

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Jeff Wundt	Jamal Alkatib	Patrick Pantalone
Dan Carboni	Dave Delorenzo	Jose Rivera
		Julie Hoang
		Julio Sosa
		David Biolo
		Eddie Crouse
		Leslie Richam-Odoi
		Cam Cozak

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	11200TB	2024	Toyota	PRIUS	42	Auction/Wholesale	No	\$ 39,350	\$ 39,350	105%	\$2,081	\$6,224
2	11219TB	2023	Toyota	HIGHLANDER	40	Auction/Wholesale	No	\$ 45,450	\$ 44,900	103%	\$5,292	\$4,660
3	RK001949A	2019	Honda	PASSPORT	30	Trade on New	No	\$ 25,500	\$ 25,500	103%	\$2,964	\$5,480
4	RC293809B	2018	Toyota	HIGHLANDER	11	Other	No	\$ 27,300	\$ 27,300	100%	\$2,527	\$4,677
5	PS526623L	2023	Toyota	HIGHLANDER	8	Loaner	Yes	\$ 41,500	\$ 41,500	102%	\$6,544	\$4,387
6	RT033691A	2018	Toyota	TUNDRA	20	Trade on New	Yes	\$ 36,550	\$ 36,500	101%	\$5,142	\$6,091
7	RW235086C	2013	Toyota	RAV4	9	Trade on Used	No	\$ 11,400	\$ 11,400	94%	\$2,160	\$672
8	BM0129	2021	BMW	5 SERIES	42	Other	No	\$ 32,950	\$ 32,950	90%	\$593	\$5,202
9	SH804691B	2013	Volvo	XC60	17	Other	No	\$ 12,900	\$ 12,900	100%	\$4,381	\$239
10	R6286716A	2015	Nissan	TITAN	34	Trade on New	No	\$ 19,500	\$ 19,500	98%	\$3,746	\$4,891
11	11239TB	2021	Toyota	RAV4	15	Auction/Wholesale	Yes	\$ 31,900	\$ 31,808	102%	\$3,014	\$1,717
12	AD2144B	2019	Audi	Q5	10	Other	No	\$ 24,800	\$ 24,701	102%	\$3,134	\$239
13	R3020399L	2024	Toyota	COROLLA	17	Loaner	Yes	\$ 23,500	\$ 23,500	101%	\$1,408	\$7,522
14	11189TB	2023	Ram	1500	92	Auction/Wholesale	No	\$ 31,500	\$ 31,500	91%	(\$2,638)	\$5,166
15	11168TC	2019	Ford	F150	30	Trade on Used	No	\$ 23,250	\$ 23,250	96%	\$2,450	\$3,948
16	RW423627L	2024	Toyota	RAV4	15	Loaner	Yes	\$ 37,900	\$ 37,900	104%	\$7,296	\$1,431
17	RW479867A	2016	Honda	PILOT	24	Trade on New	No	\$ 15,950	\$ 15,950	107%	\$1,011	\$2,964
18	RU153305A	2018	Hyundai	SONATA	47	Trade on New	No	\$ 11,950	\$ 10,395	92%	\$20	\$2,781
19	11225TB	2021	Toyota	TACOMA	42	Trade on New	Yes	\$ 34,500	\$ 34,455	95%	\$697	\$0
20	11215TB	2022	Kia	SELTOS	66	Trade on Used	No	\$ 18,500	\$ 18,500	96%	\$875	\$474
21	10140NB	2022	Nissan	SENTRA	15	Other	No	\$ 19,350	\$ 19,330	99%	\$1,464	\$1,529
22	S9W25524A	2024	Toyota	TUNDRA	64	Other	Yes	\$ 69,000	\$ 68,510	97%	(\$956)	\$6,947
23	11241TB	2021	Toyota	COROLLA	18	Trade on New	No	\$ 21,500	\$ 21,000	103%	\$1,437	\$2,086
24	RC431945A	2018	Jeep	COMPASS	49	Other	No	\$ 17,600	\$ 14,555	109%	(\$2,185)	\$5,427
25	11169TC	2019	Subaru	FORESTER	22	Trade on Used	No	\$ 22,550	\$ 22,500	107%	\$2,515	\$2,720
26	BM0010	2021	Kia	SPORTAGE	54	Other	No	\$ 16,500	\$ 16,350	95%	(\$760)	\$0
27	11240TB	2022	Honda	PILOT	25	Trade on New	No	\$ 36,250	\$ 36,250	106%	\$2,858	\$1,527
28	11083TB	2023	BMW	M8	30	Auction/Wholesale	No	\$ 105,450	\$ 105,450	102%	(\$2,120)	\$10,071
29	11168TD	2018	Ford	FOCUS	13	Trade on New	No	\$ 11,750	\$ 11,250	106%	\$812	\$0
30	RN016491B	2019	Toyota	AVALON	30	Other	Yes	\$ 25,500	\$ 25,500	100%	\$2,550	\$239

