

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Anthony Story	Ray Hernandez	Dominic Christiano
Brian Burton	Miguel Mitchell	Elbert Gutierrez-Camarillo
John Sparks	Damion Elleston	Bryan Ruggiero
	Robert Garcia-Roncal	Giovanni Santiago
	Wendell Hardy	Dimitri Haynes
		Izamara Ramirez
		Virgilio Juarez-Franco
		Michael Miller
		Abraham Villareal
		Juan Medina
		Esteban Rua
		Eric Hart
		Filiberto Diaz-Melgar
		Raiford Grock
		Kris Cooper
		Jennifer Jones
		David Cruz
		Marek Nowak
		Average
		Tanis Dieuvenel
		Rafael Crespo
		Alejandro Pico
		Gabriel Welchman
		Orlando Sarmiento
		Gerardo Torres-Rodriguez
		Robert Perez
		David Yothers
		Jose Carbo
		Ebron Edmonds
		Lorgio Gutierrez
		Gregory Schneff
		Mario Almanza
		Howard Alvarez
		Anthony Bonnet
		Yeison Oses
		Manuel Hurtado
		Adam LaTrece
		Alain Trujillo
		Ricardo Serrate
		Marco Galarza

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	RNW215908A	2014	Dodge	Challenger	31	Trade on Used	No	\$ 16,933	\$ 15,392	96%	\$271	\$1,248
2	RW322708A	2021	Toyota	Camry	19	Trade on Used	No	\$ 21,950	\$ 21,950	101%	\$108	\$1,948
3	RU147153B	2014	Chevrolet	Silverado 1500	21	Trade on Used	No	\$ 26,552	\$ 26,552	103%	\$2,892	\$2,682
4	RP134680A	2022	Toyota	Corolla LE	29	Trade on New	Yes	\$ 20,000	\$ 20,000	105%	\$212	\$1,963
5	RS043451A	2023	Toyota	Sequoia	23	Trade on New	Yes	\$ 73,986	\$ 73,986	99%	\$5,244	\$4,016
6	RS545489A	2020	Audi	Q5	27	Trade on New	No	\$ 22,933	\$ 21,380	102%	\$1,561	\$3,128
7	RT000729A	2021	Toyota	Camry	9	Trade on New	Yes	\$ 26,986	\$ 26,986	100%	\$2,797	\$988
8	LT513373	2023	Kia	Forte	1	Other	No	\$ 19,766	\$ 19,394	120%	(\$694)	\$440
9	RU248930A	2021	Toyota	Camry	7	Trade on New	No	\$ 28,986	\$ 28,986	104%	\$3,718	\$440
10	RU130985	2021	Toyota	RAV4	42	Trade on New	Yes	\$ 27,655	\$ 27,655	93%	\$3,008	\$440
11	RU147240C	2011	BMW	3 SERIES	28	Trade on Used	No	\$ 10,552	\$ 10,552	97%	\$2,240	\$250
12	RV083315A	2021	Toyota	RAV4	12	Trade on New	No	\$ 26,986	\$ 26,986	99%	\$2,926	\$226
13	R6255596A	2019	Ford	F1--150	9	Trade on New	No	\$ 42,986	\$ 42,986	99%	\$6,791	\$4,340
14	RP134680A	2022	Toyota	Corolla	29	Trade on New	Yes	\$ 20,000	\$ 20,000	97%	\$212	\$1,963
15	RPU824054	2023	Toyota	Camry	12	Loaner	No	\$ 25,950	\$ 25,950	104%	\$537	\$1,857
16	SP151584	2023	Toyota	Camry	5	Street/Curb Buy	No	\$ 28,986	\$ 28,986	104%	(\$840)	\$3,436
17	RV083265A	2021	Toyota	C-HR	8	Trade on New	No	\$ 23,986	\$ 23,986	106%	\$3,103	\$3,645
18	RU225487A	2021	Toyota	Tacoma	25	Trade on New	Yes	\$ 30,933	\$ 30,933	99%	(\$367)	\$2,101
19	PM640276B	2017	Lexus	GX	106	Trade on Used	No	\$ 22,988	\$ 22,988	86%	(\$1,657)	\$440
20	RV022474B	2014	Volkswagen	Jetta Spt Wagon	37	Trade on Used	No	\$ 10,000	\$ 10,000	87%	\$3,008	\$1,914
21	RW320310B	2021	Toyota	Camry	9	Trade on Used	No	\$ 22,986	\$ 22,841	102%	\$740	\$0
22	RX006179A	2018	Toyota	Camry	8	Trade on New	No	\$ 20,986	\$ 20,986	99%	\$693	\$1,605
23	RU889325A	2021	Toyota	Camry	9	Trade on New	Yes	\$ 23,950	\$ 23,950	104%	(\$494)	\$1,784
24	RS000585B	2021	Toyota	Corola	7	Trade on New	Yes	\$ 17,586	\$ 17,000	104%	(\$620)	\$240
25	RC264083A	2019	Toyota	RAV4	21	Trade on New	Yes	\$ 20,533	\$ 20,533	104%	(\$1,881)	\$2,847
26	RC264724A	2020	Toyota	RAV4	16	Trade on New	Yes	\$ 31,553	\$ 31,553	99%	\$397	\$3,406
27	RU130887A	2020	Ford	Explorer	16	Trade on New	No	\$ 19,533	\$ 19,533	103%	\$146	\$4,251
28	R6216632B	2015	Hyundai	Elantra	60	Trade on Used	No	\$ 7,966	\$ 7,966	113%	(\$2,205)	\$0

