

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Rick Farbo	Jason Seger	Maria Payan
Kyle Richards	Rebecca Stanciu	Julianna Turcan
Jim Cooper		Rob Goldberg
		Tery Krawczyk
		Santiago Prosper
		John Paladino
		Mark Rahn
		Hugh Stinnette
		Andrew Gatchell
		Kyle Kiemle

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	R5A165686	2023	Toyota	SIENNA	9	Auction/Wholesale	No	\$ 43,490	\$ 43,490	100%	(\$1,225)	\$1,847
2	R3U731140	2020	Honda	FIT	51	Trade on New	No	\$ 17,490	\$ 17,490	89%	(\$184)	\$3,186
3	R2C018297	2021	Toyota	COROLLA	63	Auction/Wholesale	Yes	\$ 19,990	\$ 19,990	100%	(\$6,044)	\$174
4	R4C028880	2021	Honda	ODYSSEY	27	Auction/Wholesale	No	\$ 29,990	\$ 29,990	99%	(\$3,372)	\$145
5	R4C247880	2020	Subaru	CROSSTREK	20	Auction/Wholesale	No	\$ 23,490	\$ 23,490	98%	(\$722)	\$1,479
6	R3P182943	2023	Toyota	CAMRY	39	Auction/Wholesale	Yes	\$ 31,490	\$ 31,490	96%	(\$2,779)	\$1,635
7	R4P873230	2024	Toyota	CAMRY	16	Auction/Wholesale	No	\$ 27,490	\$ 27,490	98%	\$516	\$0
8	R4N044053	2022	Toyota	4RUNNER	2	Trade on New	No	\$ 40,490	\$ 40,490	98%	\$4,465	\$145
9	R4N095138	2020	Toyota	CAMRY	24	Trade on New	No	\$ 28,995	\$ 28,995	96%	\$5,962	\$925
10	R4N077164	2013	Toyota	VENZA	20	Trade on New	No	\$ 13,490	\$ 13,440	95%	\$1,618	\$0
11	R4N283058	2018	Subaru	CROSSTREK	26	Trade on New	No	\$ 17,490	\$ 17,490	90%	\$656	\$428
12	R3N022770	2021	Toyota	CAMRY	47	Trade on New	No	\$ 24,490	\$ 24,490	91%	\$3,772	\$2,378
13	R5L005536	2021	Toyota	SIENNA	1	LBO Customer	No	\$ 30,355	\$ 30,355	99%	\$0	\$4,692
14	R5P023836	2021	Toyota	COROLLA	6	Auction/Wholesale	No	\$ 22,990	\$ 22,990	98%	(\$1,466)	\$2,342
15	R4N508353	2020	Toyota	HIGHLANDER	24	Trade on New	No	\$ 34,490	\$ 34,490	98%	\$3,088	\$250
16	R3P075959	2023	Toyota	CAMRY	53	Auction/Wholesale	Yes	\$ 34,990	\$ 34,990	95%	(\$2,706)	\$1,439
17	R4N107699	2012	Toyota	HIGHLANDER	35	Trade on New	No	\$ 16,990	\$ 16,190	94%	\$2,165	\$380
18	R4C387302	2023	Toyota	RAV4	29	Auction/Wholesale	No	\$ 30,990	\$ 30,990	98%	(\$1,676)	\$874
19	R2P083304	2021	Toyota	COROLLA	87	Auction/Wholesale	Yes	\$ 21,490	\$ 21,490	93%	(\$3,652)	\$738
20	R4P016869	2021	Toyota	RAV4	36	Auction/Wholesale	Yes	\$ 27,490	\$ 27,490	96%	(\$675)	\$3,565
21	R4U074908	2019	Toyota	HIGHLANDER	43	Trade on Used	No	\$ 27,990	\$ 27,990	97%	\$486	\$1,457
22	R4NA09681	2020	Ford	F150	37	Trade on New	No	\$ 31,490	\$ 31,490	94%	\$4,918	\$0
23	R4P034705	2023	Toyota	RAV4	21	Auction/Wholesale	Yes	\$ 35,990	\$ 35,990	98%	(\$2,198)	\$724
24	R4P552136	2021	Toyota	HIGHLANDER	41	Auction/Wholesale	No	\$ 32,490	\$ 32,490	93%	(\$1,852)	\$4,775
25	R5N737919	2015	Nissan	FRONTIER	6	Trade on New	No	\$ 16,990	\$ 16,990	98%	\$2,771	\$145
26	R4R011244	2020	Lexus	ES350	29	Auction/Wholesale	No	\$ 30,990	\$ 30,990	95%	(\$1,203)	\$1,775
27	R5A803431	2023	Toyota	CAMRY	7	Auction/Wholesale	Yes	\$ 24,490	\$ 24,490	100%	\$703	\$1,300
28	R5A187515	2021	Toyota	RAV4	2	Auction/Wholesale	No	\$ 31,490	\$ 31,490	100%	\$1,234	\$145
29	R5N056889	2020	Toyota	RAV4	19	Trade on New	No	\$ 33,490	\$ 33,490	98%	\$2,034	\$291
30	R4P084893	2021	Toyota	HIGHLANDER	46	Auction/Wholesale	No	\$ 30,490	\$ 30,490	94%	(\$3,321)	\$145

