

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	46%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	37.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,890	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,750	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,898	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 140	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (636)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,642	#DIV/0!	#DIV/0!
PUVR	\$ 1,005	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 201,071	#DIV/0!	#DIV/0!
GROI	36%	#DIV/0!	#DIV/0!
% with Trade	41%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	135	#DIV/0!	#DIV/0!



Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Chuck Golden	Adrian Johnson	Aaron Hunt
Ben Kennedy	Bo Wang	Adam Squadrito
Gabe Sailing	David Seals	Armando Scorza
Kyle Cameron	Robert Madonna	Bobby Harvey
Cameron Shemwell	Seth Cameron	Cameron Peters
Francisco Manfredi	Sir Lawrence Doligosa	Charlie Dillard
Jarret Lawfer		Darryn Lewis
		Dwight Cobb
		Frank Botifoll
		Gary Gonzales
		Gil Mariano
		Isaiah Price
		James Suggs
		Jean Depoux
		Jason Whistle
		Jeff Blanchard
		Jonah Sailing
		Kurtis Jones
		Landon Hill
		Larry Powell
		Luan Lam
		Luis Torres
		Michael Elkin
		Matt Slogan
		Ned Alnuaimi
		Oraine Brissett
		Peter Danielson
		Pheaon Prince Jr
		Philip Volpe
		Rod Anthony
		Stephen De La Camp
		Timothy Vollink
		Tre Neeley
		Trevor Kolb
		Zachary Giordano
		Kevin H

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	A00314	2018	Toyota	RAV4	79	Auction/Wholesale	No	\$ 19,800	\$ 19,800	89%	(\$5,668)	\$2,734
2	P44075A	2018	Toyota	TACOMA	30	Trade on Used	No	\$ 21,800	\$ 21,800	109%	(\$236)	\$3,398
3	2508502B	2013	Buick	Lacrosse	17	Trade on Used	No	\$ 14,000	\$ 11,500	104%	\$12	\$788
4	A32415	2021	Toyota	Tundra	19	Auction/Wholesale	No	\$ 54,700	\$ 55,400	103%	\$514	\$3,780
5	A32142	2022	Dodge	CHARGER	86	Auction/Wholesale	No	\$ 29,800	\$ 29,800	89%	(\$5,988)	\$1,123
6	A33193	22	Toyota	RAV4	36	Auction/Wholesale	No	\$ 31,000	\$ 31,294	109%	(\$3,162)	\$932
7	2419507A	2022	Toyota	Sienna	90	Trade on New	No	\$ 36,500	\$ 32,658	88%	(\$5,036)	\$0
8	2489361A	2014	Nissan	MAXIMA	12	Trade on New	No	\$ 9,500	\$ 9,300	105%	(\$616)	\$0
9	2496768A	2020	Toyota	4RUNNER	56	Trade on New	No	\$ 45,600	\$ 47,500	95%	\$2,491	\$2,268
10	2436751A	2019	Kia	Sorento	83	Trade on New	No	\$ 17,000	\$ 17,000	79%	(\$1,624)	\$853
11	A17002	2020	Toyota	CHR	16	Auction/Wholesale	No	\$ 24,700	\$ 24,556	123%	(\$1,002)	\$1,953
12	A82128	2015	Ford	F150	18	Auction/Wholesale	No	\$ 34,900	\$ 34,900	118%	(\$1,442)	\$3,569
13	A88737A	2019	Toyota	TACOMA	3	Auction/Wholesale	No	\$ 27,400	\$ 30,989	100%	\$1,809	\$0
14	A45529	2021	Toyota	HIGHLANDER	51	Auction/Wholesale	No	\$ 33,200	\$ 33,200	115%	(\$4,332)	\$2,858
15	A80711	2020	Dodge	JOURNEY	37	Auction/Wholesale	No	\$ 18,600	\$ 18,600	102%	(\$3,927)	\$1,864
16	A21625	2021	Toyota	TUNDRA	16	Auction/Wholesale	No	\$ 45,800	\$ 45,800	111%	(\$6)	\$5,509
17	A26435	2021	Toyota	HIGHLANDER	39	Auction/Wholesale	No	\$ 35,399	\$ 33,500	103%	(\$936)	\$2,627
18	A33881	2021	Kia	K5	74	Auction/Wholesale	No	\$ 23,000	\$ 23,000	92%	(\$4,405)	\$829
19	2514267A	2020	Toyota	CAMRY	38	Trade on New	No	\$ 20,600	\$ 20,440	104%	\$1,243	\$2,248
20	2495203A	2023	Toyota	COROLLA	45	Trade on New	No	\$ 23,500	\$ 23,500	98%	(\$718)	\$1,180
21	A95416	2019	Dodge	Ram	46	Auction/Wholesale	No	\$ 41,000	\$ 40,048	104%	(\$1,992)	\$2,428
22	2497905B	2013	Dodge	Ram	21	Auction/Wholesale	No	\$ 17,500	\$ 15,500	101%	\$883	\$2,296
23	A97536	2020	Dodge	Ram	43	Auction/Wholesale	No	\$ 38,000	\$ 37,700	97%	(\$4,134)	\$926
24	2495203A	2023	Toyota	COROLLA	44	Trade on New	No	\$ 23,500	\$ 23,500	98%	(\$718)	\$1,180
25	2487269A	2024	Toyota	RAV4	94	Trade on New	No	\$ 32,000	\$ 38,991	102%	\$6,289	\$3,018
26	A69333	2023	Mazda	CX-30	75	Auction/Wholesale	No	\$ 24,000	\$ 24,000	103%	(\$3,985)	\$436
27	P67752	2021	Toyota	VENZA	1	Street/Curb Buy	No	\$ 26,999	\$ 26,283	105%	\$124	\$2
28	2451549A	2012	Jeep	Wrangler	5	Trade on New	No	\$ 16,500	\$ 12,759	106%	\$1,468	\$1,019
29	2444512A	2021	Toyota	SEQUIOA	6	Trade on New	No	\$ 54,999	\$ 53,000	105%	\$4,746	\$0
30	R29628A	2018	Nissan	Rogue	22	ntal Fleet (Enterprise, e	No	\$ 16,800	\$ 16,700	108%	(\$1,167)	\$1,113

