

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
MATTHEW PROVENCIO	RICARDO SOTO	ALEJANDRO NUNEZ
RABIE BOUDHICHE	TROY CARTER	SCOTT ROBERTS
IBRAHEEM SALAM	RUDY OCAMPO	NINOS NEESAN
	JAMES CHON	LIAM MYERS
	SAMUEL SON	KYLE WOLF
		JACOB SEGURA
		JASON YANEZ
		ANDREW EPSTEIN
		TERESA HERNANDEZ
		WILLIAM VIDELA
		OSCAR VAZQUEZ
		DEREK OGLESBY
		GARY SWINFORD
		ALBERTO PELAYO
		MIGUEL HURTADO
		CHRISTOPHER EARL
		CHRISTOPHER SPRAY
		PEDRO GUTIERREZ
		ORLANDO SALAZAR
		JONATHAN MEJIA
		JOSEPH PANTAGES
		JOSHUA DURYEA
		ISSA HAWATMEH
		MIKE CHAHLA







**Pre-Work VO1 Week 4 Pre-Own**

**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	Salesperson	Desk Manager	Finance Manager	Trade	Under Allowance
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500	Desiree Dawson	Michael Hayes	Mike Lucki	Yes	\$2,000
1	B21732	2021	Toyota	RAV4	1	LBO Customer	No	\$ 18,448	\$ 18,448		(\$25)	\$535	ALEJANDRO NUNEZ	RABIE BOUDHICH	SAMUEL SON	No	\$0
2	B21673	2016	Subaru	FORESTER	24	Trade on New	No	\$ 16,290	\$ 16,290		\$4,134	\$650	LIAM MYERS	MATTHEW PROV	JAMES CHON	No	\$0
3	B21587	2010	Volkswagen	JETTA	50	Trade on New	No	\$ 7,900	\$ 6,150		(\$898)	\$0	DEREK OGLESBY	RABIE BOUDHICH	RUDY OCAMPO	No	\$0
4	B21743	2021	Toyota	CAMRY	1	LBO Customer	No	\$ 18,992	\$ 18,992		(\$25)	\$459	TERESA HERNANDEZ	RABIE BOUDHICH	RUDY OCAMPO	No	\$0
5	B21684	2019	Hyundai	IONIQ	20	Trade on Used	No	\$ 9,900	\$ 9,900		\$1,308	\$327	PEDRO GUTIERREZ	RABIE BOUDHICH	TROY CARTER	No	\$0
6	B21694	2019	Toyota	CAMRY	16	Trade on Used	No	\$ 20,993	\$ 20,993		\$2,734	\$1,893	LIAM MYERS	RABIE BOUDHICH	RUDY OCAMPO	No	\$0
7	B21601	2023	Toyota	TUNDRA	45	Trade on New	No	\$ 55,348	\$ 45,539		\$1,537	\$155	LIAM MYERS	RABIE BOUDHICH	RUDY OCAMPO	No	\$0
8	B21501	2009	Toyota	VENZA	76	Trade on Used	No	\$ 8,900	\$ 8,900		\$1,600	\$0	ISSA HAWATMEH	IBRAHEEM SALA	RUDY OCAMPO	No	\$0
9	B21660	2021	Nissan	ROGUE	29	Trade on New	No	\$ 22,959	\$ 21,541		\$261	\$583	CHRISTOPHER EARL	IBRAHEEM SALA	RUDY OCAMPO	No	\$0
10	B21638	2017	Toyota	PRIUS PRIME	32	Trade on New	No	\$ 22,440	\$ 22,440		\$366	\$175	TERESA HERNANDEZ	IBRAHEEM SALA	RUDY OCAMPO	Yes	(\$1,800)
11	B21700	2017	Chevrolet	SILVERADO	14	Trade on New	No	\$ 29,880	\$ 27,798		\$2,775	\$672	LIAM MYERS	RABIE BOUDHICH	TROY CARTER	No	\$0
