration	68.31	69.17	65.29	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross	56.35	48.78	44.08	37.86	
Total P&A Gross % Sales	35.50	33.20	32.31	32.65	
Total Service Operating Profit % Gross	52.46	53.37	35.25	32.04	
Total Service Customer Gross % Sales	72.15	73.19	75.53	69.15	
Service Customer Flatrate Hours Per RO	1.6	1.6	1.6	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales	77.98	23.91	25.98	9.87	50
Warranty Receivables % Sales	27.86	33.69	43.31	45.16	25
Total New Inventory Months Supply	1.64	1.22	1.07	2.40	1.5
Used Inventory Months Supply	0.92	0.90	1.03	1.00	1
P&A Inventory Months Supply	1.30	1.56	1.68	1.50	1.5



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	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		10,427	10,039	9,090	
Total Dealership Expense Per Employee		8,587	9,199	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		1,735	1,853	1,635	
New Gross without F&I PNVS		166	-213	-192	
Total New Vehicle Gross PNVS		1,901	1,640	1,443	
Total New Retail/Lease Units		171	185	120	
New Salesprsn Comm&Incent % Gross		19.93	22.73	27.66	
New Net Advertising Expense % Gross		4.64	7.12	4.94	
New Net Floor Plan % Gross		-5.90	-7.32	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		898	697	797	
Used Net F&I Income PUVR		1,407	1,580	1,264	
Total Used Vehicle Gross PUVR		2,305	2,276	2,061	
Total Used Retail/Lease Units		69	68	86	
UV Salesprsn Comm & Incent %Gross		17.78	14.94	19.53	
Used Net Advertising Expense % Gross		12.56	10.13	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		1,264	1,385	1,263	
N&U Finance Contract Penetration		0.00	0.00	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		39.26	36.92	37.86	
Total P&A Gross % Sales		37.60	38.03	32.65	
Total Service Operating Profit % Gross		27.50	18.43	32.04	
Total Service Customer Gross % Sales		68.58	67.78	69.15	
Service Customer Flatrate Hours Per RO		1.2	1.5	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		-0.07	-0.07	9.87	50
Warranty Receivables % Sales		37.38	33.45	45.16	25
Total New Inventory Months Supply		3.07	2.75	2.40	1.5
Used Inventory Months Supply		0.84	1.03	1.00	1
P&A Inventory Months Supply		1.63	1.71	1.50	1.5



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Jose-03

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		7,125	9,968	9,090	
Total Dealership Expense Per Employee		7,560	9,016	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		957	1,328	1,635	
New Gross without F&I PNVS		296	227	-192	
Total New Vehicle Gross PNVS		1,253	1,556	1,443	
Total New Retail/Lease Units		57	97	120	
New Salesprsn Comm&Incent % Gross		27.88	24.83	27.66	
New Net Advertising Expense % Gross		16.62	13.83	4.94	
New Net Floor Plan % Gross		-6.42	-9.51	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		101	804	797	
Used Net F&I Income PUVR		741	1,132	1,264	
Total Used Vehicle Gross PUVR		842	1,935	2,061	
Total Used Retail/Lease Units		53	46	86	
UV Salesprsn Comm & Incent %Gross		36.23	21.67	19.53	
Used Net Advertising Expense % Gross		23.03	12.22	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		730	1,126	1,263	
N&U Finance Contract Penetration		77.24	86.01	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		22.06	27.96	37.86	
Total P&A Gross % Sales		37.40	43.70	32.65	
Total Service Operating Profit % Gross		34.37	19.70	32.04	
Total Service Customer Gross % Sales		69.35	72.52	69.15	
Service Customer Flatrate Hours Per RO		1.1	1.0	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		41.07	47.11	9.87	50
Warranty Receivables % Sales		68.72	69.05	45.16	25
Total New Inventory Months Supply		1.70	1.03	2.40	1.5
Used Inventory Months Supply		0.72	0.80	1.00	1
P&A Inventory Months Supply		1.31	1.40	1.50	1.5



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Paul-04

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee	10,070	8,945	9,557	9,090	
Total Dealership Expense Per Employee	7,793	8,138	8,389	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS	1,555	1,475	1,596	1,635	
New Gross without F&I PNVS	-1,069	-1,337	-1,071	-192	
Total New Vehicle Gross PNVS	485	138	525	1,443	
Total New Retail/Lease Units	69	73	93	120	
New Salesprsn Comm&Incent % Gross	93.31	315.87	86.82	27.66	
New Net Advertising Expense % Gross	38.95	98.35	6.75	4.94	
New Net Floor Plan % Gross	-86.69	-130.42	-52.69	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR	1,044	1,041	1,592	797	
Used Net F&I Income PUVR	1,420	1,406	1,693	1,264	
Total Used Vehicle Gross PUVR	2,464	2,447	3,285	2,061	
Total Used Retail/Lease Units	68	71	65	86	
UV Salesprsn Comm & Incent %Gross	20.26	19.77	17.03	19.53	
Used Net Advertising Expense % Gross	7.64	5.55	4.05	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU	1,306	1,249	1,383	1,263	
N&U Finance Contract Penetration	82.20	81.10	87.34	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross	46.63	44.97	44.54	37.86	
Total P&A Gross % Sales	36.15	35.57	34.48	32.65	
Total Service Operating Profit % Gross	48.47	39.32	34.12	32.04	
Total Service Customer Gross % Sales	76.96	78.05	79.45	69.15	
Service Customer Flatrate Hours Per RO	1.3	1.9	1.8	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales	17.02	16.74	17.72	9.87	50
Warranty Receivables % Sales	10.84	29.92	31.25	45.16	25
Total New Inventory Months Supply	3.95	3.15	2.39	2.40	1.5
Used Inventory Months Supply	0.84	0.89	0.92	1.00	1
P&A Inventory Months Supply	1.74	0.93	0.98	1.50	1.5



