

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Adrian Shum	Roger Tong	Maya Ghaderi
	Rubie Wong	Grace Long
	Jackie Xu	Ibrahim Durrani
	Adrian Shum	Bruce Zhou
		Eric Li
		Joe Zhuo
		Andrew Heung
		Natan Agronov
		Kent Zhang
		Taher Rezaee
		Adrian Shum
		Andrew Heung







Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	18442A	2018	Subaru	Impreza	41	Trade on New	Yes	\$ 19,479	\$ 17,800	97%	\$42	\$639
2	P3598	2020	Subaru	Forester	33	LBO OEM/Leasing Co.	No	\$ 34,279	\$ 33,585	101%	\$2,409	\$639
3	18404A	2019	Subaru	Forester	15	Trade on New	Yes	\$ 30,679	\$ 29,985	101%	\$3,605	\$1,760
4	18686A	2019	Subaru	Forester	2	Trade on New	No	\$ 31,679	\$ 31,679	97%	\$1,015	\$639
5	18263A	2018	Subaru	Impreza	47	Trade on New	Yes	\$ 17,679	\$ 16,538	96%	(\$83)	\$639
6	18712A	2020	Subaru	BRZ	9	Trade on New	No	\$ 31,679	\$ 29,500	97%	\$3,413	\$1,389
7	18548A	2019	Subaru	Crosstrek	54	Trade on New	No	\$ 23,679	\$ 21,592	101%	(\$1,282)	\$639
8	18345A	2018	Subaru	Outback	41	Trade on New	No	\$ 24,575	\$ 24,575	98%	\$1,499	\$639
9	18717A	2019	Subaru	Crosstrek	4	Trade on New	No	\$ 30,679	\$ 28,548	101%	\$2,508	\$639
10	18488A	2019	Subaru	Outback	10	Trade on New	Yes	\$ 31,679	\$ 29,456	96%	\$2,979	\$2,811
11	18467A	2019	Subaru	Outback	36	Trade on New	Yes	\$ 22,283	\$ 21,479	98%	\$1,344	\$3,406
12	18678A	2019	Subaru	Crosstrek	24	Trade on New	No	\$ 26,079	\$ 2,400	93%	\$1,434	\$946
13	P3594	2020	Subaru	Crosstrek	61	LBO OEM/Leasing Co.	Yes	\$ 26,279	\$ 25,585	95%	\$1,495	\$3,645
14	P3550A	2007	Honda	Odyssey	6	Trade on Used	No	\$ 3,310	\$ 3,310	85%	\$1,015	\$0
15	18660A	2019	Subaru	Forester	29	Trade on New	No	\$ 30,279	\$ 29,585	101%	\$1,233	\$524
16	18307A	2019	Subaru	Crosstrek	19	Trade on New	Yes	\$ 27,679	\$ 25,985	100%	\$2,271	\$244
17	18531A	2017	Subaru	Forester	31	Trade on New	No	\$ 19,679	\$ 17,500	97%	(\$292)	\$244
18	18714A	2019	Subaru	WRX	16	Trade on New	No	\$ 32,370	\$ 31,000	95%	\$2,597	\$0
19	18674A	2019	Subaru	Forester	24	Trade on New	No	\$ 31,479	\$ 29,400	95%	\$1,265	\$244
20	18335A	2019	Subaru	Forester	25	Trade on New	Yes	\$ 26,279	\$ 28,585	103%	\$5,214	\$244
21	18693A	2018	Subaru	Outback	23	Trade on New	Yes	\$ 31,479	\$ 3,000	101%	\$1,768	\$244
22	18626A	2018	Subaru	Outback	29	Trade on New	No	\$ 28,279	\$ 26,726	90%	\$1,773	\$244
23	18388A	2020	Subaru	Ascent	33	Trade on New	No	\$ 42,780	\$ 41,685	99%	\$2,470	\$0
24	18661A	2019	Subaru	Crosstrek	27	Trade on New	No	\$ 26,279	\$ 24,779	98%	\$1,075	\$1,141
25	18676A	2018	Subaru	Forester	31	Trade on New	No	\$ 26,479	\$ 25,785	98%	\$3,448	\$244
26	P3648	2018	Subaru	Crosstrek	12	LBO OEM/Leasing Co.	No	\$ 29,679	\$ 26,545	93%	\$2,890	\$1,148
27	P3639	2018	Subaru	Forester	14	LBO OEM/Leasing Co.	No	\$ 24,679	\$ 23,010	88%	\$2,882	\$1,408
28	18638AA	2016	Subaru	Outback	36	Trade on Used	Yes	\$ 20,279	\$ 19,000	101%	\$1,601	\$1,052
29	P3640	2017	Subaru	Crosstrek	13	LBO OEM/Leasing Co.	Yes	\$ 20,679	\$ 20,030	104%	\$3,998	\$1,440
30	P3620	2019	Subaru	WRX	39	LBO OEM/Leasing Co.	No	\$ 33,479	\$ 32,485	99%	\$5,484	\$2,193
31	P3564	2017	Subaru	WRX	102	LBO OEM/Leasing Co.	Yes	\$ 26,279	\$ 25,055	91%	\$386	\$2,651
32	18319A	2019	Subaru	Crosstrek	54	Trade on New	No	\$ 25,479	\$ 23,800	95%	(\$182)	\$244
33	18676AA	2014	Subaru	Forester	7	Trade on Used	No	\$ 18,679	\$ 17,300	94%	\$2,385	\$244
34	18381A	2019	Subaru	Crosstrek	33	Trade on New	No	\$ 26,679	\$ 24,500	95%	\$481	\$244
35	21D01	2021	Subaru	Crosstrek	64	Rental Fleet (Enterprise, etc.)	Yes	\$ 33,299	\$ 32,751	92%	\$1,449	\$1,268
36	18573A	2020	Subaru	Forester	19	Trade on New	Yes	\$ 35,479	\$ 34,093	97%	\$1,785	\$1,344

