









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	K214208A	2023	Kia	SPORTAGE	30	Trade on New	Yes	\$ 26,998	\$ 26,000	99%	\$3,411	\$405
2	CO43	2024	Kia	SPORTAGE	30	Other	Yes	\$ 34,834	\$ 34,834	98%	(\$934)	\$1,017
3	K527055M	2023	Kia	STINGER	13	Trade on Used	Yes	\$ 35,560	\$ 35,000	104%	\$4,583	\$439
4	UPE6	2022	Kia	K5	18	Rental Fleet (Enterprise, etc)	Yes	\$ 18,814	\$ 18,814	97%	(\$1,845)	\$2,288
5	K519914A	2019	Ford	EXPEDITION	17	Trade on New	No	\$ 31,991	\$ 31,991	113%	\$4,033	\$220
6	CO45	2020	Honda	CIVIC	33	Other	No	\$ 20,589	\$ 20,000	98%	(\$1,201)	\$216
7	K751961B	2021	Chevrolet	SILVERADO	79	Trade on Used	No	\$ 34,440	\$ 34,440	91%	(\$871)	\$1,345
8	CO32A	2020	Toyota	TACOMA	31	Trade on Used	No	\$ 27,790	\$ 27,790	99%	\$2,677	\$2,326
9	K136233A	2024	Jaguar	XF	107	Trade on Used	No	\$ 45,998	\$ 42,861	89%	(\$1,272)	\$4,113
10	UP5152	2021	Kia	K5	1	LBO Customer	No	\$ 21,999	\$ 19,155	98%	\$862	\$4,016
11	UP5114	2024	Kia	SPORTAGE	111	Loaner	Yes	\$ 31,851	\$ 31,851	99%	(\$2,795)	\$7,507
12	UP5144	2023	Volkswagen	TAOS	32	Auction/Wholesale	No	\$ 23,994	\$ 23,994	94%	\$1,315	\$0
13	CO48	2022	Chrysler	300	38	Other	No	\$ 26,994	\$ 26,794	100%	(\$2,697)	\$823
14	K527723B	2020	Dodge	CHALLENGER	72	Trade on Used	No	\$ 39,741	\$ 39,241	96%	\$625	\$1,057
15	CO26	2023	Chevrolet	Equinox	116	Other	No	\$ 28,599	\$ 28,599	95%	(\$2,743)	\$6,222
16	CO62	2022	Kia	SELTOS	11	Other	No	\$ 19,992	\$ 19,992	103%	(\$857)	\$1,272
17	K228920A	2018	Toyota	CAMRY	41	Trade on New	No	\$ 15,179	\$ 14,500	91%	\$1,620	\$0
18	UP5148	2024	Kia	K5	23	Loaner	Yes	\$ 30,997	\$ 30,997	101%	(\$6,743)	\$2,745
19	K228340B	2020	Kia	FORTE	17	Trade on Used	Yes	\$ 16,992	\$ 14,423	101%	\$692	\$625
20	K527055N	2019	Kia	STINGER	13	Trade on Used	Yes	\$ 23,999	\$ 23,999		\$4,253	\$2,171
21	K298350A	2015	Nissan	ROGUE	15	Trade on New	No	\$ 12,992	\$ 10,600	103%	\$226	\$2,486
22	K622633A	2018	Chevrolet	EQUINOX	15	Trade on New	No	\$ 14,199	\$ 14,111	105%	\$3,102	\$435
23	K288220A	2020	Ford	F350	3	Trade on New	No	\$ 59,999	\$ 52,534	92%	\$2,680	\$3,496
24	K228988B	2020	Kia	SOUL	18	Trade on Used	Yes	\$ 19,991	\$ 15,590		\$3,621	\$3,132
25	UP5153	2024	Kia	SELTOS	10	Street/Curb Buy	Yes	\$ 25,491	\$ 25,491	103%	\$3,081	\$5,655
26	UP5154	2021	Kia	K5	1	LBO Customer	No	\$ 16,443	\$ 16,443	80%	\$807	\$2,262
27	CO60	2021	Chevrolet	MALIBU	37	Other	No	\$ 15,545	\$ 15,545	94%	(\$1,529)	\$781
28	K460882A	2019	Subaru	OUTBACK	16	Trade on New	No	\$ 23,491	\$ 21,991	100%	\$719	\$1,023