12	B21738	2021	Toyota	TACOMA	6	Auction/Wholesale	Yes	\$ 38,995	\$ 37,495		\$142	\$1,180	TERESA HERNANDEZ	IBRAHEEM SALA	RUDY OCAMPO	No	\$0
13	B21747	2021	Toyota	COROLLA	1	LBO Customer	No	\$ 15,008	\$ 15,008		(\$25)	\$4,603	MIKE CHAHLA	RABIE BOUDHICH	TROY CARTER	No	\$0
14	B21335	2021	Toyota	4RUNNER	121	Trade on New	No	\$ 34,988	\$ 34,988		(\$3,170)	\$5,994	SCOTT ROBERTS	RABIE BOUDHICH	RUDY OCAMPO	No	\$0
15	B21644	2014	Mercedes-Benz	CL550	31	Trade on New	No	\$ 16,900	\$ 14,679		(\$611)	\$0	NINOS NEESAN	RABIE BOUDHICH	TROY CARTER	No	\$0
16	B21723	2023	Toyota	camry	11	Street/Curb Buy	Yes	\$ 26,959	\$ 26,321		(\$1,013)	\$3,173	JASON YANEZ	MATTHEW PROV	JAMES CHON	Yes	\$0
17	B21711	2015	Toyota	CAMRY	13	Trade on New	No	\$ 16,819	\$ 13,800		\$1,841	\$1,096	SCOTT ROBERTS	RABIE BOUDHICH	RUDY OCAMPO	Yes	\$0
18	B21639	2007	Toyota	4RUNNER	34	Trade on New	No	\$ 13,900	\$ 13,900		\$5,285	\$0	MIKE CHAHLA	RABIE BOUDHICH	RUDY OCAMPO	No	\$0
19	B21753	2021	Toyota	TUNDRA	1	LBO Customer	No	\$ 30,676	\$ 30,676		(\$25)	\$2,400	JOSEPH PANTAGE	MATTHEW PROV	JAMES CHON	No	\$0
20	b21352	2019	Ford	edge	118	Trade on New	No	\$ 16,959	\$ 16,959		(\$3,469)	\$1,663	JACOB SEGURA	MATTHEW PROV	RICARDO SOTO	Yes	\$0
21	B21465	2018	GMC	CANYON	91	Trade on New	No	\$ 27,584	\$ 26,879		(\$738)	\$2,547	OSCAR VAZQUEZ	RABIE BOUDHICH	RUDY OCAMPO	No	\$0
22	B21755	2021	Toyota	RAV4	1	LBO Customer	No	\$ 22,999	\$ 22,999		(\$25)	\$124	ALEJANDRO NUNEZ	RABIE BOUDHICH	RUDY OCAMPO	No	\$0
23	B21610	2020	Toyota	CAMRY	42	Auction/Wholesale	Yes	\$ 22,952	\$ 22,952		\$790	\$2,175	CHRISTOPHER SPR	RABIE BOUDHICH	JAMES CHON	No	\$0
24	B21692	2021	Toyota	COROLLA	24	Trade on Used	No	\$ 22,959	\$ 20,788		\$883	\$0	OSCAR VAZQUEZ	IBRAHEEM SALA	RICARDO SOTO	No	\$0
25	B21739	2016	Toyota	TUNDRA	9	Auction/Wholesale	No	\$ 32,995	\$ 31,950		\$2,543	\$0	JASON YANEZ	MATTHEW PROV	SAMUEL SON	No	\$0
26	B21516	2020	Toyota	AVALON	80	Trade on New	Yes	\$ 32,959	\$ 30,939		(\$1,860)	\$2,308	DEREK OGLESBY	MATTHEW PROV	RICARDO SOTO	No	\$0
27	B21589	2022	Toyota	HIGHLANDER	55	Trade on New	No	\$ 38,446	\$ 37,796		(\$457)	\$2,715	JASON YANEZ	MATTHEW PROV	RICARDO SOTO	No	\$0
28	B21704	2023	Toyota	4RUNNER	15	Loaner	Yes	\$ 46,689	\$ 42,495		\$1,573	\$1,476	TERESA HERNANDEZ	IBRAHEEM SALA	TROY CARTER	No	\$0
