

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Raul Cervera	Jonathan Alcoser	Brandon Rodriguez
David Alcorta	Brian Lopez	Mitch Rodriguez
Chris Heacox	Frances Benavides	Micheal Ornealas-Leal
David Boswell	Veronica Perez	Ray Calderon
	Len Dowling	Marco Cantu
	Jr Vasquez	Carlos Lima
	Carlos Saenz	Fito Salinas
	Rick Rodriguez	Isacc Ramirez
		Aurora Sanchez
		Rodrigo Barron
		Xochitl Rodriguez
		Jose Aquino
		Devante Moses
		Gabe Gomez
		Yarm Hevia
		Joshua Casarez
		John Pease
		Frank Munguia
		Savanna Peet-Valverde
		Fernando Guerra
		Jaime Santacruz
		Carlos Beltran
		David Vadachkoria
		Josh Deen
		Cristian Rosas
		Juan Reyes
		Joseph Favela
		Tony Cuadillo
		Crispolo Ventura
		Adrian Martinez
		Julio Ortiz
		Chris Barba
		Arcadio Muniz
		Cristian Perez
		Pedro Alvarez
		Francisco Duque
		Manny Merino
		Justice Musik
		Chris Switzenberg
		Jonathan Perez
		Ramon Garcia
		Cy Navarette
		David Zuniga
		Brennden Hartwick
		Jose Solis
		David Contreras
		Jerry Rodriguez

		Steven Espinoza
		Gio Lerma
		Armando Ortiz
		Hugo Ramirez
		Raul Villegas

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	M0360847	2021	Mazda	CX5	11	Auction/Wholesale	No	\$ 22,397	\$ 22,397	94%	(\$734)	\$3,854
2	MX193911	2021	Toyota	Tacoma	17	Trade on New	Yes	\$ 29,891	\$ 29,891	97%	\$4,170	\$5,094
3	MEA44199	2021	Ford	Expedition	84	Trade on New	No	\$ 39,593	\$ 39,593	93%	(\$1,211)	\$5,447
4	RJ104169	2024	Toyota	Corolla	68	Auction/Wholesale	Yes	\$ 24,897	\$ 24,897	100%	(\$3,269)	\$0
5	MW117395	2021	Toyota	Rav 4	11	Auction/Wholesale	Yes	\$ 21,997	\$ 21,997	91%	(\$369)	\$1,000
6	R3520512	2024	Toyota	Corolla	13	Auction/Wholesale	Yes	\$ 26,891	\$ 26,981	100%	(\$485)	\$6,984
7	PR136541	2023	Chevrolet	Tahoe	24	Trade on New	No	\$ 61,591	\$ 61,591	98%	\$7,631	\$1,953
8	PG192740	2023	Kia	K5	6	Auction/Wholesale	No	\$ 29,991	\$ 29,991	103%	\$0	\$2,313
9	FR482030	2015	Toyota	Camry	12	Trade on Used	No	\$ 16,891	\$ 16,891	100%	\$2,010	\$1,000
10	MW123395	2021	Toyota	Rav 4	18	Trade on New	Yes	\$ 26,991	\$ 26,991	99%	(\$574)	\$1,682
11	PM563558	2023	Toyota	Tacoma	64	Trade on New	Yes	\$ 46,994	\$ 44,620	100%	\$643	\$4,965
12	LN103812	2020	Nissan	Murano	11	Auction/Wholesale	No	\$ 19,991	\$ 19,991	95%	\$6,453	\$100
13	ML471945	2021	Toyota	Kicks	12	Auction/Wholesale	No	\$ 15,897	\$ 15,897	89%	(\$509)	\$349
14	NV038193	2022	Toyota	Corolla	1	Trade on New	Yes	\$ 28,991	\$ 28,991	100%	(\$3,039)	\$3,488
15	NM033551	2022	Toyota	Tacoma	38	Trade on Used	Yes	\$ 34,491	\$ 34,491	100%	\$3,557	\$3,591
16	MW165968	2021	Toyota	Rav 4	12	Trade on New	Yes	\$ 21,997	\$ 21,997	90%	\$6,860	\$0
17	KD010190	2019	Toyota	Rav 4	18	Trade on New	Yes	\$ 31,890	\$ 29,871	100%	\$1,940	\$5,145
18	NU099516	2022	Toyota	Rav 4	43	Trade on New	Yes	\$ 40,690	\$ 39,991	103%	\$686	\$200
19	RU854758	2024	Toyota	Camry	68	Auction/Wholesale	Yes	\$ 25,997	\$ 25,997	90%	(\$4,569)	\$1,511
20	KU687499	2019	Toyota	Camry	35	Trade on New	No	\$ 21,491	\$ 21,491	98%	(\$287)	\$639
21	NJ140652	2022	Chevrolet	Taverse	12	Auction/Wholesale	No	\$ 31,890	\$ 31,890	99%	\$2,490	\$0
22	RU849934	2024	Toyota	Camry	64	Auction/Wholesale	Yes	\$ 27,890	\$ 27,890	96%	(\$3,241)	\$2,170
23	NU703403	2022	Toyota	Camry	18	Trade on New	Yes	\$ 25,891	\$ 25,891	102%	\$4,923	\$6,639
24	LH247069	2020	Dodge	Challenger	92	Auction/Wholesale	No	\$ 41,993	\$ 41,993	90%	\$1,050	\$3,614
25	NP330921	2022	Toyota	Corolla	7	Trade on New	Yes	\$ 19,991	\$ 19,991	96%	\$2,458	\$1,150
26	LJ109878	2020	Toyota	Corolla	27	Trade on New	Yes	\$ 18,991	\$ 18,991	98%	\$3,672	\$4,203
27	MC126912	2021	Toyota	Rav 4	30	Auction/Wholesale	Yes	\$ 21,997	\$ 21,997	90%	(\$3,740)	\$175
28	KN878816	2019	Nissan	Frontier	30	Auction/Wholesale	No	\$ 23,590	\$ 23,210	106%	(\$1,216)	\$0