## Scoreboard Totals

% Retailed of Non-Franchise Make	55%
Total # Retail Units	22
Avg. Days to Sale	27.2
Avg. Advertised Price (Time of Sale)	\$ 29,618
Avg. Transaction Price	\$ 28,367
Avg. Market Price at 100%	\$ 29,354
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 1,251
Avg. Front-End Gross	\$ 1,534
Avg. Finance Gross	\$ 2,220
PUVR	\$ 3,754
Total Gross (Units & PUVR)	\$ 82,599
GROI	175%
% with Trade	27%
Avg. Over/Under Allowance	(\$2,300)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	RONNIE ZAPATA	HENRY GARZA
% Retailed of Non-New Franchise	55%	67%	50%
Total # Retail Units	22	12	6
Avg. Days to Sale	27.2	22.0	49.2
Avg. Advertised Price (Time of Sale)	\$ 29,618	\$ 32,818	\$ 28,017
Avg. Transaction Price	\$ 28,367	\$ 31,512	\$ 26,777
Avg. Market Price at 100%	\$ 29,354	#DIV/0!	\$ 28,426
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	99%
Avg. Transaction to Market	97%	#DIV/0!	94%
Avg. Transactional Discount	\$ 1,251	\$ 1,306	\$ 1,239
Avg. Front-End Gross	\$ 1,534	\$ 1,972	\$ 210
Avg. Finance Gross	\$ 2,220	\$ 1,204	\$ 3,674
PUVR	\$ 3,754	\$ 3,176	\$ 3,884
Total Gross (Units & PUVR)	\$ 82,599	\$ 38,112	\$ 23,301
GROI	175%	165%	106%
% with Trade	27%	33%	33%
Avg. Over/Under Allowance	-2,300	-1,875	-4,000



n list, then scroll up to select your staff member for each column.)

STEVEN GARCIA	MITCH WALKER	JAVIER ROMERO	
#DIV/0!	25%	#DIV/0!	#DIV/0!
0	4	0	0
#DIV/0!	9.8	#DIV/0!	#DIV/0!
#DIV/0!	\$ 22,420	#DIV/0!	#DIV/0!
#DIV/0!	\$ 21,315	#DIV/0!	#DIV/0!
#DIV/0!	\$ 22,900	#DIV/0!	#DIV/0!
#DIV/0!	98%	#DIV/0!	#DIV/0!
#DIV/0!	93%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,105	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,206	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,091	#DIV/0!	#DIV/0!
#DIV/0!	\$ 5,297	#DIV/0!	#DIV/0!
#DIV/0!	\$ 21,186	#DIV/0!	#DIV/0!
#DIV/0!	918%	#DIV/0!	#DIV/0!
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		JASON GARCIA
% Retailed of Non-New Franchise	55%	#DIV/0!	100%
Total # Retail Units	22	0	1
Avg. Days to Sale	27.2	#DIV/0!	13.0
Avg. Advertised Price (Time of Sale)	\$ 29,618	#DIV/0!	\$ 27,999
Avg. Transaction Price	\$ 28,367	#DIV/0!	\$ 27,500
Avg. Market Price at 100%	\$ 29,354	#DIV/0!	\$ 28,570
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	98%
Avg. Transaction to Market	97%	#DIV/0!	96%
Avg. Transactional Discount	\$ 1,251	#DIV/0!	\$ 499
Avg. Front-End Gross	\$ 1,534	#DIV/0!	\$ 1,115
Avg. Finance Gross	\$ 2,220	#DIV/0!	\$ 765
PUVR	\$ 3,754	#DIV/0!	\$ 1,880
Total Gross (Units & PUVR)	\$ 82,599	#DIV/0!	\$ 1,880
GROI	175%	#DIV/0!	189%
% with Trade	27%	#DIV/0!	100%
Avg. Over/Under Allowance	-2,300	#DIV/0!	-1,500



n list, then scroll up to select your staff member for each column.)

ALFRED HILL	JUAN VILLASENOR	DALTON HARRIS	ANDREW DE LA SAN
100%	#DIV/0!	100%	33%
1	0	1	3
20.0	#DIV/0!	75.0	11.0
\$ 21,999	#DIV/0!	\$ 19,612	\$ 30,163
\$ 19,799	#DIV/0!	\$ 19,612	\$ 29,497
#DIV/0!	#DIV/0!	\$ 21,088	\$ 29,891
#DIV/0!	#DIV/0!	93%	101%
#DIV/0!	#DIV/0!	93%	99%
\$ 2,200	#DIV/0!	\$ -	\$ 666
\$ 3,797	#DIV/0!	\$ 1,061	\$ 4,924
\$ 235	#DIV/0!	\$ 4,737	\$ 1,503
\$ 4,032	#DIV/0!	\$ 5,798	\$ 6,427
\$ 4,032	#DIV/0!	\$ 5,798	\$ 19,281
367%	#DIV/0!	142%	713%
0%	#DIV/0!	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