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Brant-06

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		10,505	14,269	9,090	
Total Dealership Expense Per Employee		10,119	11,697	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		2,093	3,166	1,635	
New Gross without F&I PNVS		726	1,595	-192	
Total New Vehicle Gross PNVS		2,819	4,762	1,443	
Total New Retail/Lease Units		60	67	120	
New Salesprsn Comm&Incent % Gross		18.11	11.44	27.66	
New Net Advertising Expense % Gross		1.03	-0.22	4.94	
New Net Floor Plan % Gross		13.96	6.98	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		1,747	2,143	797	
Used Net F&I Income PUVR		797	1,265	1,264	
Total Used Vehicle Gross PUVR		2,544	3,409	2,061	
Total Used Retail/Lease Units		50	61	86	
UV Salesprsn Comm & Incent %Gross		21.96	19.54	19.53	
Used Net Advertising Expense % Gross		8.94	5.97	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		1,314	1,859	1,263	
N&U Finance Contract Penetration		26.48	25.00	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		19.64	16.69	37.86	
Total P&A Gross % Sales		30.35	28.16	32.65	
Total Service Operating Profit % Gross		26.06	24.11	32.04	
Total Service Customer Gross % Sales		68.72	65.15	69.15	
Service Customer Flatrate Hours Per RO		2.7	2.7	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		0.15	0.15	9.87	50
Warranty Receivables % Sales		632.47	561.22	45.16	25
Total New Inventory Months Supply		3.66	3.26	2.40	1.5
Used Inventory Months Supply		0.92	0.73	1.00	1
P&A Inventory Months Supply		3.43	3.27	1.50	1.5



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Frank-07

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		8,502	7,456	9,090	
Total Dealership Expense Per Employee		9,515	9,062	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		1,763	1,711	1,635	
New Gross without F&I PNVS		-71	287	-192	
Total New Vehicle Gross PNVS		1,692	1,998	1,443	
Total New Retail/Lease Units		106	92	120	
New Salesprsn Comm&Incent % Gross		23.14	15.50	27.66	
New Net Advertising Expense % Gross		5.96	3.69	4.94	
New Net Floor Plan % Gross		2.29	1.51	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		381	97	797	
Used Net F&I Income PUVR		1,073	1,261	1,264	
Total Used Vehicle Gross PUVR		1,454	1,358	2,061	
Total Used Retail/Lease Units		64	52	86	
UV Salesprsn Comm & Incent %Gross		32.39	28.88	19.53	
Used Net Advertising Expense % Gross		27.27	31.00	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		1,259	1,283	1,263	
N&U Finance Contract Penetration		76.58	80.56	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		-11.80	-57.33	37.86	
Total P&A Gross % Sales		27.22	20.24	32.65	
Total Service Operating Profit % Gross		24.03	2.20	32.04	
Total Service Customer Gross % Sales		63.72	61.76	69.15	
Service Customer Flatrate Hours Per RO		1.4	1.2	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		0.00	0.00	9.87	50
Warranty Receivables % Sales		6.28	7.99	45.16	25
Total New Inventory Months Supply		2.74	3.04	2.40	1.5
Used Inventory Months Supply		0.92	0.92	1.00	1
P&A Inventory Months Supply		1.93	2.14	1.50	1.5



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Eddie-08

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		7,749	8,580	9,090	
Total Dealership Expense Per Employee		6,972	7,825	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		1,273	1,425	1,635	
New Gross without F&I PNVS		-593	-524	-192	
Total New Vehicle Gross PNVS		680	901	1,443	
Total New Retail/Lease Units		121	152	120	
New Salesprsn Comm&Incent % Gross		43.52	35.27	27.66	
New Net Advertising Expense % Gross		28.45	18.52	4.94	
New Net Floor Plan % Gross		-3.19	-0.86	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		639	859	797	
Used Net F&I Income PUVR		1,270	1,209	1,264	
Total Used Vehicle Gross PUVR		1,908	2,068	2,061	
Total Used Retail/Lease Units		64	69	86	
UV Salesprsn Comm & Incent %Gross		20.54	21.49	19.53	
Used Net Advertising Expense % Gross		11.11	9.93	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		1,096	1,173	1,263	
N&U Finance Contract Penetration		42.17	42.99	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		40.34	39.39	37.86	
Total P&A Gross % Sales		28.85	28.54	32.65	
Total Service Operating Profit % Gross		28.45	18.97	32.04	
Total Service Customer Gross % Sales		69.71	67.64	69.15	
Service Customer Flatrate Hours Per RO		1.3	1.3	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		3.28	3.28	9.87	50
Warranty Receivables % Sales		6.69	8.41	45.16	25
Total New Inventory Months Supply		2.27	1.77	2.40	1.5
Used Inventory Months Supply		0.69	0.71	1.00	1
P&A Inventory Months Supply		1.52	1.47	1.50	1.5