29	M5238710	2021	Toyota	4 Runner	30	Auction/Wholesale	Yes	\$	29,991	\$	29,991	100%	\$1,410	\$1,280
30	RU849505	2024	Toyota	Camry	68	Auction/Wholesale	Yes	\$	26,497	\$	26,497	92%	(\$4,219)	\$0
31	MW202705	2021	Toyota	Rav 4	30	Auction/Wholesale	Yes	\$	21,997	\$	21,997	87%	(\$3,819)	\$1,966
32	LP019333	2020	Toyota	Corolla	16	Trade on New	Yes	\$	19,891	\$	19,454	106%	\$1,676	\$1,000
33	J3059457	2018	Toyota	Prius	32	Trade on New	Yes	\$	20,391	\$	20,391	95%	\$3,240	\$3,649
34	RU163566	2024	Lexus	ES 350	72	Auction/Wholesale	No	\$	42,597	\$	42,597	100%	(\$3,930)	\$4,017
35	MR129883	2021	Toyota	CHR	28	Trade on New	Yes	\$	23,991	\$	23,991	103%	\$5,007	\$5,499
36	MC549654	2021	Volkswagen	Atalas	14	Auction/Wholesale	No	\$	22,897	\$	22,897	92%	\$863	\$0
37	NT034799	2022	Toyota	Tacoma	15	Trade on New	Yes	\$	31,890	\$	31,891	98%	\$5,464	\$2,800
38	PW300316	2023	Toyota	Rav 4	51	Auction/Wholesale	Yes	\$	36,391	\$	36,391	104%	\$1,889	\$1,000
39	NP287004	2022	Toyota	Corolla	19	Auction/Wholesale	Yes	\$	19,991	\$	19,991	100%	\$3,433	\$2,154
40	P3197250	2023	Toyota	Corolla	24	Auction/Wholesale	Yes	\$	24,891	\$	24,891	103%	(\$1,323)	\$3,137
41	MW212392	2021	Toyota	Rav 4	14	Auction/Wholesale	Yes	\$	25,891	\$	25,891	103%	\$1,314	\$3,460
42	RU854311	2024	Toyota	Camry	70	Auction/Wholesale	Yes	\$	25,997	\$	25,997	89%	(\$4,540)	\$0
43	PW238964	2023	Toyota	Rav 4	31	Auction/Wholesale	Yes	\$	30,691	\$	30,691	100%	\$973	\$1,995
44	MU607120	2021	Toyota	Camry	3	Trade on New	Yes	\$	23,991	\$	23,991	99%	\$500	\$3,085
45	MW182426	2021	Toyota	Rav 4	10	Trade on New	Yes	\$	30,491	\$	30,491	99%	\$4,689	\$4,156
46	N5253974	2022	Toyota	4 Runner	75	Trade on New	Yes	\$	40,791	\$	40,291	104%	\$2,639	\$0
47	MU642583	2021	Hyundai	Kona	31	Auction/Wholesale	No	\$	16,891	\$	16,891	100%	(\$2,257)	\$783
48	EA957598	2018	Mercedes-Benz	C 63	6	Trade on Used	No	\$	23,990	\$	19,520	100%	\$1,053	\$0
49	MC132752	2021	Toyota	Rav 4	13	Auction/Wholesale	Yes	\$	21,997	\$	21,997	92%	(\$891)	\$1,232
50	NW202786	2022	Toyota	Rav 4	56	Auction/Wholesale	Yes	\$	28,690	\$	28,000	102%	(\$2,006)	\$0
51	PP020707	2023	Toyota	Corolla	9	Auction/Wholesale	Yes	\$	19,991	\$	19,991	93%	\$534	\$5,841
52	PU831147	2023	Toyota	Camry	3	Auction/Wholesale	Yes	\$	27,991	\$	27,991	100%	\$1,214	\$411
53	R5072794	2024	Lexus	IS 350	15	Auction/Wholesale	No	\$	44,991	\$	44,991	100%	(\$996)	\$5,149