CESAR RODRIGUEZ	WILLIAM RYHERD	BLANCA DEFRANCISSAM	HAMAYDEH
75%	#DIV/0!	0%	25%
8	0	1	4
32.9	#DIV/0!	20.0	23.3
\$ 34,316	#DIV/0!	\$ 28,999	\$ 25,122
\$ 32,798	#DIV/0!	\$ 28,421	\$ 23,892
\$ 33,324	#DIV/0!	\$ 29,591	\$ 24,761
103%	#DIV/0!	98%	101%
98%	#DIV/0!	96%	96%
\$ 1,518	#DIV/0!	\$ 578	\$ 1,230
\$ 1,060	#DIV/0!	\$ 2,290	\$ 1,436
\$ 1,708	#DIV/0!	\$ 7,277	\$ 2,961
\$ 2,768	#DIV/0!	\$ 9,567	\$ 4,397
\$ 22,144	#DIV/0!	\$ 9,567	\$ 17,586
92%	#DIV/0!	606%	285%
25%	#DIV/0!	0%	25%
-2,500	#DIV/0!	#DIV/0!	-4,000

AURIC URIOSTEGU		JOEY CASTILLO	
50%	0%	#DIV/0!	#DIV/0!
2	1	0	0
13.0	55.0	#DIV/0!	#DIV/0!
\$ 26,499	\$ 34,481	#DIV/0!	#DIV/0!
\$ 23,905	\$ 34,481	#DIV/0!	#DIV/0!
#DIV/0!	\$ 34,829	#DIV/0!	#DIV/0!
#DIV/0!	99%	#DIV/0!	#DIV/0!
#DIV/0!	99%	#DIV/0!	#DIV/0!
\$ 2,594	\$ -	#DIV/0!	#DIV/0!
\$ (482)	\$ (2,540)	#DIV/0!	#DIV/0!
\$ 1,527	\$ 2,760	#DIV/0!	#DIV/0!
\$ 1,046	\$ 220	#DIV/0!	#DIV/0!
\$ 2,091	\$ 220	#DIV/0!	#DIV/0!
121%	4%	#DIV/0!	#DIV/0!
50%	100%	#DIV/0!	#DIV/0!
-1,000	#DIV/0!	#DIV/0!	#DIV/0!

























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	55%	#DIV/0!	#DIV/0!
Total # Retail Units	22	0	0
Avg. Days to Sale	27.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,618	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 28,367	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,354	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,251	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,534	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,220	#DIV/0!	#DIV/0!
PUVR	\$ 3,754	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 82,599	#DIV/0!	#DIV/0!
GROI	175%	#DIV/0!	#DIV/0!
% with Trade	27%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-2,300	#DIV/0!	#DIV/0!



n list, then scroll up to select your staff member for each column.)

MITCH WALKER	RUBEN RODRIG	ANNETTE ARRE	PHILLIP ESPINO
0%	62%	50%	100%
2	13	6	1
13.5	35.5	16.5	11.0
\$ 23,999	\$ 33,493	\$ 24,698	\$ 19,999
\$ 23,059	\$ 32,343	\$ 23,728	\$ 15,120
#DIV/0!	\$ 32,694	#DIV/0!	\$ 17,856
#DIV/0!	102%	#DIV/0!	112%
#DIV/0!	99%	#DIV/0!	85%
\$ 941	\$ 1,150	\$ 970	\$ 4,879
\$ 430	\$ 1,300	\$ 2,557	\$ 644
\$ 1,538	\$ 2,774	\$ 1,586	\$ 200
\$ 1,967	\$ 4,074	\$ 4,143	\$ 844
\$ 3,934	\$ 52,963	\$ 24,858	\$ 844
227%	128%	381%	183%
50%	31%	17%	0%
-1,000	-3,000	-1,500	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	22	8	14
Avg. Days to Sale	27.2	24.8	28.6
Avg. Advertised Price (Time of Sale)	\$ 29,618	\$ 27,307	\$ 29,293
Avg. Transaction Price	\$ 28,367	\$ 26,745	\$ 29,293
Avg. Market Price at 100%	\$ 29,354	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,251	\$ 562	\$ 1,645
Avg. Front-End Gross	\$ 1,534	\$ 1,381	\$ 1,621
Avg. Finance Gross	\$ 2,220	\$ 3,562	\$ 1,454
PUVR	\$ 3,754	\$ 4,943	\$ 3,075
Total Gross (Units & PUVR)	\$ 82,599	\$ 39,545	\$ 43,054
GROI	175%	269%	132%
% with Trade	27%	38%	21%
Avg. Over/Under Allowance	-2,300	-2,500	-2,167



