

Desk Manager(s)	Finance Manager(s)
Kim,Paul	Lawson,Rene D.
Misajon,Aaron	Afra,Hadi
Chae,Jason M	Ali,Adnan A.
Khatib,Ghazi	Blanco,Bill
Markarian,Mihran	Chow,King T.
Yip,Jeffrey T	Chung,Yong U.
Amiri,Walid	Diep,Quang X.
Phan,William	Fong,Elise I
Tovar,Mario R	Ghaznavi,Saboktakin
Lawson,Rene D.	Hui,Godwin
	Lee,Jules J.h.
	Lee,Yong W
	Li,Ting
	Mashayekhi,Abbas
	Sliemers,Rachel M
	Vidal,Ignacio
	Wang,Dong-Hui



Sales Consultant(s)	New Car Franchise(s)
Avila, Anthony	Toyota
Barron, Isaac	Toyota
Calamaco, Mark A	Toyota
Cardenas, Ruben	Toyota
Castaneda, Casildo C	Toyota
Crisanty, Jorge C	Toyota
Cruz, Harry B	Toyota
Duran, Abel G.	Toyota
Egurvide, Christian M	Toyota
Gallegos, Ricardo	Toyota
Gamboa, Sergio	Toyota
Halawi, Haissam A	Toyota
Htun, Jimmy	Toyota
Jiang, Sheri X	Toyota
Maldonado, Juan	Toyota
Mixco, Ashley N	Toyota
Olivares, Rico	Toyota
Sadeghifard, Masoud	Toyota
Orellana, Oscar E	Toyota
Viveros, Marcos	Toyota
Williams, Fred	Toyota
Baghdassarian, Hovig Z	Toyota
Liukimson, Alexander	Toyota
Macalino, Cesar	Toyota
Malik, Abbas	Toyota
Ng, Patrick P.	Toyota
Vega, Lizette	Toyota
Aguilar, Dani	Toyota
Canales, Kevin	Toyota
Chang, Jeffrey	Toyota
Del Solar, Jose L.	Toyota
Fearn, David	Toyota
Gutierrez, Patricia	Toyota
Haro, Jorge O	Toyota
Hess, Steven M	Toyota
Kim, Michael	Toyota
Kostecki, Walter	Toyota
Tan, Laura L	Toyota