31	R4P136794	2022	Toyota	COROLLA	26	Auction/Wholesale	No	\$	21,990	\$	21,990	98%	(\$4,524)	\$1,707
32	R5N308617	2014	Toyota	PRIUS V	6	Trade on New	No	\$	18,990	\$	18,990	114%	\$5,680	\$145
33	R4C376110	2023	Toyota	RAV4	38	Auction/Wholesale	Yes	\$	29,490	\$	29,490	94%	(\$3,887)	\$145
34	R4P137040	2021	Toyota	COROLLA	46	Auction/Wholesale	Yes	\$	19,990	\$	19,990	94%	(\$3,010)	\$907
35	R3P087006	2021	Toyota	HIGHLANDER	69	Auction/Wholesale	No	\$	33,490	\$	33,490	92%	(\$5,273)	\$2,062
36	R5X068685	2022	Toyota	SIENNA	14	Loaner	Yes	\$	50,990	\$	50,990	100%	\$4,483	\$3,444
37	R4N015457	2019	Honda	ODYSSEY	36	Trade on New	No	\$	30,990	\$	30,990	95%	\$1,538	\$1,174
38	R5N077203	2021	Toyota	RAV4	15	Trade on New	Yes	\$	29,990	\$	29,990	98%	\$1,874	\$250
39	R3R530594	2014	Lexus	IS250C	6	Auction/Wholesale	No	\$	25,995	\$	25,995	111%	\$5,186	\$1,145
40	R4P218421	2021	Toyota	COROLLA	3	Street/Curb Buy	No	\$	18,890	\$	18,890	105%	\$4,561	\$1,789
41	R2U672486	2023	Ram	1500	61	Trade on Used	No	\$	41,490	\$	41,490	93%	\$3,665	\$4,616
42	R5C008378	2019	Toyota	RAV4	18	Auction/Wholesale	No	\$	27,990	\$	27,990	98%	(\$460)	\$2,680
43	R4U711221	2015	Honda	CRV	42	Trade on Used	No	\$	14,490	\$	14,490	92%	\$1,149	\$0
44	R5N095076	2014	Toyota	COROLLA	4	Trade on New	No	\$	10,490	\$	10,490	100%	\$1,847	\$2,381
45	R4N135048	2023	Toyota	4RUNNER	48	Trade on New	Yes	\$	42,490	\$	42,490	96%	\$380	\$468
46	R5P101353	2021	Toyota	HIGHLANDER	21	Auction/Wholesale	Yes	\$	33,490	\$	33,490	98%	(\$3,887)	\$3,510
47	R5N217068	2014	Subaru	CROSSTREK	31	Trade on New	No	\$	11,990	\$	11,990	94%	\$2,549	\$0
48	R5C008736	2022	Volkswagen	TAOS	19	Auction/Wholesale	No	\$	19,990	\$	19,990	98%	\$375	\$1,336
49	R5R006677	2022	Toyota	COROLLA CROSS	15	Auction/Wholesale	No	\$	23,490	\$	23,490	100%	\$445	\$145
50	R5N323682	2020	Ram	1500	17	Trade on New	No	\$	44,990	\$	44,990	100%	\$1,492	\$145
51	R4P099984	2021	Toyota	HIGHLANDER	45	Auction/Wholesale	Yes	\$	39,990	\$	39,990	96%	(\$3,525)	\$1,469
52	R5P269510	2021	Toyota	COROLLA	18	Auction/Wholesale	No	\$	19,990	\$	19,990	100%	\$1,128	\$145
53	R4P359179	2023	Toyota	RAV4	8	Auction/Wholesale	No	\$	28,990	\$	28,990	100%	(\$1,022)	\$2,002