Scoreboard Totals

% Retailed of Non-Franchise Make	29%
Total # Retail Units	200
Avg. Days to Sale	32.3
Avg. Advertised Price (Time of Sale)	\$ 28,810
Avg. Transaction Price	\$ 28,638
Avg. Market Price at 100%	\$ 29,497
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 176
Avg. Front-End Gross	\$ 677
Avg. Finance Gross	\$ 2,679
PUVR	\$ 3,356
Total Gross (Units & PUVR)	\$ 671,269
GROI	131%
% with Trade	28%
Avg. Over/Under Allowance	\$663



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Chris Heacox	David Boswell
% Retailed of Non-New Franchise	29%	36%	6%
Total # Retail Units	200	80	16
Avg. Days to Sale	32.3	31.4	22.1
Avg. Advertised Price (Time of Sale)	\$ 28,810	\$ 28,996	\$ 24,712
Avg. Transaction Price	\$ 28,638	\$ 28,861	\$ 24,605
Avg. Market Price at 100%	\$ 29,497	\$ 29,725	\$ 25,561
Avg. Price to Market % (Time of Sale)	98%	98%	97%
Avg. Transaction to Market	97%	97%	96%
Avg. Transactional Discount	\$ 176	\$ 135	\$ 106
Avg. Front-End Gross	\$ 677	\$ 1,021	\$ 582
Avg. Finance Gross	\$ 2,679	\$ 2,679	\$ 2,503
PUVR	\$ 3,356	\$ 3,700	\$ 3,085
Total Gross (Units & PUVR)	\$ 671,269	\$ 296,029	\$ 49,352
GROI	131%	147%	205%
% with Trade	28%	26%	38%
Avg. Over/Under Allowance	663	1,105	667



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David Alcorta	Raul Cervera		
30%	15%	#DIV/0!	#DIV/0!
84	20	0	0
34.7	34.3	#DIV/0!	#DIV/0!
\$ 29,338	\$ 29,123	#DIV/0!	#DIV/0!
\$ 29,161	\$ 28,774	#DIV/0!	#DIV/0!
\$ 30,085	\$ 29,507	#DIV/0!	#DIV/0!
98%	99%	#DIV/0!	#DIV/0!
97%	98%	#DIV/0!	#DIV/0!
\$ 187	\$ 348	#DIV/0!	#DIV/0!
\$ 439	\$ 375	#DIV/0!	#DIV/0!
\$ 2,694	\$ 2,762	#DIV/0!	#DIV/0!
\$ 3,133	\$ 3,137	#DIV/0!	#DIV/0!
\$ 263,145	\$ 62,743	#DIV/0!	#DIV/0!
111%	114%	#DIV/0!	#DIV/0!
29%	25%	#DIV/0!	#DIV/0!
350	350	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Brandon Rodriguez	Mitch Rodriguez
% Retailed of Non-New Franchise	29%	40%	50%
Total # Retail Units	200	5	4
Avg. Days to Sale	32.3	51.8	43.5
Avg. Advertised Price (Time of Sale)	\$ 28,810	\$ 32,173	\$ 33,142
Avg. Transaction Price	\$ 28,638	\$ 32,073	\$ 33,004
Avg. Market Price at 100%	\$ 29,497	\$ 33,844	\$ 35,288
Avg. Price to Market % (Time of Sale)	98%	95%	94%
Avg. Transaction to Market	97%	95%	94%
Avg. Transactional Discount	\$ 176	\$ 100	\$ 138
Avg. Front-End Gross	\$ 677	\$ (1,016)	\$ (603)
Avg. Finance Gross	\$ 2,679	\$ 2,614	\$ 2,733
PUVR	\$ 3,356	\$ 1,598	\$ 2,130
Total Gross (Units & PUVR)	\$ 671,269	\$ 7,992	\$ 8,521
GROI	131%	35%	53%
% with Trade	28%	60%	25%
Avg. Over/Under Allowance	663	500	0



