

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
CORY	KEEGAN	GLEN TRINH
NOEL	STEVEN	PATTI AUSTIN
MATT	MARIO	JAMES BAILEY
TOMMY	BRYCE	JARED CYPERT
		RYAN ENTSLER
		RAZIEL FLORES
		BRENT HENDERSON
		MARSHALL KNIGHTEN
		BRANDON LEWIS
		SCOTT MCCOLLUM
		SAL SALDIVAR
		SONNY TRUJILLO
		MARK TRUMBLE
		REUBEN

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	PT00818	2023	TOYOTA	4RUNNER	22	Street/Curb Buy	Yes	\$ 46,911	\$ 46,000	100%	\$2,781	\$1,000
2	PRT00234A	2019	TOYOTA	HIGHLANDER	20	Trade on Used	Yes	\$ 25,111	\$ 25,111	100%	\$1,391	\$200
3	T240312A	2014	TOYOTA	TUNDRA	6	Trade on New	No	\$ 32,971	\$ 32,971	102%	\$3,402	\$520
4	PDT00068	2019	Nissan	SENTRA	29	Auction/Wholesale	No	\$ 12,522	\$ 12,522	93%	\$1,357	\$866
5	T240437A	2021	TOYOTA	4RUNNER	20	Trade on New	Yes	\$ 39,511	\$ 38,083	99%	(\$297)	\$541
6	T230911C	2019	HONDA	PILOT	30	Trade on Used	No	\$ 23,722	\$ 23,722	99%	(\$432)	\$1,328
7	T240260A	2021	Kia	SORENTO	49	Trade on New	No	\$ 26,944	\$ 26,944	95%	(\$564)	\$3,843
8	PDT00069	2016	Hyundai	SANTE FE	30	Auction/Wholesale	No	\$ 13,222	\$ 13,222	95%	(\$671)	\$0
9	PT00815	2022	TOYOTA	CAMRY	41	Street/Curb Buy	Yes	\$ 28,399	\$ 28,399	94%	(\$1,934)	\$1,374
10	PT00816	2017	TOYOTA	CAMRY	31	Street/Curb Buy	No	\$ 20,022	\$ 19,073	94%	\$40	\$0
11	T240484A	2019	Mini	COOPER	13	Trade on New	No	\$ 18,111	\$ 18,111	96%	\$1,963	\$1,359
12	T240432A	2016	Honda	HRV	23	Trade on New	No	\$ 13,222	\$ 13,222	88%	\$793	\$0
13	PXT00362	2021	BMW	X1	33	Auction/Wholesale	No	\$ 27,522	\$ 27,522	97%	\$2,425	\$2,425
14	T240431A	2020	TOYOTA	4RUNNER	18	Trade on New	Yes	\$ 34,411	\$ 34,411	100%	\$3,568	\$0
15	TT240037A	2022	TOYOTA	TACO	8	Trade on New	Yes	\$ 42,971	\$ 42,971	100%	\$4,091	\$1,000
16	T240499A	2022	BMW	X3	11	Trade on New	No	\$ 39,971	\$ 39,851	101%	\$11	\$0
17	PAT00894	2021	TOYOTA	RAV4	37	Auction/Wholesale	Yes	\$ 22,533	\$ 22,533	89%	\$819	\$0
18	LT240003A	2022	Hyundai	SANTE FE	49	Trade on New	No	\$ 26,444	\$ 26,444	88%	(\$1,293)	\$0
19	T240375A	2020	Hyundai	TUCSON	28	Trade on New	No	\$ 15,522	\$ 15,522	90%	\$575	\$2,874
20	T240393A	2022	TOYOTA	COROLLA	16	Trade on New	Yes	\$ 23,111	\$ 23,111	99%	\$547	\$8,780
21	PDT00070	2018	Kia	SPORTAGE	12	Auction/Wholesale	No	\$ 149,111	\$ 149,111	99%	(\$1,046)	\$211
22	T240461A	2015	Nissan	ALTIMA	4	Trade on New	No	\$ 15,971	\$ 15,971	106%	\$3,513	\$0
23	T240533A	2018	TOYOTA	HIGHLANDER	5	Trade on New	Yes	\$ 32,971	\$ 32,971	108%	\$4,154	\$3,403
24	T240469A	2021	Nissan	TITAN	12	Trade on New	No	\$ 42,511	\$ 42,511	101%	\$1,912	\$3,212
25	RRT00038	2023	TOYOTA	CAMRY	12	Loaner	Yes	\$ 25,711	\$ 25,711	95%	\$1,258	\$0
26	T240472A	2015	TOYOTA	HIGHLANDER	21	Trade on New	No	\$ 19,522	\$ 19,522	99%	(\$220)	\$0
27	T240524A	2022	TOYOTA	HIGHLANDER	5	Trade on New	Yes	\$ 38,791	\$ 38,791	104%	\$3,890	\$5,781