29	RC259510A	2019	Toyota	RAV4	6	Trade on New	Yes	\$	23,886	\$	23,886	105%	\$1,835	\$3,790
30	RS010381B	2003	Nissan	Murano	9	Trade on Used	No	\$	4,886	\$	4,886	94%	\$3,064	\$0
31	RPS140569B	2015	GMC	Sierra	19	Trade on Used	No	\$	23,993	\$	22,000	99%	\$2,158	\$1,431
32	RC266665A	2021	Toyota	Camry	15	Trade on New	No	\$	22,586	\$	22,586	106%	\$1,012	\$0
33	RNS115293	2022	Toyota	Highlander	20	Auction/Wholesale	No	\$	31,944	\$	30,085	101%	(\$737)	\$440
34	RU894749A	2021	Toyota	C-HR	14	Trade on Used	Yes	\$	20,992	\$	20,992	105%	(\$2,106)	\$3,173
35	RW314589A	2023	Toyota	Highlander	46	Trade on New	No	\$	39,533	\$	39,533	90%	\$2,925	\$1,240
36	RX003578A	2019	Chevrolet	Silverado 1500	9	Trade on New	No	\$	36,950	\$	36,950	104%	\$8,955	\$4,080
37	RU147855D	2021	Toyota	Corolla	27	Trade on Used	Yes	\$	20,000	\$	20,000	110%	(\$867)	\$2,141
38	R5306571A	2020	Toyota	4Runner	48	Trade on New	No	\$	28,566	\$	28,566	98%	\$347	\$3,355
39	P3015852B	2016	Nissan	Altima	84	Trade on Used	No	\$	8,552	\$	7,750	104%	\$378	\$1,404
40	RS532480A	2016	Toyota	Sienna	43	Trade on New	No	\$	21,995	\$	21,668	104%	(\$1,491)	\$291
41	RC265319A	2022	Toyota	RAV4	10	Trade on New	Yes	\$	24,886	\$	24,276	103%	\$2,264	\$2,657
42	RS025331A	2020	Toyota	Highlnder	21	Trade on New	No	\$	37,544	\$	37,544	103%	\$3,559	\$1,439
43	RV077817A	2019	Honda	HR-V-EX	52	Trade on New	No	\$	17,955	\$	17,356	97%	(\$1,181)	\$2,492
44	LR105869	2021	Toyota	C-HR	7	LBO OEM/Leasing Co.	No	\$	21,986	\$	20,500	99%	\$1,393	\$3,136
45	RX033719A	2021	Toyota	Tacoma	5	Trade on New	Yes	\$	28,986	\$	28,986	94%	\$1,750	\$2,376
46	RS531952B	2011	Toyota	Sienna	15	Trade on Used	No	\$	12,986	\$	12,000	99%	\$1,630	\$0
47	RC264045A	2013	Toyota	RAV4	34	Trade on New	No	\$	11,544	\$	10,980	91%	\$1,760	\$0
48	RU126164A	2018	Toyota	Corolla iM	37	Trade on New	No	\$	16,555	\$	15,326	102%	(\$2,530)	\$874
49	RU266920A	2021	Toyota	RAV4	4	Trade on New	Yes	\$	28,544	\$	27,500	111%	(\$1,368)	\$2,535
50	RX051249B	2011	Toyota	Tundra	46	Trade on Used	No	\$	12,933	\$	12,173	97%	\$2,064	\$470
51	RD128303A	2015	Toyota	Prius	22	Trade on New	No	\$	11,944	\$	11,944	105%	\$1,184	\$2,234
52	RU896637A	2020	Toyota	Camry	16	Trade on New	No	\$	20,992	\$	20,480	99%	\$740	\$2,290
53	RU151564A	2020	Toyota	RAV4	6	Trade on New	No	\$	20,986	\$	20,280	101%	(\$844)	\$3,576

