





New Car Franchise(s)	Control (brand)
Toyota	Acura
	Alfa Romeo
	Aston Martin
	Audi
	Bentley
	BMW
	Bugatti
	Buick
	Cadillac
	Chevrolet
	Chrysler
	Dodge
	Fiat
	Ford
	Genesis
	GMC
	Honda
	Hummer
	Hyundai
	Infiniti
	Jaguar
	Jeep
	Kia
	Lamborghini
	Land Rover
	Lexus
	Lincoln
	Lotus
	Maserati
	Mazda
	McLaren
	Mercedes-Benz
	Mercury
	Mini
	Mitsubishi
	Nissan
	Plymouth
	Pontiac
	Porsche
	Ram
	Rolls-Royce
	Saturn
	Scion





**Pre-Work VO1 Week 4 Pre-OW**

**Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)**

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only.)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
- 6) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)
- 7) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.



ACADEMY

Unit #	Stock #	Year	Make	Model	In	Acquisition Source	CPO	Price (Time	Transaction	Market %	End	Finance	Total Gross	GROI	Salesperson	Desk Manager	Finance Manager	Trade	Under Allowan
1	U190506	2020	Toyota	Camry	21	Street/Curb Buy	No	\$ 22,369	\$ 19,900	111%	\$3,602	\$3,627	\$7,229	760%	Brian Winchester	Andy Helewa	Larry Duarte	No	
2	U190345	2013	Hyundai	Sante Fe	59	Street/Curb Buy	No	\$ 9,500	\$ 9,000	111%	\$1,315	\$82	\$1,397	111%	Leon Stevens	Andy Helewa	Cergio Garcia	No	
3	U190511	2011	Toyota	FJ CRUISER	22	Trade on Used	No	\$ 24,705	\$ 23,900	103%	\$3,694	\$0	\$3,694	299%	Ruben Castillo	Neil Hamman	Cergio Garcia	No	
4	U190313	2020	Toyota	TACOMA	69	Street/Curb Buy	Yes	\$ 32,696	\$ 32,696	101%	\$1,346	\$3,035	\$4,381	73%	Ruben Castillo	Neil Hamman	Larry Duarte	No	
5	U190548	2020	Toyota	RAV 4	14	Auction/Wholesale	No	\$ 36,923	\$ 36,923	99%	\$4,087	\$389	\$4,476	351%	Tanya Arreola	Neil Hamman	Eddie Gomez	Yes	
6	U190608	2023	Toyota	SIENNA	14	Initial Fleet (Enterprise, et	No	\$ 49,552	\$ 46,515	104%	\$3,948	\$1,566	\$5,514	466%	Leon Stevens	Andy Helewa	Larry Duarte	No	
7	U190521	2017	GMC	SIERRA 1500	20	Trade on New	No	\$ 27,321	\$ 23,000	110%	\$4,065	\$4,800	\$8,865	84%	Leon Stevens	Andy Helewa	Larry Duarte	No	
8	U190435	2015	Audi	A3	38	Street/Curb Buy	No	\$ 10,900	\$ 10,900	97%	\$2,239	\$2,303	\$4,542	497%	Marco Guereca	Andy Helewa	Eddie Ayyoub	No	
9	U190597	2016	Toyota	COROLLA	7	Street/Curb Buy	No	\$ 19,510	\$ 18,000	103%	\$1,435	\$1,026	\$2,461	764%	Lupe Meza	Andy Helewa	Eddie Ayyoub	No	
10	U190463	2021	Toyota	HIGHLANDER	34	Street/Curb Buy	No	\$ 38,795	\$ 38,795	104%	\$3,432	\$1,951	\$5,383	161%	Ruben Castillo	Neil Hamman	Eddie Ayyoub	No	
11	U190352	2019	Jeep	CHEROKEE	19	Street/Curb Buy	No	\$ 17,900	\$ 17,900	89%	\$906	\$1,950	\$2,856	318%	Ruben Castillo	Keenan Bryant	Eddie Ayyoub	No	
12	U190490	2019	Toyota	TUNDRA	28	Street/Curb Buy	No	\$ 39,588	\$ 39,000	93%	\$2,787	\$4,301	\$7,088	252%	Craig Thomas	Andy Helewa	Larry Duarte	No	