28	TT240024B	2019	HONDA	CIVIC	25	Trade on Used	No	\$	19,552	\$	19,552	97%	(\$449)	\$285
29	T240350A	2006	TOYOTA	4RUNNER	4	Trade on New	No	\$	12,971	\$	12,201	105%	\$1,972	\$0
30	RRT00041	2024	TOYOTA	CAMRY	14	Loaner	Yes	\$	25,911	\$	25,911	94%	\$1,302	\$0
31	T240425A	2023	TOYOTA	TACO	6	Trade on New	Yes	\$	39,971	\$	39,971	100%	\$2,243	\$0
32	T231005A	2022	FORD	MAVERICK	47	Trade on New	No	\$	24,833	\$	24,833	92%	\$114	\$3,242
33	T240306A	2022	TOYOTA	COROLLA	24	Trade on New	Yes	\$	20,222	\$	18,241	96%	(\$695)	\$232
34	TT240028A	2014	AUDI	A8	49	Trade on New	No	\$	13,844	\$	9,951	86%	(\$752)	\$0
35	RRT00045	2024	TOYOTA	CAMRY	15	Loaner	Yes	\$	27,111	\$	26,562	93%	(\$518)	\$843
36	RRT00042	2024	TOYOTA	CAMRY	15	Loaner	Yes	\$	27,111	\$	27,111	93%	\$326	\$3,940
37	T240521A	2015	TOYOTA	COROLLA	16	Trade on New	No	\$	15,471	\$	15,000	104%	\$1,178	\$100
38	TT240034A	2017	HONDA	PILOT	25	Trade on New	No	\$	19,222	\$	17,941	97%	\$347	\$0
39	T240494A	2018	TOYOTA	4RUNNER	25	Trade on New	Yes	\$	36,922	\$	36,922	97%	\$658	\$657
40	T240457A	2015	Ford	FUSION	7	Trade on New	No	\$	13,971	\$	12,206	100%	\$1,115	\$771
41	T240538A	2018	Chevrolet	CAMARO	26	Trade on New	No	\$	29,222	\$	29,222	105%	\$1,935	\$3,385
42	T240538A	2021	TOYOTA	HIGHLANDER	2	Trade on New	Yes	\$	38,971	\$	38,971	105%	\$3,731	\$1,000
43	T240451A	2023	Mazda	CX30	26	Trade on New	No	\$	30,222	\$	30,222	97%	\$1,472	\$601
44	T240349A	2016	Chevrolet	IMPALA	27	Trade on New	No	\$	17,822	\$	17,822	100%	\$1,827	\$410
45	RRT00040	2024	TOYOTA	CAMRY	21	Loaner	Yes	\$	25,111	\$	25,111	93%	(\$309)	\$5,120
46	T240433A	2020	TOYOTA	CAMRY	38	Trade on New	No	\$	14,333	\$	12,441	77%	(\$468)	\$424
47	RRT00035	2023	TOYOTA	TUNDRA	22	Loaner	Yes	\$	46,811	\$	46,811	92%	(\$284)	\$478
48	T240495A	2021	TOYOTA	RAV4	14	Trade on New	Yes	\$	29,911	\$	29,911	100%	\$42	\$383
49	T240468A	2017	BMW	X5	26	Trade on New	No	\$	20,922	\$	20,922	92%	\$577	\$2,940
50	RRT00043	2024	TOYOTA	CAMRY	24	Loaner	Yes	\$	28,211	\$	28,211	95%	\$3,620	\$2,984
51	PT00820	2020	TOYOTA	TACO	13	Street/Curb Buy	Yes	\$	38,711	\$	38,711	104%	\$3,637	\$2,108
52	T240486A	2014	FORD	ESCAPE	13	Trade on New	No	\$	11,971	\$	11,971	102%	\$3,317	\$173
53	T240489A	2017	FORD	RAPTOR	22	Trade on New	No	\$	38,111	\$	36,951	92%	\$1,900	\$100