Scoreboard Totals

% Retailed of Non-Franchise Make	28%
Total # Retail Units	100
Avg. Days to Sale	28.4
Avg. Advertised Price (Time of Sale)	\$ 27,337
Avg. Transaction Price	\$ 27,329
Avg. Market Price at 100%	\$ 28,394
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 9
Avg. Front-End Gross	\$ (232)
Avg. Finance Gross	\$ 1,286
PUVR	\$ 1,054
Total Gross (Units & PUVR)	\$ 105,423
GROI	49%
% with Trade	12%
Avg. Over/Under Allowance	\$500



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Rick Farbo	Kyle Richards
% Retailed of Non-New Franchise	28%	38%	16%
Total # Retail Units	100	48	31
Avg. Days to Sale	28.4	28.1	28.9
Avg. Advertised Price (Time of Sale)	\$ 27,337	\$ 26,102	\$ 30,050
Avg. Transaction Price	\$ 27,329	\$ 26,085	\$ 30,050
Avg. Market Price at 100%	\$ 28,394	\$ 27,148	\$ 31,150
Avg. Price to Market % (Time of Sale)	96%	96%	96%
Avg. Transaction to Market	96%	96%	96%
Avg. Transactional Discount	\$ 9	\$ 18	\$ -
Avg. Front-End Gross	\$ (232)	\$ 844	\$ (1,231)
Avg. Finance Gross	\$ 1,286	\$ 1,264	\$ 1,468
PUVR	\$ 1,054	\$ 2,108	\$ 237
Total Gross (Units & PUVR)	\$ 105,423	\$ 101,184	\$ 7,337
GROI	49%	104%	10%
% with Trade	12%	8%	13%
Avg. Over/Under Allowance	500	750	375



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Jim Cooper			
24%	#DIV/0!	#DIV/0!	#DIV/0!
21	0	0	0
28.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,156	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,156	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,208	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,214)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,066	#DIV/0!	#DIV/0!	#DIV/0!
\$ (148)	#DIV/0!	#DIV/0!	#DIV/0!
\$ (3,098)	#DIV/0!	#DIV/0!	#DIV/0!
-7%	#DIV/0!	#DIV/0!	#DIV/0!
19%	#DIV/0!	#DIV/0!	#DIV/0!
375	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Maria Payan	Rob Goldberg
% Retailed of Non-New Franchise	28%	24%	50%
Total # Retail Units	100	25	8
Avg. Days to Sale	28.4	27.0	32.3
Avg. Advertised Price (Time of Sale)	\$ 27,337	\$ 24,800	\$ 28,385
Avg. Transaction Price	\$ 27,329	\$ 24,798	\$ 28,385
Avg. Market Price at 100%	\$ 28,394	\$ 25,661	\$ 29,394
Avg. Price to Market % (Time of Sale)	96%	97%	97%
Avg. Transaction to Market	96%	97%	97%
Avg. Transactional Discount	\$ 9	\$ 2	\$ -
Avg. Front-End Gross	\$ (232)	\$ 116	\$ 175
Avg. Finance Gross	\$ 1,286	\$ 1,315	\$ 1,481
PUVR	\$ 1,054	\$ 1,431	\$ 1,656
Total Gross (Units & PUVR)	\$ 105,423	\$ 35,774	\$ 13,244
GROI	49%	77%	65%
% with Trade	12%	12%	25%
Avg. Over/Under Allowance	500	500	500