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

Micheal Ornealas-Le	Ray Calderon	Marco Cantu	Carlos Lima
0%	13%	0%	0%
3	8	6	2
18.7	39.0	20.0	18.5
\$ 20,991	\$ 24,670	\$ 33,641	\$ 25,891
\$ 20,991	\$ 24,409	\$ 33,393	\$ 25,936
\$ 21,324	\$ 25,717	\$ 33,811	\$ 25,529
98%	96%	99%	101%
98%	95%	99%	102%
\$ -	\$ 261	\$ 249	\$ (45)
\$ 1,950	\$ (1,500)	\$ 3,991	\$ (904)
\$ 3,780	\$ 2,196	\$ 4,526	\$ 5,061
\$ 5,730	\$ 696	\$ 8,517	\$ 4,157
\$ 17,191	\$ 5,571	\$ 51,101	\$ 8,313
526%	26%	459%	312%
67%	0%	17%	0%
200	#DIV/0!	0	#DIV/0!

Fito Salinas	Isacc Ramirez	Aurora Sanchez	Rodrigo Barron
57%	0%	25%	0%
7	1	8	2
45.3	22.0	53.3	13.0
\$ 25,878	\$ 22,391	\$ 34,268	\$ 26,944
\$ 25,878	\$ 22,391	\$ 34,218	\$ 26,944
\$ 27,150	\$ 22,391	\$ 35,855	\$ 28,357
95%	100%	96%	95%
95%	100%	95%	95%
\$ -	\$ -	\$ 49	\$ (1)
\$ (171)	\$ 1,005	\$ (707)	\$ 2,548
\$ 2,488	\$ 761	\$ 514	\$ 1,900
\$ 2,316	\$ 1,766	\$ (194)	\$ 4,448
\$ 16,213	\$ 1,766	\$ (1,549)	\$ 8,895
71%	129%	-4%	457%
14%	0%	38%	0%
0	#DIV/0!	-133	#DIV/0!

Xochitl Rodriguez	Jose Aquino	Devante Moses	Gabe Gomez
20%	67%	#DIV/0!	33%
5	6	0	3
26.8	16.3	#DIV/0!	34.3
\$ 25,673	\$ 28,374	#DIV/0!	\$ 20,358
\$ 25,673	\$ 28,165	#DIV/0!	\$ 20,358
\$ 26,256	\$ 28,770	#DIV/0!	\$ 20,635
98%	99%	#DIV/0!	99%
98%	98%	#DIV/0!	99%
\$ -	\$ 210	#DIV/0!	\$ -
\$ 1,076	\$ 3,584	#DIV/0!	\$ (821)
\$ 4,243	\$ 4,250	#DIV/0!	\$ 1,839
\$ 5,319	\$ 7,834	#DIV/0!	\$ 1,018
\$ 26,593	\$ 47,005	#DIV/0!	\$ 3,054
278%	613%	#DIV/0!	52%
0%	33%	#DIV/0!	33%
#DIV/0!	1,250	#DIV/0!	0

Yarm Hevia	Joshua Casarez	John Pease	Frank Munguia
50%	71%	0%	40%
2	7	4	5
24.0	41.6	36.3	42.0
\$ 32,341	\$ 39,263	\$ 29,191	\$ 27,893
\$ 32,441	\$ 39,136	\$ 28,941	\$ 27,893
\$ 32,399	\$ 40,575	\$ 29,168	\$ 29,025
100%	97%	100%	96%
100%	96%	99%	96%
\$ (100)	\$ 127	\$ 250	\$ -
\$ 4,477	\$ 2,145	\$ (512)	\$ 888
\$ 4,568	\$ 1,269	\$ 3,672	\$ 3,734
\$ 9,045	\$ 3,414	\$ 3,160	\$ 4,622
\$ 18,089	\$ 23,898	\$ 12,640	\$ 23,108
418%	76%	108%	142%
100%	43%	25%	0%
1,600	1,750	0	#DIV/0!