Scoreboard Totals

% Retailed of Non-Franchise Make	47%
Total # Retail Units	106
Avg. Days to Sale	25.0
Avg. Advertised Price (Time of Sale)	\$ 27,458
Avg. Transaction Price	\$ 27,198
Avg. Market Price at 100%	\$ 28,467
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 260
Avg. Front-End Gross	\$ 749
Avg. Finance Gross	\$ 1,671
PUVR	\$ 2,421
Total Gross (Units & PUVR)	\$ 256,609
GROI	128%
% with Trade	30%
Avg. Over/Under Allowance	\$701



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	47%	#DIV/0!	#DIV/0!
Total # Retail Units	106	0	0
Avg. Days to Sale	25.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,458	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,198	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 28,467	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 260	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 749	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,671	#DIV/0!	#DIV/0!
PUVR	\$ 2,421	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 256,609	#DIV/0!	#DIV/0!
GROI	128%	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	701	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	47%	#DIV/0!	#DIV/0!
Total # Retail Units	106	0	0
Avg. Days to Sale	25.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,458	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,198	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 28,467	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 260	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 749	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,671	#DIV/0!	#DIV/0!
PUVR	\$ 2,421	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 256,609	#DIV/0!	#DIV/0!
GROI	128%	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	701	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	47%	#DIV/0!	#DIV/0!
Total # Retail Units	106	0	0
Avg. Days to Sale	25.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,458	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,198	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 28,467	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 260	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 749	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,671	#DIV/0!	#DIV/0!
PUVR	\$ 2,421	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 256,609	#DIV/0!	#DIV/0!
GROI	128%	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	701	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	106	40	66
Avg. Days to Sale	25.0	18.7	28.8
Avg. Advertised Price (Time of Sale)	\$ 27,458	\$ 32,905	\$ 23,819
Avg. Transaction Price	\$ 27,198	\$ 32,773	\$ 23,819
Avg. Market Price at 100%	\$ 28,467	\$ 33,411	\$ 25,350
Avg. Price to Market % (Time of Sale)	96%	98%	94%
Avg. Transaction to Market	96%	98%	94%
Avg. Transactional Discount	\$ 260	\$ 132	\$ 337
Avg. Front-End Gross	\$ 749	\$ 1,393	\$ 359
Avg. Finance Gross	\$ 1,671	\$ 2,501	\$ 1,169
PUVR	\$ 2,421	\$ 3,893	\$ 1,528
Total Gross (Units & PUVR)	\$ 256,609	\$ 155,739	\$ 100,870
GROI	128%	228%	80%
% with Trade	30%	45%	21%
Avg. Over/Under Allowance	701	792	584