31	P54497B	2009	Hyundai	Santa Fe	9	Trade on Used	No	\$	7,000	\$	5,151	109%	\$886	\$0
32	2405176R	2014	Toyota	Camry	7	Trade on Used	No	\$	14,000	\$	14,000	108%	\$3,508	\$1,240
33	2419352A	2016	Toyota	4RUNNER	57	Trade on New	No	\$	23,000	\$	21,900	95%	\$591	\$2,228
34	A91762	2020	Tesla	MODEL 3	11	Auction/Wholesale	No	\$	31,000	\$	31,300	105%	(\$343)	\$747
35	2485000B	2014	Subaru	OUTBACK	1	Trade on Used	No	\$	15,900	\$	15,486	105%	\$2,830	\$1,008
36	2496008A	2020	Toyota	RAV4	12	Trade on New	No	\$	24,500	\$	24,500	106%	\$3,297	\$2,704
37	2476731A	2019	Honda	RIDGELINE	82	Trade on New	No	\$	26,000	\$	25,875	93%	(\$1,726)	\$727
38	2401068A	2022	Toyota	COROLLA	22	Trade on New	No	\$	18,000	\$	18,000	100%	(\$731)	\$1,332
39	2487186A	2011	Honda	CR-V	43	Trade on New	No	\$	8,000	\$	6,116	81%	(\$1,295)	\$0
40	A70218	2024	Toyota	COROLLA	76	Auction/Wholesale	No	\$	23,000	\$	23,500	90%	(\$5,014)	\$1,525
41	A08642	2022	Mazda	CX-5	88	Auction/Wholesale	No	\$	24,000	\$	23,750	90%	(\$4,678)	\$2,338
42	A75054	2022	Toyota	RAV4	68	Auction/Wholesale	No	\$	34,500	\$	35,029	96%	(\$4,461)	\$0
43	2412438A	2023	Toyota	Tacoma	11	Auction/Wholesale	No	\$	39,300	\$	38,300	102%	\$1,395	\$2,716
44	2478402A	2018	Chevrolet	Tahoe	19	Trade on New	No	\$	32,300	\$	32,150	102%	\$238	\$3,144
45	2404081A	2022	Toyota	Tundra	7	Trade on New	No	\$	56,500	\$	58,000	105%	\$2,926	\$932
46	A44593	2020	Ford	F150	87	Auction/Wholesale	No	\$	59,000	\$	59,000	102%	(\$2,605)	\$3,375
47	2444355A	2020	Subaru	Forester	19	Trade on New	No	\$	25,200	\$	25,000	105%	\$1,106	\$1,481
48	2421072A	2022	Lexus	GX	89	Trade on New	No	\$	44,500	\$	44,000	90%	(\$4,351)	\$1,943
49	2440053B	2021	Toyota	HIGHLANDER	15	Trade on Used	No	\$	31,400	\$	30,925	105%	\$153	\$776
50	2478725B	2023	Volkswagen	TAOS	80	Trade on Used	No	\$	19,500	\$	21,500	90%	(\$1,358)	\$2,041
51	A17671	2023	Nissan	TITAN XD	66	Auction/Wholesale	No	\$	48,000	\$	48,000	97%	(\$4,855)	\$2,155
52	R98475A	2016	Ford	TRANSIT	12	ntal Fleet (Enterprise, e	No	\$	29,900	\$	29,900	110%	\$1,881	\$2,816
53	2434571A	2023	Toyota	Tacoma	16	Trade on New	No	\$	42,600	\$	43,100	102%	\$1,310	\$2,300