ACADEMY





#	Year	Make	Model	Days in Stock	Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front End-Gross	Finance Gross
ex.	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$1,000
1	17	Toyota	CAMRY	4	LBO Customer	NO	0.00	15,902.95	95%	0.00	1,369.40
2	18	Toyota	CAMRY	37	Trade on Used	YES	29,995.00	26,489.00	95%	1,963.68	1,995.36
3	16	Toyota	PRIUS	43	Trade on Used	YES	24,995.00	19,988.00	95%	1,776.61	1,723.00
4	16	Nissan	ALTIMA	38	Trade on Used	NO	15,995.00	11,488.01	95%	896.71	1,599.80
5	15	Toyota	AVALON	1	LBO Customer	NO	0.00	17,592.04	95%	0.00	1,273.85
6	16	Toyota	Mirai	35	Auction/Wholesale	YES	23,995.00	20,788.00	95%	3,100.48	2,992.00
7	18	Toyota	COROLLA	42	Loaner/Rental Fleet	YES	18,995.00	15,589.00	95%	-732.59	119.00
8	16	Toyota	RAV4 Hybrid	13	Auction/Wholesale	YES	25,995.00	23,579.00	95%	2,477.29	2,223.00
9	16	Toyota	RAV4	33	Trade on Used	YES	27,995.00	25,588.01	95%	2,398.72	3,456.16
10	18	Toyota	CAMRY	39	Trade on New	YES	23,995.00	19,288.00	95%	934.36	0.00
11	18	Toyota	SIENNA	47	Trade on New	YES	26,995.00	23,288.00	95%	-18.65	3,308.16
12	16	Toyota	PRIUS	0	LBO Customer	NO	0.00	14,683.00	95%	0.00	610.85
13	16	Toyota	PRIUS	47	Auction/Wholesale	YES	25,995.00	20,388.00	95%	489.99	1,743.58
14	18	Toyota	CAMRY	24	Trade on New	NO	24,995.00	21,000.00	95%	2,741.14	0.00
15	16	Toyota	SIENNA	50	Auction/Wholesale	YES	27,995.00	23,788.00	95%	702.62	1,030.00
16	16	Toyota	SCION TC	2	LBO Customer	NO	0.00	13,209.78	95%	0.00	1,315.70
17	16	Toyota	COROLLA	66	Auction/Wholesale	YES	18,995.00	14,788.00	95%	-1,360.83	1,635.00
18	16	Toyota	CAMRY	49	Auction/Wholesale	YES	20,995.00	16,952.44	95%	-802.11	50.00
19	18	Chevrolet	COLORADO	22	Trade on New	NO	33,995.00	28,907.69	95%	2,023.60	0.00
20	17	Toyota	RAV4 Hybrid	8	Auction/Wholesale	YES	26,995.00	25,445.16	95%	2,395.16	0.00
21	17	Toyota	COROLLA	45	Loaner/Rental Fleet	YES	18,995.00	15,588.00	95%	-181.57	50.00
22	18	Toyota	HIGHLANDER	65	Loaner/Rental Fleet	YES	31,995.00	26,788.01	95%	-1,349.00	763.15
23	16	Toyota	CAMRY	23	Auction/Wholesale	YES	22,995.00	21,588.00	95%	1,355.27	1,356.00
24	16	Toyota	RAV4	20	Trade on New	YES	20,995.00	19,988.00	95%	2,964.04	269.00
25	17	Toyota	CAMRY	16	Auction/Wholesale	YES	25,995.00	23,488.00	95%	955.67	1,103.00
26	16	Toyota	COROLLA	65	Auction/Wholesale	YES	18,995.00	14,300.00	95%	-1,240.34	0.00
27	14	Nissan	Versa Note	24	Trade on New	NO	9,995.00	7,988.00	95%	2,002.80	0.00
28	18	Toyota	COROLLA	62	Loaner/Rental Fleet	YES	18,995.00	14,868.53	95%	-1,706.56	2,068.00
29	15	Toyota	PRIUS	37	Trade on New	YES	20,995.00	17,788.00	95%	1,450.86	290.00
30	12	Ford	MUSTANG	44	Trade on New	NO	14,995.00	11,488.00	95%	1,932.69	1,911.00
31	16	Toyota	RAV4	44	Trade on New	YES	23,995.00	20,788.00	95%	400.92	1,145.00
32	11	Toyota	SIENNA	28	Trade on New	NO	15,995.00	12,988.00	95%	1,446.67	180.92
33	16	Toyota	CAMRY	31	Auction/Wholesale	YES	18,995.00	17,988.01	95%	146.81	0.00
34	14	Toyota	CAMRY	30	Auction/Wholesale	NO	15,995.00	13,588.01	95%	-155.63	1,757.00
35	16	Toyota	CAMRY HYBRID	30	Auction/Wholesale	YES	22,995.00	20,000.00	95%	612.75	190.00
36	16	Toyota	CAMRY	15	Auction/Wholesale	YES	21,995.00	17,988.00	95%	-121.15	50.00
37	11	Toyota	HIGHLANDER	40	Auction/Wholesale	NO	16,995.00	13,780.00	95%	1,425.70	0.00
38	15	Toyota	Prius c	40	Auction/Wholesale	NO	10,995.00	7,988.00	95%	905.86	248.85
39	16	Toyota	RAV4	66	Auction/Wholesale	YES	21,995.00	18,688.01	95%	-996.37	0.00
40	16	Toyota	PRIUS	1	LBO Customer	NO	0.00	17,326.38	95%	0.00	737.10
41	15	Toyota	RAV4	31	Auction/Wholesale	YES	20,995.00	18,000.00	95%	1,181.24	50.00