Savanna Peet-Valv	Fernando Guerra	Jaime Santacruz	Jaime Santacruz
0%	40%	50%	50%
1	5	2	2
12.0	32.2	8.0	8.0
\$ 19,991	\$ 32,112	\$ 27,241	\$ 27,241
\$ 19,991	\$ 32,112	\$ 25,006	\$ 25,006
\$ 21,267	\$ 32,904	\$ 27,394	\$ 27,394
94%	98%	99%	99%
94%	98%	91%	91%
\$ -	\$ -	\$ 2,235	\$ 2,235
\$ (1,129)	\$ (1,141)	\$ 2,871	\$ 2,871
\$ 2,113	\$ 2,756	\$ 2,078	\$ 2,078
\$ 984	\$ 1,615	\$ 4,949	\$ 4,949
\$ 984	\$ 8,073	\$ 9,898	\$ 9,898
148%	56%	891%	891%
0%	20%	50%	50%
#DIV/0!	-500	1,000	1,000

Carlos Beltran	David Vadachkoria	Josh Deen	Cristian Rosas
0%	20%	20%	75%
3	5	5	4
15.0	21.6	42.2	33.0
\$ 24,162	\$ 24,811	\$ 27,092	\$ 33,541
\$ 23,162	\$ 24,429	\$ 26,972	\$ 33,541
\$ 24,708	\$ 25,054	\$ 27,427	\$ 34,793
98%	99%	99%	96%
94%	98%	98%	96%
\$ 1,000	\$ 382	\$ 120	\$ -
\$ 631	\$ 1,806	\$ (222)	\$ 4,211
\$ 2,878	\$ 4,831	\$ 886	\$ 1,348
\$ 3,509	\$ 6,638	\$ 664	\$ 5,559
\$ 10,527	\$ 33,189	\$ 3,319	\$ 22,237
364%	453%	21%	181%
33%	0%	40%	50%
1,000	#DIV/0!	325	-500

Juan Reyes	Joseph Favela	Tony Cuadillo	Crispolo Ventura
0%	33%	33%	25%
4	6	3	4
39.3	38.5	20.0	20.0
\$ 29,717	\$ 32,141	\$ 21,591	\$ 27,266
\$ 29,467	\$ 31,682	\$ 21,435	\$ 26,761
\$ 30,387	\$ 31,844	\$ 22,693	\$ 27,710
98%	101%	95%	98%
97%	99%	94%	97%
\$ 250	\$ 459	\$ 156	\$ 505
\$ (301)	\$ 1,244	\$ 1,211	\$ 2,738
\$ 3,639	\$ 3,027	\$ 550	\$ 4,845
\$ 3,338	\$ 4,272	\$ 1,761	\$ 7,583
\$ 13,353	\$ 25,629	\$ 5,282	\$ 30,331
104%	126%	148%	510%
25%	17%	0%	0%
0	2,500	#DIV/0!	#DIV/0!

Adrian Martinez	Julio Ortiz	Chris Barba	Arcadio Muniz
8%	100%	33%	0%
12	1	3	2
39.2	35.0	18.0	12.5
\$ 26,547	\$ 30,491	\$ 24,893	\$ 30,341
\$ 26,459	\$ 30,491	\$ 24,747	\$ 30,341
\$ 26,661	\$ 30,189	\$ 24,625	\$ 30,462
100%	101%	101%	100%
99%	101%	100%	100%
\$ 88	\$ -	\$ 146	\$ -
\$ 62	\$ 936	\$ 758	\$ 1,932
\$ 2,124	\$ 1,119	\$ 883	\$ 1,543
\$ 2,186	\$ 2,055	\$ 1,642	\$ 3,474
\$ 26,232	\$ 2,055	\$ 4,925	\$ 6,948
76%	69%	133%	330%
25%	100%	0%	50%
-167	0	#DIV/0!	2,000

