

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Mariana Figueredo	Lars Reppin	Tom Larson
Ian Okasako-Schmucker	Manish Zinta	Randy Trujillo
Alan Fink	Tim Hunt	Sandy Sanchez
Marty Vendrick	Aaron Trzesniewski	Michael Likens
	Hasan Ghadiri	Brita Von Rechendorff
	Robert Briones	David Pappas
	Beejan Roohian	Matt Machon
		John Coffaney
		Manuel Flores
		Anotonio Heredia
		Cris Maldonado
		Victor Maldonado
		Hector Castillo
		Ed Borgna
		Saul Chait
		Carl Leifried
		Rober Laird
		Daniel Hernandez
		Maria Zamora

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	557901	2018	Nissan	Frontier	19	Trade on New	No	\$ 18,889	\$ 18,889	98%	\$3,490	\$183
2	927765	2021	Toyota	Prius	51	Loaner	Yes	\$ 23,898	\$ 23,898	97%	\$1,965	\$0
3	549951	2020	Toyota	CH-R	13	Trade on New	Yes	\$ 24,899	\$ 24,899	103%	\$2,987	\$5,082
4	928115L	2021	Toyota	Prius	35	Loaner	Yes	\$ 23,699	\$ 23,699	97%	\$4,001	\$0
5	927865L	2020	Toyota	Corolla	47	ntal Fleet (Enterprise, e	Yes	\$ 15,780	\$ 15,780	99%	(\$402)	\$2,718
6	928615	2012	Toyota	Tacoma	13	Street/Curb Buy	No	\$ 24,899	\$ 24,899	110%	\$4,725	\$3,367
7	530797	2014	Honda	Accord	51	Trade on Used	No	\$ 12,999	\$ 12,999	94%	\$2,772	\$3,946
8	549082	2019	Honda	CRV	10	Trade on Used	No	\$ 27,899	\$ 26,919	97%	\$2,454	\$0
9	928156	2019	Toyota	Camry	27	Trade on Used	Yes	\$ 20,899	\$ 20,899	94%	\$2,329	\$5,926
10	928655	2018	Toyota	Prius	11	Street/Curb Buy	No	\$ 18,999	\$ 18,200	100%	\$3,369	\$898
11	928215L	2020	Dodge	Durango	27	ntal Fleet (Enterprise, e	No	\$ 30,699	\$ 30,699	99%	\$3,115	\$0
12	927375	2020	TOYOTA	HIGH HYBRID	93	Loaner	Yes	\$ 34,572	\$ 34,572	88%	\$1,047	\$5,135
13	927436	2015	Subaru	CROSSTREK	49	Trade on Used	No	\$ 15,999	\$ 15,999	97%	\$3,030	\$0
14	927985L	2020	Toyota	RAV	45	Loaner	Yes	\$ 27,835	\$ 27,835	100%	\$322	\$3,681
15	927055	2020	TOYOTA	Camry	112	Loaner	Yes	\$ 26,499	\$ 26,499	91%	(\$2,354)	\$631
16	927675	2019	Ram	Rebel	63	ntal Fleet (Enterprise, e	No	\$ 36,499	\$ 36,499	101%	\$564	\$6,209
17	550191	2018	Toyota	Camry	41	Trade on New	Yes	\$ 17,899	\$ 17,399	93%	\$1,244	\$2,938
18	924965	2019	Toyota	Camry	226	ntal Fleet (Enterprise, e	Yes	\$ 20,499	\$ 20,218	96%	(\$2,944)	\$2,920
19	558321	2015	Toyota	Tacoma	8	Trade on New	Yes	\$ 24,899	\$ 24,199	97%	\$2,720	\$0
20	928845L	2021	Toyota	Tacoma	3	Loaner	Yes	\$ 36,899	\$ 36,899	97%	\$5,899	\$0
21	927235	2019	Nissan	Sentra	98	ntal Fleet (Enterprise, e	No	\$ 10,999	\$ 10,999	79%	(\$793)	\$1,016
22	552631	2019	Subaru	WRX STI	14	Trade on New	No	\$ 34,899	\$ 34,899	99%	\$2,859	\$6,722
23	557941	2013	GMC	Sierra	25	Trade on New	No	\$ 25,899	\$ 25,899	96%	\$4,427	\$1,405
24	530726	2019	Honda	HR-V	51	Trade on Used	No	\$ 18,999	\$ 18,999	93%	\$1,949	\$2,139
25	558801	2019	Chevrolet	Silverado	7	Trade on New	No	\$ 47,595	\$ 47,595	96%	\$4,136	\$6,413
26	928005L	2020	Toyota	Corolla	52	Loaner	Yes	\$ 18,999	\$ 18,599	96%	\$158	\$4,221
27	927575	2020	Honda	Fit	88	Auction/Wholesale	No	\$ 15,999	\$ 15,999	86%	(\$1,164)	\$631

