

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Shahid Qureshi	Hitesh Patel	Alex Tanger
Alexandria Cintron	Guglielmo Astudillo	Mario Alvarez
Steven Girtatos	Bobby Chin	Celso Melo
		Walter Aguilar
		Deborah Goguen
		Jermaine Phillips
		Josh Noel
		Karin Gould
		Kenneth Te
		Amro Kandil
		Joshua Rebovich
		Lauren Curtis
		Robert George

Scoreboard Totals

% Retailed of Non-Franchise Make	#DIV/0!
Total # Retail Units	0
Avg. Days to Sale	0.0
Avg. Advertised Price (Time of Sale)	\$ -
Avg. Transaction Price	\$ 33,600
Avg. Market Price at 100%	\$ -
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	#VALUE!
Avg. Front-End Gross	\$ 2,164
Avg. Finance Gross	\$ -
PUVR	\$ 4,874
Total Gross (Units & PUVR)	\$ -
GROI	#DIV/0!
% with Trade	#DIV/0!
Avg. Over/Under Allowance	\$396



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	MV11758A	2015	Nissan	MURANO	43	Other	No	\$ 19,500	\$ 15,700	100%	(\$3,716)	\$3,624
2	TL27684A	2015	Toyota	RAV4	17	Trade on New	No	\$ 14,890	\$ 14,439	100%	\$138	\$2,044
3	V4173B	2020	Toyota	SIENNA	65	Other	No	\$ 41,800	\$ 40,120	85%	\$629	\$2,000
4	TL27546A	2018	Toyota	CAMRY	66	Trade on New	No	\$ 23,000	\$ 22,910	85%	\$1,842	\$534
5	TL3892	2019	Toyota	COROLLA	18	Other	No	\$ 18,997	\$ 18,700	97%	\$17,396	\$6,628
6	LH1748B	2016	Toyota	CAMRY	41	Trade on Used	No	\$ 19,700	\$ 19,225	95%	\$3,853	\$7,706
7	TL27721A	2012	Toyota	SIENNA	17	Trade on New	No	\$ 18,450	\$ 17,088	98%	(\$323)	\$876
8	V13344B	2017	Toyota	TACOMA	34	Other	No	\$ 36,250	\$ 34,434	96%	\$6,970	\$2,566
9	TL27705A	2018	Toyota	HIGHLANDER	13	Trade on New	No	\$ 32,550	\$ 32,550	100%	\$6,137	\$1,390
10	PA26262B	2020	Toyota	COROLLA	38	Trade on Used	No	\$ 29,999	\$ 29,600	98%	\$2,840	\$5,848
11	TL27714A	2011	Toyota	SIENNA	13	Trade on New	No	\$ 15,500	\$ 16,500	97%	\$3,057	\$0
12	TL27640B	2020	Toyota	COROLLA	10	Trade on Used	No	\$ 21,800	\$ 20,988	96%	\$1,338	\$3,398
13	BN1897A	2016	Nissan	ROGUE	53	Other	No	\$ 20,350	\$ 18,825	85%	(\$228)	\$3,999
14	TL27733A	2020	Toyota	RAV4	15	Trade on New	No	\$ 38,450	\$ 36,000	90%	\$1,887	\$38
15	TL27572A	2018	Toyota	RAV4	65	Trade on New	No	\$ 25,350	\$ 24,220	85%	\$1,746	\$3,280
16	TL27541A	2017	Toyota	TUNDRA	61	Trade on Used	No	\$ 36,350	\$ 34,200	85%	\$1,130	\$8,535
17	TL27668A	2019	Toyota	4RUNNER	42	Trade on New	No	\$ 40,700	\$ 40,425	97%	\$2,745	\$2,714
18	SM15910B	2019	Ford	F150	20	Trade on Used	No	\$ 42,700	\$ 41,450	94%	\$42,110	\$8,694
19	TL3893	2018	Toyota	COROLLA	14	Auction/Wholesale	No	\$ 18,350	\$ 18,350	94%	(\$1,285)	\$3,892
20	TL27605B	2019	Toyota	RAV4	28	Trade on Used	No	\$ 30,250	\$ 30,150	94%	\$160	\$1,350
21	TL27697A	2020	Toyota	RAV4	22	Trade on New	No	\$ 29,880	\$ 29,550	95%	\$1,459	\$4,099
22	TL27659A	2015	Subaru	LEGACY	22	Trade on New	No	\$ 13,800	\$ 13,907	95%	\$1,751	\$0
23	JS11429C	2016	Toyota	COROLLA	16	Trade on Used	No	\$ 12,880	\$ 12,880	98%	\$732	\$0
24	TL27648A	2020	Toyota	4RUNNER	33	Trade on New	No	\$ 41,000	\$ 44,500	97%	\$2,492	\$1,888
25	TL3896	2016	Toyota	RAV4	2	Street/Curb Buy	No	\$ 22,500	\$ 21,250	94%	\$1,801	\$0
26	TL27410A	2017	Toyota	CAMRY	82	Trade on New	No	\$ 18,600	\$ 1,785,000	85%	\$2,052	\$2,933
27	MS15749A	2015	Ford	EXPEDITION	41	Other	No	\$ 27,700	\$ 26,000	95%	\$2,978	\$1,750
28	TL27725A	2015	Toyota	RAV4	5	Trade on New	NO	\$ 20,200	\$ 20,200	100%	\$3,206	\$2,616