37	21D02	2021	Subaru	Crosstrek	4	Rental Fleet (Enterprise, etc.)	No	\$	30,699	\$	29,203	92%	\$928	\$244
38	18508A	2019	Subaru	Ascent	59	Trade on New	Yes	\$	37,679	\$	36,985	100%	\$99	\$2,186
39	18677A	2018	Subaru	Crosstrek	51	Trade on New	No	\$	24,079	\$	22,800	94%	\$574	\$1,960
40	18434A	2019	Subaru	Crosstrek	53	Trade on New	Yes	\$	22,479	\$	21,785	96%	\$2,713	\$244
41	18571A	2018	Honda	Civic	32	Trade on New	No	\$	45,479	\$	44,785	102%	\$6,781	\$3,432
42	18553A	2019	Subaru	Crosstrek	49	Trade on New	Yes	\$	24,689	\$	23,795	95%	\$311	\$2,406
43	18525A	2019	Subaru	Ascent	54	Trade on New	No	\$	36,395	\$	36,000	97%	\$3,304	\$0
44	18565A	2020	Subaru	Crosstrek	48	Trade on New	No	\$	28,279	\$	26,815	103%	\$501	\$244
45	18337A	2020	Subaru	Crosstrek	43	Trade on New	No	\$	28,479	\$	26,576	103%	\$46	\$244
46	18727A	2019	Subaru	Forester	17	Trade on New	No	\$	34,679	\$	33,009	95%	\$416	\$244
47	P3660	2019	Subaru	Crosstrek	5	LBO OEM/Leasing Co.	No	\$	24,679	\$	23,985	95%	\$5,689	\$244
48	P3661	2017	Subaru	Impreza	5	LBO OEM/Leasing Co.	Yes	\$	18,679	\$	17,985	95%	\$3,495	\$2,344
49	18789A	2019	Subaru	Crosstrek	9	Trade on New	No	\$	28,279	\$	27,585	97%	\$4,064	\$244
50	18528AA	2020	Toyota	Camry	72	Trade on Used	No	\$	27,279	\$	26,585	96%	\$865	\$644
51	18642A	2019	Subaru	Ascent	68	Trade on New	No	\$	31,479	\$	35,477	95%	(\$96)	\$1,959
52	220004A	2018	Subaru	Legacy	28	Trade on New	No	\$	19,279	\$	18,000	97%	\$1,785	\$244
53	18733A	2020	Subaru	Outback	34	Trade on New	No	\$	38,479	\$	36,124	97%	\$1,750	\$244