13	U190607	2023	Toyota	RAV 4	34	Initial Fleet (Enterprise, et	Yes	\$ 35,090	\$ 34,500	107%	\$3,352	\$934	\$4,286	165%	Pardeep Singh	Andy Helewa	Larry Duarte	No	
14	U190489	2020	Toyota	CAMRY	29	Trade on New	No	\$ 29,409	\$ 29,409	107%	\$2,803	\$2,671	\$5,474	255%	Brittney Crosby	Neil Hamman	Eddie Gomez	Yes	
15	U190473	2004	Subaru	FORESTER	33	Trade on New	No	\$ 5,900	\$ 5,633	61%	\$697	\$0	\$697	154%	Lupe Meza	Andy Helewa	Eddie Ayyoub	No	
16	U190210	2020	Toyota	HIGHLANDER HYBR	94	Street/Curb Buy	No	\$ 38,388	\$ 38,388	99%	\$0	\$4,514	\$4,514	45%	Pardeep Singh	Andy Helewa	Eddie Ayyoub	No	
17	u190194	2019	GMC	YUKON	98	Street/Curb Buy	No	\$ 35,635	\$ 35,635	92%	\$0	\$3,742	\$3,742	39%	Pardeep Singh	Andy Helewa	Larry Duarte	No	
18	U190545	2021	Nissan	ALTIMA	17	Street/Curb Buy	No	\$ 18,900	\$ 18,900	100%	\$489	\$2,841	\$3,330	383%	Craig Thomas	Paul Torres	Eddie Ayyoub	No	
19	U190593	2023	Toyota	TACOMA	11	Street/Curb Buy	Yes	\$ 43,630	\$ 43,630	102%	\$1,664	\$1,956	\$3,620	282%	Pardeep Singh	Paul Torres	Eddie Ayyoub	No	
20	U190567	2019	Toyota	HIGHLANDER	16	Street/Curb Buy	Yes	\$ 29,741	\$ 29,741	102%	\$2,252	\$3,784	\$6,036	494%	Marco Guereca	Paul Torres	Larry Duarte	No	
21	U190465	2018	Buick	ENCORE	36	Street/Curb Buy	No	\$ 10,900	\$ 10,900	87%	\$1,042	\$102	\$1,144	116%	Craig Thomas	Paul Torres	Eddie Gomez	No	
22	U190507	2023	Toyota	COROLLA	26	Street/Curb Buy	Yes	\$ 23,899	\$ 23,100	105%	\$0	\$250	\$250	15%	Donnie Swan	Paul Torres	Larry Duarte	No	
23	U190471	2018	Honda	ACCORD	36	Street/Curb Buy	No	\$ 25,376	\$ 25,376	108%	\$2,943	\$3,365	\$6,308	281%	Robert Miller	Paul Torres	Eddie Ayyoub	No	
24	U190588	2018	Toyota	Rav4	16	Street/Curb Buy	No	\$ 17,900	\$ 17,900	98%	\$1,132	\$196	\$1,328	178%	Miguel Miranda	Paul Torres	Larry Duarte	No	
25	U190436	2020	Ram	2500	45	Trade on New	No	\$ 59,357	\$ 58,724	105%	\$1,319	\$635	\$1,954	27%	Donnie Swan	Sammy Jarrar	Larry Duarte	No	
26	U190414	2021	Toyota	Prius	52	Trade on New	Yes	\$ 28,724	\$ 28,724	100%	\$0	\$0	\$0	0%	Brian Winchester	Sammy Jarrar	Larry Duarte	Yes	\$1,300
27	U190512	2018	Toyota	PRIUS PRIME	29	Trade on New	Yes	\$ 25,928	\$ 25,000	106%	\$800	\$512	\$1,312	67%	Donnie Swan	Andy Helewa	Eddie Ayyoub	No	
28	U190589	2016	Toyota	RAV4	17	Trade on New	No	\$ 13,900	\$ 13,900	94%	\$3,292	\$160	\$3,452	689%	Lupe Meza	Andy Helewa	Javier Lopez	No	
29	U190499	2018	Nissan	ALTIMA	32	Trade on New	No	\$ 16,931	\$ 15,887	102%	\$0	\$0	\$0	0%	Marco Guereca	Andy Helewa	Javier Lopez	No	
30	U190578	2022	Toyota	CAMRY	20	Street/Curb Buy	No	\$ 27,882	\$ 27,382	104%	\$3,585	\$817	\$4,402	333%	Donnie Swan	Paul Torres	Kal Qudsi	No	
31	U190550	2021	Toyota	COROLLA	22	Street/Curb Buy	No	\$ 19,900	\$ 19,166	108%	\$273	\$0	\$273	24%	Donnie Swan	Paul Torres	Cergio Garcia	No	