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Del-09

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		7,578	7,634	9,090	
Total Dealership Expense Per Employee		8,604	7,849	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		1,533	2,381	1,635	
New Gross without F&I PNVS		-795	-1,635	-192	
Total New Vehicle Gross PNVS		738	745	1,443	
Total New Retail/Lease Units		144	97	120	
New Salesprsn Comm&Incent % Gross		40.50	37.78	27.66	
New Net Advertising Expense % Gross		15.92	10.86	4.94	
New Net Floor Plan % Gross		-15.65	-16.33	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		195	284	797	
Used Net F&I Income PUVR		1,061	1,416	1,264	
Total Used Vehicle Gross PUVR		1,256	1,700	2,061	
Total Used Retail/Lease Units		106	98	86	
UV Salesprsn Comm & Incent %Gross		28.20	16.54	19.53	
Used Net Advertising Expense % Gross		14.75	8.95	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		1,145	1,621	1,263	
N&U Finance Contract Penetration		61.07	73.85	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		32.25	40.99	37.86	
Total P&A Gross % Sales		30.09	35.29	32.65	
Total Service Operating Profit % Gross		24.09	25.17	32.04	
Total Service Customer Gross % Sales		68.43	68.94	69.15	
Service Customer Flatrate Hours Per RO		2.7	3.1	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		1.37	1.19	9.87	50
Warranty Receivables % Sales		115.69	189.69	45.16	25
Total New Inventory Months Supply		3.41	4.67	2.40	1.5
Used Inventory Months Supply		0.59	0.64	1.00	1
P&A Inventory Months Supply		1.64	1.83	1.50	1.5



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Patrick-10

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		8,779	7,406	9,090	
Total Dealership Expense Per Employee		7,676	7,838	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		1,710	1,507	1,635	
New Gross without F&I PNVS		130	-796	-192	
Total New Vehicle Gross PNVS		1,840	711	1,443	
Total New Retail/Lease Units		93	94	120	
New Salesprsn Comm&Incent % Gross		24.54	55.68	27.66	
New Net Advertising Expense % Gross		4.44	17.81	4.94	
New Net Floor Plan % Gross		-5.89	-3.15	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		470	-52	797	
Used Net F&I Income PUVR		1,261	1,328	1,264	
Total Used Vehicle Gross PUVR		1,731	1,276	2,061	
Total Used Retail/Lease Units		66	56	86	
UV Salesprsn Comm & Incent %Gross		21.52	28.02	19.53	
Used Net Advertising Expense % Gross		9.58	15.58	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		1,524	1,440	1,263	
N&U Finance Contract Penetration		74.50	69.33	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		54.33	57.05	37.86	
Total P&A Gross % Sales		36.74	35.99	32.65	
Total Service Operating Profit % Gross		11.45	15.02	32.04	
Total Service Customer Gross % Sales		71.35	71.64	69.15	
Service Customer Flatrate Hours Per RO		1.5	1.6	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		12.86	12.18	9.87	50
Warranty Receivables % Sales		55.26	49.15	45.16	25
Total New Inventory Months Supply		2.78	2.62	2.40	1.5
Used Inventory Months Supply		1.58	1.69	1.00	1
P&A Inventory Months Supply		1.49	1.39	1.50	1.5



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Mike-11

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		6,517	6,738	9,090	
Total Dealership Expense Per Employee		6,637	7,080	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		1,561	1,772	1,635	
New Gross without F&I PNVS		-588	-523	-192	
Total New Vehicle Gross PNVS		973	1,249	1,443	
Total New Retail/Lease Units		82	108	120	
New Salesprsn Comm&Incent % Gross		31.02	27.09	27.66	
New Net Advertising Expense % Gross		12.92	9.93	4.94	
New Net Floor Plan % Gross		-6.83	2.07	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		148	-56	797	
Used Net F&I Income PUVR		1,071	848	1,264	
Total Used Vehicle Gross PUVR		1,219	792	2,061	
Total Used Retail/Lease Units		57	67	86	
UV Salesprsn Comm & Incent %Gross		27.46	39.60	19.53	
Used Net Advertising Expense % Gross		18.19	29.74	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		1,227	1,275	1,263	
N&U Finance Contract Penetration		78.83	77.14	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		33.97	19.81	37.86	
Total P&A Gross % Sales		36.68	32.61	32.65	
Total Service Operating Profit % Gross		26.16	26.83	32.04	
Total Service Customer Gross % Sales		62.19	61.55	69.15	
Service Customer Flatrate Hours Per RO		1.5	1.6	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		0.00	0.00	9.87	50
Warranty Receivables % Sales		35.14	39.14	45.16	25
Total New Inventory Months Supply		4.32	3.12	2.40	1.5
Used Inventory Months Supply		1.40	1.33	1.00	1
P&A Inventory Months Supply		1.44	1.57	1.50	1.5