Cristian Perez	Pedro Alvarez	Francisco Duque	Manny Merino
0%	25%	50%	0%
1	4	2	4
64.0	33.5	28.5	15.5
\$ 27,890	\$ 34,769	\$ 20,791	\$ 25,763
\$ 27,890	\$ 34,769	\$ 20,641	\$ 25,718
\$ 29,052	\$ 35,328	\$ 21,087	\$ 26,843
96%	98%	99%	96%
96%	98%	98%	96%
\$ -	\$ -	\$ 150	\$ 45
\$ (3,241)	\$ 2,830	\$ (1,562)	\$ 2,042
\$ 2,170	\$ 3,814	\$ 982	\$ 3,134
\$ (1,071)	\$ 6,644	\$ (580)	\$ 5,176
\$ (1,071)	\$ 26,576	\$ (1,160)	\$ 20,703
-22%	205%	-35%	467%
0%	75%	50%	0%
#DIV/0!	1,167	0	#DIV/0!

Justice Musik	Chris Switzenberg	Jonathan Perez	Ramon Garcia
#DIV/0!	0%	25%	20%
0	1	4	5
#DIV/0!	77.0	47.3	24.4
#DIV/0!	\$ 38,991	\$ 25,769	\$ 34,492
#DIV/0!	\$ 36,991	\$ 25,769	\$ 34,025
#DIV/0!	\$ 38,226	\$ 27,550	\$ 34,420
#DIV/0!	102%	94%	100%
#DIV/0!	97%	94%	99%
#DIV/0!	\$ 2,000	\$ -	\$ 467
#DIV/0!	\$ (2,275)	\$ (891)	\$ 2,678
#DIV/0!	\$ 3,201	\$ 2,481	\$ 2,288
#DIV/0!	\$ 926	\$ 1,591	\$ 4,966
#DIV/0!	\$ 926	\$ 6,362	\$ 24,831
#DIV/0!	12%	47%	215%
#DIV/0!	0%	50%	40%
#DIV/0!	#DIV/0!	1,650	500

Cy Navarette	David Zuniga	Brennden Hartwick	Jose Solis
0%	100%	#DIV/0!	0%
2	1	0	1
22.5	20.0	#DIV/0!	15.0
\$ 20,994	\$ 32,891	#DIV/0!	\$ 21,997
\$ 20,994	\$ 32,891	#DIV/0!	\$ 21,997
\$ 23,054	\$ 32,565	#DIV/0!	\$ 24,173
91%	101%	#DIV/0!	91%
91%	101%	#DIV/0!	91%
\$ -	\$ -	#DIV/0!	\$ -
\$ (2,567)	\$ 3,470	#DIV/0!	\$ 45
\$ 3,786	\$ 2,628	#DIV/0!	\$ 2,703
\$ 1,219	\$ 6,098	#DIV/0!	\$ 2,748
\$ 2,438	\$ 6,098	#DIV/0!	\$ 2,748
93%	334%	#DIV/0!	300%
50%	100%	#DIV/0!	0%
#DIV/0!	1,000	#DIV/0!	#DIV/0!

David Contreras	Jerry Rodriguez	Steven Espinoza	Gio Lerma
43%	40%	50%	33%
7	5	6	6
39.4	16.0	38.8	25.0
\$ 27,421	\$ 26,894	\$ 37,175	\$ 29,965
\$ 27,434	\$ 26,894	\$ 37,060	\$ 29,965
\$ 28,215	\$ 28,191	\$ 37,547	\$ 32,125
97%	95%	99%	93%
97%	95%	99%	93%
\$ (13)	\$ -	\$ 115	\$ 132
\$ (1,824)	\$ (586)	\$ 1,064	\$ 443
\$ 2,378	\$ 4,131	\$ 1,735	\$ 4,597
\$ 555	\$ 3,545	\$ 2,799	\$ 5,040
\$ 3,882	\$ 17,723	\$ 16,794	\$ 30,240
18%	297%	70%	242%
29%	60%	50%	0%
250	500	1,167	#DIV/0!

