

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
MARIO MARMOLEJO	JOHN ZIMMERLY	BALTAZAR MARTINEZ
OMAR MAGDALENO	SORAYA HOLGUIN	CARLOS SALAS
HECTOR SOLIS		HOMERO GUAJARDO
JC MEZA		MICHAEL MANNIX
		ALFONSO PORRAS
		JOE COLON
		ADRIAN MARMOLEJO
		VERONICA GOMEZ
		ALBERT CARRASCO
		EDUARDO FLORES
		FRANK MOLINA
		TYLER WALKER
		PETE NAVARRO
		MIKE PENA
		JESUS VALDEZ
		JESUS CHAVEZ
		ALEJANDRO CANALES
		JOSHUA GALEGOS
		SARA AUKLAND

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	H6605A	2018	NISSAN	VERSA	6	TRADE ON USED		\$ 13,995	\$ 12,995	82%	\$2,145	\$1,364
2	H6611	2019	TOYOTA	CAMRY	1			\$ 26,995	\$ 24,900	91%	\$332	\$750
3	220457A	2021	SUBARU	WRX	26	TRADE ON NEW		\$ 48,995	\$ 47,977	103%	\$3,677	\$1,538
4	H6608	2021	GMC	SIERRA	2			\$ 85,995	\$ 84,000	101%	\$5,373	\$3,242
5	H6609	2019	FORD	F-150	2			\$ 34,988	\$ 32,988	93%	\$3,137	\$2,527
6	220351H	2017	GMC	SIERRA	38	TRADE ON USED		\$ 40,919	\$ 38,419	98%	\$2,629	\$2,819
7	220291A	2020	TOYOTA	CAMRY	54	TRADE ON NEW		\$ 32,274	\$ 30,500	101%	\$1,148	\$750
8	220440A	2019	GMC	SIERRA	28	TRADE ON NEW		\$ 59,568	\$ 59,568	100%	\$7,486	\$1,605
9	H6598A	2013	MERCEDES	C250	12	TRADE ON USED		\$ 16,151	\$ 10,900	69%	\$1,125	\$450
10	H6614	2020	NISSAN	ALTIMA	4			\$ 27,453	\$ 26,900	100%	\$101	\$985
11	H6404B	2020	FORD	F-150	131	TRADE ON USED		\$ 41,202	\$ 41,202	98%	(\$2,953)	\$2,980
12	220379A	2013	FORD	F-150	12	TRADE ON NEW		\$ 21,048	\$ 21,048	90%	\$2,726	\$2,842
13	H6628	2019	FORD	TRANSIT	1			\$ 48,995	\$ 46,795	100%	\$1,270	\$2,676
14	H6627	2019	FORD	TRANSIT	1			\$ 48,995	\$ 48,500	101%	\$4,475	\$475
15	211000B	2020	Chevrolet	SILVERADO	14	TRADE ON USED		\$ 57,995	\$ 56,124	99%	\$4,124	\$4,993
16	220363A	2018	BUICK	ENCLAVE	42	TRADE ON NEW		\$ 37,995	\$ 36,289	95%	\$1,539	\$2,277
17	220510A	2021	GMC	SIERRA	7	TRADE ON NEW		\$ 47,995	\$ 45,800	101%	\$2,969	\$6,736
18	H6531	2019	TOYOTA	TACOMA	81			\$ 43,995	\$ 41,995	101%	\$771	\$1,936
19	H6633	2019	HONDA	ACCORD	1			\$ 34,995	\$ 33,098	102%	\$924	\$4,878
20	220477A	2020	TOYOTA	COROLLA	36	TRADE ON NEW		\$ 22,885	\$ 21,850	101%	\$1,945	\$1,862
21	H6610	2017	HONDA	ACCORD	14			\$ 23,995	\$ 23,900	98%	\$2,967	\$1,173
22	220394A	2020	JEEP	CHEROKEE	26	TRADE ON NEW		\$ 34,867	\$ 34,995	97%	\$3,147	\$1,024
23	220304A	2020	GMC	SIERRA	88	TRADE ON NEW		\$ 65,768	\$ 65,768	99%	\$2,411	\$3,488
24	H6619	2019	GMC	SIERRA	10			\$ 51,729	\$ 50,995	103%	\$4,504	\$2,722
25	220351I	2019	TOYOTA	COROLLA	26	TRADE ON USED		\$ 21,611	\$ 22,310	96%	\$3,686	\$1,921
26	H6637	2019	Chevrolet	SILVERADO	1			\$ 69,995	\$ 69,995	94%	\$4,995	\$3,415
27	220462B	2017	BUICK	ENCORE	24			\$ 18,334	\$ 18,334	100%	\$2,689	\$2,172