Scoreboard Totals

% Retailed of Non-Franchise Make	42%
Total # Retail Units	38
Avg. Days to Sale	49.1
Avg. Advertised Price (Time of Sale)	\$ 23,386
Avg. Transaction Price	\$ 23,229
Avg. Market Price at 100%	\$ 24,057
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 157
Avg. Front-End Gross	\$ 1,694
Avg. Finance Gross	\$ 2,638
PUVR	\$ 4,332
Total Gross (Units & PUVR)	\$ 164,623
GROI	137%
% with Trade	32%
Avg. Over/Under Allowance	\$108



Scoreboard

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Desk Manager	Totals	Mariana Figueredo	Okasako-Schmuck
% Retailed of Non-New Franchise	42%	41%	56%
Total # Retail Units	38	17	9
Avg. Days to Sale	49.1	47.6	38.0
Avg. Advertised Price (Time of Sale)	\$ 23,386	\$ 21,883	\$ 26,142
Avg. Transaction Price	\$ 23,229	\$ 21,700	\$ 26,086
Avg. Market Price at 100%	\$ 24,057	\$ 22,099	\$ 27,007
Avg. Price to Market % (Time of Sale)	97%	99%	97%
Avg. Transaction to Market	97%	98%	97%
Avg. Transactional Discount	\$ 157	\$ 182	\$ 56
Avg. Front-End Gross	\$ 1,694	\$ 2,031	\$ 2,406
Avg. Finance Gross	\$ 2,638	\$ 3,325	\$ 2,540
PUVR	\$ 4,332	\$ 5,356	\$ 4,946
Total Gross (Units & PUVR)	\$ 164,623	\$ 91,046	\$ 44,511
GROI	137%	187%	180%
% with Trade	32%	29%	44%
Avg. Over/Under Allowance	108	59	278



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Alan Fink	Marty Vendrick		
33%	#DIV/0!	#DIV/0!	#DIV/0!
12	0	0	0
59.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,449	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,252	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,333	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 197	#DIV/0!	#DIV/0!	#DIV/0!
\$ 682	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,740	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,422	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,066	#DIV/0!	#DIV/0!	#DIV/0!
63%	#DIV/0!	#DIV/0!	#DIV/0!
25%	#DIV/0!	#DIV/0!	#DIV/0!
50	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Tom Larson	Randy Trujillo
% Retailed of Non-New Franchise	42%	0%	75%
Total # Retail Units	38	1	4
Avg. Days to Sale	49.1	55.0	49.3
Avg. Advertised Price (Time of Sale)	\$ 23,386	\$ 18,999	\$ 22,806
Avg. Transaction Price	\$ 23,229	\$ 18,999	\$ 22,806
Avg. Market Price at 100%	\$ 24,057	\$ 19,791	\$ 23,700
Avg. Price to Market % (Time of Sale)	97%	96%	96%
Avg. Transaction to Market	97%	96%	96%
Avg. Transactional Discount	\$ 157	\$ -	\$ -
Avg. Front-End Gross	\$ 1,694	\$ 762	\$ 611
Avg. Finance Gross	\$ 2,638	\$ 7,993	\$ 3,014
PUVR	\$ 4,332	\$ 8,755	\$ 3,625
Total Gross (Units & PUVR)	\$ 164,623	\$ 8,755	\$ 14,499
GROI	137%	302%	116%
% with Trade	32%	0%	0%
Avg. Over/Under Allowance	108	0	0