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Alex-12

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		8,311	6,591	9,090	
Total Dealership Expense Per Employee		7,935	7,926	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		1,364	1,386	1,635	
New Gross without F&I PNVS		-693	-916	-192	
Total New Vehicle Gross PNVS		671	470	1,443	
Total New Retail/Lease Units		43	49	120	
New Salesprsn Comm&Incent % Gross		61.21	94.22	27.66	
New Net Advertising Expense % Gross		-5.41	-12.01	4.94	
New Net Floor Plan % Gross		-59.17	-83.30	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		457	102	797	
Used Net F&I Income PUVR		975	914	1,264	
Total Used Vehicle Gross PUVR		1,431	1,017	2,061	
Total Used Retail/Lease Units		49	46	86	
UV Salesprsn Comm & Incent %Gross		24.84	34.73	19.53	
Used Net Advertising Expense % Gross		7.45	11.91	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		1,053	1,052	1,263	
N&U Finance Contract Penetration		59.58	63.16	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		49.79	42.26	37.86	
Total P&A Gross % Sales		37.56	39.19	32.65	
Total Service Operating Profit % Gross		22.00	3.68	32.04	
Total Service Customer Gross % Sales		68.32	66.46	69.15	
Service Customer Flatrate Hours Per RO		1.4	1.1	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		1.76	2.13	9.87	50
Warranty Receivables % Sales		13.94	18.51	45.16	25
Total New Inventory Months Supply		1.83	1.61	2.40	1.5
Used Inventory Months Supply		0.73	0.76	1.00	1
P&A Inventory Months Supply		1.24	1.59	1.50	1.5



Vitals

AA01

Frank-13

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		2,411	2,945	9,090	
Total Dealership Expense Per Employee		2,216	2,238	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		1,161	938	1,635	
New Gross without F&I PNVS		751	2,109	-192	
Total New Vehicle Gross PNVS		1,911	3,047	1,443	
Total New Retail/Lease Units		30	24	120	
New Salesprsn Comm&Incent % Gross		25.09	9.03	27.66	
New Net Advertising Expense % Gross		-5.74	-0.50	4.94	
New Net Floor Plan % Gross		1.97	2.07	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		798	507	797	
Used Net F&I Income PUVR		661	708	1,264	
Total Used Vehicle Gross PUVR		1,459	1,215	2,061	
Total Used Retail/Lease Units		35	50	86	
UV Salesprsn Comm & Incent %Gross		28.09	27.45	19.53	
Used Net Advertising Expense % Gross		-0.76	0.51	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		776	717	1,263	
N&U Finance Contract Penetration		80.10	90.54	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		50.61	63.26	37.86	
Total P&A Gross % Sales		34.24	54.51	32.65	
Total Service Operating Profit % Gross		13.52	9.21	32.04	
Total Service Customer Gross % Sales		67.06	69.50	69.15	
Service Customer Flatrate Hours Per RO		1.5	1.5	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		0.00	0.00	9.87	50
Warranty Receivables % Sales		0.00	0.00	45.16	25
Total New Inventory Months Supply		2.45	3.24	2.40	1.5
Used Inventory Months Supply		1.03	0.77	1.00	1
P&A Inventory Months Supply		2.69	2.89	1.50	1.5



Vitals

AA01

Billy-15

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		11,935	13,482	9,090	
Total Dealership Expense Per Employee		9,675	10,869	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		1,516	1,614	1,635	
New Gross without F&I PNVS		-335	-247	-192	
Total New Vehicle Gross PNVS		1,180	1,367	1,443	
Total New Retail/Lease Units		149	169	120	
New Salesprsn Comm&Incent % Gross		30.56	28.15	27.66	
New Net Advertising Expense % Gross		4.99	5.32	4.94	
New Net Floor Plan % Gross		-0.73	-0.10	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		349	568	797	
Used Net F&I Income PUVR		1,264	1,532	1,264	
Total Used Vehicle Gross PUVR		1,614	2,099	2,061	
Total Used Retail/Lease Units		137	168	86	
UV Salesprsn Comm & Incent %Gross		17.26	13.69	19.53	
Used Net Advertising Expense % Gross		6.79	5.06	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		1,228	1,375	1,263	
N&U Finance Contract Penetration		68.68	70.33	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		34.52	22.35	37.86	
Total P&A Gross % Sales		35.20	32.16	32.65	
Total Service Operating Profit % Gross		31.61	17.01	32.04	
Total Service Customer Gross % Sales		67.29	66.82	69.15	
Service Customer Flatrate Hours Per RO		0.9	0.9	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		0.00	0.00	9.87	50
Warranty Receivables % Sales		4.26	6.66	45.16	25
Total New Inventory Months Supply		1.72	1.45	2.40	1.5
Used Inventory Months Supply		0.95	0.84	1.00	1
P&A Inventory Months Supply		1.35	1.41	1.50	1.5