32	U190364	2019	Toyota	TACOMA	65	Street/Curb Buy	No	\$ 35,359	\$ 35,359	101%	\$81	\$0	\$81	1%	Craig Thomas	Paul Torres	Eddie Ayyoub	No	
33	U190561	2021	Toyota	CAMRY	21	Street/Curb Buy	No	\$ 23,620	\$ 23,620	104%	\$1,375	\$4,219	\$5,594	431%	Brian Winchester	Paul Torres	Kal Qudsi	No	
34	U190486	2019	Toyota	RAV4	37	Trade on Used	Yes	\$ 24,017	\$ 22,550	105%	\$1,038	\$496	\$1,534	69%	Marco Guereca	Paul Torres	Javier Lopez	Yes	
35	U190559	2021	Hyundai	ACCENT	22	Street/Curb Buy	No	\$ 16,900	\$ 16,600	109%	\$0	\$1,196	\$1,196	118%	Marco Guereca	Paul Torres	Kal Qudsi	No	
36	U190493	2017	Nissan	FRONTIER	34	Street/Curb Buy	No	\$ 19,900	\$ 19,900	91%	\$738	\$2,951	\$3,689	204%	Miguel Miranda	Paul Torres	Cergio Garcia	No	
37	U190271	2022	GMC	SIERRA 1500	88	Street/Curb Buy	No	\$ 49,595	\$ 49,595	96%	\$0	\$1,489	\$1,489	12%	Jesse Rizo	Paul Torres	Kal Qudsi	No	
38	U190594	2011	Toyota	AVALON	18	Trade on New	No	\$ 9,900	\$ 9,900	102%	\$3,296	\$0	\$3,296	998%	Leon Stevens	Andy Helewa	Javier Lopez	No	
39	U190536	2013	Honda	FIT	26	Trade on New	No	\$ 7,900	\$ 7,800	85%	\$753	\$0	\$753	148%	Leon Stevens	Andy Helewa	Cergio Garcia	No	
40	U190289	2022	Lexus	IS350	85	Trade on Used	No	\$ 39,595	\$ 39,200	97%	\$0	\$0	\$0	0%	Jesus Gutierrez	Keenan Bryant	Javier Lopez	No	
41	U190577	2011	Honda	FIT	24	Trade on Used	No	\$ 7,900	\$ 7,900	99%	\$4,655	\$0	\$4,655	2152%	Miguel Miranda	Andy Helewa	Cergio Garcia	No	
42	U190569	2020	Dodge	CHARGER	24	Auction/Wholesale	No	\$ 28,229	\$ 27,500	107%	\$1,933	\$1,033	\$2,966	174%	Leon Stevens	Andy Helewa	Javier Lopez	No	
43	U190620	2023	Toyota	RAV4	11	Street/Curb Buy	Yes	\$ 36,488	\$ 36,488	103%	\$2,366	\$631	\$2,997	287%	Miguel Miranda	Andy Helewa	Larry Duarte	No	
44	U190479	2021	Toyota	RAV4	43	Auction/Wholesale	No	\$ 30,828	\$ 30,828	104%	\$3,457	\$1,761	\$5,218	160%	Brian Winchester	Paul Torres	Eddie Ayyoub	Yes	(\$1,500)
45	U190454	2015	Mitsubishi	OUTLANDER	48	Trade on Used	No	\$ 11,900	\$ 11,900	99%	\$1,291	\$2,829	\$4,120	291%	Donnie Swan	Andy Helewa	Larry Duarte	No	
46	U190564	2022	Toyota	COROLLA	26	Initial Fleet (Enterprise, et	Yes	\$ 21,254	\$ 21,000	109%	\$2,068	\$3,133	\$5,201	380%	Donnie Swan	Andy Helewa	Javier Lopez	No	
47	U190572	2022	Honda	CIVIC	25	Auction/Wholesale	No	\$ 25,982	\$ 25,982	101%	\$1,814	\$2,601	\$4,415	263%	Brittney Crosby	Keenan Bryant	Cergio Garcia	No	
48	U190625	2021	Toyota	CAMRY	11	Trade on New	No	\$ 22,988	\$ 22,000	98%	\$1,386	\$3,198	\$4,584	728%	Miguel Miranda	Andy Helewa	Cergio Garcia	No	
49	U190596	2019	Nissan	SENTRA	23	Trade on New	No	\$ 15,755	\$ 12,995	106%	\$1,420	\$1,750	\$3,170	429%	George Ferguson	Neil Hamman	Cergio Garcia	Yes	