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	106	56	50
Avg. Days to Sale	25.0	19.1	31.6
Avg. Advertised Price (Time of Sale)	\$ 27,458	\$ 30,066	\$ 24,231
Avg. Transaction Price	\$ 27,198	\$ 29,846	\$ 24,231
Avg. Market Price at 100%	\$ 28,467	\$ 30,569	\$ 25,954
Avg. Price to Market % (Time of Sale)	96%	98%	93%
Avg. Transaction to Market	96%	98%	93%
Avg. Transactional Discount	\$ 260	\$ 219	\$ 306
Avg. Front-End Gross	\$ 749	\$ 1,282	\$ 153
Avg. Finance Gross	\$ 1,671	\$ 2,027	\$ 1,273
PUVR	\$ 2,421	\$ 3,309	\$ 1,426
Total Gross (Units & PUVR)	\$ 256,609	\$ 185,307	\$ 71,302
GROI	128%	209%	67%
% with Trade	30%	39%	20%
Avg. Over/Under Allowance	701	673	762



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	106	65	12
% of Retail Units	100%	61%	11%
% Retailed of Non-New Franchise	47%	49%	67%
Avg. Days to Sale	25.0	24.0	32.4
Avg. Transaction Price	\$ 27,198	\$ 25,879	\$ 25,109
Avg. Transaction to Market %	96%	95%	95%
Avg. Transactional Discount	\$ 260	\$ 300	\$ 247
Avg. Front End Gross	\$ 749	\$ 868	\$ 11
Avg. Finance Gross	\$ 1,671	\$ 1,772	\$ 1,091
PUVR	\$ 2,421	\$ 2,641	\$ 1,102
Total Gross (Units & PUVR)	\$ 256,609	\$ 171,638	\$ 13,221
GROI	128%	153%	49%
% with Trade	30%	25%	33%
Avg. Over/Under Allowance	701	643	563



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	14	11	0
4%	13%	10%	0%
0%	71%	0%	#DIV/0!
26.8	28.9	17.2	#DIV/0!
\$ 33,046	\$ 29,878	\$ 31,728	#DIV/0!
96%	94%	95%	#DIV/0!
\$ 465	\$ 192	\$ 50	#DIV/0!
\$ 1,131	\$ 140	\$ 1,490	#DIV/0!
\$ 1,121	\$ 1,354	\$ 2,313	#DIV/0!
\$ 2,252	\$ 1,494	\$ 3,803	#DIV/0!
\$ 9,006	\$ 20,911	\$ 41,833	#DIV/0!
92%	62%	251%	#DIV/0!
50%	36%	45%	#DIV/0!
115	900	1,031	#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	106	79	11
% of Retail Units	100%	75%	10%
% Retailed of Non-New Franchise	47%	39%	45%
Avg. Days to Sale	25.0	17.4	37.8
Avg. Transaction Price	\$ 27,198	\$ 28,216	\$ 21,298
Avg. Transaction to Market %	96%	97%	91%
Avg. Transactional Discount	\$ 260	\$ 241	\$ 418
Avg. Front End Gross	\$ 749	\$ 1,327	\$ (121)
Avg. Finance Gross	\$ 1,671	\$ 1,807	\$ 755
PUVR	\$ 2,421	\$ 3,134	\$ 634
Total Gross (Units & PUVR)	\$ 256,609	\$ 247,592	\$ 6,975
GROI	128%	229%	28%
% with Trade	30%	32%	18%
Avg. Over/Under Allowance	701	637	1,000



46-60 days	61-90 days	90+ days
13	3	0
12%	3%	0%
92%	67%	#DIV/0!
50.2	67.0	#DIV/0!
\$ 26,185	\$ 26,396	#DIV/0!
89%	91%	#DIV/0!
\$ 299	\$ -	#DIV/0!
\$ (1,552)	\$ (1,291)	#DIV/0!
\$ 1,937	\$ 306	#DIV/0!
\$ 384	\$ (985)	#DIV/0!
\$ 4,996	\$ (2,954)	#DIV/0!
11%	-20%	#DIV/0!
31%	33%	#DIV/0!
750	1,500	#DIV/0!