Vitals

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		7,472	7,911	9,090	
Total Dealership Expense Per Employee		7,155	8,469	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		1,400	645	1,635	
New Gross without F&I PNVS		-1,043	-543	-192	
Total New Vehicle Gross PNVS		357	102	1,443	
Total New Retail/Lease Units		102	95	120	
New Salesprsn Comm&Incent % Gross		86.01	334.82	27.66	
New Net Advertising Expense % Gross		-12.80	163.60	4.94	
New Net Floor Plan % Gross		-80.81	-294.28	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		784	968	797	
Used Net F&I Income PUVR		1,138	1,404	1,264	
Total Used Vehicle Gross PUVR		1,922	2,372	2,061	
Total Used Retail/Lease Units		111	118	86	
UV Salesprsn Comm & Incent %Gross		18.50	16.59	19.53	
Used Net Advertising Expense % Gross		4.79	6.06	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		996	756	1,263	
N&U Finance Contract Penetration		74.14	76.53	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		31.11	28.98	37.86	
Total P&A Gross % Sales		33.52	33.75	32.65	
Total Service Operating Profit % Gross		21.10	2.22	32.04	
Total Service Customer Gross % Sales		64.92	65.68	69.15	
Service Customer Flatrate Hours Per RO		1.1	1.1	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		0.00	0.00	9.87	50
Warranty Receivables % Sales		47.93	41.68	45.16	25
Total New Inventory Months Supply		2.46	2.53	2.40	1.5
Used Inventory Months Supply		1.28	1.02	1.00	1
P&A Inventory Months Supply		2.15	2.14	1.50	1.5



Vitals

AA01

Robert-17

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		11,413	11,572	9,090	
Total Dealership Expense Per Employee		9,575	10,250	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		1,736	1,709	1,635	
New Gross without F&I PNVS		550	279	-192	
Total New Vehicle Gross PNVS		2,286	1,988	1,443	
Total New Retail/Lease Units		126	142	120	
New Salesprsn Comm&Incent % Gross		20.07	22.62	27.66	
New Net Advertising Expense % Gross		-1.07	5.74	4.94	
New Net Floor Plan % Gross		0.46	-0.48	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		1,023	1,248	797	
Used Net F&I Income PUVR		1,232	1,265	1,264	
Total Used Vehicle Gross PUVR		2,254	2,513	2,061	
Total Used Retail/Lease Units		101	112	86	
UV Salesprsn Comm & Incent %Gross		20.69	17.68	19.53	
Used Net Advertising Expense % Gross		8.41	9.98	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		1,344	1,310	1,263	
N&U Finance Contract Penetration		71.38	77.17	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		34.81	33.77	37.86	
Total P&A Gross % Sales		28.53	29.06	32.65	
Total Service Operating Profit % Gross		25.60	21.75	32.04	
Total Service Customer Gross % Sales		60.99	61.51	69.15	
Service Customer Flatrate Hours Per RO		1.3	1.2	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		0.17	0.18	9.87	50
Warranty Receivables % Sales		34.43	38.67	45.16	25
Total New Inventory Months Supply		2.72	2.38	2.40	1.5
Used Inventory Months Supply		1.04	0.94	1.00	1
P&A Inventory Months Supply		1.27	1.35	1.50	1.5



Vitals

AA01

Jim-18

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		7,541	6,505	9,090	
Total Dealership Expense Per Employee		7,328	7,420	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		1,009	785	1,635	
New Gross without F&I PNVS		-417	-684	-192	
Total New Vehicle Gross PNVS		591	101	1,443	
Total New Retail/Lease Units		88	126	120	
New Salesprsn Comm&Incent % Gross		69.73	378.20	27.66	
New Net Advertising Expense % Gross		13.53	63.11	4.94	
New Net Floor Plan % Gross		-3.10	-47.33	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		544	283	797	
Used Net F&I Income PUVR		709	662	1,264	
Total Used Vehicle Gross PUVR		1,254	945	2,061	
Total Used Retail/Lease Units		79	83	86	
UV Salesprsn Comm & Incent %Gross		30.28	38.26	19.53	
Used Net Advertising Expense % Gross		9.76	16.46	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		703	630	1,263	
N&U Finance Contract Penetration		70.46	73.21	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		37.57	29.11	37.86	
Total P&A Gross % Sales		39.86	40.31	32.65	
Total Service Operating Profit % Gross		33.57	34.75	32.04	
Total Service Customer Gross % Sales		66.03	65.66	69.15	
Service Customer Flatrate Hours Per RO		1.3	1.3	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		2.59	2.76	9.87	50
Warranty Receivables % Sales		28.22	38.01	45.16	25
Total New Inventory Months Supply		1.40	0.92	2.40	1.5
Used Inventory Months Supply		1.10	1.02	1.00	1
P&A Inventory Months Supply		1.10	1.26	1.50	1.5