## Scoreboard Totals

% Retailed of Non-Franchise Make	42%
Total # Retail Units	105
Avg. Days to Sale	27.8
Avg. Advertised Price (Time of Sale)	\$ 25,138
Avg. Transaction Price	\$ 24,729
Avg. Market Price at 100%	\$ 24,740
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 408
Avg. Front-End Gross	\$ 1,701
Avg. Finance Gross	\$ 1,775
PUVR	\$ 3,476
Total Gross (Units & PUVR)	\$ 365,016
GROI	182%
% with Trade	15%
Avg. Over/Under Allowance	(\$560)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Sammy Jarrar	Neil Hamman
% Retailed of Non-New Franchise	42%	42%	11%
Total # Retail Units	105	12	9
Avg. Days to Sale	27.8	29.4	27.1
Avg. Advertised Price (Time of Sale)	\$ 25,138	\$ 32,604	\$ 30,504
Avg. Transaction Price	\$ 24,729	\$ 32,388	\$ 29,964
Avg. Market Price at 100%	\$ 24,740	\$ 31,301	\$ 29,484
Avg. Price to Market % (Time of Sale)	102%	104%	103%
Avg. Transaction to Market	100%	103%	102%
Avg. Transactional Discount	\$ 408	\$ 217	\$ 539
Avg. Front-End Gross	\$ 1,701	\$ 1,918	\$ 1,987
Avg. Finance Gross	\$ 1,775	\$ 2,576	\$ 1,718
PUVR	\$ 3,476	\$ 4,494	\$ 3,705
Total Gross (Units & PUVR)	\$ 365,016	\$ 53,931	\$ 33,349
GROI	182%	170%	164%
% with Trade	15%	25%	56%
Avg. Over/Under Allowance	-560	1,300	#DIV/0!



n list, then scroll up to select your staff member for each column.)