## Scoreboard Totals

% Retailed of Non-Franchise Make	6%
Total # Retail Units	200
Avg. Days to Sale	23.2
Avg. Advertised Price (Time of Sale)	\$ 29,017
Avg. Transaction Price	\$ 27,717
Avg. Market Price at 100%	\$ 30,188
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	92%
Avg. Transactional Discount	\$ 1,300
Avg. Front-End Gross	\$ 2,621
Avg. Finance Gross	\$ 903
PUVR	\$ 3,523
Total Gross (Units & PUVR)	\$ 704,690
GROI	197%
% with Trade	25%
Avg. Over/Under Allowance	(\$58)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Adrian Shum	
% Retailed of Non-New Franchise	6%	6%	#DIV/0!
Total # Retail Units	200	200	0
Avg. Days to Sale	23.2	23.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,017	\$ 29,017	#DIV/0!
Avg. Transaction Price	\$ 27,717	\$ 27,717	#DIV/0!
Avg. Market Price at 100%	\$ 30,188	\$ 30,184	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	96%	#DIV/0!
Avg. Transaction to Market	92%	92%	#DIV/0!
Avg. Transactional Discount	\$ 1,300	\$ 1,300	#DIV/0!
Avg. Front-End Gross	\$ 2,621	\$ 2,621	#DIV/0!
Avg. Finance Gross	\$ 903	\$ 903	#DIV/0!
PUVR	\$ 3,523	\$ 3,523	#DIV/0!
Total Gross (Units & PUVR)	\$ 704,690	\$ 704,690	#DIV/0!
GROI	197%	197%	#DIV/0!
% with Trade	25%	25%	#DIV/0!
Avg. Over/Under Allowance	-58	-58	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Maya Ghaderi	Grace Long
% Retailed of Non-New Franchise	6%	6%	12%
Total # Retail Units	200	17	17
Avg. Days to Sale	23.2	20.9	23.2
Avg. Advertised Price (Time of Sale)	\$ 29,017	\$ 32,092	\$ 27,965
Avg. Transaction Price	\$ 27,717	\$ 30,913	\$ 26,604
Avg. Market Price at 100%	\$ 30,188	\$ 33,301	\$ 29,647
Avg. Price to Market % (Time of Sale)	96%	96%	94%
Avg. Transaction to Market	92%	93%	90%
Avg. Transactional Discount	\$ 1,300	\$ 1,179	\$ 1,361
Avg. Front-End Gross	\$ 2,621	\$ 2,675	\$ 1,763
Avg. Finance Gross	\$ 903	\$ 1,241	\$ 1,306
PUVR	\$ 3,523	\$ 3,916	\$ 3,069
Total Gross (Units & PUVR)	\$ 704,690	\$ 66,572	\$ 52,169
GROI	197%	218%	179%
% with Trade	25%	41%	35%
Avg. Over/Under Allowance	-58	-212	-32



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Ibrahim Durrani	Bruce Zhou	Eric Li	Joe Zhuo
8%	0%	5%	4%
12	12	21	26
14.9	23.9	25.1	31.3
\$ 26,032	\$ 30,666	\$ 29,456	\$ 29,973
\$ 24,475	\$ 29,522	\$ 28,405	\$ 28,762
\$ 27,092	\$ 31,859	\$ 30,605	\$ 30,751
96%	96%	96%	97%
90%	93%	93%	94%
\$ 1,556	\$ 1,144	\$ 1,051	\$ 1,211
\$ 2,324	\$ 2,464	\$ 2,673	\$ 2,737
\$ 692	\$ 650	\$ 980	\$ 782
\$ 3,016	\$ 3,113	\$ 3,653	\$ 3,519
\$ 36,186	\$ 37,359	\$ 76,718	\$ 91,504
297%	159%	185%	141%
0%	50%	24%	31%
0	-14	-16	-138