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Sandy Sanchez	Michael Likens	Brita Von Rechendo	David Pappas
50%	50%	#DIV/0!	0%
2	2	0	1
27.0	137.5	#DIV/0!	51.0
\$ 27,949	\$ 18,249	#DIV/0!	\$ 23,898
\$ 27,949	\$ 18,109	#DIV/0!	\$ 23,898
\$ 29,235	\$ 18,923	#DIV/0!	\$ 24,637
96%	96%	#DIV/0!	97%
96%	96%	#DIV/0!	97%
\$ -	\$ 140	#DIV/0!	\$ -
\$ 3,924	\$ 43	#DIV/0!	\$ 1,965
\$ 1,070	\$ 1,460	#DIV/0!	\$ -
\$ 4,994	\$ 1,503	#DIV/0!	\$ 1,965
\$ 9,987	\$ 3,006	#DIV/0!	\$ 1,965
238%	22%	#DIV/0!	58%
0%	0%	#DIV/0!	0%
0	0	#DIV/0!	0

John Coffaney	Manuel Flores	Anotonio Heredia	Cris Maldonado
100%	33%	0%	25%
1	3	2	4
115.0	55.3	110.0	17.0
\$ 16,300	\$ 26,032	\$ 21,199	\$ 30,818
\$ 16,399	\$ 26,032	\$ 21,000	\$ 30,318
\$ 18,736	\$ 27,454	\$ 20,343	\$ 29,398
87%	95%	104%	105%
88%	95%	103%	103%
\$ (99)	\$ -	\$ 200	\$ 500
\$ (1,599)	\$ 1,030	\$ (765)	\$ 2,958
\$ -	\$ 2,186	\$ 3,072	\$ 3,903
\$ (1,599)	\$ 3,216	\$ 2,307	\$ 6,860
\$ (1,599)	\$ 9,647	\$ 4,614	\$ 27,441
-31%	80%	36%	479%
0%	33%	0%	50%
0	200	0	0

Victor Maldonado	Hector Castillo	Ed Borgna	Saul Chait
#DIV/0!	25%	#DIV/0!	100%
0	8	0	1
#DIV/0!	29.3	#DIV/0!	19.0
#DIV/0!	\$ 25,583	#DIV/0!	\$ 18,889
#DIV/0!	\$ 25,311	#DIV/0!	\$ 18,889
#DIV/0!	\$ 26,340	#DIV/0!	\$ 19,274
#DIV/0!	97%	#DIV/0!	98%
#DIV/0!	96%	#DIV/0!	98%
#DIV/0!	\$ 273	#DIV/0!	\$ -
#DIV/0!	\$ 2,543	#DIV/0!	\$ 3,490
#DIV/0!	\$ 3,019	#DIV/0!	\$ 183
#DIV/0!	\$ 5,562	#DIV/0!	\$ 3,673
#DIV/0!	\$ 44,494	#DIV/0!	\$ 3,673
#DIV/0!	270%	#DIV/0!	368%
#DIV/0!	63%	#DIV/0!	0%
#DIV/0!	375	#DIV/0!	0

Carl Leifried	Rober Laird	Daniel Hernandez	Maria Zamora
100%	50%	33%	67%
1	2	3	3
25.0	66.5	40.7	44.0
\$ 25,899	\$ 21,917	\$ 18,299	\$ 17,966
\$ 25,899	\$ 21,917	\$ 18,033	\$ 17,832
\$ 26,978	\$ 23,219	\$ 19,032	\$ 18,434
96%	94%	96%	97%
96%	94%	95%	97%
\$ -	\$ -	\$ 266	\$ 133
\$ 4,427	\$ (421)	\$ 1,854	\$ 2,162
\$ 1,405	\$ 2,156	\$ 2,332	\$ 3,264
\$ 5,832	\$ 1,735	\$ 4,186	\$ 5,427
\$ 5,832	\$ 3,470	\$ 12,559	\$ 16,280
324%	43%	206%	249%
100%	50%	33%	33%
0	0	167	0