28	220393A	2022	GMC	CANYON	5	TRADE ON NEW		\$ 42,699	101%	\$6,678	\$875
29	H6635	2021	GMC	SIERRA	4		\$ 61,458	\$ 63,889	102%	\$5,105	\$5,435
30	H6515	2015	FORD	F-150	27			\$ 56,694	83%	(\$277)	\$586
31	220383A	2018	GMC	SIERRA	18	TRADE ON NEW	\$ 66,028	\$ 64,097	102%	\$3,464	\$1,281
32	H6638	2020	NISSAN	ROGUE	1		\$ 26,199	\$ 26,199	98%	\$1,950	\$1,707
33	220435A	2015	Chevrolet	TAHOE	31	TRADE ON NEW	\$ 33,655	\$ 32,699	99%	\$1,491	\$2,795
34	H6626	2019	TOYOTA	CH-R	11		\$ 31,899	\$ 29,949	97%	\$1,010	\$2,448
35	220359A	2018	RAM	2500	65	TRADE ON NEW	\$ 52,374	\$ 55,694	93%	\$5,582	\$1,969
36	220413A	2019	TOYOTA	4RUNNER	35	TRADE ON NEW	\$ 4,981	\$ 43,380	99%	\$2,173	\$2,940
37	220405G	2019	Chevrolet	SILVERADO	19	TRADE ON USED	\$ 34,151	\$ 34,500	102%	\$4,700	\$2,329
38	220515A	2022	Chevrolet	SILVERADO	24	TRADE ON NEW	\$ 66,734	\$ 65,433	NA	\$3,484	\$795
39	220396A	2017	GMC	TERRAIN	28	TRADE ON NEW	\$ 26,344	\$ 26,341	106%	\$1,940	\$1,737
40	22051A	2020	GMC	SIERRA	3	TRADE ON NEW	\$ 63,995	\$ 62,000	101%	\$32,500	\$2,417
41	H6639	2016	CHRYSLER	TOWN	4		\$ 18,995	\$ 17,194	98%	\$970	\$466
42	H6607	2015	Chevrolet	Equinox	25		\$ 17,864	\$ 17,604	103%	\$2,962	\$886
43	220218A	2021	Chevrolet	SILVERADO	131	TRADE ON NEW	\$ 58,011	\$ 58,011	100%	\$1,141	\$1,603
44	220492A	2019	BUICK	ENCORE	39	TRADE ON NEW	\$ 24,539	\$ 25,238	101%	\$619	\$384
45	220409A	2019	RAM	1500	39	TRADE ON NEW	\$ 32,644	\$ 38,343	92%	\$2,996	\$2,998
46	210966A	2021	GMC	SIERRA	166	TRADE ON NEW	\$ 59,741	\$ 60,440	101%	\$3,586	\$3,845
47	220447A	2020	GMC	SIERRA	36	TRADE ON NEW	\$ 62,699	\$ 62,898	96%	\$2,897	\$1,888
48	220496A	2016	FORD	FUSION	21	TRADE ON NEW	\$ 15,266	\$ 15,236	97%	\$3,532	\$797
49	220476A	2017	HYUNDAI	VELOSTER	20	TRADE ON NEW	\$ 17,455	\$ 15,999	103%	\$3,233	\$964
50	H6529B	2017	KIA	SOUL	28		\$ 17,188	\$ 16,394	95%	\$1,840	\$477
51	H6623	2020	NISSAN	ROGUE	22		\$ 29,117	\$ 29,816	106%	\$1,006	\$517
52	220383B	2018	RAM	1500	18		\$ 38,973	\$ 39,372	100%	\$2,845	\$2,456
53	220556A	2021	Chevrolet	TRAVERSE	12	TRADE ON NEW	\$ 36,963	\$ 37,642	98%	\$1,710	\$5,949

Scoreboard Totals

% Retailed of Non-Franchise Make	73%
Total # Retail Units	55
Avg. Days to Sale	28.5
Avg. Advertised Price (Time of Sale)	\$ 39,458
Avg. Transaction Price	\$ 39,980
Avg. Market Price at 100%	\$ 40,302
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ (1,956)
Avg. Front-End Gross	\$ 3,257
Avg. Finance Gross	\$ 2,127
PUVR	\$ 5,384
Total Gross (Units & PUVR)	\$ 296,119
GROI	170%
% with Trade	51%
Avg. Over/Under Allowance	\$107