Armando Ortiz	Hugo Ramirez	Raul Villegas	
0%	40%	17%	#DIV/0!
2	5	6	0
66.5	20.8	21.7	#DIV/0!
\$ 24,697	\$ 25,651	\$ 27,741	#DIV/0!
\$ 24,697	\$ 25,421	\$ 27,374	#DIV/0!
\$ 24,697	\$ 25,798	\$ 27,835	#DIV/0!
100%	99%	100%	#DIV/0!
100%	99%	98%	#DIV/0!
\$ -	\$ 230	\$ 367	#DIV/0!
\$ (2,020)	\$ (198)	\$ 2,544	#DIV/0!
\$ -	\$ 2,104	\$ 2,006	#DIV/0!
\$ (2,020)	\$ 1,906	\$ 4,551	#DIV/0!
\$ (4,040)	\$ 9,532	\$ 27,304	#DIV/0!
-44%	130%	276%	#DIV/0!
0%	0%	67%	#DIV/0!
#DIV/0!	#DIV/0!	1,500	#DIV/0!

Scoreboard

(Click on the blue head

Finance Manager	Totals	Brian Lopez
% Retailed of Non-New Franchise	29%	36%
Total # Retail Units	200	33
Avg. Days to Sale	32.3	31.5
Avg. Advertised Price (Time of Sale)	\$ 28,810	\$ 30,750
Avg. Transaction Price	\$ 28,638	\$ 30,548
Avg. Market Price at 100%	\$ 29,497	\$ 31,648
Avg. Price to Market % (Time of Sale)	98%	97%
Avg. Transaction to Market	97%	97%
Avg. Transactional Discount	\$ 176	\$ 202
Avg. Front-End Gross	\$ 677	\$ 392
Avg. Finance Gross	\$ 2,679	\$ 2,371
PUVR	\$ 3,356	\$ 2,762
Total Gross (Units & PUVR)	\$ 671,269	\$ 91,151
GROI	131%	103%
% with Trade	28%	39%
Avg. Over/Under Allowance	663	283



r to access the dropdown list, then scroll up to select your staff member for each column.)

Frances Benavides	Veronica Perez	Len Dowling	Jr Vasquez
39%	35%	17%	24%
23	26	29	33
35.4	41.4	20.1	35.7
\$ 32,058	\$ 28,270	\$ 28,737	\$ 25,906
\$ 31,882	\$ 28,161	\$ 28,594	\$ 25,824
\$ 32,940	\$ 29,781	\$ 29,319	\$ 26,330
97%	95%	98%	98%
97%	95%	98%	98%
\$ 176	\$ 140	\$ 143	\$ 82
\$ 1,301	\$ (852)	\$ 1,717	\$ 862
\$ 2,789	\$ 2,644	\$ 2,957	\$ 2,299
\$ 4,091	\$ 1,792	\$ 4,674	\$ 3,161
\$ 94,085	\$ 46,598	\$ 135,559	\$ 104,315
130%	55%	292%	123%
48%	19%	24%	18%
450	800	670	1,250

Carlos Saenz	Rick Rodriguez		
31%	23%	#DIV/0!	#DIV/0!
29	26	0	0
31.6	32.2	#DIV/0!	#DIV/0!
\$ 27,747	\$ 29,035	#DIV/0!	#DIV/0!
\$ 27,617	\$ 28,643	#DIV/0!	#DIV/0!
\$ 28,174	\$ 29,408	#DIV/0!	#DIV/0!
98%	99%	#DIV/0!	#DIV/0!
98%	97%	#DIV/0!	#DIV/0!
\$ 129	\$ 391	#DIV/0!	#DIV/0!
\$ 873	\$ 450	#DIV/0!	#DIV/0!
\$ 2,840	\$ 3,042	#DIV/0!	#DIV/0!
\$ 3,712	\$ 3,492	#DIV/0!	#DIV/0!
\$ 107,659	\$ 90,794	#DIV/0!	#DIV/0!
153%	136%	#DIV/0!	#DIV/0!
21%	31%	#DIV/0!	#DIV/0!
783	875	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	138	60
Avg. Days to Sale	32.3	32.4	32.3
Avg. Advertised Price (Time of Sale)	\$ 28,810	\$ 28,447	\$ 29,263
Avg. Transaction Price	\$ 28,638	\$ 28,249	\$ 29,263
Avg. Market Price at 100%	\$ 29,497	\$ 29,155	\$ 30,140
Avg. Price to Market % (Time of Sale)	98%	98%	97%
Avg. Transaction to Market	97%	97%	97%
Avg. Transactional Discount	\$ 176	\$ 204	\$ 117
Avg. Front-End Gross	\$ 677	\$ 671	\$ 681
Avg. Finance Gross	\$ 2,679	\$ 2,773	\$ 2,393
PUVR	\$ 3,356	\$ 3,444	\$ 3,074
Total Gross (Units & PUVR)	\$ 671,269	\$ 475,300	\$ 184,465
GROI	131%	135%	117%
% with Trade	28%	25%	35%
Avg. Over/Under Allowance	663	565	765