29	B21760	2021	Toyota	RAV4	1	LBO Customer	No	\$ 19,932	\$ 19,932		(\$24)	\$4,188	GARY SWINFORD	IBRAHEEM SALA	RUDY OCAMPO	No	\$0
30	B21730	2020	Toyota	COROLLA	8	Trade on New	Yes	\$ 19,961	\$ 19,962		\$2,748	\$4,212	MIGUEL HURTADO	RABIE BOUDHICH	TROY CARTER	No	\$0
31	B21382	2021	Chevrolet	SILVERADO	113	Trade on New	No	\$ 34,928	\$ 34,928		(\$5,305)	\$452	NINOS NEESAN	MATTHEW PROV	JAMES CHON	No	\$0
32	B21629	2013	Ford	edge	42	Trade on New	No	\$ 12,900	\$ 12,553		\$1,059	\$2,535	SCOTT ROBERTS	MATTHEW PROV	RICARDO SOTO	No	\$0
33	B21558	2021	Toyota	CH-R	70	Trade on New	Yes	\$ 25,087	\$ 25,087		\$1,925	\$4,906	MIKE CHAHLA	IBRAHEEM SALA	RICARDO SOTO	No	\$0
34	B21752	2012	Toyota	HIGHLANDER	4	Trade on New	No	\$ 17,900	\$ 17,900		\$4,922	\$1,485	CHRISTOPHER EARL	MATTHEW PROV	JAMES CHON	No	\$0
35	B21533	2021	Toyota	CAMRY	72	Auction/Wholesale	No	\$ 24,959	\$ 24,959		(\$2,831)	\$4,105	OSCAR VAZQUEZ	IBRAHEEM SALA	JAMES CHON	Yes	\$0
36	B21714	2014	Toyota	COROLLA	19	Trade on New	No	\$ 12,948	\$ 11,462		\$1,056	\$1,089	JACOB SEGURA	IBRAHEEM SALA	JAMES CHON	No	\$0
37	B21687	2020	Toyota	RAV4	26	Trade on New	Yes	\$ 30,472	\$ 29,189		(\$355)	\$1,468	MIKE CHAHLA	IBRAHEEM SALA	RICARDO SOTO	Yes	\$0
38	B21680	2023	Toyota	RAV4	27	ntal Fleet (Enterprise, et	Yes	\$ 29,995	\$ 29,995		\$1,669	\$4,686	OSCAR VAZQUEZ	MATTHEW PROV	JAMES CHON	Yes	\$500
39	B21580	2015	Honda	CR-V	59	Trade on New	No	\$ 16,395	\$ 16,395		\$875	\$2,203	PEDRO GUTIERREZ	MATTHEW PROV	RICARDO SOTO	No	\$0
40	B21675	2018	Nissan	KICKS	30	Trade on New	No	\$ 14,674	\$ 13,974		\$47	\$0	JASON YANEZ	IBRAHEEM SALA	JAMES CHON	No	\$0
41	B21663	2017	Honda	PILOT	32	Trade on New	No	\$ 28,576	\$ 28,076		\$4,092	\$2,017	PEDRO GUTIERREZ	MATTHEW PROV	JAMES CHON	Yes	(\$500)
42	B21689	2021	Toyota	COROLLA	24	ntal Fleet (Enterprise, et	Yes	\$ 19,837	\$ 18,837		\$75	\$1,639	JASON YANEZ	MATTHEW PROV	SAMUEL SON	Yes	\$0
43	B21722	2023	Toyota	TACOMA	16	Trade on Used	No	\$ 41,645	\$ 41,427		\$1,576	\$450	JASON YANEZ	MATTHEW PROV	RICARDO SOTO	No	\$0
44	B21740	2023	Toyota	SIENNA	9	Auction/Wholesale	Yes	\$ 44,668	\$ 40,510		\$1,298	\$0	JACOB SEGURA	MATTHEW PROV	SAMUEL SON	No	\$0
45	B21493	2018	Honda	FIT	88	Trade on Used	No	\$ 15,255	\$ 15,255		(\$2,613)	\$921	OSCAR VAZQUEZ	MATTHEW PROV	RICARDO SOTO	Yes	\$0

