

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Tim Lange	Alex Varadi	Mark Laster
Richard Bethers	Adam Fajardo	Craig Giblin
Shayne Fowler	Tate Matheny	Matt Mainer
Vincent Bonifatto	Andrew Barnes	David Diaz
	Terry Wild	Dylan Minarsich
		Julio Barcelo
		Gene Gebeke
		Sam Mosby
		Meroon Zahrah
		Brandon Riley
		Skylar Miller
		Ty Richards
		Ozkar Bautista
		Thomas Debrowsky
		Ron Rockey
		Mike Sexton
		Mike Mondragon
		Logan Michaels
		Chance Lamont
		Chris Juarez
		Sam Pineau
		Chris Delgado
		Danny Shaw
		Alejandro Fernandez
		Marc Garoiu
		Megan Nicassio
		Murphy Flattery
		Amiel Lorica
		Tyler Burmester
		Matt Deramus
		Anthony Ekhoﬀ
		Gary Kravetz
		Craig Thorpe
		Steve Fabiano
		JACOB RIPPLE
		DAVID HALL







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	834510	2020	TOYOTA	COROLLA	37	Trade on Used	NO	\$ 18,019	\$ 21,000	85%	\$303	\$4,508
2	834743	2018	HONDA	CIVIC	19	Trade on Used	YES	\$ 24,800	\$ 26,796	85%	(\$1,432)	\$4,158
3	834810	2020	Chevrolet	TRAVERSE	14	Trade on Used	NO	\$ 35,000	\$ 41,930	85%	\$5,342	\$3,655
4	834434	2018	TOYOTA	COROLLA	47	Auction/Wholesale	NO	\$ 16,000	\$ 18,700	85%	\$92	\$408
5	834828	2020	HONDA	CIVIC	13	Trade on Used	YES	\$ 22,000	\$ 28,999	85%	\$81	\$3,268
6	834414	2019	HONDA	INSIGHT	49	Trade on New	YES	\$ 18,000	\$ 22,617	85%	\$664	\$2,527
7	834477	2018	HONDA	CIVIC	41	Trade on New	YES	\$ 16,497	\$ 22,366	85%	\$1,647	\$2,180
8	834652	2018	HONDA	CR-V	26	Trade on New	YES	\$ 23,000	\$ 28,353	85%	\$1,400	
9	834832	2018	HONDA	CR-V	13	Trade on New	YES	\$ 25,500	\$ 25,683	85%	(\$700)	\$1,271
10	834382	2021	HONDA	CIVIC	54	Trade on New	YES	\$ 19,800	\$ 19,900	85%	\$6,185	\$4,050
11	834513	2017	NISSAN	MURANO	38	Trade on Used	NO	\$ 21,000	\$ 25,000	85%	\$588	\$1,046
12	834572	2019	TOYOTA	SIENNA	33	Trade on New	No	\$ 30,500	\$ 33,625	85%	\$715	\$2,976
13	834912	2018	TESLA	MODEL 3	4	Trade on New	NO	\$ 35,000	\$ 39,000	85%	\$1,815	\$272
14	834478	2020	HONDA	CR-V	43	Trade on New	YES	\$ 26,000	\$ 29,500	85%	\$2,224	\$4,060
15	834553	2019	HONDA	CIVIC	36	Trade on New	YES	\$ 20,000	\$ 25,386	85%	\$1,029	\$2,678
16	834663	2019	HONDA	CIVIC	28	Trade on New	yes	\$ 21,000	\$ 25,843	85%	\$2,217	\$3,006
17	834682	2015	HONDA	ODYSSEY	26	Trade on New	NO	\$ 21,000	\$ 24,100	85%	(\$1,386)	\$3,395
18	834695	2017	HONDA	ACCORD	25	Trade on New	YES	\$ 16,500	\$ 20,485	85%	\$679	\$2,898
19	834713	2018	HONDA	PILOT	24	Trade on New	YES	\$ 25,300	\$ 28,604	85%	(\$1,430)	\$1,971
20	834842	2018	HONDA	PILOT	14	Trade on New	YES	\$ 26,399	\$ 33,000	85%	\$3,088	\$1,302
21	834920	2018	HONDA	ACCORD	5	Trade on New	YES	\$ 24,500	\$ 29,872	85%	\$2,321	\$4,410
22	834767	2019	TOYOTA	COROLLA	25	Auction/Wholesale	No	\$ 15,800	\$ 22,542	85%	\$3,528	\$1,829
23	834376	2017	NISSAN	MURANO	66	Trade on Used	No	\$ 16,500	\$ 22,325	85%	\$1,477	\$1,813
24	834630	2019	HONDA	CIVIC	32	Trade on New	YES	\$ 18,500	\$ 22,035	85%	(\$52)	(\$29)
25	834703	2018	HONDA	CR-V	26	Trade on New	YES	\$ 23,300	\$ 28,607	85%	\$408	\$2,698
26	834717	2019	HONDA	PASSPORT	26	Trade on New	YES	\$ 30,500	\$ 34,154	85%	\$3,438	\$2,538
27	834742	2019	HONDA	FIT	24	Trade on New	YES	\$ 16,500	\$ 20,000	85%	(\$515)	\$2,786
28	834888	2019	HONDA	CIVIC	9	Trade on New	YES	\$ 19,000	\$ 22,650	85%	(\$325)	\$2,608