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	142	58
Avg. Days to Sale	32.3	32.0	33.1
Avg. Advertised Price (Time of Sale)	\$ 28,810	\$ 28,146	\$ 30,299
Avg. Transaction Price	\$ 28,638	\$ 27,959	\$ 30,299
Avg. Market Price at 100%	\$ 29,497	\$ 28,812	\$ 31,260
Avg. Price to Market % (Time of Sale)	98%	98%	97%
Avg. Transaction to Market	97%	97%	97%
Avg. Transactional Discount	\$ 176	\$ 193	\$ 134
Avg. Front-End Gross	\$ 677	\$ 730	\$ 547
Avg. Finance Gross	\$ 2,679	\$ 2,742	\$ 2,527
PUVR	\$ 3,356	\$ 3,472	\$ 3,073
Total Gross (Units & PUVR)	\$ 671,269	\$ 493,010	\$ 178,259
GROI	131%	140%	110%
% with Trade	28%	24%	38%
Avg. Over/Under Allowance	663	565	807



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	77	12
% of Retail Units	100%	39%	6%
% Retailed of Non-New Franchise	29%	14%	50%
Avg. Days to Sale	32.3	25.4	22.8
Avg. Transaction Price	\$ 28,638	\$ 30,005	\$ 27,960
Avg. Transaction to Market %	97%	97%	103%
Avg. Transactional Discount	\$ 176	\$ 182	\$ 373
Avg. Front End Gross	\$ 677	\$ 2,631	\$ 3,375
Avg. Finance Gross	\$ 2,679	\$ 3,076	\$ 2,558
PUVR	\$ 3,356	\$ 5,707	\$ 5,934
Total Gross (Units & PUVR)	\$ 671,269	\$ 439,454	\$ 71,202
GROI	131%	270%	336%
% with Trade	28%	34%	17%
Avg. Over/Under Allowance	663	604	1,825



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	111	0	0
0%	56%	0%	0%
#DIV/0!	37%	#DIV/0!	#DIV/0!
#DIV/0!	38.2	#DIV/0!	#DIV/0!
#DIV/0!	\$ 27,763	#DIV/0!	#DIV/0!
#DIV/0!	96%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 150	#DIV/0!	#DIV/0!
#DIV/0!	\$ (970)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,417	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,447	#DIV/0!	#DIV/0!
#DIV/0!	\$ 160,613	#DIV/0!	#DIV/0!
#DIV/0!	49%	#DIV/0!	#DIV/0!
#DIV/0!	25%	#DIV/0!	#DIV/0!
#DIV/0!	628	#DIV/0!	#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	200	119	38
% of Retail Units	100%	60%	19%
% Retailed of Non-New Franchise	29%	28%	39%
Avg. Days to Sale	32.3	14.7	36.7
Avg. Transaction Price	\$ 28,638	\$ 27,075	\$ 28,422
Avg. Transaction to Market %	97%	97%	98%
Avg. Transactional Discount	\$ 176	\$ 183	\$ 153
Avg. Front End Gross	\$ 677	\$ 1,719	\$ 172
Avg. Finance Gross	\$ 2,679	\$ 3,014	\$ 2,311
PUVR	\$ 3,356	\$ 4,734	\$ 2,483
Total Gross (Units & PUVR)	\$ 671,269	\$ 563,330	\$ 94,371
GROI	131%	428%	86%
% with Trade	28%	26%	32%
Avg. Over/Under Allowance	663	748	1,015



46-60 days	61-90 days	90+ days
8	24	11
4%	12%	6%
25%	17%	36%
52.9	71.0	108.5
\$ 32,706	\$ 29,750	\$ 40,903
99%	96%	93%
\$ 173	\$ 223	\$ 73
\$ 1,323	\$ (1,972)	\$ (3,545)
\$ 1,690	\$ 2,075	\$ 2,364
\$ 3,012	\$ 103	\$ (1,181)
\$ 24,097	\$ 2,464	\$ (12,993)
63%	2%	-10%
38%	21%	45%
-133	200	400