46	B21699	2019	Toyota	CAMRY	20	Street/Curb Buy	No	\$ 21,955	\$ 21,955		\$83	\$3,357	CHRISTOPHER EAR	MATTHEW PROV	SAMUEL SON	No	\$0
47	B21592	2021	Volkswagen	ATLAS	55	Trade on New	No	\$ 29,446	\$ 28,446		\$138	\$365	GARY SWINFORD	IBRAHEEM SALA	RUDY OCAMPO	Yes	\$0
48	B21380	2020	Dodge	RAM	114	Trade on New	No	\$ 44,943	\$ 43,000		(\$4,993)	\$0	KYLE WOLF	IBRAHEEM SALA	SAMUEL SON	No	\$0
49	B21549	2022	Toyota	RAV4	70	ntal Fleet (Enterprise, et	Yes	\$ 27,951	\$ 27,951		(\$2,546)	\$1,935	JOSEPH PANTAGE	IBRAHEEM SALA	TROY CARTER	No	\$0
50	B21628	2022	Toyota	HIGHLANDER	46	Trade on Used	No	\$ 32,530	\$ 32,042		\$412	\$110	LIAM MYERS	RABIE BOUDHICH	RUDY OCAMPO	No	\$0
51	B21595	2023	Toyota	CAMRY	56	Street/Curb Buy	Yes	\$ 32,160	\$ 32,160		\$488	\$1,066	JOSEPH PANTAGE	MATTHEW PROV	JAMES CHON	No	\$0
52	B21741	2017	Nissan	VERSA	16	Trade on Used	No	\$ 9,900	\$ 8,335		\$2,059	\$15	TERESA HERNAND	MATTHEW PROV	RICARDO SOTO	Yes	\$0
53	B21768	2021	Toyota	COROLLA	6	Trade on Used	Yes	\$ 21,245	\$ 21,245		\$1,881	\$4,081	LIAM MYERS	RABIE BOUDHICH	RUDY OCAMPO	No	\$0
54	B21712	2021	Toyota	TACOMA	25	Trade on New	Yes	\$ 39,923	\$ 39,423		\$3,254	\$3,028	JOSHUA DURVEA	MATTHEW PROV	RICARDO SOTO	No	\$0
55	B21511	2020	Toyota	CAMRY	90	Trade on New	No	\$ 24,528	\$ 23,589		(\$18)	\$1,500	CHRISTOPHER EAR	IBRAHEEM SALA	JAMES CHON	No	\$0
56	B21509	2021	Toyota	VENZA	91	Trade on New	Yes	\$ 30,259	\$ 29,909		(\$3,147)	\$499	ISSA HAWATMEH	IBRAHEEM SALA	RICARDO SOTO	Yes	(\$600)
57	B21731	2015	Kia	OPTIMA	19	Trade on New	No	\$ 12,776	\$ 12,776		\$1,210	\$794	JOSHUA DURVEA	IBRAHEEM SALA	SAMUEL SON	Yes	(\$500)
58	B21759	2012	Toyota	RAV4	8	Trade on New	No	\$ 9,900	\$ 9,900		\$2,314	\$640	WILLIAM VIDELA	RABIE BOUDHICH	RUDY OCAMPO	Yes	\$0
59	B21717	2015	Toyota	CAMRY	24	Trade on Used	No	\$ 18,474	\$ 18,474		\$1,938	\$2,939	TERESA HERNAND	IBRAHEEM SALA	SAMUEL SON	Yes	\$500
60	B21758	2017	Honda	HR-V	12	Trade on New	No	\$ 16,396	\$ 16,396		\$2,387	\$2,470	PEDRO GUTIERREZ	RABIE BOUDHICH	TROY CARTER	Yes	\$0
61	B21721	2021	Toyota	RAV4	26	Trade on New	Yes	\$ 33,835	\$ 33,835		\$4,096	\$6,006	GARY SWINFORD	IBRAHEEM SALA	SAMUEL SON	No	\$0
62	B21688	2017	Lexus	rx350	34	Street/Curb Buy	No	\$ 30,953	\$ 28,790		\$862	\$300	DEREK OGLESBY	IBRAHEEM SALA	TROY CARTER	Yes	\$1,000
63	B21609	2021	Toyota	HIGHLANDER	56	Trade on New	No	\$ 45,959	\$ 44,761		(\$1,124)	\$500	LIAM MYERS	RABIE BOUDHICH	RICARDO SOTO	Yes	\$0
64	B21727	2020	Toyota	CAMRY	23	Trade on New	No	\$ 24,995	\$ 22,000		(\$447)	\$3,297	PEDRO GUTIERREZ	IBRAHEEM SALA	TROY CARTER	No	\$0
65	B21448	2023	Toyota	HIGHLANDER	104	Loaner	No	\$ 49,549	\$ 49,549		(\$343)	\$1,045	TERESA HERNAND	RABIE BOUDHICH	SAMUEL SON	No	\$0