Scoreboard Totals

% Retailed of Non-Franchise Make	46%
Total # Retail Units	200
Avg. Days to Sale	37.8
Avg. Advertised Price (Time of Sale)	\$ 26,890
Avg. Transaction Price	\$ 26,750
Avg. Market Price at 100%	\$ 26,898
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 140
Avg. Front-End Gross	\$ (636)
Avg. Finance Gross	\$ 1,642
PUVR	\$ 1,005
Total Gross (Units & PUVR)	\$ 201,071
GROI	36%
% with Trade	41%
Avg. Over/Under Allowance	\$135



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	46%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	37.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,890	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,750	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,898	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 140	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (636)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,642	#DIV/0!	#DIV/0!
PUVR	\$ 1,005	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 201,071	#DIV/0!	#DIV/0!
GROI	36%	#DIV/0!	#DIV/0!
% with Trade	41%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	135	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	46%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	37.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,890	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,750	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,898	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 140	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (636)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,642	#DIV/0!	#DIV/0!
PUVR	\$ 1,005	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 201,071	#DIV/0!	#DIV/0!
GROI	36%	#DIV/0!	#DIV/0!
% with Trade	41%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	135	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	200
Avg. Days to Sale	37.8	#DIV/0!	37.8
Avg. Advertised Price (Time of Sale)	\$ 26,890	#DIV/0!	\$ 26,750
Avg. Transaction Price	\$ 26,750	#DIV/0!	\$ 26,750
Avg. Market Price at 100%	\$ 26,898	#DIV/0!	\$ 26,812
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	100%
Avg. Transaction to Market	99%	#DIV/0!	100%
Avg. Transactional Discount	\$ 140	#DIV/0!	\$ 140
Avg. Front-End Gross	\$ (636)	#DIV/0!	\$ (636)
Avg. Finance Gross	\$ 1,642	#DIV/0!	\$ 1,642
PUVR	\$ 1,005	#DIV/0!	\$ 1,005
Total Gross (Units & PUVR)	\$ 201,071	#DIV/0!	\$ 201,071
GROI	36%	#DIV/0!	36%
% with Trade	41%	#DIV/0!	41%
Avg. Over/Under Allowance	135	#DIV/0!	135