Scoreboard Totals

% Retailed of Non-Franchise Make	26%
Total # Retail Units	200
Avg. Days to Sale	22.0
Avg. Advertised Price (Time of Sale)	\$ 24,691
Avg. Transaction Price	\$ 24,291
Avg. Market Price at 100%	\$ 24,122
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ 400
Avg. Front-End Gross	\$ 1,274
Avg. Finance Gross	\$ 1,778
PUVR	\$ 3,051
Total Gross (Units & PUVR)	\$ 610,279
GROI	206%
% with Trade	38%
Avg. Over/Under Allowance	(\$132)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	26%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	22.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,691	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,291	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,122	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 400	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,274	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,778	#DIV/0!	#DIV/0!
PUVR	\$ 3,051	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 610,279	#DIV/0!	#DIV/0!
GROI	206%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-132	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	26%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	22.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,691	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,291	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,122	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 400	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,274	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,778	#DIV/0!	#DIV/0!
PUVR	\$ 3,051	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 610,279	#DIV/0!	#DIV/0!
GROI	206%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-132	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	26%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	22.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,691	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,291	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,122	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 400	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,274	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,778	#DIV/0!	#DIV/0!
PUVR	\$ 3,051	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 610,279	#DIV/0!	#DIV/0!
GROI	206%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-132	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	60	140
Avg. Days to Sale	22.0	18.9	23.3
Avg. Advertised Price (Time of Sale)	\$ 24,691	\$ 27,803	\$ 22,936
Avg. Transaction Price	\$ 24,291	\$ 27,453	\$ 22,936
Avg. Market Price at 100%	\$ 24,122	\$ 27,019	#VALUE!
Avg. Price to Market % (Time of Sale)	102%	103%	#VALUE!
Avg. Transaction to Market	101%	102%	#VALUE!
Avg. Transactional Discount	\$ 400	\$ 349	\$ 422
Avg. Front-End Gross	\$ 1,274	\$ 903	\$ 1,432
Avg. Finance Gross	\$ 1,778	\$ 2,040	\$ 1,665
PUVR	\$ 3,051	\$ 2,943	\$ 3,098
Total Gross (Units & PUVR)	\$ 610,279	\$ 176,591	\$ 433,688
GROI	206%	204%	209%
% with Trade	38%	43%	36%
Avg. Over/Under Allowance	-132	-25	-178



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	146	52
Avg. Days to Sale	22.0	20.0	27.2
Avg. Advertised Price (Time of Sale)	\$ 24,691	\$ 26,407	\$ 18,630
Avg. Transaction Price	\$ 24,291	\$ 26,029	\$ 18,630
Avg. Market Price at 100%	\$ 24,122	#VALUE!	\$ 18,918
Avg. Price to Market % (Time of Sale)	102%	#VALUE!	98%
Avg. Transaction to Market	101%	#VALUE!	98%
Avg. Transactional Discount	\$ 400	\$ 378	\$ 448
Avg. Front-End Gross	\$ 1,274	\$ 1,157	\$ 1,545
Avg. Finance Gross	\$ 1,778	\$ 1,838	\$ 1,577
PUVR	\$ 3,051	\$ 2,994	\$ 3,122
Total Gross (Units & PUVR)	\$ 610,279	\$ 437,153	\$ 162,348
GROI	206%	207%	222%
% with Trade	38%	40%	31%
Avg. Over/Under Allowance	-132	-128	-158