66	B21756	2022	Toyota	TACOMA	15	Street/Curb Buy	Yes	\$ 38,995	\$ 38,995		\$2,254	\$2,073	GARY SWINFORD	RABIE BOUDHICH	RICARDO SOTO	No	\$0
67	B21627	2022	Lexus	ES350	48	Street/Curb Buy	No	\$ 39,230	\$ 39,230		\$4,310	\$3,822	CHRISTOPHER EAR	IBRAHEEM SALA	TROY CARTER	Yes	\$0
68	B21797	2021	Toyota	HIGHLANDER	5	LBO Customer	No	\$ 25,468	\$ 25,468		(\$25)	\$3,970	JOSHUA DURVEA	RABIE BOUDHICH	RICARDO SOTO	No	\$0
69	B21669	2020	Ford	F150	42	Trade on New	No	\$ 35,895	\$ 33,895		\$3,015	\$1,014	MIGUEL HURTAD	RABIE BOUDHICH	TROY CARTER	Yes	(\$1,000)
70	B21605	2023	Toyota	CAMRY	56	Trade on Used	Yes	\$ 31,943	\$ 30,070		(\$422)	\$0	JASON YANEZ	IBRAHEEM SALA	SAMUEL SON	Yes	\$0
71	B21805	2021	Toyota	CAMRY	1	LBO Customer	No	\$ 16,275	\$ 16,275		(\$25)	\$3,814	NINOS NEESAN	RABIE BOUDHICH	TROY CARTER	No	\$0
72	B21718	2021	Toyota	RAV4	24	Trade on New	Yes	\$ 27,953	\$ 25,300		(\$1,309)	\$461	JACOB SEGURA	IBRAHEEM SALA	SAMUEL SON	No	\$0
73	B21651	2020	Toyota	RAV4	44	Trade on New	Yes	\$34,930	\$ 34,930		\$2,141	\$1,272	PEDRO GUTIERREZ	RABIE BOUDHICH	RUDY OCAMPO	No	\$0
74	B21676	2015	Toyota	TUNDRA	37	Trade on New	No	\$ 28,747	\$ 28,747		\$2,393	\$3,353	ALBERTO PELAYO	RABIE BOUDHICH	TROY CARTER	No	\$0
75	B21719	2021	Toyota	RAV4	23	Trade on Used	No	\$ 28,565	\$ 28,565		\$3,114	\$2,875	ALBERTO PELAYO	RABIE BOUDHICH	RUDY OCAMPO	No	\$0
76	B21810	2021	Toyota	COROLLA	1	LBO Customer	No	\$ 16,518	\$ 16,518		(\$25)	\$164	MIKE CHAHLA	RABIE BOUDHICH	SAMUEL SON	No	\$0
77	B21745	2023	Toyota	TACOMA	16	Street/Curb Buy	Yes	\$ 42,995	\$ 42,495		\$1,903	\$421	NINOS NEESAN	RABIE BOUDHICH	RICARDO SOTO	Yes	\$0
78	B21630	2021	Toyota	CAMRY	52	Trade on New	Yes	\$ 27,751	\$ 26,900		(\$982)	\$228	OSCAR VAZQUEZ	RABIE BOUDHICH	RUDY OCAMPO	No	\$0
79	B21709	2018	Toyota	CAMRY	29	Trade on New	No	\$ 21,658	\$ 21,658		\$3,512	\$2,448	JOSHUA DURVEA	RABIE BOUDHICH	RUDY OCAMPO	Yes	(\$1,500)
80	B21706	2008	Toyota	TUNDRA	30	Trade on New	No	\$ 17,900	\$ 17,900		\$2,792	\$176	GARY SWINFORD	RABIE BOUDHICH	RUDY OCAMPO	No	\$0
81	B21735	2023	Toyota	CAMRY	20	Auction/Wholesale	Yes	\$ 27,982	\$ 27,982		\$2,079	\$5,058	MIGUEL HURTAD	RABIE BOUDHICH	TROY CARTER	No	\$0
82	B21683	2021	Nissan	ALTIMA	38	ntal Fleet (Enterprise, et	No	\$ 18,765	\$ 17,765		\$73	\$2,375	SCOTT ROBERTS	IBRAHEEM SALA	SAMUEL SON	No	\$0
83	B21708	2020	Ford	MUSTANG	30	Trade on New	No	\$ 23,736	\$ 23,000		\$1,480	\$550	SCOTT ROBERTS	MATTHEW PROV	JAMES CHON	No	\$0
84	B21804	2019	Toyota	TACOMA	9	Trade on New	Yes	\$ 31,900	\$ 31,900		\$625	\$5,078	CHRISTOPHER SPR	RABIE BOUDHICH	RUDY OCAMPO	No	\$0
85	B21487	2021	Subaru	WRX STI	98	Trade on Used	No	\$ 35,533	\$ 33,533		(\$2,706)	\$760	ISSA HAWATMEH	RABIE BOUDHICH	TROY CARTER	Yes	\$0