Vitals

AA01

Ron-19

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		26,414	26,977	9,090	
Total Dealership Expense Per Employee		31,070	35,975	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		1,135	1,176	1,635	
New Gross without F&I PNVS		-1,234	-1,273	-192	
Total New Vehicle Gross PNVS		-99	-97	1,443	
Total New Retail/Lease Units		133	160	120	
New Salesprsn Comm&Incent % Gross		-397.21	-517.71	27.66	
New Net Advertising Expense % Gross		-194.84	-158.94	4.94	
New Net Floor Plan % Gross		187.94	230.47	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		747	908	797	
Used Net F&I Income PUVR		807	851	1,264	
Total Used Vehicle Gross PUVR		1,554	1,759	2,061	
Total Used Retail/Lease Units		80	91	86	
UV Salesprsn Comm & Incent %Gross		26.20	31.80	19.53	
Used Net Advertising Expense % Gross		0.48	0.39	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		837	886	1,263	
N&U Finance Contract Penetration		97.45	100.00	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		27.74	23.72	37.86	
Total P&A Gross % Sales		33.02	31.37	32.65	
Total Service Operating Profit % Gross		45.93	36.05	32.04	
Total Service Customer Gross % Sales		72.61	72.23	69.15	
Service Customer Flatrate Hours Per RO		0.8	0.9	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		2.67	2.47	9.87	50
Warranty Receivables % Sales		10.82	15.94	45.16	25
Total New Inventory Months Supply		2.41	1.89	2.40	1.5
Used Inventory Months Supply		0.72	0.58	1.00	1
P&A Inventory Months Supply		1.83	1.98	1.50	1.5



Vitals

AA01

JP-20

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		9,863	10,000	9,090	
Total Dealership Expense Per Employee		6,614	6,756	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		1,605	1,699	1,635	
New Gross without F&I PNVS		-135	-327	-192	
Total New Vehicle Gross PNVS		1,470	1,372	1,443	
Total New Retail/Lease Units		358	433	120	
New Salesprsn Comm&Incent % Gross		24.05	25.62	27.66	
New Net Advertising Expense % Gross		2.63	1.06	4.94	
New Net Floor Plan % Gross		-1.38	-0.49	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		1,066	1,059	797	
Used Net F&I Income PUVR		1,801	1,920	1,264	
Total Used Vehicle Gross PUVR		2,867	2,979	2,061	
Total Used Retail/Lease Units		216	203	86	
UV Salesprsn Comm & Incent %Gross		13.23	13.25	19.53	
Used Net Advertising Expense % Gross		4.81	5.44	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		1,488	1,562	1,263	
N&U Finance Contract Penetration		63.36	66.19	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		38.00	37.78	37.86	
Total P&A Gross % Sales		35.30	35.47	32.65	
Total Service Operating Profit % Gross		40.12	39.41	32.04	
Total Service Customer Gross % Sales		72.46	71.92	69.15	
Service Customer Flatrate Hours Per RO		1.1	1.1	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		2.04	2.16	9.87	50
Warranty Receivables % Sales		18.28	19.53	45.16	25
Total New Inventory Months Supply		2.11	1.71	2.40	1.5
Used Inventory Months Supply		1.09	1.14	1.00	1
P&A Inventory Months Supply		1.20	1.25	1.50	1.5



Vitals

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		10,341	10,620	9,090	
Total Dealership Expense Per Employee		8,377	8,583	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		2,008	2,175	1,635	
New Gross without F&I PNVS		3,033	3,012	-192	
Total New Vehicle Gross PNVS		5,041	5,187	1,443	
Total New Retail/Lease Units		67	84	120	
New Salesprsn Comm&Incent % Gross		9.04	9.75	27.66	
New Net Advertising Expense % Gross		0.20	2.85	4.94	
New Net Floor Plan % Gross		1.38	2.46	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		1,362	685	797	
Used Net F&I Income PUVR		1,539	1,173	1,264	
Total Used Vehicle Gross PUVR		2,901	1,857	2,061	
Total Used Retail/Lease Units		57	61	86	
UV Salesprsn Comm & Incent %Gross		17.17	22.38	19.53	
Used Net Advertising Expense % Gross		10.95	14.36	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		1,584	1,558	1,263	
N&U Finance Contract Penetration		71.19	70.34	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		41.02	42.67	37.86	
Total P&A Gross % Sales		36.13	38.82	32.65	
Total Service Operating Profit % Gross		11.39	-10.83	32.04	
Total Service Customer Gross % Sales		70.01	69.80	69.15	
Service Customer Flatrate Hours Per RO		1.8	1.8	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		17.81	19.63	9.87	50
Warranty Receivables % Sales		16.91	21.76	45.16	25
Total New Inventory Months Supply		3.61	2.87	2.40	1.5
Used Inventory Months Supply		0.98	0.95	1.00	1
P&A Inventory Months Supply		0.94	0.96	1.50	1.5