29	TL27683A	2018	Toyota	RAV 4	28	Trade on New	No	\$ 24,900	\$ 24,780	98%	\$1,423	\$4,356
30	BN1974AB	2017	Toyota	RAV1	49	Trade on Used	No	21300	\$ 21,300	96%	\$793	\$1,585
31	TL27642A	2019	Dodge	CHARGER	43	Trade on New	No	\$ 26,500	\$ 30,625	89%	\$2,584	\$2,184
32	TL27557A	2019	Toyota	CAMRY	39	Trade on New	No	\$ 33,200	\$ 33,700	95%	\$1,428	\$0
33	TL3879A	2020	Toyota	RAV 4	4	Trade on Used	No	\$ 29,900	\$ 29,650	99%	\$1,166	\$0
34	TL27615A	2014	Mazda	CX9	32	Trade on New	No	\$ 17,995	\$ 17,000	98%	\$3,188	\$1,723
35	22892LT	2018	Toyota	HIGHLANDER	26	Other	No	\$ 32,000	\$ 33,980	94%	\$772	\$7,151
36	TL27607B	2012	Volkswagen	GOLF	21	Trade on Used	No	\$ 9,350	\$ 8,980	93%	\$1,563	\$0
37	TL27416A	2018	Chevrolet	MALIBU	59	Trade on New	No	\$ 19,700	\$ 17,999	92%	\$1,085	\$0
38	TL27486A	2020	Honda	CR-V	67	Trade on New	No	\$ 33,600	\$ 30,700	89%	\$2,035	\$0
39	FA3599A	2020	Toyota	4RUNNER	21	OTHER	No	\$ 45,400	\$ 45,400	90%	\$3,255	\$3,027
40	TL3894	2011	Toyota	FJ CRUISER	2	ntal Fleet (Enterprise, et	No	\$ 25,205	\$ 25,205	95%	\$0	\$0
41	TL27675A	2018	Toyota	HIGHLANDER	21	Trade on New	No	\$ 33,888	\$ 33,000	98%	\$1,581	\$0
42	A23949B	2019	Toyota	CHR	67	Trade on Used	No	\$ 22,300	\$ 20,500	97%	\$1,515	\$5,281
43	TL27695A	2009	Toyota	MATRIX	8	Trade on New	No	\$ 8,350	\$ 8,350	94%	\$4,670	\$0
44	TL3875	2020	Toyota	TUNDRA	35	Street/Curb Buy	No	\$ 55,000	\$ 51,725	85%	\$2,653	\$4,184
45	TL27413B	2015	Jeep	COMPASS	21	Trade on New	No	\$ 15,250	\$ 14,400	95%	\$1,043	\$660
46	TL27685A	2008	GMC	SIERRA	5	Trade on New	No	\$ 13,500	\$ 13,000	100%	\$3,820	\$436
47	TL27146A	2021	Toyota	CAMRY	16	Other	No	\$ 29,997	\$ 30,279	98%	\$4,212	\$4,032
48	TL27609A	2018	Toyota	RAV4	56	Trade on New	No	\$ 24,500	\$ 22,646	96%	\$1,018	\$0
49	TL27403B	2018	Toyota	TACOMA	69	Trade on New	No	\$ 34,800	\$ 32,200	89%	\$485	\$204
50	TL27619A	2019	Toyota	RAV 4	31	Trade on New	No	\$ 28,999	\$ 27,998	95%	\$1,481	\$0
51	TL27640A	2018	Toyota	RAV 4	21	Trade on New	No	\$ 22,000	\$ 26,152	99%	\$1,819	\$1,774
52	TL27488A	2021	Toyota	SUPRA	55	Trade on New	No	\$ 47,000	\$ 49,830	98%	(\$296)	\$300
53	BN27298A	2015	Toyota	4RUNNER	23	Other	No	\$ 36,287	\$ 36,000	94%	\$607	\$1,014

Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	#DIV/0!	#DIV/0!	#DIV/0!
Total # Retail Units	0	0	0
Avg. Days to Sale	0.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ -	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,600	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ -	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,164	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ -	#DIV/0!	#DIV/0!
PUVR	\$ 4,874	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ -	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	396	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	#DIV/0!	#DIV/0!	#DIV/0!
Total # Retail Units	0	0	0
Avg. Days to Sale	0.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ -	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,600	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ -	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,164	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ -	#DIV/0!	#DIV/0!
PUVR	\$ 4,874	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ -	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	396	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	#DIV/0!	#DIV/0!	#DIV/0!
Total # Retail Units	0	0	0
Avg. Days to Sale	0.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ -	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,600	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ -	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,164	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ -	#DIV/0!	#DIV/0!
PUVR	\$ 4,874	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ -	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	396	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	0	83	44
% of Retail Units	#DIV/0!	#DIV/0!	#DIV/0!
% Retailed of Non-New Franchise	#DIV/0!	25%	50%
Avg. Days to Sale	0.0	30.9	27.0
Avg. Transaction Price	\$ 33,600	\$ 46,431	\$ 20,887
Avg. Transaction to Market %	#DIV/0!	190%	#VALUE!
Avg. Transactional Discount	#VALUE!	\$ (21,057)	#VALUE!
Avg. Front End Gross	\$ 2,164	\$ 1,698	\$ 2,843
Avg. Finance Gross	\$ -	\$ 2,616	\$ 2,181
PUVR	\$ 4,874	\$ 4,314	\$ 5,024
Total Gross (Units & PUVR)	\$ -	\$ 358,054	\$ 221,038
GROI	#DIV/0!	108%	320%
% with Trade	#DIV/0!	42%	41%
Avg. Over/Under Allowance	396	286	310



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
6	4	0	0
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0%	25%	#DIV/0!	#DIV/0!
15.3	38.3	#DIV/0!	#DIV/0!
\$ 38,393	\$ 18,810	#DIV/0!	#DIV/0!
91%	90%	#DIV/0!	#DIV/0!
\$ 1,342	\$ 1,128	#DIV/0!	#DIV/0!
\$ 2,303	\$ 539	#DIV/0!	#DIV/0!
\$ 4,480	\$ 2,226	#DIV/0!	#DIV/0!
\$ 6,783	\$ 2,765	#DIV/0!	#DIV/0!
\$ 40,699	\$ 11,059	#DIV/0!	#DIV/0!
415%	138%	#DIV/0!	#DIV/0!
33%	25%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	5	58
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	0%	38%
#DIV/0!	6.8	27.4
#DIV/0!	\$ 22,127	\$ 26,398
#DIV/0!	93%	91%
#DIV/0!	\$ 210	\$ 1,023
#DIV/0!	\$ 3,123	\$ 2,331
#DIV/0!	\$ 3,410	\$ 3,037
#DIV/0!	\$ 6,534	\$ 5,367
#DIV/0!	\$ 32,669	\$ 311,312
#DIV/0!	1563%	267%
#DIV/0!	20%	47%
#DIV/0!	20	719