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	73%	#DIV/0!	#DIV/0!
Total # Retail Units	55	0	0
Avg. Days to Sale	28.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,458	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,980	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 40,302	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,956)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,257	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,127	#DIV/0!	#DIV/0!
PUVR	\$ 5,384	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 296,119	#DIV/0!	#DIV/0!
GROI	170%	#DIV/0!	#DIV/0!
% with Trade	51%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	107	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	73%	#DIV/0!	#DIV/0!
Total # Retail Units	55	0	0
Avg. Days to Sale	28.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,458	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,980	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 40,302	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,956)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,257	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,127	#DIV/0!	#DIV/0!
PUVR	\$ 5,384	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 296,119	#DIV/0!	#DIV/0!
GROI	170%	#DIV/0!	#DIV/0!
% with Trade	51%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	107	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	73%	#DIV/0!	#DIV/0!
Total # Retail Units	55	0	0
Avg. Days to Sale	28.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,458	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,980	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 40,302	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,956)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,257	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,127	#DIV/0!	#DIV/0!
PUVR	\$ 5,384	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 296,119	#DIV/0!	#DIV/0!
GROI	170%	#DIV/0!	#DIV/0!
% with Trade	51%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	107	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	55	0	0
Avg. Days to Sale	28.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,458	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,980	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 40,302	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,956)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,257	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,127	#DIV/0!	#DIV/0!
PUVR	\$ 5,384	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 296,119	#DIV/0!	#DIV/0!
GROI	170%	#DIV/0!	#DIV/0!
% with Trade	51%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	107	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	55	15	40
Avg. Days to Sale	28.5	31.9	27.2
Avg. Advertised Price (Time of Sale)	\$ 39,458	\$ 57,609	\$ 33,975
Avg. Transaction Price	\$ 39,980	\$ 55,992	\$ 33,975
Avg. Market Price at 100%	\$ 40,302	\$ 53,464	#VALUE!
Avg. Price to Market % (Time of Sale)	98%	108%	#VALUE!
Avg. Transaction to Market	99%	105%	#VALUE!
Avg. Transactional Discount	\$ (1,956)	\$ (2,224)	\$ (1,856)
Avg. Front-End Gross	\$ 3,257	\$ 6,147	\$ 2,173
Avg. Finance Gross	\$ 2,127	\$ 2,729	\$ 1,901
PUVR	\$ 5,384	\$ 8,875	\$ 4,075
Total Gross (Units & PUVR)	\$ 296,119	\$ 133,131	\$ 162,989
GROI	170%	179%	159%
% with Trade	51%	0%	0%
Avg. Over/Under Allowance	107	572	-113



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	55	26	7
% of Retail Units	100%	47%	13%
% Retailed of Non-New Franchise	73%	62%	86%
Avg. Days to Sale	28.5	39.1	35.1
Avg. Transaction Price	\$ 39,980	\$ 43,233	\$ 30,921
Avg. Transaction to Market %	99%	#VALUE!	87%
Avg. Transactional Discount	\$ (1,956)	\$ (2,966)	\$ 1,368
Avg. Front End Gross	\$ 3,257	\$ 4,332	\$ 2,208
Avg. Finance Gross	\$ 2,127	\$ 2,134	\$ 2,408
PUVR	\$ 5,384	\$ 6,466	\$ 4,616
Total Gross (Units & PUVR)	\$ 296,119	\$ 168,104	\$ 32,313
GROI	170%	138%	153%
% with Trade	51%	50%	43%
Avg. Over/Under Allowance	107	34	167



BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	55	40	8
% of Retail Units	100%	73%	15%
% Retailed of Non-New Franchise	73%	73%	75%
Avg. Days to Sale	28.5	13.8	37.0
Avg. Transaction Price	\$ 39,980	\$ 38,654	\$ 37,390
Avg. Transaction to Market %	99%	#VALUE!	193%
Avg. Transactional Discount	\$ (1,956)	\$ (1,714)	\$ (4,850)
Avg. Front End Gross	\$ 3,257	\$ 3,779	\$ 2,036
Avg. Finance Gross	\$ 2,127	\$ 2,061	\$ 2,245
PUVR	\$ 5,384	\$ 5,840	\$ 4,281
Total Gross (Units & PUVR)	\$ 296,119	\$ 233,611	\$ 34,252
GROI	170%	393%	111%
% with Trade	51%	53%	50%
Avg. Over/Under Allowance	107	271	-875



46-60 days	61-90 days	90+ days
1	3	3
2%	5%	5%
100%	67%	67%
54.0	78.0	142.7
\$ 30,500	\$ 54,486	\$ 53,218
95%	98%	100%
\$ 1,774	\$ (440)	\$ (233)
\$ 1,148	\$ 2,921	\$ 591
\$ 750	\$ 2,464	\$ 2,809
\$ 1,898	\$ 5,386	\$ 3,401
\$ 1,898	\$ 16,157	\$ 10,202
41%	46%	16%
0%	33%	67%
#DIV/0!	-1,000	900