Andrew Heung	Natan Agronov	Kent Zhang	Taher Rezaee
7%	8%	2%	0%
14	12	47	13
21.1	14.6	24.4	20.1
\$ 25,470	\$ 31,846	\$ 28,672	\$ 29,358
\$ 24,379	\$ 31,280	\$ 27,322	\$ 26,433
\$ 26,166	\$ 33,551	\$ 29,847	\$ 30,421
97%	95%	96%	97%
93%	93%	92%	87%
\$ 1,090	\$ 565	\$ 1,350	\$ 2,925
\$ 3,279	\$ 2,520	\$ 2,641	\$ 3,398
\$ 438	\$ 652	\$ 1,022	\$ 1,315
\$ 3,717	\$ 3,172	\$ 3,664	\$ 4,712
\$ 52,032	\$ 38,064	\$ 172,192	\$ 61,258
260%	250%	198%	320%
21%	33%	21%	8%
-161	-17	-20	0



























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Roger Tong	Rubie Wong
% Retailed of Non-New Franchise	6%	3%	4%
Total # Retail Units	200	37	76
Avg. Days to Sale	23.2	27.3	19.3
Avg. Advertised Price (Time of Sale)	\$ 29,017	\$ 27,323	\$ 29,377
Avg. Transaction Price	\$ 27,717	\$ 25,574	\$ 28,360
Avg. Market Price at 100%	\$ 30,188	\$ 27,995	\$ 30,587
Avg. Price to Market % (Time of Sale)	96%	98%	96%
Avg. Transaction to Market	92%	91%	93%
Avg. Transactional Discount	\$ 1,300	\$ 1,748	\$ 1,018
Avg. Front-End Gross	\$ 2,621	\$ 2,245	\$ 2,906
Avg. Finance Gross	\$ 903	\$ 1,001	\$ 1,117
PUVR	\$ 3,523	\$ 3,245	\$ 4,023
Total Gross (Units & PUVR)	\$ 704,690	\$ 120,080	\$ 305,776
GROI	197%	167%	265%
% with Trade	25%	0%	0%
Avg. Over/Under Allowance	-58	-153	-55



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Jackie Xu			
5%	#DIV/0!	#DIV/0!	#DIV/0!
73	0	0	0
24.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,583	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,162	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,962	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
91%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,421	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,543	#DIV/0!	#DIV/0!	#DIV/0!
\$ 743	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,285	#DIV/0!	#DIV/0!	#DIV/0!
\$ 239,828	#DIV/0!	#DIV/0!	#DIV/0!
163%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
-24	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	72	128
Avg. Days to Sale	23.2	26.2	21.5
Avg. Advertised Price (Time of Sale)	\$ 29,017	\$ 29,388	\$ 27,535
Avg. Transaction Price	\$ 27,717	\$ 28,041	\$ 27,535
Avg. Market Price at 100%	\$ 30,188	\$ 30,355	\$ 30,088
Avg. Price to Market % (Time of Sale)	96%	97%	92%
Avg. Transaction to Market	92%	92%	92%
Avg. Transactional Discount	\$ 1,300	\$ 1,348	\$ 1,273
Avg. Front-End Gross	\$ 2,621	\$ 2,763	\$ 2,541
Avg. Finance Gross	\$ 903	\$ 1,564	\$ 530
PUVR	\$ 3,523	\$ 4,327	\$ 3,071
Total Gross (Units & PUVR)	\$ 704,690	\$ 311,571	\$ 393,119
GROI	197%	212%	187%
% with Trade	25%	25%	25%
Avg. Over/Under Allowance	-58	-80	-46