86	B21746	2021	Toyota	CAMRY SE	21	Trade on New	No	\$ 24,995	\$ 24,000		\$2,301	\$1,245	ALEJANDRO NUNE	MATTHEW PROV	JAMES CHON	Yes	\$1,000
87	B21555	2019	Honda	CR-V EX	84	Trade on New	No	\$ 23,160	\$ 23,160		\$539	\$3,807	SCOTT ROBERTS	MATTHEW PROV	RICARDO SOTO	Yes	\$500
88	B21734	2021	Toyota	CAMRY HBD XSE	24	Trade on New	No	\$ 29,995	\$ 28,977		\$1,552	\$850	GARY SWINFORD	MATTHEW PROV	SAMUEL SON	Yes	\$0
89	B21772	2022	Nissan	ROGUE SPORT	14	ntal Fleet (Enterprise, et	No	\$ 21,995	\$ 20,365		(\$1,365)	\$3,370	LIAM MYERS	MATTHEW PROV	JAMES CHON	No	\$0
90	B21540	2018	Kia	SORENTO LX	87	Trade on New	No	\$ 14,611	\$ 14,611		(\$2,318)	\$3,026	MIGUEL HURTAD	IBRAHEEM SALA	SAMUEL SON	No	\$0
91	B21707	2018	Toyota	CAMRY XSE	32	Street/Curb Buy	No	\$ 21,671	\$ 21,671		(\$499)	\$2,516	CHRISTOPHER EAR	MATTHEW PROV	RICARDO SOTO	No	\$0
92	B21488	2018	Toyota	RAV4 XLE	101	Trade on New	No	\$ 17,340	\$ 16,981		(\$2,265)	\$2,601	CHRISTOPHER EAR	MATTHEW PROV	SAMUEL SON	No	\$0
93	B21775	2022	Toyota	CAMRY	15	Trade on Used	Yes	\$ 30,173	\$ 28,294		(\$721)	\$1,890	CHRISTOPHER SPR	MATTHEW PROV	RICARDO SOTO	No	\$0
94	B21751	2022	Toyota	COROLLA	20	ntal Fleet (Enterprise, et	Yes	\$ 21,995	\$ 21,995		\$881	\$1,250	OSCAR VAZQUEZ	MATTHEW PROV	JAMES CHON	No	\$0
95	B21798	2012	Lexus	IS250	11	Trade on Used	No	\$ 11,995	\$ 11,465		\$472	\$805	GARY SWINFORD	MATTHEW PROV	RICARDO SOTO	No	\$0
96	B21736	2023	Toyota	CAMRY	24	Auction/Wholesale	Yes	\$ 27,982	\$ 27,982		\$1,877	\$2,270	TERESA HERNAND	IBRAHEEM SALA	JAMES CHON	No	\$0
97	B21597	2018	Toyota	HIGHLANDER	68	Street/Curb Buy	Yes	\$ 30,509	\$ 28,504		(\$460)	\$0	JOSEPH PANTAGE	MATTHEW PROV	RICARDO SOTO	No	\$0
98	B21575	2020	Mazda	CX-9	74	Auction/Wholesale	No	\$ 30,936	\$ 29,436		(\$989)	\$2,614	GARY SWINFORD	IBRAHEEM SALA	SAMUEL SON	Yes	\$500
99	B21618	2009	Toyota	CAMRY	61	Trade on New	No	\$ 6,900	\$ 6,600		(\$4,059)	\$66	ALBERTO PELAYO	MATTHEW PROV	JAMES CHON	Yes	\$0
100	B21816	2021	Toyota	RAV4	6	ntal Fleet (Enterprise, et	No	\$ 25,959	\$ 25,959		\$1,335	\$3,267	ANDREW EPSTEIN	MATTHEW PROV	JAMES CHON	No	\$0
101	B21737	2021	Toyota	TACOMA	25	Auction/Wholesale	No	\$ 33,995	\$ 33,995		\$1,548	\$5,140	MIGUEL HURTAD	RABIE BOUDHICH	TROY CARTER	No	\$0
102	B21668	2020	Ford	FUSION	48	Trade on New	No	\$ 21,277	\$ 21,000		\$2,169	\$2,181	ALEJANDRO NUNE	RABIE BOUDHICH	RUDY OCAMPO	No	\$0
103	B21807	2022	Honda	CIVIC	11	Trade on Used	No	\$ 25,701	\$ 22,000		(\$1,113)	\$274	GARY SWINFORD	IBRAHEEM SALA	RUDY OCAMPO	Yes	(\$900)
104	B21776	2018	Toyota	HIGHLANDER	17	Trade on New	No	\$ 22,865	\$ 22,865		\$2,837	\$2,713	ANDREW EPSTEIN	IBRAHEEM SALA	RICARDO SOTO	No	\$0
105	B21851	2021	Toyota	TACOMA	1	LBO Customer	No	\$ 25,650	\$ 25,650		(\$175)	\$2,044	JOSEPH PANTAGE	RABIE BOUDHICH	SAMUEL SON	No	\$0





