

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
RUSSELL CONOVER	Job Bunditwong	PEREZ
WALLY ESTOSAZ	Zo Shahbaz	HAMDAN
PEDRO VAZQUEZ	Ashley Adams	KOHLER
MOE BISHAWI	Tyrone Mitchell	VALDES
JON CORNEJO	Carlous Cummings	PURNELL
TYLER GRAY	Dillon Aviles	SARAIVA
	Navid Montazeri	PIERCE
	Oleh Sotnikov	HANKEY
		FLORES
		LOBENTHAL
		XHINDI
		CORNEJO
		MERCADO
		FLOOD
		PILZ
		LEON
		KRENEK
		SCOTT
		BEHL
		WEATHERSBY
		MILLETT
		WATSON
		WILLIAMS
		GUIGNARD
		HAUSER
		LEMACKS
		SUSTAITA
		TURNER
		MERYAKUBOV
		JABER
		KNEZEVIC
		EDUARD
		RICHARDSON
		ORELLANA
		VENTURA
		MUJAKOVIC
		MALAVE
		CORNELIUS
		MILLETT
		HARVEY
		SUAREZ
		LEON
		ROJAS
		POMERI
		ALBER
		MANDAVI
		MEHR

		ULACIA
		ABDULLAH
		CORNEJO
		SHAHBAZ
		ANDREWS

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Advertised Price (Time of Sale)	Transaction Price	Price to Market % (Time)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	#	\$1,500	\$500
1	KA012120	2019	Honda	ACCORD	18	Trade on New		\$ 23,250	\$ 23,250		\$826	\$0
2	R6286240	2024	Toyota	4RUNNER	12	Trade on New		\$ 49,581	\$ 49,581		\$977	\$0
3	PX015616	2023	Toyota	TUNDRA	92	Trade on Used		\$ 54,329	\$ 54,329		(\$67)	\$5,753
4	PH201074	2023	Hyundai	TUCSON	23	Trade on New		\$ 23,992	\$ 23,992		(\$1,635)	\$3,750
5	RW302746	2024	Toyota	RAV4	31	Trade on New		\$ 32,531	\$ 32,531		\$2,541	\$2,271
6	R6227482	2024	Toyota	4RUNNER	23	Street/Curb Buy		\$ 43,780	\$ 43,780		\$531	\$1,902
7	PU720614	2023	Toyota	CAMRY	3	Street/Curb Buy		\$ 26,503	\$ 26,503		\$3,709	\$0
8	P9P52273	2023	BMW	X4	54	Trade on New		\$ 66,499	\$ 66,499		\$4,162	\$0
9	NJ037573	2022	Toyota	COROLLA	1	Street/Curb Buy		\$ 15,233	\$ 15,233		(\$19)	\$1,066
10	KU001248	2019	Toyota	AVALON	54	Auction/Wholesale		\$ 21,524	\$ 21,000		\$1,936	\$1,219
11	RD196454	2024	Toyota	RAV4	70	Trade on New		\$ 51,000	\$ 51,000		\$1,734	\$1,057
12	P5341224	2023	Lexus	GX460	50	Trade on New		\$ 65,685	\$ 65,685		\$1,071	\$7,233
13	JM062999	2018	Toyota	TACOMA	27	Auction/Wholesale		\$ 30,306	\$ 30,306		\$540	\$400
14	D5122125	2023	Toyota	4RUNNER	6	Trade on New		\$ 23,500	\$ 23,000		\$489	\$0
15	HPF23248	2017	Jeep	RENEGADE	10	Trade on New		\$ 12,129	\$ 12,129		\$663	\$1,760
16	BS037173	2011	Toyota	SEQUOIA	2	Auction/Wholesale		\$ 17,021	\$ 17,021		\$2,935	\$0