31	X11194A	2017	Honda	CRV	47	Trade on Used	No	\$	15,500	\$	15,500	94%	\$2,046	\$1,680
32	11228TB	2024	Toyota	COROLLA CROSS	49	Auction/Wholesale	Yes	\$	27,500	\$	27,500	98%	(\$846)	\$4,622
33	11197TB	2023	Toyota	RAV4	102	ntal Fleet (Enterprise, e	No	\$	31,400	\$	31,400	95%	(\$2,680)	\$4,933
34	RP197775A	2017	Honda	ACCORD	55	Trade on New	No	\$	14,950	\$	15,150	101%	\$2,349	\$4,271
35	X10143	2018	Nissan	SENTRA	19	Other	No	\$	12,950	\$	11,950	98%	\$2,096	\$2,797
36	11193TD	2023	Land Rover	DISCOVERY	82	Trade on Used	No	\$	44,500	\$	44,500	97%	(\$1,131)	\$11,885
37	R1148474A	2017	Audi	Q3	9	Other	No	\$	19,555	\$	17,109	100%	\$192	\$0
38	SLO09381A	2019	Honda	CRV	40	Other	No	\$	24,500	\$	24,500	99%	\$1,300	\$4,555
39	RT033691B	2016	Toyota	TUNDRA	25	Trade on Used	No	\$	29,750	\$	29,750	105%	\$3,433	\$7,089
40	11233TB	2024	Toyota	TACOMA	44	Auction/Wholesale	Yes	\$	75,250	\$	75,250	110%	\$2,987	\$2,171
41	RS567190A	2018	Toyota	HIGHLANDER	55	Trade on New	No	\$	23,250	\$	22,471	96%	\$544	\$726
42	SA0165	2018	BMW	X1	38	Other	No	\$	18,750	\$	18,750	96%	\$1,300	\$3,899
43	SA033	2021	Toyota	HIGHLANDER	72	Other	No	\$	31,250	\$	31,250	95%	(\$3,500)	\$2,895
44	RT003897A	2023	Chevrolet	COLORADO	49	Trade on New	No	\$	40,750	\$	40,450	104%	\$2,034	\$1,500
45	11222TB	2024	Mazda	CX-5	70	Trade on New	No	\$	32,350	\$	31,395	95%	(\$253)	\$0
46	RB019616A	2019	Honda	RIDGELINE	81	Other	No	\$	24,500	\$	24,150	92%	\$1,300	\$3,671
47	RS147269A	2016	Ford	FUSION	27	Trade on New	No	\$	12,850	\$	12,950	107%	\$1,961	\$0
48	R3014581A	2023	Toyota	COROLLA	55	Trade on New	Yes	\$	26,950	\$	26,950	103%	\$1,302	\$5,386
49	11254TB	2021	Toyota	TACOMA	10	Auction/Wholesale	No	\$	39,450	\$	39,550	106%	\$2,151	\$1,437
50	11224TB	2021	Porsche	CAYENNE	67	Auction/Wholesale	No	\$	51,450	\$	51,450	92%	\$4,344	\$2,676
51	11216TB	2016	Chevrolet	CORVETTE	82	Auction/Wholesale	No	\$	49,550	\$	48,000	100%	(\$2,545)	\$0
52	11251TB	2023	Toyota	TACOMA	11	Auction/Wholesale	Yes	\$	39,850	\$	42,248	102%	\$823	\$1,928
53	R3017717A	2014	Ford	MUSTANG	7	Trade on New	No	\$	25,450	\$	25,250	97%	\$1,740	\$929