42	17	Toyota	TACOMA	53	Auction/Wholesale	YES	34,995.00	30,475.92	95%	225.92	0.00
43	18	Toyota	4Runner	71	Loaner/Rental Fleet	YES	33,995.00	28,888.00	95%	-734.36	0.00
44	15	Nissan	ALTIMA	33	Trade on New	NO	15,995.00	12,492.17	95%	276.24	0.00
45	16	Toyota	Prius v	51	Auction/Wholesale	YES	21,995.00	19,000.00	95%	-661.18	0.00
46	16	Toyota	TACOMA	8	Auction/Wholesale	YES	29,995.00	27,688.00	95%	2,627.56	190.00
47	16	Dodge	1500	24	Trade on New	NO	24,995.00	21,680.00	95%	1,510.42	0.00
48	16	Toyota	COROLLA	67	Auction/Wholesale	YES	18,995.00	14,988.01	95%	-1,955.50	0.00
49	17	Toyota	RAV4	0	LBO Customer	NO	0.00	18,498.29	95%	0.00	541.80
50	12	Toyota	TACOMA	12	Trade on New	NO	23,995.00	20,688.00	95%	2,944.34	1,044.06
51	16	Acura	MDX	25	Auction/Wholesale	NO	26,995.00	23,995.00	95%	3,214.90	1,505.66
52	16	Toyota	COROLLA	53	Trade on New	YES	18,995.00	14,288.00	95%	-834.77	100.00
53	18	Toyota	HIGHLANDER	60	Loaner/Rental Fleet	YES	32,995.00	27,388.00	95%	-1,457.52	1,476.86

## Scoreboard Totals

% Retailed of Non-New Franchise	14%
Total # Retail Units	200
Avg. Days to Sale	34.6
Avg. Advertised Price (Time of Sale)	\$ 21,890
Avg. Transaction Price	\$ 19,701
Avg. Market Price at 100%	\$ 23,043
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	85%
Avg. Transactional Discount	\$ 2,190
Avg. Front-End Gross	\$ 652
Avg. Finance Gross	\$ 1,053
PUVR	\$ 1,705
Total Gross (Units & PUVR)	\$ 341,084
GROI	90%



MY

**Scoreboard***(Click on the blue head*

<b>Desk Manager</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	14%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	34.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,890	#DIV/0!
Avg. Transaction Price	\$ 19,701	#DIV/0!
Avg. Market Price at 100%	\$ 23,043	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!
Avg. Transaction to Market	85%	#DIV/0!
Avg. Transactional Discount	\$ 2,190	#DIV/0!
Avg. Front-End Gross	\$ 652	#DIV/0!
Avg. Finance Gross	\$ 1,053	#DIV/0!
PUVR	\$ 1,705	#DIV/0!
Total Gross (Units & PUVR)	\$ 341,084	#DIV/0!
GROI	90%	#DIV/0!











**Scoreboard***(Click on the blue head*

<b>Sales Consultant</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	14%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	34.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,890	#DIV/0!
Avg. Transaction Price	\$ 19,701	#DIV/0!
Avg. Market Price at 100%	\$ 23,043	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!
Avg. Transaction to Market	85%	#DIV/0!
Avg. Transactional Discount	\$ 2,190	#DIV/0!
Avg. Front-End Gross	\$ 652	#DIV/0!
Avg. Finance Gross	\$ 1,053	#DIV/0!
PUVR	\$ 1,705	#DIV/0!
Total Gross (Units & PUVR)	\$ 341,084	#DIV/0!
GROI	90%	#DIV/0!











































**Scoreboard***(Click on the blue head*

<b>Finance Manager</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	14%	#DIV/0!
Total # Retail Units	200	0
Avg. Days to Sale	34.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,890	#DIV/0!
Avg. Transaction Price	\$ 19,701	#DIV/0!
Avg. Market Price at 100%	\$ 23,043	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!
Avg. Transaction to Market	85%	#DIV/0!
Avg. Transactional Discount	\$ 2,190	#DIV/0!
Avg. Front-End Gross	\$ 652	#DIV/0!
Avg. Finance Gross	\$ 1,053	#DIV/0!
PUVR	\$ 1,705	#DIV/0!
Total Gross (Units & PUVR)	\$ 341,084	#DIV/0!
GROI	90%	#DIV/0!









## Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	132
Avg. Days to Sale	34.6	39.5
Avg. Advertised Price (Time of Sale)	\$ 21,890	\$ 25,934
Avg. Transaction Price	\$ 19,701	\$ 21,332
Avg. Market Price at 100%	\$ 23,043	\$ 27,299
Avg. Price to Market % (Time of Sale)	95%	95%
Avg. Transaction to Market	85%	78%
Avg. Transactional Discount	\$ 2,190	\$ 4,602
Avg. Front-End Gross	\$ 652	\$ 655
Avg. Finance Gross	\$ 1,053	\$ 1,262
PUVR	\$ 1,705	\$ 1,916
Total Gross (Units & PUVR)	\$ 341,084	\$ 252,976
GROI	90%	82%

No	
	68
	25.2
\$	16,533
\$	16,533
\$	14,779
	112%
	112%
\$	(2,493)
\$	647
\$	649
\$	1,296
\$	88,108
	112%

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	173
Avg. Days to Sale	34.6	34.0
Avg. Advertised Price (Time of Sale)	\$ 21,890	\$ 22,111
Avg. Transaction Price	\$ 19,701	\$ 20,182
Avg. Market Price at 100%	\$ 23,043	\$ 23,275
Avg. Price to Market % (Time of Sale)	95%	95%
Avg. Transaction to Market	85%	87%
Avg. Transactional Discount	\$ 2,190	\$ 1,929
Avg. Front-End Gross	\$ 652	\$ 630
Avg. Finance Gross	\$ 1,053	\$ 1,136
PUVR	\$ 1,705	\$ 1,766
Total Gross (Units & PUVR)	\$ 341,084	\$ 305,520
GROI	90%	93%

No	
	27
	38.3
\$	16,616
\$	16,616
\$	21,554
	77%
	77%
\$	3,860
\$	796
\$	521
\$	1,317
\$	35,563
	74%

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	68
% of Retail Units	100%	34%
% Retailed of Off-Brand	14%	22%
Avg. Days to Sale	34.6	37.8
Avg. Transaction Price	\$ 19,701	\$ 19,512
Avg. Transaction to Market %	85%	#DIV/0!
Avg. Transactional Discount	\$ 2,190	\$ 2,704
Avg. Front End Gross	\$ 652	\$ 717
Avg. Finance Gross	\$ 1,053	\$ 957
PUVR	\$ 1,705	\$ 1,674
Total Gross (Units & PUVR)	\$ 341,084	\$ 113,831
GROI	90%	82%



Trade on Used	Street/Curb buy	Auction/wholesale
7	0	88
4%	0%	44%
14%	#DIV/0!	9%
34.1	#DIV/0!	32.0
\$ 21,418	#DIV/0!	\$ 19,744
80%	#DIV/0!	#DIV/0!
\$ 3,576	#DIV/0!	\$ 2,978
\$ 631	#DIV/0!	\$ 755
\$ 1,543	#DIV/0!	\$ 1,052
\$ 2,174	#DIV/0!	\$ 1,807
\$ 15,219	#DIV/0!	\$ 159,050
107%	#DIV/0!	103%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
20	17	0
10%	9%	0%
5%	12%	#DIV/0!
43.0	25.9	#DIV/0!
\$ 20,802	\$ 18,228	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,243	\$ (4,584)	#DIV/0!
\$ (168)	\$ 834	#DIV/0!
\$ 1,193	\$ 1,076	#DIV/0!
\$ 1,025	\$ 1,910	#DIV/0!
\$ 20,507	\$ 32,476	#DIV/0!
41%	146%	#DIV/0!



## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	200	80
% of Retail Units	100%	40%
% Retailed of Off-Brand	14%	11%
Avg. Days to Sale	34.6	16.4
Avg. Transaction Price	\$ 19,701	\$ 21,026
Avg. Transaction to Market %	85%	#DIV/0!
Avg. Transactional Discount	\$ 2,190	\$ (718)
Avg. Front End Gross	\$ 652	\$ 1,404
Avg. Finance Gross	\$ 1,053	\$ 1,063
PUVR	\$ 1,705	\$ 2,467
Total Gross (Units & PUVR)	\$ 341,084	\$ 197,359
GROI	90%	258%



31-45 days	46-60 days	61-90 days	90+ days
51	38	24	1
26%	19%	12%	1%
18%	18%	4%	100%
37.7	51.3	68.6	94.0
\$ 18,867	\$ 20,351	\$ 17,032	\$ 9,448
80%	77%	73%	75%
\$ 3,325	\$ 4,328	\$ 10,963	\$ 2,547
\$ 1,009	\$ 12	\$ (1,347)	\$ (1,469)
\$ 1,024	\$ 1,186	\$ 984	\$ -
\$ 2,033	\$ 1,198	\$ (363)	\$ (1,469)
\$ 103,659	\$ 45,528	\$ (8,713)	\$ (1,469)
103%	41%	-11%	-60%