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	129	42
% of Retail Units	100%	65%	21%
% Retailed of Non-New Franchise	26%	22%	43%
Avg. Days to Sale	22.0	21.9	26.8
Avg. Transaction Price	\$ 24,291	\$ 25,671	\$ 17,963
Avg. Transaction to Market %	101%	100%	#VALUE!
Avg. Transactional Discount	\$ 400	\$ 398	\$ 384
Avg. Front End Gross	\$ 1,274	\$ 1,163	\$ 1,216
Avg. Finance Gross	\$ 1,778	\$ 1,976	\$ 1,395
PUVR	\$ 3,051	\$ 3,140	\$ 2,612
Total Gross (Units & PUVR)	\$ 610,279	\$ 405,001	\$ 109,689
GROI	206%	201%	196%
% with Trade	38%	40%	31%
Avg. Over/Under Allowance	-132	-111	-203



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
9	2	8	0
5%	1%	4%	0%
33%	0%	0%	#DIV/0!
14.0	24.0	18.4	#DIV/0!
\$ 25,254	\$ 30,812	\$ 29,275	#DIV/0!
104%	96%	105%	#DIV/0!
\$ 335	\$ 1,437	\$ 201	#DIV/0!
\$ 1,545	\$ 363	\$ 2,102	#DIV/0!
\$ 1,646	\$ 1,180	\$ 1,723	#DIV/0!
\$ 3,191	\$ 1,543	\$ 3,826	#DIV/0!
\$ 28,716	\$ 3,085	\$ 30,604	#DIV/0!
325%	75%	256%	#DIV/0!
44%	0%	50%	#DIV/0!
-265	0	406	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
4	0	6
2%	0%	3%
0%	#DIV/0!	50%
8.0	#DIV/0!	14.7
\$ 31,306	#DIV/0!	\$ 23,985
99%	#DIV/0!	100%
\$ 422	#DIV/0!	\$ 561
\$ 4,233	#DIV/0!	\$ 876
\$ 1,523	#DIV/0!	\$ 818
\$ 5,755	#DIV/0!	\$ 1,694
\$ 23,022	#DIV/0!	\$ 10,162
827%	#DIV/0!	173%
50%	#DIV/0!	17%
-625	#DIV/0!	-333

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	159	24
% of Retail Units	100%	80%	12%
% Retailed of Non-New Franchise	26%	23%	33%
Avg. Days to Sale	22.0	15.5	37.9
Avg. Transaction Price	\$ 24,291	\$ 25,082	\$ 20,952
Avg. Transaction to Market %	101%	#VALUE!	98%
Avg. Transactional Discount	\$ 400	\$ 396	\$ 577
Avg. Front End Gross	\$ 1,274	\$ 1,549	\$ 601
Avg. Finance Gross	\$ 1,778	\$ 1,866	\$ 1,401
PUVR	\$ 3,051	\$ 3,415	\$ 2,001
Total Gross (Units & PUVR)	\$ 610,279	\$ 542,934	\$ 48,036
GROI	206%	317%	91%
% with Trade	38%	42%	29%
Avg. Over/Under Allowance	-132	-122	-170



46-60 days	61-90 days	90+ days
10	6	1
5%	3%	1%
50%	33%	100%
50.0	68.7	106.0
\$ 19,563	\$ 24,799	\$ 22,988
99%	103%	86%
\$ 86	\$ 389	\$ -
\$ 128	\$ (919)	\$ (1,657)
\$ 1,574	\$ 1,503	\$ 440
\$ 1,703	\$ 583	\$ (1,217)
\$ 17,026	\$ 3,500	\$ (1,217)
63%	12%	-18%
0%	33%	0%
0	-310	-1,100