## Scoreboard Totals

% Retailed of Non-Franchise Make	29%
Total # Retail Units	120
Avg. Days to Sale	34.9
Avg. Advertised Price (Time of Sale)	\$ 26,321
Avg. Transaction Price	\$ 25,544
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 650
Avg. Finance Gross	\$ 1,958
PUVR	#REF!
Total Gross (Units & PUVR)	#REF!
GROI	#REF!
% with Trade	30%
Avg. Over/Under Allowance	(\$11)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	29%	#DIV/0!	#DIV/0!
Total # Retail Units	120	0	0
Avg. Days to Sale	34.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,321	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,544	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 650	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,958	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-11	#DIV/0!	#DIV/0!









## Scoreboard

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

Sales Consultant	Totals			
% Retailed of Non-New Franchise	29%	#DIV/0!	#DIV/0!	#DIV/0!
Total # Retail Units	120	0	0	0
Avg. Days to Sale	34.9	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,321	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,544	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 650	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,958	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-11	#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			
% Retailed of Non-New Franchise	29%	#DIV/0!	#DIV/0!	#DIV/0!
Total # Retail Units	120	0	0	0
Avg. Days to Sale	34.9	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,321	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,544	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 650	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,958	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	#REF!	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#REF!	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#REF!	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-11	#DIV/0!	#DIV/0!	#DIV/0!







# Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	120	34	82
Avg. Days to Sale	34.9	30.2	38.0
Avg. Advertised Price (Time of Sale)	\$ 26,321	\$ 32,050	\$ 23,483
Avg. Transaction Price	\$ 25,544	\$ 31,107	\$ 23,483
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#REF!	#REF!
Avg. Front-End Gross	\$ 650	\$ 642	\$ 596
Avg. Finance Gross	\$ 1,958	\$ 2,308	\$ 1,774
PUVR	#REF!	#REF!	\$ 2,369
Total Gross (Units & PUVR)	#REF!	#REF!	\$ 194,269
GROI	#REF!	#REF!	95%
% with Trade	30%	26%	32%
Avg. Over/Under Allowance	-11	-18	-33



