

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Chris Heacox	Len Dowling	New Car Sales
Roland Gonzales	Frances Benavides	Fernando Gomez
Iker Fernandez	Jin Koh	Brandon Rodriguez
NEW CARS	Veronica Perez	Mitchell Rodriguez
Philip Bernal	Anthony Garcia	Jacob Vela
	Rick Rodriguez	Sergio Villarreal
	NEW CARS	Adam Quinones
		Eve Cervantes
		Michelle Coronado
		Sergio Luna
		Jesse Munoz
		Julio Pichardo
		Michael Penrod
		Christopher Barba
		CJ Gracian
		Rolando Gutierrez
		Jose Hernandez
		Frank Munguia
		Thomas Salame
		Eweslie Steenburgh
		Erick Trevino
		Erik Arriaga (S)
		Daniel Bernal (S)
		Cory Boswell (S)
		Julian Brown (S)
		Gabe Gomez (S)
		Brian Lopez (S)
		Adrian Martinez (S)
		Qasim Mohammed (S)
		Khoa Nguyen (S)
		Albert Perez (S)
		Anthony Rabago (S)
		Ricardo Rodriguez (S)
		Yusniel Vazquez (S)
		Crispolo Ventura (S)
		Raul Villegas (S)
		Philip Arocha (I)
		Raymond Calderon (I)
		David Dickinson (I)
		Mike Gonzalez (I)
		Spencer Herrera (I)
		Carlos Huitron (I)
		Trey Lorillard (I)
		Julio Ortiz (I)
		Kelsey Powell (I)
		Tia Prescott (I)

		Greg Quintanilla (I)
		INTERNET SALES MISC
		Starky Davila
		Fernando Gomez
		Brandon Rodriguez
		OTHER UC SALES




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	35	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$750	\$1,100
1	10324A	2020	Toyota	Corolla	21	Trade on New	Yes	\$ 16,981	\$ 16,481		\$1,550	\$643
2	201632a	2020	Toyota	Corolla	20	Trade on New	Yes	\$ 16,981	\$ 16,981		\$606	\$2,197
3	205809b	2015	Audi	A4	4	Trade on New	No	\$ 15,881	\$ 15,941		\$2,243	\$1,809
4	P6T0466	2019	Dodge	Caravan	71	Auction/Wholesale	No	\$ 19,982	\$ 19,982		\$1,449	\$4,828
5	205834a	2018	Honda	Accord	32	Trade on New	No	\$ 23,981	\$ 23,981		\$2,934	\$4,052
6	205466a	2020	Toyota	Corolla	27	Trade on New	yes	\$ 17,891	\$ 17,391		\$936	\$2,903
7	206117a	2017	Toyota	Corolla	8	Trade on New	Yes	\$ 13,981	\$ 13,981		\$1,294	\$250
8	2050885b	2018	Toyota	Highlander	19	Trade on Used	Yes	\$ 27,991	\$ 27,991		\$4,136	\$3,100
9	206425A	2014	Toyota	Corolla	5	Trade on New	Yes	\$ 11,491	\$ 11,491		\$4,531	\$2,569
10	205253a	2018	Toyota	Corolla	47	Trade on New	yes	\$ 13,487	\$ 13,987		\$556	\$2,157
11	206036a	2019	Toyota	Tundra	8	Trade on New	Yes	\$ 29,981	\$ 29,981		\$2,485	\$5,351
12	205895b	2018	Ford	F-150	20	Trade on Used	No	\$ 29,981	\$ 35,991		\$5,931	\$1,780
13	206037a	2018	Toyota	Camry	7	Trade on New	Yes	\$ 27,881	\$ 27,881		\$2,768	\$3,413
14	205291a	2018	Toyota	Rav4	45	Trade on New	Yes	\$ 19,491	\$ 19,491		\$3,427	\$5,387
15	P8T0208a	2017	Kia	Sedona	30	Trade on Used	No	\$ 18,491	\$ 18,491		\$1,793	\$2,714
16	206123a	2016	Toyota	Corolla	20	Trade on New	Yes	\$ 11,881	\$ 11,881		\$2,352	\$1,462
17	296361a	2014	Kia	Elantra	5	Trade on New	No	\$ 7,981	\$ 7,491		\$1,451	\$0
18	206150A	2019	Toyota	Corolla	20	Trade on New	Yes	\$ 13,667	\$ 13,667		\$582	\$2,562
19	205975a	2018	Ford	F-250	22	Trade on New	No	\$ 63,991	\$ 63,991		\$6,256	\$6,858
20	P6T0493	2019	Toyota	Corolla	44	Street/Curb Buy	Yes	\$ 16,981	\$ 16,981		\$1,560	\$3,734
21	206201a	2018	Toyota	Rav4	12	Trade on New	Yes	\$ 20,981	\$ 20,981		\$2,005	\$3,784
22	205853a	2018	Toyota	Camry	30	Trade on New	Yes	\$ 21,981	\$ 21,981		\$2,549	\$6,391
23	205517a	2019	Toyota	Corolla	37	Trade on New	Yes	\$ 13,867	\$ 13,867		(\$1)	\$1,600
24	205112a	2015	Nissan	Altima	11	Trade on New	No	\$ 11,981	\$ 11,981		\$3,428	\$2,283
25	200091A	2017	Ford	Focus	43	Trade on New	No	\$ 17,981	\$ 17,981		\$971	\$1,286
26	200091a	2013	Jeep	Wrangler	13	Trade on New	No	\$ 27,881	\$ 27,881		\$3,704	\$2,581
27	205345A	2016	Toyota	Rav4	46	Trade on New	Yes	\$ 17,891	\$ 17,891		\$2,000	\$2,164
28	205587a	2019	Toyota	Camry	25	Trade on New	Yes	\$ 18,497	\$ 18,411		(\$81)	\$2,209
29	P4T0030	2019	Nissan	Sentra	49	Auction/Wholesale	No	\$ 12,987	\$ 12,987		(\$1,228)	\$1,434