Keenan Bryant	Andy Helewa	Paul Torres	Paul Brown
71%	35%	48%	#DIV/0!
7	34	42	0
31.0	27.6	27.6	#DIV/0!
\$ 29,079	\$ 23,632	\$ 22,563	#DIV/0!
\$ 28,131	\$ 22,917	\$ 22,456	#DIV/0!
\$ 28,673	\$ 23,334	\$ 22,280	#DIV/0!
101%	101%	101%	#DIV/0!
98%	98%	101%	#DIV/0!
\$ 948	\$ 715	\$ 107	#DIV/0!
\$ 1,376	\$ 1,996	\$ 1,383	#DIV/0!
\$ 1,818	\$ 1,893	\$ 1,451	#DIV/0!
\$ 3,194	\$ 3,889	\$ 2,834	#DIV/0!
\$ 22,358	\$ 132,226	\$ 119,036	#DIV/0!
132%	221%	164%	#DIV/0!
29%	3%	12%	#DIV/0!
-3,000	2,000	-1,550	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Sales Consultant	Totals	Eric Dyer	Pardeep Singh	
% Retailed of Non-New Franchise	42%	0%	43%	#DIV/0!
Total # Retail Units	105	2	7	0
Avg. Days to Sale	27.8	16.0	35.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,138	\$ 24,876	\$ 31,338	#DIV/0!
Avg. Transaction Price	\$ 24,729	\$ 24,233	\$ 31,253	#DIV/0!
Avg. Market Price at 100%	\$ 24,740	\$ 23,808	\$ 30,896	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	104%	101%	#DIV/0!
Avg. Transaction to Market	100%	102%	101%	#DIV/0!
Avg. Transactional Discount	\$ 408	\$ 643	\$ 84	#DIV/0!
Avg. Front-End Gross	\$ 1,701	\$ 2,698	\$ 1,499	#DIV/0!
Avg. Finance Gross	\$ 1,775	\$ 2,702	\$ 2,264	#DIV/0!
PUVR	\$ 3,476	\$ 5,400	\$ 3,764	#DIV/0!
Total Gross (Units & PUVR)	\$ 365,016	\$ 10,800	\$ 26,346	#DIV/0!
GROI	182%	501%	122%	#DIV/0!
% with Trade	15%	100%	0%	#DIV/0!
Avg. Over/Under Allowance	-560	#DIV/0!	#DIV/0!	#DIV/0!



Select your staff member for each column.)

Brian Winchester	Luis Bastidas	John Pantages	Aj Huynh	Michael Lacy	Oscar Rodriguez
30%	0%	0%	#DIV/0!	#DIV/0!	100%
10	1	1	0	0	1
24.1	15.0	16.0	#DIV/0!	#DIV/0!	17.0
\$ 22,562	\$ 19,512	\$ 25,257	#DIV/0!	#DIV/0!	\$ 19,046
\$ 22,103	\$ 19,512	\$ 25,257	#DIV/0!	#DIV/0!	\$ 19,988
\$ 21,574	\$ 18,583	\$ 24,286	#DIV/0!	#DIV/0!	\$ 17,635
105%	105%	104%	#DIV/0!	#DIV/0!	108%
102%	105%	104%	#DIV/0!	#DIV/0!	113%
\$ 459	\$ -	\$ -	#DIV/0!	#DIV/0!	\$ (942)
\$ 1,508	\$ 2,088	\$ 1,951	#DIV/0!	#DIV/0!	\$ 1,567
\$ 2,060	\$ 1,089	\$ 3,261	#DIV/0!	#DIV/0!	\$ 1,133
\$ 3,568	\$ 3,177	\$ 5,212	#DIV/0!	#DIV/0!	\$ 2,700
\$ 35,681	\$ 3,177	\$ 5,212	#DIV/0!	#DIV/0!	\$ 2,700
241%	391%	464%	#DIV/0!	#DIV/0!	286%
20%	0%	0%	#DIV/0!	#DIV/0!	0%
-100	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Nicholas Perez	Ruben Castillo	Tanya Arreola	Jesse Rizo	Robert Miller	Jose Leyva
0%	40%	0%	40%	45%	50%
1	5	1	5	11	2
33.0	34.0	14.0	32.2	23.1	59.5
\$ 41,960	\$ 26,799	\$ 36,923	\$ 24,220	\$ 22,701	\$ 18,729
\$ 41,310	\$ 26,458	\$ 36,923	\$ 24,220	\$ 22,546	\$ 18,729
\$ 42,816	\$ 26,775	\$ 37,296	\$ 24,159	\$ 22,111	\$ 18,915
98%	100%	99%	100%	103%	99%
96%	99%	99%	100%	102%	99%
\$ 650	\$ 341	\$ -	\$ -	\$ 155	\$ -
\$ 988	\$ 2,194	\$ 4,087	\$ 1,206	\$ 1,676	\$ -
\$ 3,554	\$ 1,848	\$ 389	\$ 1,791	\$ 2,162	\$ 2,133
\$ 4,542	\$ 4,041	\$ 4,476	\$ 2,997	\$ 3,838	\$ 2,133
\$ 4,542	\$ 20,207	\$ 4,476	\$ 14,984	\$ 42,217	\$ 4,265
120%	162%	312%	138%	265%	69%
0%	0%	100%	0%	18%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	2,000	#DIV/0!