17	PX115666	2023	Toyota	TUNDRA	30	Trade on Used		\$ 50,348	\$ 50,348	\$4,147	\$10,145
18	PV064729	2022	Toyota	COROLLA	51	Street/Curb Buy		\$ 28,300	\$ 28,300	\$1,346	\$1,000
19	GX005042	2016	Toyota	TACOMA	11	Auction/Wholesale		\$ 28,647	\$ 28,647	\$4,432	\$1,800
20	RV097385	2024	Toyota	CROSS	24	Trade on Used		\$ 28,674	\$ 28,674	(\$827)	\$0
21	MN607702	2021	Chevrolet	1500	7	Trade on New		\$ 35,653	\$ 35,653	(\$2,419)	\$3,222
22	RU209452	2024	Toyota	CAMRY	32	Auction/Wholesale		\$ 31,319	\$ 31,319	\$2,912	\$5,362
23	PS515841	2023	Toyota	HLANDER	67	Trade on New		\$ 34,989	\$ 34,989	\$1,338	\$0
24	H5434993	2017	Toyota	4RUNNER	10	Street/Curb Buy		\$ 32,651	\$ 32,651	\$2,670	\$100
25	HC708097	2017	Jeep	CHEROKEE	21	Trade on New		\$ 17,594	\$ 17,094	\$4,952	\$0
26	MC156311	2021	Toyota	RAV4	7	Street/Curb Buy		\$ 26,873	\$ 26,873	\$3,535	\$1,656
27	JS548771	2018	Toyota	HLANDER	10	Trade on Used		\$ 25,235	\$ 24,800	\$4,450	\$120
28	PH104921	2023	Hyundai	ELANTRA	4	Trade on New		\$ 21,156	\$ 21,156	\$2,354	\$4,157
29	PV065133	2023	Toyota	COROLLA	52	Trade on New		\$ 28,202	\$ 28,202	(\$774)	\$4,555
30	PW250636	2023	Toyota	RAV4	10	Trade on New		\$ 29,898	\$ 29,898	\$1,816	\$6,981
31	PV002045	2023	Toyota	COROLLA	23	Trade on New		\$ 34,189	\$ 34,189	\$2,758	\$7,173
32	HX102871	2017	Toyota	TACOMA	17	Auction/Wholesale		\$ 26,412	\$ 26,412	\$7,046	\$4,971
33	HU040996	2017	Lexus	ES350	68	Street/Curb Buy		\$ 17,692	\$ 17,692	\$868	\$315
34	MU609503	2021	Toyota	CAMRY	3	Trade on New		\$ 28,771	\$ 28,771	\$5,350	\$0
35	CG704874	2012	Honda	CR-V	11	Street/Curb Buy		\$ 11,323	\$ 10,905	\$1,966	\$0
36	NS539527	2022	Toyota	HLANDER	1	Auction/Wholesale		\$ 34,374	\$ 34,374	\$1,688	\$504
37	PS039819	2023	Toyota	HLANDER	51	Street/Curb Buy		\$ 36,847	\$ 36,847	(\$320)	\$3,384
38	NW255822	2022	Jeep	WRANGLER	103	Auction/Wholesale		\$ 38,245	\$ 37,856	\$275	\$0
39	RP195448	2024	Toyota	COROLLA	23	Trade on New		\$ 24,958	\$ 24,700	(\$269)	\$1,330
40	NU011505	2022	Toyota	AVALON	65	Trade on New		\$ 27,623	\$ 27,623	\$2,680	\$0
41	EA004057	2014	Honda	ACCORD	1	Trade on New		\$ 17,213	\$ 17,213	\$1,513	\$2,413
42	MU493210	2021	Toyota	CAMRY	1	Auction/Wholesale		\$ 14,339	\$ 14,339	\$981	\$0
43	GX197424	2016	Toyota	TUNDRA	63	Street/Curb Buy		\$ 25,020	\$ 25,020	\$4,929	\$0
44	NS570636	2022	Toyota	HLANDER	24	Auction/Wholesale		\$ 36,225	\$ 35,899	(\$811)	\$5,132
45	MX994335	2021	Toyota	TUNDRA	8	Trade on New		\$ 41,575	\$ 41,575	(\$328)	\$1,500
46	PV064907	2023	Toyota	CROSS	56	Auction/Wholesale		\$ 27,620	\$ 27,620	(\$222)	\$479
47	KX150313	2019	Toyota	TACOMA	12	Street/Curb Buy		\$ 26,500	\$ 26,500	\$3,987	\$7,095
48	LR255302	2020	Cadillac	ESCALADE	15	Trade on New		\$ 46,692	\$ 46,692	\$3,586	\$5,079
49	NJ105520	2022	Toyota	VENZA	4	Auction/Wholesale		\$ 35,520	\$ 35,520	\$3,084	\$649
50	R5305160	2024	Toyota	4RUNNER	16	Trade on New		\$ 42,495	\$ 42,495	\$1,957	\$4,479
51	NGC10493	2022	Ford	EXPLORER	14	Trade on Used		\$ 28,699	\$ 28,699	(\$414)	\$3,223

52	NC211664	2022	Toyota	RAV4	7	Trade on New	\$	28,752	\$	28,752	(\$256)	\$0
53	KX166468	2019	Toyota	TACOMA	61	Auction/Wholesale	\$	26,067	\$	26,067	\$240	\$1,330