Scoreboard Totals

% Retailed of Non-Franchise Make	57%
Total # Retail Units	68
Avg. Days to Sale	36.3
Avg. Advertised Price (Time of Sale)	\$ 32,180
Avg. Transaction Price	\$ 31,805
Avg. Market Price at 100%	\$ 32,170
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 375
Avg. Front-End Gross	\$ 1,901
Avg. Finance Gross	\$ 3,145
PUVR	\$ 5,047
Total Gross (Units & PUVR)	\$ 343,187
GROI	158%
% with Trade	43%
Avg. Over/Under Allowance	\$212



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Jeff Wundt	Dan Carboni
% Retailed of Non-New Franchise	57%	46%	60%
Total # Retail Units	68	13	55
Avg. Days to Sale	36.3	28.8	38.0
Avg. Advertised Price (Time of Sale)	\$ 32,180	\$ 26,031	\$ 33,633
Avg. Transaction Price	\$ 31,805	\$ 25,860	\$ 33,210
Avg. Market Price at 100%	\$ 32,170	\$ 26,402	\$ 33,310
Avg. Price to Market % (Time of Sale)	100%	99%	101%
Avg. Transaction to Market	99%	98%	100%
Avg. Transactional Discount	\$ 375	\$ 171	\$ 423
Avg. Front-End Gross	\$ 1,901	\$ 2,422	\$ 1,778
Avg. Finance Gross	\$ 3,145	\$ 3,527	\$ 3,055
PUVR	\$ 5,047	\$ 5,948	\$ 4,834
Total Gross (Units & PUVR)	\$ 343,187	\$ 77,330	\$ 265,858
GROI	158%	287%	138%
% with Trade	43%	38%	44%
Avg. Over/Under Allowance	212	480	157



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	57%	#DIV/0!	#DIV/0!
Total # Retail Units	68	0	0
Avg. Days to Sale	36.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,180	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,805	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,170	#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	\$ 375	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,901	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,145	#DIV/0!	#DIV/0!
PUVR	\$ 5,047	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 343,187	#DIV/0!	#DIV/0!
GROI	158%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	212	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	57%	#DIV/0!	#DIV/0!
Total # Retail Units	68	0	0
Avg. Days to Sale	36.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,180	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,805	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,170	#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	\$ 375	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,901	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,145	#DIV/0!	#DIV/0!
PUVR	\$ 5,047	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 343,187	#DIV/0!	#DIV/0!
GROI	158%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	212	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	68	15	53
Avg. Days to Sale	36.3	28.3	38.5
Avg. Advertised Price (Time of Sale)	\$ 32,180	\$ 38,120	\$ 29,990
Avg. Transaction Price	\$ 31,805	\$ 38,214	\$ 29,990
Avg. Market Price at 100%	\$ 32,170	\$ 37,700	\$ 30,374
Avg. Price to Market % (Time of Sale)	100%	101%	99%
Avg. Transaction to Market	99%	101%	99%
Avg. Transactional Discount	\$ 375	\$ (94)	\$ 508
Avg. Front-End Gross	\$ 1,901	\$ 2,667	\$ 1,685
Avg. Finance Gross	\$ 3,145	\$ 3,581	\$ 3,022
PUVR	\$ 5,047	\$ 6,248	\$ 4,707
Total Gross (Units & PUVR)	\$ 343,187	\$ 93,719	\$ 249,468
GROI	158%	208%	147%
% with Trade	43%	73%	34%
Avg. Over/Under Allowance	212	351	128



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	68	29	39
Avg. Days to Sale	36.3	31.4	39.9
Avg. Advertised Price (Time of Sale)	\$ 32,180	\$ 36,786	\$ 28,389
Avg. Transaction Price	\$ 31,805	\$ 36,398	\$ 28,389
Avg. Market Price at 100%	\$ 32,170	\$ 35,924	\$ 29,064
Avg. Price to Market % (Time of Sale)	100%	102%	98%
Avg. Transaction to Market	99%	101%	98%
Avg. Transactional Discount	\$ 375	\$ 388	\$ 365
Avg. Front-End Gross	\$ 1,901	\$ 2,845	\$ 1,200
Avg. Finance Gross	\$ 3,145	\$ 3,391	\$ 2,963
PUVR	\$ 5,047	\$ 6,236	\$ 4,163
Total Gross (Units & PUVR)	\$ 343,187	\$ 180,849	\$ 162,338
GROI	158%	197%	132%
% with Trade	43%	55%	33%
Avg. Over/Under Allowance	212	335	62