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Tery Krawczyk	Santiago Prosper	John Paladino	Mark Rahn
43%	50%	20%	31%
7	14	10	13
31.0	30.9	25.9	30.8
\$ 27,204	\$ 28,240	\$ 26,226	\$ 29,375
\$ 27,204	\$ 28,240	\$ 26,146	\$ 29,375
\$ 28,361	\$ 29,423	\$ 27,249	\$ 30,510
96%	96%	96%	96%
96%	96%	96%	96%
\$ -	\$ -	\$ 80	\$ -
\$ (1,223)	\$ 721	\$ (492)	\$ (929)
\$ 666	\$ 1,253	\$ 1,191	\$ 1,371
\$ (557)	\$ 1,975	\$ 699	\$ 442
\$ (3,901)	\$ 27,644	\$ 6,991	\$ 5,748
-24%	81%	37%	18%
14%	0%	0%	15%
500	#DIV/0!	#DIV/0!	250

Hugh Stinnette	Andrew Gatchell	Kyle Kiemle	
13%	0%	11%	#DIV/0!
8	6	9	0
14.6	32.3	31.8	#DIV/0!
\$ 25,744	\$ 26,393	\$ 32,490	#DIV/0!
\$ 25,744	\$ 26,393	\$ 32,490	#DIV/0!
\$ 26,457	\$ 28,097	\$ 33,732	#DIV/0!
97%	94%	96%	#DIV/0!
97%	94%	96%	#DIV/0!
\$ -	\$ -	\$ -	#DIV/0!
\$ (200)	\$ 784	\$ (1,678)	#DIV/0!
\$ 953	\$ 1,361	\$ 1,793	#DIV/0!
\$ 753	\$ 2,144	\$ 114	#DIV/0!
\$ 6,027	\$ 12,866	\$ 1,029	#DIV/0!
72%	90%	4%	#DIV/0!
13%	17%	22%	#DIV/0!
0	500	1,000	#DIV/0!

Scoreboard

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Finance Manager	Totals	Jason Seger	Rebecca Stanci
% Retailed of Non-New Franchise	28%	33%	22%
Total # Retail Units	100	55	45
Avg. Days to Sale	28.4	26.7	30.5
Avg. Advertised Price (Time of Sale)	\$ 27,337	\$ 26,495	\$ 28,367
Avg. Transaction Price	\$ 27,329	\$ 26,479	\$ 28,367
Avg. Market Price at 100%	\$ 28,394	\$ 27,490	\$ 29,515
Avg. Price to Market % (Time of Sale)	96%	96%	96%
Avg. Transaction to Market	96%	96%	96%
Avg. Transactional Discount	\$ 9	\$ 15	\$ -
Avg. Front-End Gross	\$ (232)	\$ 50	\$ (576)
Avg. Finance Gross	\$ 1,286	\$ 1,563	\$ 947
PUVR	\$ 1,054	\$ 1,613	\$ 371
Total Gross (Units & PUVR)	\$ 105,423	\$ 88,720	\$ 16,703
GROI	49%	82%	15%
% with Trade	12%	9%	16%
Avg. Over/Under Allowance	500	500	500



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	100	21	79
Avg. Days to Sale	28.4	33.9	26.9
Avg. Advertised Price (Time of Sale)	\$ 27,337	\$ 31,200	\$ 26,300
Avg. Transaction Price	\$ 27,329	\$ 31,200	\$ 26,300
Avg. Market Price at 100%	\$ 28,394	\$ 32,347	\$ 27,352
Avg. Price to Market % (Time of Sale)	96%	96%	96%
Avg. Transaction to Market	96%	96%	96%
Avg. Transactional Discount	\$ 9	\$ -	\$ 11
Avg. Front-End Gross	\$ (232)	\$ (1,536)	\$ 115
Avg. Finance Gross	\$ 1,286	\$ 1,196	\$ 1,310
PUVR	\$ 1,054	\$ (340)	\$ 1,425
Total Gross (Units & PUVR)	\$ 105,423	\$ (7,137)	\$ 112,560
GROI	49%	-12%	72%
% with Trade	12%	14%	11%
Avg. Over/Under Allowance	500	500	500