29	834930	2013	SUBARU	IMPREZA	7	Trade on Used	No	\$ 8,500	\$ 12,649	85%	\$781	\$406
30	834931	2020	HONDA	CIVIC SI	6	Trade on New	YES	\$ 24,000	\$ 33,193	85%	\$9,271	\$5,011
31	834582	2019	HONDA	CIVIC	39	Trade on New	YES	\$ 19,500	\$ 19,684	85%	(\$3,151)	(\$29)
32	834736	2019	JEEP	CHEROKEE	42	Trade on Used	No	\$ 20,000	\$ 22,470	85%	(\$1,461)	\$432
33	834806	2017	HONDA	ACCORD	19	Trade on New	YES	\$ 20,900	\$ 24,869	85%	(\$70)	\$2,881
34	834967	2016	HONDA	CIVIC	4	Trade on Used	YES	\$ 13,600	\$ 20,837	85%	\$1,652	\$1,230
35	835022	2020	TOYOTA	HIGHLANDER	1	Auction/Wholesale	No	\$ 44,610	\$ 49,161	85%	\$4,575	\$5,527
36	834495	2016	HONDA	CR-V	45	Trade on New	YES	\$ 19,000	\$ 23,525	85%	\$367	\$1,736
37	834570	2016	INFINITI	QX50	38	Trade on Used	No	\$ 18,300	\$ 22,256	85%	\$615	\$0
38	834782	2019	ACURA	RDX	25	Trade on New	No	\$ 30,000	\$ 32,110	85%	(\$579)	\$2,780
39	834856	2019	HONDA	CIVIC	17	Trade on New	YES	\$ 19,000	\$ 23,000	85%	\$738	\$196
40	834905	2013	HONDA	ODYSSEY	12	Trade on Used	No	\$ 16,000	\$ 19,023	85%	(\$574)	\$0
41	834946	2014	HYUNDAI	SANTA FE S	8	Trade on Used	No	\$ 14,000	\$ 18,498	85%	\$889	\$1,991
42	834953	2020	HONDA	CR-V	6	Trade on New	YES	\$ 26,900	\$ 31,292	85%	\$1,101	\$1,401
43	834996	2018	HONDA	CIVIC	4	Trade on New	YES	\$ 18,000	\$ 22,551	85%	\$2,203	\$0
44	JH580340	2018	HONDA	CIVIC	1	LBO Customer	No		\$ 14,500		\$216	\$5,485
45	834520	2019	HONDA	PASSPORT	44	Trade on New	YES	\$ 29,500	\$ 36,494	85%	\$2,665	\$4,362
46	834672	2014	HONDA	CR-V	33	Trade on New	No	\$ 16,000	\$ 19,989	85%	(\$1,025)	\$598
47	834754	2016	HYUNDAI	TUCSON	27	Trade on Used	No	\$ 17,000	\$ 19,000	85%	(\$1,108)	\$3,097
48	834822	2020	TOYOTA	CAMRY	22	Auction/Wholesale	No	\$ 24,000	\$ 26,250	85%	(\$148)	\$171
49	834907	2019	HONDA	ODYSSEY	14	Trade on New	YES	\$ 30,500	\$ 36,944	85%	\$2,198	
50	834962	2021	HONDA	ACCORD	6	Trade on New	YES	\$ 25,000	\$ 32,439	85%	\$5,356	\$660
51	834642	2017	TOYOTA	HIGHLANDER	37	Trade on Used	NO	\$ 29,500	\$ 34,998	85%	\$2,201	\$2,495
52	834725	2020	HONDA	ACCORD	31	Trade on New	YES	\$ 26,500	\$ 35,560	85%	\$4,749	\$2,219
53	834739	2018	HONDA	CIVIC	30	Trade on New	YES	\$ 18,000	\$ 24,974	85%	\$3,338	\$1,781