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	22	10	12
Avg. Days to Sale	27.2	20.0	33.2
Avg. Advertised Price (Time of Sale)	\$ 29,618	\$ 26,276	\$ 31,230
Avg. Transaction Price	\$ 28,367	\$ 24,931	\$ 31,230
Avg. Market Price at 100%	\$ 29,354	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,251	\$ 1,346	\$ 1,172
Avg. Front-End Gross	\$ 1,534	\$ 1,239	\$ 1,780
Avg. Finance Gross	\$ 2,220	\$ 3,192	\$ 1,410
PUVR	\$ 3,754	\$ 4,432	\$ 3,190
Total Gross (Units & PUVR)	\$ 82,599	\$ 44,315	\$ 38,284
GROI	175%	320%	111%
% with Trade	27%	30%	25%
Avg. Over/Under Allowance	-2,300	-2,500	-2,167



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	22	14	1
% of Retail Units	100%	64%	5%
% Retailed of Non-New Franchise	55%	57%	100%
Avg. Days to Sale	27.2	30.6	6.0
Avg. Transaction Price	\$ 28,367	\$ 27,898	\$ 20,692
Avg. Transaction to Market %	97%	#DIV/0!	90%
Avg. Transactional Discount	\$ 1,251	\$ 1,042	\$ 3,307
Avg. Front End Gross	\$ 1,534	\$ 2,329	\$ 506
Avg. Finance Gross	\$ 2,220	\$ 2,746	\$ 299
PUVR	\$ 3,754	\$ 5,074	\$ 805
Total Gross (Units & PUVR)	\$ 82,599	\$ 71,041	\$ 805
GROI	175%	214%	233%
% with Trade	27%	29%	0%
Avg. Over/Under Allowance	-2,300	-2,125	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	1	0	2
9%	5%	0%	9%
50%	100%	#DIV/0!	0%
21.0	1.0	#DIV/0!	1.0
\$ 48,999	\$ 26,791	#DIV/0!	\$ 17,673
105%	98%	#DIV/0!	85%
\$ -	\$ (1,000)	#DIV/0!	\$ 4,481
\$ 1,404	\$ 681	#DIV/0!	\$ 670
\$ 676	\$ 2,564	#DIV/0!	\$ 1,715
\$ 2,080	\$ 3,245	#DIV/0!	\$ 2,385
\$ 4,161	\$ 3,245	#DIV/0!	\$ 4,770
73%	4360%	#DIV/0!	4858%
50%	0%	#DIV/0!	0%
-3,000	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	2
0%	0%	9%
#DIV/0!	#DIV/0!	50%
#DIV/0!	#DIV/0!	59.0
#DIV/0!	#DIV/0!	\$ 26,331
#DIV/0!	#DIV/0!	97%
#DIV/0!	#DIV/0!	\$ 833
#DIV/0!	#DIV/0!	\$ (2,092)
#DIV/0!	#DIV/0!	\$ 1,380
#DIV/0!	#DIV/0!	\$ (712)
#DIV/0!	#DIV/0!	\$ (1,423)
#DIV/0!	#DIV/0!	-16%
#DIV/0!	#DIV/0!	50%
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	22	15	1
% of Retail Units	100%	68%	5%
% Retailed of Non-New Franchise	55%	47%	100%
Avg. Days to Sale	27.2	12.5	35.0
Avg. Transaction Price	\$ 28,367	\$ 24,948	\$ 78,998
Avg. Transaction to Market %	97%	#DIV/0!	110%
Avg. Transactional Discount	\$ 1,251	\$ 1,556	\$ -
Avg. Front End Gross	\$ 1,534	\$ 1,677	\$ 481
Avg. Finance Gross	\$ 2,220	\$ 1,991	\$ 1,032
PUVR	\$ 3,754	\$ 3,668	\$ 1,513
Total Gross (Units & PUVR)	\$ 82,599	\$ 55,021	\$ 1,513
GROI	175%	422%	20%
% with Trade	27%	27%	100%
Avg. Over/Under Allowance	-2,300	-2,125	-3,000



46-60 days	61-90 days	90+ days
3	3	0
14%	14%	0%
33%	100%	#DIV/0!
52.7	72.3	#DIV/0!
\$ 34,352	\$ 22,598	#DIV/0!
101%	91%	#DIV/0!
\$ -	\$ 1,394	#DIV/0!
\$ 3,125	\$ (419)	#DIV/0!
\$ 3,397	\$ 2,586	#DIV/0!
\$ 6,522	\$ 2,167	#DIV/0!
\$ 19,565	\$ 6,500	#DIV/0!
130%	48%	#DIV/0!
33%	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!