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	100	72	28
Avg. Days to Sale	28.4	25.6	35.5
Avg. Advertised Price (Time of Sale)	\$ 27,337	\$ 28,577	\$ 24,151
Avg. Transaction Price	\$ 27,329	\$ 28,565	\$ 24,151
Avg. Market Price at 100%	\$ 28,394	\$ 29,472	\$ 25,646
Avg. Price to Market % (Time of Sale)	96%	97%	94%
Avg. Transaction to Market	96%	97%	94%
Avg. Transactional Discount	\$ 9	\$ 12	\$ -
Avg. Front-End Gross	\$ (232)	\$ (479)	\$ 404
Avg. Finance Gross	\$ 1,286	\$ 1,288	\$ 1,281
PUVR	\$ 1,054	\$ 809	\$ 1,684
Total Gross (Units & PUVR)	\$ 105,423	\$ 58,261	\$ 47,162
GROI	49%	40%	71%
% with Trade	12%	11%	14%
Avg. Over/Under Allowance	500	625	250



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	100	25	5
% of Retail Units	100%	25%	5%
% Retailed of Non-New Franchise	28%	44%	60%
Avg. Days to Sale	28.4	28.3	42.0
Avg. Transaction Price	\$ 27,329	\$ 25,176	\$ 22,490
Avg. Transaction to Market %	96%	96%	94%
Avg. Transactional Discount	\$ 9	\$ 34	\$ -
Avg. Front End Gross	\$ (232)	\$ 2,690	\$ 1,161
Avg. Finance Gross	\$ 1,286	\$ 849	\$ 1,916
PUVR	\$ 1,054	\$ 3,539	\$ 3,077
Total Gross (Units & PUVR)	\$ 105,423	\$ 88,478	\$ 15,385
GROI	49%	179%	117%
% with Trade	12%	8%	40%
Avg. Over/Under Allowance	500	0	500



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	61	1	7
1%	61%	1%	7%
0%	23%	0%	0%
3.0	31.1	14.0	1.0
\$ 18,890	\$ 28,612	\$ 50,990	\$ 25,121
105%	96%	100%	100%
\$ -	\$ -	\$ -	\$ -
\$ 4,561	\$ (1,726)	\$ 4,483	\$ -
\$ 1,789	\$ 1,266	\$ 3,444	\$ 2,190
\$ 6,350	\$ (460)	\$ 7,927	\$ 2,190
\$ 6,350	\$ (28,045)	\$ 7,927	\$ 15,327
4034%	-19%	400%	3138%
0%	13%	0%	0%
#DIV/0!	625	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	100	58	19
% of Retail Units	100%	58%	19%
% Retailed of Non-New Franchise	28%	19%	47%
Avg. Days to Sale	28.4	14.1	38.2
Avg. Transaction Price	\$ 27,329	\$ 28,383	\$ 24,364
Avg. Transaction to Market %	96%	99%	94%
Avg. Transactional Discount	\$ 9	\$ 1	\$ 42
Avg. Front End Gross	\$ (232)	\$ 451	\$ (499)
Avg. Finance Gross	\$ 1,286	\$ 1,242	\$ 1,184
PUVR	\$ 1,054	\$ 1,693	\$ 685
Total Gross (Units & PUVR)	\$ 105,423	\$ 98,174	\$ 13,006
GROI	49%	152%	26%
% with Trade	12%	16%	5%
Avg. Over/Under Allowance	500	556	500



46-60 days	61-90 days	90+ days
16	7	0
16%	7%	0%
31%	43%	#DIV/0!
51.8	66.7	#DIV/0!
\$ 27,209	\$ 26,919	#DIV/0!
92%	92%	#DIV/0!
\$ -	\$ -	#DIV/0!
\$ (1,526)	\$ (2,202)	#DIV/0!
\$ 1,561	\$ 1,298	#DIV/0!
\$ 36	\$ (904)	#DIV/0!
\$ 573	\$ (6,330)	#DIV/0!
1%	-18%	#DIV/0!
0%	29%	#DIV/0!
#DIV/0!	250	#DIV/0!