## Scoreboard Totals

% Retailed of Non-Franchise Make	31%
Total # Retail Units	173
Avg. Days to Sale	25.1
Avg. Advertised Price (Time of Sale)	\$ 21,899
Avg. Transaction Price	\$ 26,966
Avg. Market Price at 100%	\$ 25,763
Avg. Price to Market % (Time of Sale)	85%
Avg. Transaction to Market	105%
Avg. Transactional Discount	\$ (5,588)
Avg. Front-End Gross	\$ 1,914
Avg. Finance Gross	\$ 2,788
PUVR	\$ 4,638
Total Gross (Units & PUVR)	\$ 802,321
GROI	247%
% with Trade	47%
Avg. Over/Under Allowance	\$1,199



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	31%	#DIV/0!	#DIV/0!
Total # Retail Units	173	0	0
Avg. Days to Sale	25.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,899	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,966	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,763	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	85%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	105%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (5,588)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,914	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,788	#DIV/0!	#DIV/0!
PUVR	\$ 4,638	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 802,321	#DIV/0!	#DIV/0!
GROI	247%	#DIV/0!	#DIV/0!
% with Trade	47%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,199	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	31%	#DIV/0!	#DIV/0!
Total # Retail Units	173	0	0
Avg. Days to Sale	25.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,899	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,966	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,763	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	85%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	105%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (5,588)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,914	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,788	#DIV/0!	#DIV/0!
PUVR	\$ 4,638	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 802,321	#DIV/0!	#DIV/0!
GROI	247%	#DIV/0!	#DIV/0!
% with Trade	47%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,199	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	31%	#DIV/0!	#DIV/0!
Total # Retail Units	173	0	0
Avg. Days to Sale	25.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,899	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,966	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,763	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	85%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	105%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (5,588)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,914	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,788	#DIV/0!	#DIV/0!
PUVR	\$ 4,638	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 802,321	#DIV/0!	#DIV/0!
GROI	247%	#DIV/0!	#DIV/0!
% with Trade	47%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,199	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	173	101	72
Avg. Days to Sale	25.1	26.6	22.9
Avg. Advertised Price (Time of Sale)	\$ 21,899	\$ 21,986	\$ 26,183
Avg. Transaction Price	\$ 26,966	\$ 27,529	\$ 26,183
Avg. Market Price at 100%	\$ 25,763	#VALUE!	#DIV/0!
Avg. Price to Market % (Time of Sale)	85%	#VALUE!	#DIV/0!
Avg. Transaction to Market	105%	#VALUE!	#DIV/0!
Avg. Transactional Discount	\$ (5,588)	\$ (5,783)	\$ (5,317)
Avg. Front-End Gross	\$ 1,914	\$ 2,111	\$ 1,642
Avg. Finance Gross	\$ 2,788	\$ 2,921	\$ 2,607
PUVR	\$ 4,638	\$ 4,944	\$ 4,212
Total Gross (Units & PUVR)	\$ 802,321	\$ 499,343	\$ 303,284
GROI	247%	243%	252%
% with Trade	47%	196%	131%
Avg. Over/Under Allowance	1,199	1,677	388



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	173	119	54
Avg. Days to Sale	25.1	25.2	24.7
Avg. Advertised Price (Time of Sale)	\$ 21,899	\$ 21,638	\$ 27,289
Avg. Transaction Price	\$ 26,966	\$ 26,818	\$ 27,289
Avg. Market Price at 100%	\$ 25,763	#VALUE!	#DIV/0!
Avg. Price to Market % (Time of Sale)	85%	#VALUE!	#DIV/0!
Avg. Transaction to Market	105%	#VALUE!	#DIV/0!
Avg. Transactional Discount	\$ (5,588)	\$ (5,933)	\$ (4,835)
Avg. Front-End Gross	\$ 1,914	\$ 1,890	\$ 1,968
Avg. Finance Gross	\$ 2,788	\$ 2,841	\$ 2,674
PUVR	\$ 4,638	\$ 4,658	\$ 4,593
Total Gross (Units & PUVR)	\$ 802,321	\$ 554,326	\$ 248,015
GROI	247%	248%	245%
% with Trade	47%	44%	56%
Avg. Over/Under Allowance	1,199	1,540	389