30	206255a	2017	Jeep	Compass	19	Trade on New	No	\$	10,981	\$	10,981		\$4,081	\$384
31	P16766	2017	Toyota	Corolla	0	LBO Customer	Yes			\$	11,578		\$0	(\$1,025)
32	206440A	2018	Toyota	Corolla	11	Trade on New	Yes	\$	15,981	\$	15,981		\$1,176	\$3,791
33	206266a	2016	Jeep	Wrangler	12	Trade on New	No	\$	23,981	\$	23,981		\$3,314	\$0
34	P16765	2014	Jeep	Wrangler	2	Street/Curb Buy	No	\$	27,981	\$	27,981		\$1,800	\$175
35	205892B	2017	Mitsubishi	Mirage	37	Trade on Used	No	\$	8,991	\$	9,991		\$2,519	\$1,481
36	206061a	2019	Ford	F-150	26	Trade on New	No	\$	34,991	\$	34,991		\$5,354	\$4,662
37	p4t0043A	2018	Toyota	Camry	15	Trade on Used	Yes	\$	25,981	\$	25,981		\$3,745	\$6,788
38	205963A	2017	Toyota	Tundra	10	Trade on New	Yes	\$	34,881	\$	34,881		\$3,581	\$2,558
39	205735a	2018	Toyota	Camry	47	Trade on New	Yes	\$	18,981	\$	18,951		\$1,186	\$2,965
40	10257a	2020	Toyota	Corolla	22	Trade on New	Yes	\$	16,981	\$	16,981		\$1,635	\$0
41	206142a	2017	Toyota	Corolla	24	Trade on New	Yes	\$	14,881	\$	14,881		\$1,933	\$4,256
42	P8T0588	2019	Volkswagen	Atlas	21	Auction/Wholesale	No	\$	28,981	\$	27,300		\$33	\$3,655
43	10044a	2020	Toyota	Corolla	34	Trade on New	Yes	\$	17,981	\$	17,291		\$812	\$4,901
44	205866a	2019	Toyota	Camry	30	Trade on New	Yes	\$	19,981	\$	19,981		\$885	\$4,638
45	P6T0511A	2017	Ford	Focus	5	Trade on Used	No	\$	19,881	\$	19,981		\$591	\$1,057
46	205716B	2019	Dodge	Ram 1500	12	Trade on Used	No	\$	35,881	\$	35,881		\$3,925	\$9,529
47	P8T0456	2019	Kia	Sedona	98	Auction/Wholesale	No	\$	22,884	\$	22,884		(\$474)	\$2,158
48	205692A	2019	Toyota	Camry	38	Trade on New	Yes	\$	17,897	\$	17,881		(\$1,138)	\$3,500
49	205285a	2018	Toyota	Camry	71	Trade on New	Yes	\$	17,891	\$	17,891		\$767	\$3,917
50	P4T0034	2019	Hyundai	Tucson	40	Auction/Wholesale	No	\$	16,087	\$	16,087		(\$1,125)	\$0
51	205893B	2015	Toyota	Corolla	3	Trade on Used	No	\$	11,881	\$	11,881		\$1,700	\$1,889
52	206166a	2019	Toyota	CHR	11	Trade on New	Yes	\$	20,881	\$	20,881		\$2,422	\$1,929
53	205623a	2018	Toyota	Rav4	10	Trade on New	yes	\$	22,881	\$	22,881		\$3,431	\$5,686