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	109	91
Avg. Days to Sale	37.8	33.4	43.0
Avg. Advertised Price (Time of Sale)	\$ 26,890	\$ 29,858	\$ 23,285
Avg. Transaction Price	\$ 26,750	\$ 29,643	\$ 23,285
Avg. Market Price at 100%	\$ 26,898	\$ 29,422	\$ 23,687
Avg. Price to Market % (Time of Sale)	100%	101%	98%
Avg. Transaction to Market	99%	101%	98%
Avg. Transactional Discount	\$ 140	\$ 214	\$ 51
Avg. Front-End Gross	\$ (636)	\$ (236)	\$ (1,116)
Avg. Finance Gross	\$ 1,642	\$ 1,753	\$ 1,508
PUVR	\$ 1,005	\$ 1,517	\$ 392
Total Gross (Units & PUVR)	\$ 201,071	\$ 165,394	\$ 35,677
GROI	36%	55%	14%
% with Trade	41%	45%	36%
Avg. Over/Under Allowance	135	101	Y



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	65	40
% of Retail Units	100%	33%	20%
% Retailed of Non-New Franchise	46%	32%	53%
Avg. Days to Sale	37.8	40.8	29.9
Avg. Transaction Price	\$ 26,750	\$ 28,488	\$ 19,130
Avg. Transaction to Market %	99%	97%	119%
Avg. Transactional Discount	\$ 140	\$ 218	\$ (339)
Avg. Front End Gross	\$ (636)	\$ 260	\$ 772
Avg. Finance Gross	\$ 1,642	\$ 1,723	\$ 1,306
PUVR	\$ 1,005	\$ 1,983	\$ 2,078
Total Gross (Units & PUVR)	\$ 201,071	\$ 128,895	\$ 83,132
GROI	36%	61%	131%
% with Trade	41%	43%	35%
Avg. Over/Under Allowance	135	157	-105



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
13	79	0	0
7%	40%	0%	0%
38%	53%	#DIV/0!	#DIV/0!
20.4	42.2	#DIV/0!	#DIV/0!
\$ 24,161	\$ 29,447	#DIV/0!	#DIV/0!
98%	99%	#DIV/0!	#DIV/0!
\$ 1,323	\$ 127	#DIV/0!	#DIV/0!
\$ (429)	\$ (2,143)	#DIV/0!	#DIV/0!
\$ 1,502	\$ 1,741	#DIV/0!	#DIV/0!
\$ 1,073	\$ (402)	#DIV/0!	#DIV/0!
\$ 13,946	\$ (31,767)	#DIV/0!	#DIV/0!
78%	-12%	#DIV/0!	#DIV/0!
15%	47%	#DIV/0!	#DIV/0!
192	209	#DIV/0!	#DIV/0!

BO OEM/Leasing central Fleet (Enterprise, etc	Other
0	3
0%	2%
#DIV/0!	67%
#DIV/0!	37.3
#DIV/0! \$	30,900
#DIV/0!	103%
#DIV/0! \$	33
#DIV/0! \$	(78)
#DIV/0! \$	2,367
#DIV/0! \$	2,288
#DIV/0! \$	6,865
#DIV/0!	71%
#DIV/0!	33%
#DIV/0!	667

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	88	45
% of Retail Units	100%	44%	23%
% Retailed of Non-New Franchise	46%	40%	38%
Avg. Days to Sale	37.8	14.4	37.4
Avg. Transaction Price	\$ 26,750	\$ 25,584	\$ 28,026
Avg. Transaction to Market %	99%	110%	99%
Avg. Transactional Discount	\$ 140	\$ 156	\$ 91
Avg. Front End Gross	\$ (636)	\$ 385	\$ (86)
Avg. Finance Gross	\$ 1,642	\$ 1,576	\$ 1,688
PUVR	\$ 1,005	\$ 1,961	\$ 1,602
Total Gross (Units & PUVR)	\$ 201,071	\$ 172,544	\$ 72,088
GROI	36%	192%	55%
% with Trade	41%	32%	47%
Avg. Over/Under Allowance	135	-37	271



46-60 days	61-90 days	90+ days
25	37	5
13%	19%	3%
52%	62%	60%
52.3	75.7	100.0
\$ 26,531	\$ 27,564	\$ 30,860
97%	92%	97%
\$ 7	\$ 479	\$ (1,560)
\$ (1,951)	\$ (2,817)	\$ (860)
\$ 1,596	\$ 1,744	\$ 1,862
\$ (355)	\$ (1,072)	\$ 1,002
\$ (8,887)	\$ (39,682)	\$ 5,008
-9%	-18%	12%
36%	57%	60%
117	233	1,300