Scoreboard

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Finance Manager	Totals	Lars Reppin	Manish Zinta
% Retailed of Non-New Franchise	42%	29%	75%
Total # Retail Units	38	7	4
Avg. Days to Sale	49.1	69.7	38.0
Avg. Advertised Price (Time of Sale)	\$ 23,386	\$ 16,725	\$ 27,024
Avg. Transaction Price	\$ 23,229	\$ 16,499	\$ 27,024
Avg. Market Price at 100%	\$ 24,057	\$ 17,598	\$ 26,954
Avg. Price to Market % (Time of Sale)	97%	95%	100%
Avg. Transaction to Market	97%	94%	100%
Avg. Transactional Discount	\$ 157	\$ 226	\$ -
Avg. Front-End Gross	\$ 1,694	\$ 669	\$ 2,424
Avg. Finance Gross	\$ 2,638	\$ 2,295	\$ 2,823
PUVR	\$ 4,332	\$ 2,964	\$ 5,247
Total Gross (Units & PUVR)	\$ 164,623	\$ 20,747	\$ 20,987
GROI	137%	93%	184%
% with Trade	32%	0%	0%
Avg. Over/Under Allowance	108	0	275



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Tim Hunt	Hasan Ghadiri	Robert Briones	Beejan Roohian
63%	44%	29%	0%
8	9	7	3
37.5	31.9	67.7	55.0
\$ 21,345	\$ 28,092	\$ 22,371	\$ 27,769
\$ 21,173	\$ 28,015	\$ 22,042	\$ 27,769
\$ 21,836	\$ 29,164	\$ 21,887	\$ 29,785
98%	96%	102%	93%
97%	96%	101%	93%
\$ 172	\$ 78	\$ 329	\$ -
\$ 1,858	\$ 2,576	\$ 1,178	\$ 1,233
\$ 1,030	\$ 2,820	\$ 3,506	\$ 4,914
\$ 2,888	\$ 5,396	\$ 4,684	\$ 6,147
\$ 23,103	\$ 48,560	\$ 32,786	\$ 18,440
131%	217%	113%	145%
0%	0%	0%	0%
250	0	0	333

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	38	17	20
Avg. Days to Sale	49.1	50.2	40.2
Avg. Advertised Price (Time of Sale)	\$ 23,386	\$ 23,175	\$ 23,526
Avg. Transaction Price	\$ 23,229	\$ 23,041	\$ 23,526
Avg. Market Price at 100%	\$ 24,057	\$ 23,908	\$ 24,158
Avg. Price to Market % (Time of Sale)	97%	97%	97%
Avg. Transaction to Market	97%	96%	97%
Avg. Transactional Discount	\$ 157	\$ 134	\$ 184
Avg. Front-End Gross	\$ 1,694	\$ 1,274	\$ 2,272
Avg. Finance Gross	\$ 2,638	\$ 2,988	\$ 2,263
PUVR	\$ 4,332	\$ 4,262	\$ 4,534
Total Gross (Units & PUVR)	\$ 164,623	\$ 72,448	\$ 90,683
GROI	137%	133%	173%
% with Trade	32%	12%	15%
Avg. Over/Under Allowance	108	206	30



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	38	21	16
Avg. Days to Sale	49.1	51.8	47.9
Avg. Advertised Price (Time of Sale)	\$ 23,386	\$ 23,875	\$ 23,095
Avg. Transaction Price	\$ 23,229	\$ 23,633	\$ 23,095
Avg. Market Price at 100%	\$ 24,057	\$ 24,064	\$ 24,341
Avg. Price to Market % (Time of Sale)	97%	99%	95%
Avg. Transaction to Market	97%	98%	95%
Avg. Transactional Discount	\$ 157	\$ 242	\$ 55
Avg. Front-End Gross	\$ 1,694	\$ 1,525	\$ 1,828
Avg. Finance Gross	\$ 2,638	\$ 3,022	\$ 2,157
PUVR	\$ 4,332	\$ 4,547	\$ 3,984
Total Gross (Units & PUVR)	\$ 164,623	\$ 95,488	\$ 63,748
GROI	137%	134%	130%
% with Trade	32%	29%	38%
Avg. Over/Under Allowance	108	167	38