Maria Rosales	Marco Guereca	Lupe Meza	Leon Stevens	James Sturn	Jesus Gutierrez
0%	57%	14%	50%	100%	100%
1	7	7	8	1	1
31.0	24.6	26.3	22.6	19.0	85.0
\$ 68,874	\$ 23,156	\$ 24,311	\$ 23,140	\$ 22,755	\$ 39,595
\$ 68,874	\$ 22,612	\$ 23,873	\$ 21,855	\$ 22,755	\$ 39,200
\$ 64,368	\$ 22,414	\$ 24,442	\$ 22,495	\$ 22,092	\$ 40,820
107%	103%	99%	103%	103%	97%
107%	101%	98%	97%	103%	96%
\$ -	\$ 544	\$ 438	\$ 1,285	\$ -	\$ 395
\$ 7,026	\$ 1,757	\$ 1,472	\$ 2,166	\$ 198	\$ -
\$ 7,063	\$ 1,733	\$ 671	\$ 1,462	\$ 2,878	\$ -
\$ 14,089	\$ 3,491	\$ 2,143	\$ 3,628	\$ 3,076	\$ -
\$ 14,089	\$ 24,436	\$ 15,001	\$ 29,025	\$ 3,076	\$ -
238%	226%	123%	264%	256%	0%
0%	29%	0%	13%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Justin Swartz	Jose Leon	Miguel Miranda	Craig Thomas	George Ferguson	Thomas Summers
0%	0%	38%	67%	100%	0%
1	1	8	6	2	1
25.0	12.0	20.4	31.2	29.0	29.0
\$ 28,507	\$ 25,741	\$ 21,820	\$ 21,091	\$ 35,339	\$ 11,900
\$ 28,507	\$ 23,400	\$ 21,547	\$ 20,993	\$ 32,459	\$ 11,900
\$ 26,642	\$ 24,515	\$ 21,576	\$ 24,097	\$ 32,859	\$ 11,226
107%	105%	101%	88%	108%	106%
107%	95%	100%	87%	99%	106%
\$ -	\$ 2,341	\$ 274	\$ 98	\$ 2,880	\$ -
\$ -	\$ 466	\$ 2,141	\$ 1,892	\$ 2,095	\$ 1,326
\$ 2,197	\$ 1,138	\$ 1,187	\$ 1,221	\$ 2,697	\$ 1,789
\$ 2,197	\$ 1,604	\$ 3,328	\$ 3,113	\$ 4,792	\$ 3,115
\$ 2,197	\$ 1,604	\$ 26,621	\$ 18,677	\$ 9,583	\$ 3,115
111%	206%	273%	171%	183%	325%
100%	100%	0%	0%	100%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-3,000	#DIV/0!

Brittney Crosby	Donnie Swan	Isaac Vasquez			
50%	40%	100%	#DIV/0!	#DIV/0!	#DIV/0!
2	10	2	0	0	0
27.0	32.1	39.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,696	\$ 25,420	\$ 31,814	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,696	\$ 25,030	\$ 31,327	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,605	\$ 23,868	\$ 30,158	#DIV/0!	#DIV/0!	#DIV/0!
104%	107%	105%	#DIV/0!	#DIV/0!	#DIV/0!
104%	105%	104%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ 390	\$ 487	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,309	\$ 1,207	\$ 1,624	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,636	\$ 1,258	\$ 2,598	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,945	\$ 2,465	\$ 4,222	#DIV/0!	#DIV/0!	#DIV/0!
\$ 9,889	\$ 24,653	\$ 8,443	#DIV/0!	#DIV/0!	#DIV/0!
238%	110%	123%	#DIV/0!	#DIV/0!	#DIV/0!
50%	10%	0%	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	-1,600	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!











## Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Finance Manager	Totals	Larry Duarte	Eddie Ayyoub	Eddie Gomez
% Retailed of Non-New Franchise	42%	46%	45%	29%
Total # Retail Units	105	28	22	17
Avg. Days to Sale	27.8	27.3	32.5	24.5
Avg. Advertised Price (Time of Sale)	\$ 25,138	\$ 28,089	\$ 22,209	\$ 26,921
Avg. Transaction Price	\$ 24,729	\$ 27,585	\$ 22,129	\$ 26,732
Avg. Market Price at 100%	\$ 24,740	\$ 27,187	\$ 21,911	\$ 26,956
Avg. Price to Market % (Time of Sale)	102%	103%	101%	100%
Avg. Transaction to Market	100%	101%	101%	99%
Avg. Transactional Discount	\$ 408	\$ 503	\$ 80	\$ 190
Avg. Front-End Gross	\$ 1,701	\$ 1,563	\$ 1,429	\$ 2,195
Avg. Finance Gross	\$ 1,775	\$ 2,023	\$ 1,487	\$ 2,126
PUVR	\$ 3,476	\$ 3,586	\$ 2,916	\$ 4,321
Total Gross (Units & PUVR)	\$ 365,016	\$ 100,405	\$ 64,160	\$ 73,457
GROI	182%	172%	146%	237%
% with Trade	15%	18%	9%	24%
Avg. Over/Under Allowance	-560	-150	-1,500	#DIV/0!



Select your staff member for each column.)

Cergio Garcia	Javier Lopez	Kal Qudsi			
60%	36%	25%	#DIV/0!	#DIV/0!	#DIV/0!
15	11	12	0	0	0
29.1	29.5	22.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 19,032	\$ 26,353	\$ 27,613	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,407	\$ 25,574	\$ 27,126	#DIV/0!	#DIV/0!	#DIV/0!
\$ 19,022	\$ 25,697	\$ 26,598	#DIV/0!	#DIV/0!	#DIV/0!
100%	103%	104%	#DIV/0!	#DIV/0!	#DIV/0!
97%	100%	102%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 625	\$ 779	\$ 487	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,745	\$ 1,535	\$ 1,922	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,330	\$ 1,512	\$ 2,024	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,075	\$ 3,048	\$ 3,946	#DIV/0!	#DIV/0!	#DIV/0!
\$ 46,122	\$ 33,524	\$ 47,348	#DIV/0!	#DIV/0!	#DIV/0!
207%	146%	238%	#DIV/0!	#DIV/0!	#DIV/0!
7%	18%	17%	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	-3,000	2,000	#DIV/0!	#DIV/0!	#DIV/0!



# Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	105	28	77
Avg. Days to Sale	27.8	26.3	28.4
Avg. Advertised Price (Time of Sale)	\$ 25,138	\$ 30,486	\$ 22,753
Avg. Transaction Price	\$ 24,729	\$ 30,164	\$ 22,753
Avg. Market Price at 100%	\$ 24,740	\$ 29,454	\$ 22,909
Avg. Price to Market % (Time of Sale)	102%	104%	99%
Avg. Transaction to Market	100%	102%	99%
Avg. Transactional Discount	\$ 408	\$ 322	\$ 440
Avg. Front-End Gross	\$ 1,701	\$ 1,568	\$ 1,750
Avg. Finance Gross	\$ 1,775	\$ 2,245	\$ 1,604
PUVR	\$ 3,476	\$ 3,812	\$ 3,354
Total Gross (Units & PUVR)	\$ 365,016	\$ 106,740	\$ 258,276
GROI	182%	173%	187%
% with Trade	15%	29%	10%
Avg. Over/Under Allowance	-560	1,650	-2,033



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	105	61	44
Avg. Days to Sale	27.8	24.2	32.9
Avg. Advertised Price (Time of Sale)	\$ 25,138	\$ 28,044	\$ 20,762
Avg. Transaction Price	\$ 24,729	\$ 27,591	\$ 20,762
Avg. Market Price at 100%	\$ 24,740	\$ 27,228	\$ 21,086
Avg. Price to Market % (Time of Sale)	102%	103%	98%
Avg. Transaction to Market	100%	101%	98%
Avg. Transactional Discount	\$ 408	\$ 453	\$ 346
Avg. Front-End Gross	\$ 1,701	\$ 1,867	\$ 1,472
Avg. Finance Gross	\$ 1,775	\$ 1,879	\$ 1,631
PUVR	\$ 3,476	\$ 3,746	\$ 3,103
Total Gross (Units & PUVR)	\$ 365,016	\$ 228,494	\$ 136,522
GROI	182%	202%	164%
% with Trade	15%	20%	9%
Avg. Over/Under Allowance	-560	600	-2,300