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	120	85	35
Avg. Days to Sale	34.9	28.5	50.4
Avg. Advertised Price (Time of Sale)	\$ 26,321	\$ 27,439	\$ 22,685
Avg. Transaction Price	\$ 25,544	\$ 26,721	\$ 22,685
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#REF!	\$ 922
Avg. Front-End Gross	\$ 650	\$ 824	\$ 226
Avg. Finance Gross	\$ 1,958	\$ 2,160	\$ 1,468
PUVR	#REF!	#REF!	\$ 1,694
Total Gross (Units & PUVR)	#REF!	#REF!	\$ 59,288
GROI	#REF!	#REF!	53%
% with Trade	30%	26%	40%
Avg. Over/Under Allowance	-11	-5	-26



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	120	56	18
% of Retail Units	100%	47%	15%
% Retailed of Non-New Franchise	29%	41%	33%
Avg. Days to Sale	34.9	45.7	31.1
Avg. Transaction Price	\$ 25,544	\$ 25,008	\$ 23,405
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#REF!	\$ 912
Avg. Front End Gross	\$ 650	\$ 692	\$ 707
Avg. Finance Gross	\$ 1,958	\$ 1,792	\$ 1,352
PUVR	#REF!	\$ 2,484	\$ 2,059
Total Gross (Units & PUVR)	#REF!	\$ 139,126	\$ 37,054
GROI	#REF!	78%	102%
% with Trade	30%	34%	44%
Avg. Over/Under Allowance	-11	-43	-50



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
10	9	2	13
8%	8%	2%	11%
20%	11%	0%	0%
32.2	31.2	59.5	1.3
\$ 31,468	\$ 30,807	\$ 46,022	\$ 20,039
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 656	\$ 911	\$ 2,097	\$ -
\$ 1,259	\$ 717	\$ 615	\$ (23)
\$ 2,056	\$ 2,505	\$ 1,261	\$ 2,519
\$ 3,315	\$ 3,222	\$ 1,876	\$ 2,496
\$ 33,154	\$ 28,999	\$ 3,751	\$ 32,444
118%	121%	25%	3429%
50%	22%	0%	0%
100	56	0	0

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	12	0
0%	10%	0%
#DIV/0!	25%	#DIV/0!
#DIV/0!	27.5	#DIV/0!
#DIV/0!	\$ 24,921	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#REF!	#DIV/0!
#DIV/0!	\$ 544	#DIV/0!
#DIV/0!	\$ 2,660	#DIV/0!
#DIV/0!	#REF!	#DIV/0!
#DIV/0!	#REF!	#DIV/0!
#DIV/0!	#REF!	#DIV/0!
#DIV/0!	17%	#DIV/0!
#DIV/0!	42	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	120	71	13
% of Retail Units	100%	59%	11%
% Retailed of Non-New Franchise	29%	17%	46%
Avg. Days to Sale	34.9	14.5	37.3
Avg. Transaction Price	\$ 25,544	\$ 24,680	\$ 25,072
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#REF!	#REF!
Avg. Front End Gross	\$ 650	\$ 1,256	\$ 1,577
Avg. Finance Gross	\$ 1,958	\$ 2,133	\$ 1,376
PUVR	#REF!	\$ 3,389	\$ 2,953
Total Gross (Units & PUVR)	#REF!	\$ 240,616	\$ 38,390
GROI	#REF!	340%	114%
% with Trade	30%	28%	31%
Avg. Over/Under Allowance	-11	8	-177



46-60 days	61-90 days	90+ days
12	14	9
10%	12%	8%
50%	43%	56%
52.8	75.4	105.7
\$ 28,245	\$ 24,313	\$ 31,858
#DIV/0!	#DIV/0!	#DIV/0!
\$ 674	\$ 663	\$ 595
\$ 568	\$ (1,012)	\$ (2,904)
\$ 1,318	\$ 2,202	\$ 1,729
\$ 1,886	\$ 1,190	\$ (1,175)
\$ 22,627	\$ 16,659	\$ (10,575)
45%	23%	-13%
33%	36%	33%
0	71	-67