

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Gabe Gruillon	EZ	Jonathan
Devin Jones	VJ	Jose
Lee Ray	Mike	Humberto
		Murel
		Everton
		Liz
		Fraylin
		Liz
		Raj
		Tanya
		Ms. Cruz

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	21E0128A	2020	TOYOTA	RAV4	24	Trade on New	No	\$ 31,495	\$ 28,537	101%	\$2,038	\$8,007
2	22A2246A	2021	TOYOTA	SIENNA	40	Trade on New	No	\$ 48,000	\$ 47,000	94%	(\$909)	\$5,155
3	22A2284A	2020	TOYOTA	CH-R	19	Trade on New	YES	\$ 25,500	\$ 25,500	101%	\$3,282	\$6,367
4	21E2119A	2018	TOYOTA	COROLLA	18	Trade on New	No	\$ 21,500	\$ 21,500	103%	\$1,196	\$4,161
5	22J2123B	2016	HONDA	ODYSSEY	32	Trade on New	No	\$ 23,500	\$ 23,500	101%	\$192	\$4,608
6	22F5078A	2015	HONDA	ACCORD	1	Other	No	\$ 18,500	\$ 18,500	100%	\$1,218	\$1,221
7	21E5008A	2014	HYUNDAI	ACCENT	47	Trade on New	No	\$ 10,000	\$ 10,000	95%	\$532	\$1,411
8	12E0495A	2017	TOYOTA	TACOMA	24	Trade on New	No	\$ 37,500	\$ 37,500	107%	\$215	\$2,161
9	12E0502A	2021	TOYOTA	RAV4	18	Trade on New	YES	\$ 37,000	\$ 37,000	96%	\$499	\$1,658
10	P7963	2019	FORD	FIESTA	54	Auction/Wholesale	No	\$ 13,800	\$ 13,800	84%	(\$2,145)	\$3,319
11	12E0498A	2021	TOYOTA	RAV4	27	Trade on New	YES	\$ 36,000	\$ 36,000	100%	\$1,315	\$2,689
12	22E6028A	2009	TOYOTA	TACOMA	13	Trade on New	No	\$ 16,500	\$ 16,500	N/A	\$4,470	\$1,850
13	22E6082A	2016	TOYOTA	SIENNA	9	Trade on New	No	\$ 27,000	\$ 27,000	99%	\$1,200	\$2,952
14	22E6076A	2018	TOYOTA	HIGHLANDER	36	Trade on New	YES	\$ 41,000	\$ 41,000	96%	\$103	\$1,770
15	12E0497A	2015	MAZDA	MAZDA 3	35	Trade on New	No	\$ 16,000	\$ 16,000	82%	\$855	\$0
16	P1A0059	2020	TOYOTA	RAV4	54	Other	YES	\$ 36,000	\$ 36,000	92%	(\$277)	\$1,280
17	RB0033	2021	TOYOTA	RAV4	51	Loaner	No	\$ 33,000	\$ 31,595	91%	(\$1,898)	\$3,752
18	P000101A	2017	FORD	ESCAPE	58	Other	No	\$ 14,000	\$ 13,500	80%	(\$1,778)	\$0
19	22E6071A	2021	TOYOTA	RAV4	51	Trade on New	YES	\$ 43,000	\$ 42,783	98%	\$4,259	\$2,716
20	P7654	2016	MAZDA	MAZDA 3	53	Auction/Wholesale	No	\$ 19,000	\$ 18,311	93%	(\$2,467)	\$170
21	22E6080A	2021	TOYOTA	RAV4	24	Trade on New	YES	\$ 33,000	\$ 31,500	97%	(\$25)	\$2,290
22	P1W0020	2015	HYUNDAI	SONATA	37	Other	No	\$ 15,500	\$ 14,500	86%	(\$3,233)	\$1,710
23	21A2404A	2020	TOYOTA	CAMRY	25	Trade on New	No	\$ 34,000	\$ 34,000	99%	\$709	\$4,240
24	22E6033A	2020	TOYOTA	HIGHLANDER	19	Trade on New	YES	\$ 46,750	\$ 46,750	112%	\$9,300	\$10,677
25	12E0503A	2021	TOYOTA	RAV4	18	Trade on New	No	\$ 34,000	\$ 34,000	105%	\$2,555	\$3,544
26	D1540	2021	TOYOTA	TACOMA	50	Other	YES	\$ 27,800	\$ 27,800	97%	(\$45)	\$1,067
27	12E0511A	2020	TOYOTA	RAV4	15	Trade on New	YES	\$ 33,000	\$ 33,000	105%	\$5,525	\$5,915
28	22E6025A	2022	TOYOTA	COROLLA	53	Trade on New	YES	\$ 26,000	\$ 26,000	98%	\$1,995	\$6,462
29	G7019	2014	Chevrolet	CAMARO	46	Street/Curb Buy	No	\$ 14,500	\$ 14,500	84%	\$2,386	\$2,723