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	105	26	7
% of Retail Units	100%	25%	7%
% Retailed of Non-New Franchise	42%	38%	71%
Avg. Days to Sale	27.8	27.9	42.6
Avg. Transaction Price	\$ 24,729	\$ 23,456	\$ 24,325
Avg. Transaction to Market %	100%	98%	99%
Avg. Transactional Discount	\$ 408	\$ 699	\$ 810
Avg. Front End Gross	\$ 1,701	\$ 1,649	\$ 2,286
Avg. Finance Gross	\$ 1,775	\$ 1,702	\$ 995
PUVR	\$ 3,476	\$ 3,351	\$ 3,281
Total Gross (Units & PUVR)	\$ 365,016	\$ 87,127	\$ 22,969
GROI	182%	184%	114%
% with Trade	15%	27%	29%
Avg. Over/Under Allowance	-560	1,650	-3,000



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
56	6	1	0
53%	6%	1%	0%
45%	33%	0%	#DIV/0!
28.4	23.2	31.0	#DIV/0!
\$ 23,719	\$ 28,726	\$ 68,874	#DIV/0!
100%	101%	107%	#DIV/0!
\$ 187	\$ 387	\$ -	#DIV/0!
\$ 1,482	\$ 2,219	\$ 7,026	#DIV/0!
\$ 1,758	\$ 1,666	\$ 7,063	#DIV/0!
\$ 3,240	\$ 3,885	\$ 14,089	#DIV/0!
\$ 181,431	\$ 23,309	\$ 14,089	#DIV/0!
173%	210%	238%	#DIV/0!
4%	50%	0%	#DIV/0!
-1,600	-1,500	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	9	0
0%	9%	0%
#DIV/0!	22%	#DIV/0!
#DIV/0!	15.6	#DIV/0!
#DIV/0!	\$ 27,441	#DIV/0!
#DIV/0!	104%	#DIV/0!
#DIV/0!	\$ 691	#DIV/0!
#DIV/0!	\$ 1,825	#DIV/0!
#DIV/0!	\$ 2,186	#DIV/0!
#DIV/0!	\$ 4,010	#DIV/0!
#DIV/0!	\$ 36,091	#DIV/0!
#DIV/0!	338%	#DIV/0!
#DIV/0!	22%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	105	71	21
% of Retail Units	100%	68%	20%
% Retailed of Non-New Franchise	42%	34%	62%
Avg. Days to Sale	27.8	17.5	36.3
Avg. Transaction Price	\$ 24,729	\$ 23,194	\$ 27,373
Avg. Transaction to Market %	100%	100%	99%
Avg. Transactional Discount	\$ 408	\$ 475	\$ 392
Avg. Front End Gross	\$ 1,701	\$ 1,888	\$ 1,800
Avg. Finance Gross	\$ 1,775	\$ 1,739	\$ 1,955
PUVR	\$ 3,476	\$ 3,628	\$ 3,755
Total Gross (Units & PUVR)	\$ 365,016	\$ 257,554	\$ 78,849
GROI	182%	321%	136%
% with Trade	15%	15%	19%
Avg. Over/Under Allowance	-560	200	-2,250



46-60 days	61-90 days	90+ days
5	6	2
5%	6%	2%
60%	50%	50%
52.0	77.0	96.0
\$ 17,015	\$ 35,984	\$ 37,012
102%	99%	96%
\$ 100	\$ 66	\$ -
\$ 1,032	\$ 269	\$ -
\$ 907	\$ 1,508	\$ 4,128
\$ 1,939	\$ 1,777	\$ 4,128
\$ 9,695	\$ 10,662	\$ 8,256
79%	23%	42%
20%	0%	0%
1,300	#DIV/0!	#DIV/0!