Vitals

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		7,997	7,004	9,090	
Total Dealership Expense Per Employee		6,521	6,154	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		1,475	1,347	1,635	
New Gross without F&I PNVS		-446	-506	-192	
Total New Vehicle Gross PNVS		1,029	841	1,443	
Total New Retail/Lease Units		96	113	120	
New Salesprsn Comm&Incent % Gross		39.65	50.87	27.66	
New Net Advertising Expense % Gross		-8.18	-16.26	4.94	
New Net Floor Plan % Gross		-43.91	-58.69	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		1,303	816	797	
Used Net F&I Income PUVR		1,194	1,356	1,264	
Total Used Vehicle Gross PUVR		2,498	2,172	2,061	
Total Used Retail/Lease Units		56	52	86	
UV Salesprsn Comm & Incent %Gross		14.56	17.27	19.53	
Used Net Advertising Expense % Gross		9.77	13.60	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		1,179	1,155	1,263	
N&U Finance Contract Penetration		58.88	77.58	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		52.28	53.20	37.86	
Total P&A Gross % Sales		32.14	33.52	32.65	
Total Service Operating Profit % Gross		42.14	40.94	32.04	
Total Service Customer Gross % Sales		72.08	71.39	69.15	
Service Customer Flatrate Hours Per RO		0.9	1.0	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		14.98	17.29	9.87	50
Warranty Receivables % Sales		24.69	31.87	45.16	25
Total New Inventory Months Supply		1.86	1.48	2.40	1.5
Used Inventory Months Supply		1.08	0.93	1.00	1
P&A Inventory Months Supply		1.30	1.43	1.50	1.5



Vitals

AA01

John-23

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		14,189	14,486	9,090	
Total Dealership Expense Per Employee		10,637	10,950	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		2,537	3,097	1,635	
New Gross without F&I PNVS		724	829	-192	
Total New Vehicle Gross PNVS		3,260	3,926	1,443	
Total New Retail/Lease Units		240	250	120	
New Salesprsn Comm&Incent % Gross		16.09	13.72	27.66	
New Net Advertising Expense % Gross		-2.30	-1.05	4.94	
New Net Floor Plan % Gross		2.52	-0.07	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		1,134	1,139	797	
Used Net F&I Income PUVR		1,651	1,385	1,264	
Total Used Vehicle Gross PUVR		2,784	2,525	2,061	
Total Used Retail/Lease Units		235	216	86	
UV Salesprsn Comm & Incent %Gross		19.33	23.54	19.53	
Used Net Advertising Expense % Gross		4.77	5.36	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		1,827	1,956	1,263	
N&U Finance Contract Penetration		74.64	78.33	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		21.05	14.90	37.86	
Total P&A Gross % Sales		30.79	31.21	32.65	
Total Service Operating Profit % Gross		26.50	19.56	32.04	
Total Service Customer Gross % Sales		65.92	65.18	69.15	
Service Customer Flatrate Hours Per RO		1.1	0.9	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		8.54	9.27	9.87	50
Warranty Receivables % Sales		27.34	31.91	45.16	25
Total New Inventory Months Supply		3.04	2.79	2.40	1.5
Used Inventory Months Supply		0.93	1.07	1.00	1
P&A Inventory Months Supply		1.86	2.00	1.50	1.5



Vitals

AA01

Tom-24

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee	8,322	8,801	9,668	9,090	
Total Dealership Expense Per Employee	7,244	7,999	8,548	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS	1,624	1,677	2,017	1,635	
New Gross without F&I PNVS	122	21	933	-192	
Total New Vehicle Gross PNVS	1,747	1,698	2,951	1,443	
Total New Retail/Lease Units	81	76	65	120	
New Salesprsn Comm&Incent % Gross	34.24	34.29	23.59	27.66	
New Net Advertising Expense % Gross	11.33	12.96	10.29	4.94	
New Net Floor Plan % Gross	-50.76	-46.73	-27.46	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR	807	929	711	797	
Used Net F&I Income PUVR	1,114	1,026	1,158	1,264	
Total Used Vehicle Gross PUVR	1,921	1,955	1,869	2,061	
Total Used Retail/Lease Units	56	50	53	86	
UV Salesprsn Comm & Incent %Gross	19.03	19.41	19.13	19.53	
Used Net Advertising Expense % Gross	9.16	8.37	8.54	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU	1,220	1,219	1,408	1,263	
N&U Finance Contract Penetration	70.09	63.04	65.25	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross	11.26	16.48	19.17	37.86	
Total P&A Gross % Sales	28.58	30.35	30.40	32.65	
Total Service Operating Profit % Gross	29.72	29.08	24.64	32.04	
Total Service Customer Gross % Sales	77.19	79.69	80.11	69.15	
Service Customer Flatrate Hours Per RO	1.6	1.7	1.7	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales	5.08	6.40	6.31	9.87	50
Warranty Receivables % Sales	36.21	23.25	21.94	45.16	25
Total New Inventory Months Supply	1.90	0.62	0.75	2.40	1.5
Used Inventory Months Supply	0.65	0.88	0.68	1.00	1
P&A Inventory Months Supply	0.88	0.79	0.77	1.50	1.5



