

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	Market Price at 100%	Transaction to Market (%)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	\$ 15,789	87%	\$1,500	\$500
1	KA012120	2019	Honda	ACCORD	18	Trade on New		\$ 23,250	\$ 23,250	\$ 23,250	100%	\$826	\$0
2	R6286240	2024	Toyota	4RUNNER	12	Trade on New		\$ 49,581	\$ 49,581	\$ 50,000	99%	\$977	\$0
3	PX015616	2023	Toyota	TUNDRA	92	Trade on Used		\$ 54,329	\$ 54,329	\$ 54,239	100%	(\$67)	\$5,753
4	PH201074	2023	Hyundai	TUCSON	23	Trade on New		\$ 23,992	\$ 23,992	\$ 23,992	102%	(\$1,635)	\$3,750
5	RW302746	2024	Toyota	RAV4	31	Trade on New		\$ 32,531	\$ 32,531	\$ 32,531	104%	\$2,541	\$2,271
6	R6227482	2024	Toyota	4RUNNER	23	Street/Curb Buy		\$ 43,780	\$ 43,780	\$ 45,089	97%	\$531	\$1,902
7	PU720614	2023	Toyota	CAMRY	3	Street/Curb Buy		\$ 26,503	\$ 26,503	\$ 26,503	100%	\$3,709	\$0
8	P9P52273	2023	BMW	X4	54	Trade on New		\$ 66,499	\$ 66,499	\$ 67,999	98%	\$4,162	\$0
9	NJ037573	2022	Toyota	COROLLA	1	Street/Curb Buy		\$ 15,233	\$ 15,233	\$ 19,000	80%	(\$19)	\$1,066
10	KU001248	2019	Toyota	AVALON	54	Auction/Wholesale		\$ 21,524	\$ 21,000	\$ 22,734	92%	\$1,936	\$1,219
11	RD196454	2024	Toyota	RAV4	70	Trade on New		\$ 51,000	\$ 51,000	\$ 51,280	99%	\$1,734	\$1,057
12	P5341224	2023	Lexus	GX460	50	Trade on New		\$ 65,685	\$ 65,685	\$ 65,685	100%	\$1,071	\$7,233
13	JM062999	2018	Toyota	TACOMA	27	Auction/Wholesale		\$ 30,306	\$ 30,306	\$ 31,726	96%	\$540	\$400
14	D5122125	2023	Toyota	4RUNNER	6	Trade on New		\$ 23,500	\$ 23,000	\$ 24,073	96%	\$489	\$0
15	HPF23248	2017	Jeep	RENEGADE	10	Trade on New		\$ 12,129	\$ 12,129	\$ 12,129	100%	\$663	\$1,760
16	BS037173	2011	Toyota	SEQUOIA	2	Auction/Wholesale		\$ 17,021	\$ 17,021	\$ 17,921	95%	\$2,935	\$0
17	PX115666	2023	Toyota	TUNDRA	30	Trade on Used		\$ 50,348	\$ 50,348	\$ 50,348	100%	\$4,147	\$10,145
18	PV064729	2022	Toyota	COROLLA	51	Street/Curb Buy		\$ 28,300	\$ 28,300	\$ 28,300	100%	\$1,346	\$1,000
19	GX005042	2016	Toyota	TACOMA	11	Auction/Wholesale		\$ 28,647	\$ 28,647	\$ 28,647	100%	\$4,432	\$1,800
20	RV097385	2024	Toyota	CROSS	24	Trade on Used		\$ 28,674	\$ 28,674	\$ 28,674	100%	(\$827)	\$0
21	MN607702	2021	Chevrolet	1500	7	Trade on New		\$ 35,653	\$ 35,653	\$ 35,500	100%	(\$2,419)	\$3,222
22	RU209452	2024	Toyota	CAMRY	32	Auction/Wholesale		\$ 31,319	\$ 31,319	\$ 30,042	104%	\$2,912	\$5,362
23	PS515841	2023	Toyota	HLANDER	67	Trade on New		\$ 34,989	\$ 34,989	\$ 35,131	100%	\$1,338	\$0
24	H5434993	2017	Toyota	4RUNNER	10	Street/Curb Buy		\$ 32,651	\$ 32,651	\$ 32,651	100%	\$2,670	\$100
25	HC708097	2017	Jeep	CHEROKEE	21	Trade on New		\$ 17,594	\$ 17,094	\$ 18,094	94%	\$4,952	\$0
26	MC156311	2021	Toyota	RAV4	7	Street/Curb Buy		\$ 26,873	\$ 26,873	\$ 26,800	100%	\$3,535	\$1,656
27	JS548771	2018	Toyota	HLANDER	10	Trade on Used		\$ 25,235	\$ 24,800	\$ 25,235	98%	\$4,450	\$120
28	PH104921	2023	Hyundai	ELANTRA	4	Trade on New		\$ 21,156	\$ 21,156	\$ 21,156	100%	\$2,354	\$4,157
29	PV065133	2023	Toyota	COROLLA	52	Trade on New		\$ 28,202	\$ 28,202	\$ 28,202	100%	(\$774)	\$4,555
30	PW250636	2023	Toyota	RAV4	10	Trade on New		\$ 29,898	\$ 29,898	\$ 29,072	103%	\$1,816	\$6,981
31	PV002045	2023	Toyota	COROLLA	23	Trade on New		\$ 34,189	\$ 34,189	\$ 34,189	100%	\$2,758	\$7,173
32	HX102871	2017	Toyota	TACOMA	17	Auction/Wholesale		\$ 26,412	\$ 26,412	\$ 26,412	100%	\$7,046	\$4,971
33	HU040996	2017	Lexus	ES350	68	Street/Curb Buy		\$ 17,692	\$ 17,692	\$ 17,692	100%	\$868	\$315
34	MU609503	2021	Toyota	CAMRY	3	Trade on New		\$ 28,771	\$ 28,771	\$ 28,771	100%	\$5,350	\$0
35	CG704874	2012	Honda	CR-V	11	Street/Curb Buy		\$ 11,323	\$ 10,905	\$ 12,492	87%	\$1,966	\$0

36	NS539527	2022	Toyota	HLANDER	1	Auction/Wholesale		\$ 34,374	\$ 34,374	\$ 34,374	100%	\$1,688	\$504
37	PS039819	2023	Toyota	HLANDER	51	Street/Curb Buy		\$ 36,847	\$ 36,847	\$ 36,847	100%	(\$320)	\$3,384
38	NW255822	2022	Jeep	WRANGLER	103	Auction/Wholesale		\$ 38,245	\$ 37,856	\$ 37,856	100%	\$275	\$0
39	RP195448	2024	Toyota	COROLLA	23	Trade on New		\$ 24,958	\$ 24,700	\$ 24,958	99%	(\$269)	\$1,330
40	NU011505	2022	Toyota	AVALON	65	Trade on New		\$ 27,623	\$ 27,623	\$ 27,623	100%	\$2,680	\$0