## Scoreboard Totals

% Retailed of Non-Franchise Make	32%
Total # Retail Units	188
Avg. Days to Sale	30.3
Avg. Advertised Price (Time of Sale)	\$ 21,783
Avg. Transaction Price	\$ 21,613
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	\$ 54
Avg. Front-End Gross	\$ 1,571
Avg. Finance Gross	\$ 2,675
PUVR	\$ 4,246
Total Gross (Units & PUVR)	\$ 798,250
GROI	234%
% with Trade	27%
Avg. Over/Under Allowance	\$61



## Scoreboard

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Desk Manager	Totals	Chris Heacox
% Retailed of Non-New Franchise	32%	28%
Total # Retail Units	188	104
Avg. Days to Sale	30.3	29.3
Avg. Advertised Price (Time of Sale)	\$ 21,783	\$ 21,389
Avg. Transaction Price	\$ 21,613	\$ 21,257
Avg. Market Price at 100%	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 54	\$ 131
Avg. Front-End Gross	\$ 1,571	\$ 1,364
Avg. Finance Gross	\$ 2,675	\$ 2,602
PUVR	\$ 4,246	\$ 3,966
Total Gross (Units & PUVR)	\$ 798,250	\$ 412,448
GROI	234%	229%
% with Trade	27%	29%
Avg. Over/Under Allowance	61	30



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Roland Gonzales	Iker Fernandez	Philip Bernal	
38%	34%	50%	#DIV/0!
53	29	2	0
28.4	35.7	54.5	#DIV/0!
\$ 22,818	\$ 21,569	\$ 18,482	#DIV/0!
\$ 22,425	\$ 21,624	\$ 18,482	#DIV/0!
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (37)	\$ (55)	\$ -	#DIV/0!
\$ 1,962	\$ 1,563	\$ 2,102	#DIV/0!
\$ 2,602	\$ 2,908	\$ 5,011	#DIV/0!
\$ 4,564	\$ 4,471	\$ 7,113	#DIV/0!
\$ 241,912	\$ 129,664	\$ 14,226	#DIV/0!
258%	209%	254%	#DIV/0!
17%	34%	50%	#DIV/0!
70	155	100	#DIV/0!





## Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	32%	#DIV/0!
Total # Retail Units	188	0
Avg. Days to Sale	30.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,783	#DIV/0!
Avg. Transaction Price	\$ 21,613	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 54	#DIV/0!
Avg. Front-End Gross	\$ 1,571	#DIV/0!
Avg. Finance Gross	\$ 2,675	#DIV/0!
PUVR	\$ 4,246	#DIV/0!
Total Gross (Units & PUVR)	\$ 798,250	#DIV/0!
GROI	234%	#DIV/0!
% with Trade	27%	#DIV/0!
Avg. Over/Under Allowance	61	#DIV/0!

































## Scoreboard

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Finance Manager	Totals	Len Dowling
% Retailed of Non-New Franchise	32%	22%
Total # Retail Units	188	32
Avg. Days to Sale	30.3	29.8
Avg. Advertised Price (Time of Sale)	\$ 21,783	\$ 22,162
Avg. Transaction Price	\$ 21,613	\$ 21,995
Avg. Market Price at 100%	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 54	\$ 167
Avg. Front-End Gross	\$ 1,571	\$ 1,162
Avg. Finance Gross	\$ 2,675	\$ 2,889
PUVR	\$ 4,246	\$ 4,051
Total Gross (Units & PUVR)	\$ 798,250	\$ 129,625
GROI	234%	222%
% with Trade	27%	0%
Avg. Over/Under Allowance	61	31



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Frances Benavi	Jin Koh	Veronica Perez	Anthony Garcia
40%	29%	28%	37%
15	31	40	30
18.7	29.3	36.5	24.4
\$ 19,735	\$ 19,327	\$ 23,029	\$ 20,659
\$ 19,183	\$ 19,099	\$ 22,972	\$ 20,466
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (763)	\$ 228	\$ 57	\$ 194
\$ 1,788	\$ 1,507	\$ 1,469	\$ 1,748
\$ 2,121	\$ 2,299	\$ 2,984	\$ 2,566
\$ 3,909	\$ 3,806	\$ 4,453	\$ 4,315
\$ 58,632	\$ 117,992	\$ 178,131	\$ 129,439
393%	245%	191%	311%
0%	0%	0%	0%
0	28	152	67