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	189	11
Avg. Days to Sale	23.2	23.3	21.4
Avg. Advertised Price (Time of Sale)	\$ 29,017	\$ 29,450	\$ 20,791
Avg. Transaction Price	\$ 27,717	\$ 28,120	\$ 20,791
Avg. Market Price at 100%	\$ 30,188	\$ 30,643	\$ 22,295
Avg. Price to Market % (Time of Sale)	96%	96%	93%
Avg. Transaction to Market	92%	92%	93%
Avg. Transactional Discount	\$ 1,300	\$ 1,331	\$ 777
Avg. Front-End Gross	\$ 2,621	\$ 2,604	\$ 2,915
Avg. Finance Gross	\$ 903	\$ 914	\$ 702
PUVR	\$ 3,523	\$ 3,518	\$ 3,618
Total Gross (Units & PUVR)	\$ 704,690	\$ 664,897	\$ 39,793
GROI	197%	193%	293%
% with Trade	25%	10%	291%
Avg. Over/Under Allowance	-58	-59	-45



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	127	11
% of Retail Units	100%	64%	6%
% Retailed of Non-New Franchise	6%	6%	27%
Avg. Days to Sale	23.2	25.7	21.8
Avg. Transaction Price	\$ 27,717	\$ 27,125	\$ 22,510
Avg. Transaction to Market %	92%	92%	91%
Avg. Transactional Discount	\$ 1,300	\$ 1,510	\$ 1,099
Avg. Front End Gross	\$ 2,621	\$ 2,391	\$ 2,602
Avg. Finance Gross	\$ 903	\$ 914	\$ 484
PUVR	\$ 3,523	\$ 3,305	\$ 3,086
Total Gross (Units & PUVR)	\$ 704,690	\$ 419,724	\$ 33,944
GROI	197%	171%	226%
% with Trade	25%	28%	0%
Avg. Over/Under Allowance	-58	-39	0





BO OEM/Leasing	central Fleet (Enterprise, etc	Other
32	30	0
16%	15%	0%
0%	0%	#DIV/0!
19.6	17.0	#DIV/0!
\$ 26,816	\$ 33,094	#DIV/0!
92%	90%	#DIV/0!
\$ 918	\$ 895	#DIV/0!
\$ 3,896	\$ 2,243	#DIV/0!
\$ 1,202	\$ 687	#DIV/0!
\$ 5,098	\$ 2,930	#DIV/0!
\$ 163,134	\$ 87,888	#DIV/0!
349%	187%	#DIV/0!
31%	17%	#DIV/0!
-161	-50	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	147	25
% of Retail Units	100%	74%	13%
% Retailed of Non-New Franchise	6%	6%	4%
Avg. Days to Sale	23.2	13.0	36.1
Avg. Transaction Price	\$ 27,717	\$ 27,557	\$ 28,461
Avg. Transaction to Market %	92%	91%	94%
Avg. Transactional Discount	\$ 1,300	\$ 1,412	\$ 1,182
Avg. Front End Gross	\$ 2,621	\$ 3,049	\$ 1,826
Avg. Finance Gross	\$ 903	\$ 878	\$ 844
PUVR	\$ 3,523	\$ 3,927	\$ 2,670
Total Gross (Units & PUVR)	\$ 704,690	\$ 577,286	\$ 66,754
GROI	197%	395%	94%
% with Trade	25%	27%	24%
Avg. Over/Under Allowance	-58	-38	-52



46-60 days	61-90 days	90+ days
15	9	4
8%	5%	2%
0%	11%	0%
54.5	66.9	102.3
\$ 26,323	\$ 29,793	\$ 29,503
93%	94%	94%
\$ 1,049	\$ 362	\$ 977
\$ 1,074	\$ 1,587	\$ (4)
\$ 948	\$ 1,204	\$ 1,302
\$ 2,022	\$ 2,791	\$ 1,299
\$ 30,335	\$ 25,121	\$ 5,194
51%	50%	15%
13%	33%	0%
-20	-503	0