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	173	104	53
% of Retail Units	100%	60%	31%
% Retailed of Non-New Franchise	31%	16%	51%
Avg. Days to Sale	25.1	24.4	22.8
Avg. Transaction Price	\$ 26,966	\$ 28,177	\$ 24,766
Avg. Transaction to Market %	105%	#DIV/0!	109%
Avg. Transactional Discount	\$ (5,588)	\$ (5,379)	\$ (4,925)
Avg. Front End Gross	\$ 1,914	\$ 2,151	\$ 1,489
Avg. Finance Gross	\$ 2,788	\$ 2,819	\$ 2,509
PUVR	\$ 4,638	\$ 4,915	\$ 3,903
Total Gross (Units & PUVR)	\$ 802,321	\$ 511,185	\$ 206,834
GROI	247%	257%	248%
% with Trade	47%	48%	47%
Avg. Over/Under Allowance	1,199	1,746	388



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	10	0	3
1%	6%	0%	2%
0%	100%	#DIV/0!	0%
2.0	22.2	#DIV/0!	1.0
\$ 29,240	\$ 27,108	#DIV/0!	\$ 19,800
121%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (8,298)	\$ (3,583)	#DIV/0!	\$ (19,800)
\$ 4,858	\$ 1,317	#DIV/0!	\$ 64
\$ 5,028	\$ 3,059	#DIV/0!	\$ 5,028
\$ 9,885	\$ 4,376	#DIV/0!	\$ 5,091
\$ 19,770	\$ 43,755	#DIV/0!	\$ 15,274
6085%	262%	#DIV/0!	9257%
100%	50%	#DIV/0!	0%
0	100	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	1	0
0%	1%	0%
#DIV/0!	0%	#DIV/0!
#DIV/0!	360.0	#DIV/0!
#DIV/0!	\$ 34,280	#DIV/0!
#DIV/0!	#VALUE!	#DIV/0!
#DIV/0!	\$ (34,280)	#DIV/0!
#DIV/0!	\$ 5,780	#DIV/0!
#DIV/0!	\$ -	#DIV/0!
#DIV/0!	\$ 5,780	#DIV/0!
#DIV/0!	\$ 5,780	#DIV/0!
#DIV/0!	17%	#DIV/0!
#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	173	117	39
% of Retail Units	100%	68%	23%
% Retailed of Non-New Franchise	31%	29%	36%
Avg. Days to Sale	25.1	13.9	38.4
Avg. Transaction Price	\$ 26,966	\$ 26,829	\$ 27,665
Avg. Transaction to Market %	105%	#DIV/0!	106%
Avg. Transactional Discount	\$ (5,588)	\$ (5,523)	\$ (5,228)
Avg. Front End Gross	\$ 1,914	\$ 2,000	\$ 1,500
Avg. Finance Gross	\$ 2,788	\$ 2,825	\$ 2,752
PUVR	\$ 4,638	\$ 4,825	\$ 4,252
Total Gross (Units & PUVR)	\$ 802,321	\$ 564,528	\$ 165,825
GROI	247%	465%	144%
% with Trade	47%	49%	49%
Avg. Over/Under Allowance	1,199	1,056	52



46-60 days	61-90 days	90+ days
15	1	1
9%	1%	1%
33%	100%	0%
52.3	66.0	360.0
\$ 26,028	\$ 22,325	\$ 34,280
106%	115%	#VALUE!
\$ (5,101)	\$ (5,825)	\$ (34,280)
\$ 2,106	\$ 1,477	\$ 5,780
\$ 2,854	\$ 1,813	\$ -
\$ 4,959	\$ 3,290	\$ 5,780
\$ 74,386	\$ 3,290	\$ 5,780
131%	80%	17%
40%	0%	0%
6,167	#DIV/0!	#DIV/0!