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	38	12	6
% of Retail Units	100%	32%	16%
% Retailed of Non-New Franchise	42%	50%	83%
Avg. Days to Sale	49.1	19.3	43.5
Avg. Transaction Price	\$ 23,229	\$ 25,818	\$ 19,049
Avg. Transaction to Market %	97%	99%	93%
Avg. Transactional Discount	\$ 157	\$ 267	\$ 163
Avg. Front End Gross	\$ 1,694	\$ 3,099	\$ 1,790
Avg. Finance Gross	\$ 2,638	\$ 3,058	\$ 2,002
PUVR	\$ 4,332	\$ 6,157	\$ 3,792
Total Gross (Units & PUVR)	\$ 164,623	\$ 73,885	\$ 22,751
GROI	137%	446%	165%
% with Trade	32%	42%	17%
Avg. Over/Under Allowance	108	42	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	1	7	0
11%	3%	18%	0%
0%	100%	0%	#DIV/0!
13.8	88.0	55.9	#DIV/0!
\$ 20,125	\$ 15,999	\$ 27,429	#DIV/0!
105%	86%	95%	#DIV/0!
\$ 300	\$ -	\$ 57	#DIV/0!
\$ 2,646	\$ (1,164)	\$ 1,577	#DIV/0!
\$ 3,045	\$ 631	\$ 1,953	#DIV/0!
\$ 5,691	\$ (533)	\$ 3,529	#DIV/0!
\$ 22,763	\$ (533)	\$ 24,706	#DIV/0!
740%	-14%	83%	#DIV/0!
25%	0%	57%	#DIV/0!
0	0	429	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	8	0
0%	21%	0%
#DIV/0!	50%	#DIV/0!
#DIV/0!	105.0	#DIV/0!
#DIV/0!	\$ 21,262	#DIV/0!
#DIV/0!	94%	#DIV/0!
#DIV/0!	\$ 23	#DIV/0!
#DIV/0!	\$ (503)	#DIV/0!
#DIV/0!	\$ 3,135	#DIV/0!
#DIV/0!	\$ 2,631	#DIV/0!
#DIV/0!	\$ 21,051	#DIV/0!
#DIV/0!	42%	#DIV/0!
#DIV/0!	13%	#DIV/0!
#DIV/0!	75	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	38	18	3
% of Retail Units	100%	47%	8%
% Retailed of Non-New Franchise	42%	39%	0%
Avg. Days to Sale	49.1	14.7	40.3
Avg. Transaction Price	\$ 23,229	\$ 26,222	\$ 22,978
Avg. Transaction to Market %	97%	101%	96%
Avg. Transactional Discount	\$ 157	\$ 271	\$ 167
Avg. Front End Gross	\$ 1,694	\$ 3,227	\$ 1,856
Avg. Finance Gross	\$ 2,638	\$ 2,647	\$ 2,206
PUVR	\$ 4,332	\$ 5,874	\$ 4,062
Total Gross (Units & PUVR)	\$ 164,623	\$ 105,734	\$ 12,186
GROI	137%	548%	158%
% with Trade	32%	44%	67%
Avg. Over/Under Allowance	108	61	667



46-60 days	61-90 days	90+ days
8	3	6
21%	8%	16%
50%	100%	33%
50.4	74.7	142.2
\$ 17,702	\$ 23,659	\$ 21,531
95%	92%	90%
\$ 50	\$ -	\$ 30
\$ 1,559	\$ (798)	\$ (1,562)
\$ 3,154	\$ 2,280	\$ 2,321
\$ 4,713	\$ 1,482	\$ 759
\$ 37,706	\$ 4,446	\$ 4,551
190%	30%	9%
13%	0%	17%
0	0	167