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	68	23	10
% of Retail Units	100%	34%	15%
% Retailed of Non-New Franchise	57%	57%	80%
Avg. Days to Sale	36.3	33.4	35.4
Avg. Transaction Price	\$ 31,805	\$ 29,327	\$ 23,403
Avg. Transaction to Market %	99%	100%	99%
Avg. Transactional Discount	\$ 375	\$ 278	\$ 52
Avg. Front End Gross	\$ 1,901	\$ 1,872	\$ 1,732
Avg. Finance Gross	\$ 3,145	\$ 2,474	\$ 2,984
PUVR	\$ 5,047	\$ 4,346	\$ 4,716
Total Gross (Units & PUVR)	\$ 343,187	\$ 99,957	\$ 47,158
GROI	158%	160%	205%
% with Trade	43%	30%	40%
Avg. Over/Under Allowance	212	973	-75



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	12	4	0
0%	18%	6%	0%
#DIV/0!	33%	0%	#DIV/0!
#DIV/0!	42.2	21.8	#DIV/0!
#DIV/0!	\$ 53,771	\$ 32,913	#DIV/0!
#DIV/0!	101%	101%	#DIV/0!
#DIV/0!	\$ 916	\$ -	#DIV/0!
#DIV/0!	\$ 2,784	\$ 4,993	#DIV/0!
#DIV/0!	\$ 3,550	\$ 5,040	#DIV/0!
#DIV/0!	\$ 6,334	\$ 10,034	#DIV/0!
#DIV/0!	\$ 76,012	\$ 40,134	#DIV/0!
#DIV/0!	101%	505%	#DIV/0!
#DIV/0!	67%	75%	#DIV/0!
#DIV/0!	175	-567	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	1	18
0%	1%	26%
#DIV/0!	0%	78%
#DIV/0!	102.0	36.1
#DIV/0!	\$ 31,400	\$ 24,770
#DIV/0!	95%	96%
#DIV/0!	\$ -	\$ 422
#DIV/0!	\$ (2,680)	\$ 1,012
#DIV/0!	\$ 4,933	\$ 3,303
#DIV/0!	\$ 2,253	\$ 4,315
#DIV/0!	\$ 2,253	\$ 77,673
#DIV/0!	25%	174%
#DIV/0!	100%	33%
#DIV/0!	0	-8

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	68	35	11
% of Retail Units	100%	51%	16%
% Retailed of Non-New Franchise	57%	51%	55%
Avg. Days to Sale	36.3	17.5	39.6
Avg. Transaction Price	\$ 31,805	\$ 30,918	\$ 33,678
Avg. Transaction to Market %	99%	101%	100%
Avg. Transactional Discount	\$ 375	\$ 402	\$ 54
Avg. Front End Gross	\$ 1,901	\$ 3,142	\$ 2,150
Avg. Finance Gross	\$ 3,145	\$ 2,655	\$ 3,596
PUVR	\$ 5,047	\$ 5,797	\$ 5,746
Total Gross (Units & PUVR)	\$ 343,187	\$ 202,889	\$ 63,206
GROI	158%	387%	155%
% with Trade	43%	49%	27%
Avg. Over/Under Allowance	212	365	567



46-60 days	61-90 days	90+ days
11	9	2
16%	13%	3%
64%	78%	50%
50.5	74.4	97.0
\$ 22,225	\$ 44,751	\$ 31,450
95%	95%	93%
\$ 512	\$ 577	\$ -
\$ 957	\$ (1,060)	\$ (2,659)
\$ 3,647	\$ 3,467	\$ 5,050
\$ 4,604	\$ 2,407	\$ 2,391
\$ 50,647	\$ 21,664	\$ 4,781
148%	26%	28%
36%	33%	100%
-725	450	-100