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	0	0	200
Avg. Days to Sale	0.0	#DIV/0!	28.1
Avg. Advertised Price (Time of Sale)	\$ -	#DIV/0!	\$ 33,600
Avg. Transaction Price	\$ 33,600	#DIV/0!	\$ 33,600
Avg. Market Price at 100%	\$ -	#DIV/0!	#VALUE!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#VALUE!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#VALUE!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#VALUE!
Avg. Front-End Gross	\$ 2,164	#DIV/0!	\$ 2,164
Avg. Finance Gross	\$ -	#DIV/0!	\$ 2,710
PUVR	\$ 4,874	#DIV/0!	\$ 4,874
Total Gross (Units & PUVR)	\$ -	#DIV/0!	\$ 974,831
GROI	#DIV/0!	#DIV/0!	186%
% with Trade	#DIV/0!	#DIV/0!	299%
Avg. Over/Under Allowance	396	#DIV/0!	396



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	0	134	66
Avg. Days to Sale	0.0	28.6	27.2
Avg. Advertised Price (Time of Sale)	\$ -	\$ 27,058	\$ 21,080
Avg. Transaction Price	\$ 33,600	\$ 39,767	\$ 21,080
Avg. Market Price at 100%	\$ -	#VALUE!	\$ 22,833
Avg. Price to Market % (Time of Sale)	95%	#VALUE!	92%
Avg. Transaction to Market	#DIV/0!	#VALUE!	92%
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ 649
Avg. Front-End Gross	\$ 2,164	\$ 1,967	\$ 2,563
Avg. Finance Gross	\$ -	\$ 3,327	\$ 1,458
PUVR	\$ 4,874	\$ 5,295	\$ 4,021
Total Gross (Units & PUVR)	\$ -	\$ 709,467	\$ 265,364
GROI	#DIV/0!	168%	252%
% with Trade	#DIV/0!	0%	127%
Avg. Over/Under Allowance	396	452	283



Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	0	129	31
% of Retail Units	#DIV/0!	#DIV/0!	#DIV/0!
% Retailed of Non-New Franchise	#DIV/0!	34%	32%
Avg. Days to Sale	0.0	14.7	37.2
Avg. Transaction Price	\$ 33,600	\$ 23,566	\$ 27,440
Avg. Transaction to Market %	#DIV/0!	93%	95%
Avg. Transactional Discount	#VALUE!	\$ 480	\$ 300
Avg. Front End Gross	\$ 2,164	\$ 2,497	\$ 2,077
Avg. Finance Gross	\$ -	\$ 2,370	\$ 4,058
PUVR	\$ 4,874	\$ 4,868	\$ 6,135
Total Gross (Units & PUVR)	\$ -	\$ 627,913	\$ 190,182
GROI	#DIV/0!	504%	217%
% with Trade	#DIV/0!	43%	48%
Avg. Over/Under Allowance	396	452	406



46-60 days	61-90 days	90+ days
14	23	3
#DIV/0!	#DIV/0!	#DIV/0!
29%	26%	67%
52.0	67.5	96.7
\$ 27,476	\$ 103,287	\$ 23,029
#VALUE!	437%	91%
#VALUE!	\$ (75,867)	\$ 2,063
\$ 898	\$ 938	\$ 4,024
\$ 2,885	\$ 3,003	\$ 348
\$ 3,784	\$ 3,941	\$ 4,373
\$ 52,970	\$ 90,647	\$ 13,118
95%	20%	71%
36%	30%	33%
214	232	0