Vitals

AA01

Gary-25

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		9,650	10,062	9,090	
Total Dealership Expense Per Employee		10,408	10,875	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		2,414	2,479	1,635	
New Gross without F&I PNVS		1,290	347	-192	
Total New Vehicle Gross PNVS		3,704	2,825	1,443	
Total New Retail/Lease Units		40	35	120	
New Salesprsn Comm&Incent % Gross		24.13	27.14	27.66	
New Net Advertising Expense % Gross		14.36	30.76	4.94	
New Net Floor Plan % Gross		13.32	20.64	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		1,525	1,875	797	
Used Net F&I Income PUVR		802	1,249	1,264	
Total Used Vehicle Gross PUVR		2,328	3,124	2,061	
Total Used Retail/Lease Units		28	28	86	
UV Salesprsn Comm & Incent %Gross		22.83	17.28	19.53	
Used Net Advertising Expense % Gross		26.11	16.85	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		1,513	1,632	1,263	
N&U Finance Contract Penetration		59.20	69.84	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		30.94	38.25	37.86	
Total P&A Gross % Sales		33.91	34.53	32.65	
Total Service Operating Profit % Gross		20.16	26.49	32.04	
Total Service Customer Gross % Sales		76.44	78.31	69.15	
Service Customer Flatrate Hours Per RO		2.7	3.3	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		3.97	3.24	9.87	50
Warranty Receivables % Sales		149.93	164.30	45.16	25
Total New Inventory Months Supply		2.67	3.19	2.40	1.5
Used Inventory Months Supply		0.83	0.76	1.00	1
P&A Inventory Months Supply		1.58	1.45	1.50	1.5



Vitals

AA01

Miran-26

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee	10,603	11,707	11,086	9,090	
Total Dealership Expense Per Employee	8,085	9,164	9,097	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS	1,339	1,870	1,812	1,635	
New Gross without F&I PNVS	-146	-595	-834	-192	
Total New Vehicle Gross PNVS	1,193	1,275	978	1,443	
Total New Retail/Lease Units	210	200	232	120	
New Salesprsn Comm&Incent % Gross	26.88	24.89	27.69	27.66	
New Net Advertising Expense % Gross	2.26	1.56	-1.79	4.94	
New Net Floor Plan % Gross	-17.91	-14.09	-18.53	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR	782	699	715	797	
Used Net F&I Income PUVR	1,194	1,278	1,388	1,264	
Total Used Vehicle Gross PUVR	1,976	1,977	2,102	2,061	
Total Used Retail/Lease Units	113	119	126	86	
UV Salesprsn Comm & Incent %Gross	17.14	16.76	17.36	19.53	
Used Net Advertising Expense % Gross	8.34	8.04	6.61	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU	1,095	1,414	1,423	1,263	
N&U Finance Contract Penetration	67.48	68.56	68.44	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross	50.53	51.16	46.65	37.86	
Total P&A Gross % Sales	27.14	27.40	25.20	32.65	
Total Service Operating Profit % Gross	42.87	41.10	37.47	32.04	
Total Service Customer Gross % Sales	62.76	62.29	60.70	69.15	
Service Customer Flatrate Hours Per RO	0.9	1.0	1.0	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales	15.60	16.14	16.57	9.87	50
Warranty Receivables % Sales	32.97	18.25	27.95	45.16	25
Total New Inventory Months Supply	1.41	1.47	1.26	2.40	1.5
Used Inventory Months Supply	0.71	0.89	0.81	1.00	1
P&A Inventory Months Supply	0.89	1.03	1.02	1.50	1.5



Vitals

AA01

Jill-29

	Dec-16 YTD AVG	Dec-17 YTD AVG	Dec-17 Curr Mo	Group AVG (YTD AVG)	20 Group Guide
Total Dealership Gross Per Employee		6,142	4,605	9,090	
Total Dealership Expense Per Employee		8,202	8,271	7,943	
NEW - VEHICLE DEPARTMENT					
New Net F&I Income PNVS		1,143	765	1,635	
New Gross without F&I PNVS		-755	-1,213	-192	
Total New Vehicle Gross PNVS		388	-448	1,443	
Total New Retail/Lease Units		75	57	120	
New Salesprsn Comm&Incent % Gross		86.76	-111.28	27.66	
New Net Advertising Expense % Gross		29.08	-59.01	4.94	
New Net Floor Plan % Gross		-24.31	-18.93	-6.26	
USED- VEHICLE DEPARTMENT					
Used Gross without F&I PUVR		1,183	-299	797	
Used Net F&I Income PUVR		814	688	1,264	
Total Used Vehicle Gross PUVR		1,996	390	2,061	
Total Used Retail/Lease Units		47	53	86	
UV Salesprsn Comm & Incent %Gross		24.86	92.69	19.53	
Used Net Advertising Expense % Gross		11.66	67.75	8.18	
NEW & USED COMBINED					
New + Used Net F&I Income PRU		870	634	1,263	
N&U Finance Contract Penetration		77.62	73.64	69.00	
PARTS & SERVICE MECHANICAL					
Total P&A Operating Profit % Gross		2.07	2.00	37.86	
Total P&A Gross % Sales		32.67	30.64	32.65	
Total Service Operating Profit % Gross		20.87	36.16	32.04	
Total Service Customer Gross % Sales		65.77	68.65	69.15	
Service Customer Flatrate Hours Per RO		0.7	0.8	1.3	
INVENTORIES & RECEIVABLES					
SPB Receivables % Sales		25.35	25.23	9.87	50
Warranty Receivables % Sales		20.54	27.62	45.16	25
Total New Inventory Months Supply		3.32	2.57	2.40	1.5
Used Inventory Months Supply		0.92	0.81	1.00	1
P&A Inventory Months Supply		1.99	1.79	1.50	1.5