Rick Rodriguez			
39%	#DIV/0!	#DIV/0!	#DIV/0!
38	0	0	0
30.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,155	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,257	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (101)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,821	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,905	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,726	#DIV/0!	#DIV/0!	#DIV/0!
\$ 179,584	#DIV/0!	#DIV/0!	#DIV/0!
238%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
41	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes
Total # Retail Units	188	122
Avg. Days to Sale	30.3	31.7
Avg. Advertised Price (Time of Sale)	\$ 21,783	\$ 22,336
Avg. Transaction Price	\$ 21,613	\$ 22,121
Avg. Market Price at 100%	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 54	\$ 32
Avg. Front-End Gross	\$ 1,571	\$ 1,270
Avg. Finance Gross	\$ 2,675	\$ 2,928
PUVR	\$ 4,246	\$ 4,198
Total Gross (Units & PUVR)	\$ 798,250	\$ 512,148
GROI	234%	215%
% with Trade	27%	107%
Avg. Over/Under Allowance	61	63



No	
	66
	27.6
\$	20,675
\$	20,675
	#DIV/0!
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\$	94
\$	2,128
\$	2,207
\$	4,335
\$	286,102
	274%
	58%
	58

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	188	128
Avg. Days to Sale	30.3	30.0
Avg. Advertised Price (Time of Sale)	\$ 21,783	\$ 22,058
Avg. Transaction Price	\$ 21,613	\$ 21,844
Avg. Market Price at 100%	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 54	\$ 42
Avg. Front-End Gross	\$ 1,571	\$ 1,365
Avg. Finance Gross	\$ 2,675	\$ 2,853
PUVR	\$ 4,246	\$ 4,218
Total Gross (Units & PUVR)	\$ 798,250	\$ 539,967
GROI	234%	232%
% with Trade	27%	27%
Avg. Over/Under Allowance	61	63

No
60
30.8
\$ 21,122
\$ 21,122
#DIV/0!
#DIV/0!
#DIV/0!
\$ 78
\$ 2,011
\$ 2,294
\$ 4,305
\$ 258,283
238%
27%
57

## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	188	134	23
% of Retail Units	100%	71%	12%
% Retailed of Non-New Franchise	32%	25%	48%
Avg. Days to Sale	30.3	26.1	29.0
Avg. Transaction Price	\$ 21,613	\$ 21,648	\$ 19,622
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 54	\$ 161	\$ (242)
Avg. Front End Gross	\$ 1,571	\$ 1,903	\$ 1,821
Avg. Finance Gross	\$ 2,675	\$ 2,704	\$ 2,650
PUVR	\$ 4,246	\$ 4,607	\$ 4,471
Total Gross (Units & PUVR)	\$ 798,250	\$ 617,288	\$ 102,843
GROI	234%	294%	282%
% with Trade	27%	25%	39%
Avg. Over/Under Allowance	61	40	195



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
2	27	0	2
1%	14%	0%	1%
50%	52%	#DIV/0!	0%
23.0	55.0	#DIV/0!	0.0
\$ 22,481	\$ 23,776	#DIV/0!	\$ 12,156
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ 211	#DIV/0!	\$ (5,789)
\$ 1,680	\$ (142)	#DIV/0!	\$ (513)
\$ 1,955	\$ 2,829	#DIV/0!	\$ (333)
\$ 3,635	\$ 2,687	#DIV/0!	\$ (846)
\$ 7,269	\$ 72,541	#DIV/0!	\$ (1,691)
253%	74%	#DIV/0!	#DIV/0!
0%	30%	#DIV/0!	0%
0	60	#DIV/0!	0



## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	188	120	31
% of Retail Units	100%	64%	16%
% Retailed of Non-New Franchise	32%	33%	26%
Avg. Days to Sale	30.3	15.1	37.4
Avg. Transaction Price	\$ 21,613	\$ 22,242	\$ 18,824
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 54	\$ 120	\$ 9
Avg. Front End Gross	\$ 1,571	\$ 2,062	\$ 1,248
Avg. Finance Gross	\$ 2,675	\$ 2,482	\$ 3,311
PUVR	\$ 4,246	\$ 4,544	\$ 4,559
Total Gross (Units & PUVR)	\$ 798,250	\$ 545,249	\$ 141,332
GROI	234%	488%	233%
% with Trade	27%	27%	32%
Avg. Over/Under Allowance	61	53	111



46-60 days	61-90 days	90+ days
14	10	11
7%	5%	6%
21%	40%	45%
50.5	72.3	118.0
\$ 16,596	\$ 23,594	\$ 28,927
#DIV/0!	#DIV/0!	#DIV/0!
\$ (169)	\$ 479	\$ 417
\$ 207	\$ 1,605	\$ (784)
\$ 2,858	\$ 2,605	\$ 3,362
\$ 3,065	\$ 4,209	\$ 2,578
\$ 42,912	\$ 42,092	\$ 28,356
132%	89%	27%
14%	20%	36%
-71	182	76