41	EA004057	2014	Honda	ACCORD	1	Trade on New		\$ 17,213	\$ 17,213	\$ 17,213	100%	\$1,513	\$2,413
42	MU493210	2021	Toyota	CAMRY	1	Auction/Wholesale		\$ 14,339	\$ 14,339	\$ 15,500	93%	\$981	\$0
43	GX197424	2016	Toyota	TUNDRA	63	Street/Curb Buy		\$ 25,020	\$ 25,020	\$ 25,020	100%	\$4,929	\$0
44	NS570636	2022	Toyota	HLANDER	24	Auction/Wholesale		\$ 36,225	\$ 35,899	\$ 37,490	96%	(\$811)	\$5,132
45	MX994335	2021	Toyota	TUNDRA	8	Trade on New		\$ 41,575	\$ 41,575	\$ 41,575	100%	(\$328)	\$1,500
46	PV064907	2023	Toyota	CROSS	56	Auction/Wholesale		\$ 27,620	\$ 27,620	\$ 27,620	100%	(\$222)	\$479
47	KX150313	2019	Toyota	TACOMA	12	Street/Curb Buy		\$ 26,500	\$ 26,500	\$ 27,137	98%	\$3,987	\$7,095
48	LR255302	2020	Cadillac	ESCALADE	15	Trade on New		\$ 46,692	\$ 46,692	\$ 46,692	100%	\$3,586	\$5,079
49	NJ105520	2022	Toyota	VENZA	4	Auction/Wholesale		\$ 35,520	\$ 35,520	\$ 35,520	100%	\$3,084	\$649
50	R5305160	2024	Toyota	4RUNNER	16	Trade on New		\$ 42,495	\$ 42,495	\$ 42,495	100%	\$1,957	\$4,479
51	NGC10493	2022	Ford	EXPLORER	14	Trade on Used		\$ 28,699	\$ 28,699	\$ 28,699	100%	(\$414)	\$3,223
52	NC211664	2022	Toyota	RAV4	7	Trade on New		\$ 28,752	\$ 28,752	\$ 32,430	89%	(\$256)	\$0
53	KX166468	2019	Toyota	TACOMA	61	Auction/Wholesale		\$ 26,067	\$ 26,067	\$ 27,988	93%	\$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	\$ 31,821
Avg. Market Price at 100%	\$ 109
Avg. Price to Market % (Time of Sale)	29487%
Avg. Transaction to Market	29320%
Avg. Transactional Discount	\$ 182
Avg. Front-End Gross	\$ 1,348
Avg. Finance Gross	\$ 2,384
PUVR	\$ 3,732
Total Gross (Units & PUVR)	\$ 690,481
GROI	151%
% 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	\$ 31,821	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 109	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	29487%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	29320%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 182	#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	151%	#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	\$ 31,821	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 109	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	29487%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	29320%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 182	#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	151%	#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	\$ 31,821	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 109	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	29487%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	29320%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 182	#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	151%	#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	\$ 31,821	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 109	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	29487%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	29320%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 182	#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	151%	#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	\$ 29,405
Avg. Transaction Price	\$ 31,821	\$ 32,738	\$ 29,405
Avg. Market Price at 100%	\$ 109	\$ 33,015	\$ 29,817
Avg. Price to Market % (Time of Sale)	29487%	100%	99%
Avg. Transaction to Market	29320%	99%	99%
Avg. Transactional Discount	\$ 182	\$ 190	\$ 169
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	151%	130%	202%
% 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	\$ 31,821	\$ 34,295	\$ 33,921
Avg. Transaction to Market %	29320%	99%	99%
Avg. Transactional Discount	\$ 182	\$ 98	\$ 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	151%	138%	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!
98%	99%	#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	\$ 31,821	\$ 30,058	\$ 33,141
Avg. Transaction to Market %	29320%	98%	101%
Avg. Transactional Discount	\$ 182	\$ 142	\$ 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	151%	379%	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
99%	99%	100%
\$ 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!