Scoreboard Totals

% Retailed of Non-Franchise Make	32%
Total # Retail Units	185
Avg. Days to Sale	27.9
Avg. Advertised Price (Time of Sale)	\$ 32,003
Avg. Transaction Price	\$ 33,420
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	\$ (1,417)
Avg. Front-End Gross	\$ 1,348
Avg. Finance Gross	\$ 2,384
PUVR	\$ 3,732
Total Gross (Units & PUVR)	\$ 690,481
GROI	144%
% with Trade	30%
Avg. Over/Under Allowance	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	32%	#DIV/0!	#DIV/0!
Total # Retail Units	185	0	0
Avg. Days to Sale	27.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,003	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,420	#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	\$ (1,417)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,348	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,384	#DIV/0!	#DIV/0!
PUVR	\$ 3,732	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 690,481	#DIV/0!	#DIV/0!
GROI	144%	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	32%	#DIV/0!	#DIV/0!
Total # Retail Units	185	0	0
Avg. Days to Sale	27.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,003	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,420	#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	\$ (1,417)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,348	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,384	#DIV/0!	#DIV/0!
PUVR	\$ 3,732	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 690,481	#DIV/0!	#DIV/0!
GROI	144%	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	32%	#DIV/0!	#DIV/0!
Total # Retail Units	185	0	0
Avg. Days to Sale	27.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,003	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,420	#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	\$ (1,417)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,348	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,384	#DIV/0!	#DIV/0!
PUVR	\$ 3,732	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 690,481	#DIV/0!	#DIV/0!
GROI	144%	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	185	0	0
Avg. Days to Sale	27.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,003	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,420	#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	\$ (1,417)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,348	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,384	#DIV/0!	#DIV/0!
PUVR	\$ 3,732	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 690,481	#DIV/0!	#DIV/0!
GROI	144%	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	185	126	59
Avg. Days to Sale	27.9	30.0	23.6
Avg. Advertised Price (Time of Sale)	\$ 32,003	\$ 32,928	\$ 34,473
Avg. Transaction Price	\$ 33,420	\$ 32,738	\$ 34,473
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	\$ (1,417)	\$ 190	\$ (4,898)
Avg. Front-End Gross	\$ 1,348	\$ 1,103	\$ 1,748
Avg. Finance Gross	\$ 2,384	\$ 2,436	\$ 2,148
PUVR	\$ 3,732	\$ 3,539	\$ 3,896
Total Gross (Units & PUVR)	\$ 690,481	\$ 445,869	\$ 229,860
GROI	144%	130%	172%
% with Trade	30%	27%	34%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	185	80	14
% of Retail Units	100%	43%	8%
% Retailed of Non-New Franchise	32%	34%	7%
Avg. Days to Sale	27.9	29.1	39.4
Avg. Transaction Price	\$ 33,420	\$ 38,032	\$ 33,921
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,417)	\$ (3,639)	\$ 261
Avg. Front End Gross	\$ 1,348	\$ 1,477	\$ 694
Avg. Finance Gross	\$ 2,384	\$ 2,337	\$ 2,388
PUVR	\$ 3,732	\$ 3,814	\$ 3,082
Total Gross (Units & PUVR)	\$ 690,481	\$ 305,130	\$ 43,148
GROI	144%	124%	83%
% with Trade	30%	25%	50%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
31	62	0	0
17%	34%	0%	0%
29%	35%	#DIV/0!	#DIV/0!
19.1	28.2	#DIV/0!	#DIV/0!
\$ 28,912	\$ 29,610	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 91	\$ 316	#DIV/0!	#DIV/0!
\$ 1,446	\$ 1,280	#DIV/0!	#DIV/0!
\$ 2,305	\$ 2,485	#DIV/0!	#DIV/0!
\$ 3,751	\$ 3,764	#DIV/0!	#DIV/0!
\$ 116,286	\$ 233,381	#DIV/0!	#DIV/0!
245%	162%	#DIV/0!	#DIV/0!
35%	27%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	\$ 235
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

TOYOTA	Totals	0-30 days	31-45 days
Total # Retail Units	185	121	30
% of Retail Units	100%	65%	16%
% Retailed of Non-New Franchise	32%	35%	37%
Avg. Days to Sale	27.9	12.8	37.5
Avg. Transaction Price	\$ 33,420	\$ 32,529	\$ 33,141
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,417)	\$ (2,329)	\$ 462
Avg. Front End Gross	\$ 1,348	\$ 1,828	\$ 890
Avg. Finance Gross	\$ 2,384	\$ 2,208	\$ 3,156
PUVR	\$ 3,732	\$ 4,036	\$ 4,047
Total Gross (Units & PUVR)	\$ 690,481	\$ 488,341	\$ 121,405
GROI	144%	350%	117%
% with Trade	30%	28%	33%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
15	15	6
8%	8%	3%
20%	13%	17%
55.5	74.6	100.0
\$ 37,938	\$ 32,316	\$ 44,252
#DIV/0!	#DIV/0!	#DIV/0!
\$ 35	\$ 55	\$ 250
\$ 139	\$ 456	\$ (792)
\$ 3,018	\$ 1,783	\$ 2,004
\$ 3,157	\$ 2,239	\$ 1,211
\$ 47,348	\$ 33,583	\$ 7,268
54%	33%	10%
47%	13%	33%
#DIV/0!	#DIV/0!	#DIV/0!