30	N1E0001	2022	TOYOTA	4RUNNER	29	Other	YES	\$	50,500	\$	50,500	97%	(\$1,217)	\$0
31	22E6083A	2021	TOYOTA	RAV4	6	Trade on New	YES	\$	31,500	\$	31,500	101%	(\$2,438)	\$7,231
32	22E7017A	2019	FORD	F150	5	Trade on New	No	\$	40,500	\$	40,005	105%	\$8,555	\$10,958
33	P7268A	2015	CHRYSLER	200	49	Trade on Used	No	\$	9,500	\$	9,500	89%	(\$377)	\$0
34	21A0300B	2020	TOYOTA	COROLLA	2	Trade on New	No	\$	23,000	\$	23,000	99%	\$268	\$1,580
35	12E0495B	2019	TOYOTA	CAMRY	23	Trade on Used	No	\$	31,500	\$	26,500	117%	\$7,862	\$4,735
36	21E2129A	2018	TOYOTA	CAMRY	27	Trade on New	No	\$	26,000	\$	26,000	100%	(\$1,658)	\$3,695
37	21E0132A	2012	TOYOTA	COROLLA	14	Trade on New	No	\$	14,250	\$	14,250	99%	(\$139)	\$1,111
38	22E6032A	2022	TOYOTA	4RUNNER	33	Trade on New	YES	\$	48,000	\$	48,000	98%	\$2,683	\$0
39	22E4026B	2011	BUICK	REGAL	28	Trade on Used	No	\$	12,700	\$	12,700	105%	\$1,755	\$716
40	22E4026A	2012	Volkswagen	GLI	28	Trade on Used	No	\$	13,000	\$	13,000	96%	\$1,977	\$2,186
41	22E6038A	2021	TOYOTA	Tundra	7	Trade on New	YES	\$	49,000	\$	48,997	99%	\$3,662	\$0
42	G7020A	2108	TOYOTA	Tundra	43	Trade on Used	YES	\$	44,750	\$	44,750	105%	\$2,264	\$2,540
43	RB0032	2021	TOYOTA	RAV4	3	Loaner	YES	\$	35,000	\$	35,000	98%	\$849	\$4,087
44	2K9179A	2019	TOYOTA	4RUNNER	1	Other	No	\$	42,680	\$	42,680	99%	\$555	\$6,388
45	RB0032	2021	TOYOTA	RAV4	13	Loaner	YES	\$	35,000	\$	35,000	98%	\$2,354	\$2,012
46	21E2077B	2019	TOYOTA	HIGHLANDER	126	Trade on Used	No	\$	32,000	\$	31,000	99%	\$1,496	\$2,072
47	12E0517A	2021	TOYOTA	COROLLA	32	Trade on New	YES	\$	25,500	\$	25,500	97%	\$2,203	\$1,310
48	12E0511A	2020	TOYOTA	RAV4	35	Trade on New	YES	\$	27,500	\$	27,500	97%	(\$684)	\$5,915
49	22E6080B	2015	JEEP	WRANGLER	28	Trade on Used	No	\$	29,000	\$	26,505	101%	(\$325)	\$2,315
50	21E2140A	2016	TOYOTA	CAMRY	7	Trade on New	No	\$	15,000	\$	13,000	98%	(\$311)	\$755
51	22E6082B	2021	TOYOTA	HIGHLANDER	33	Trade on Used	YES	\$	48,000	\$	46,000	102%	\$2,197	\$2,611
52	21J2243A	2018	TOYOTA	CAMRY	8	Trade on New	YES	\$	26,000	\$	25,500	102%	\$3,055	\$2,140
53	22E6032B	2015	TOYOTA	COROLLA	15	Trade on Used	No	\$	18,500	\$	18,500	99%	\$376	\$1,547

Scoreboard Totals

% Retailed of Non-Franchise Make	27%
Total # Retail Units	59
Avg. Days to Sale	29.2
Avg. Advertised Price (Time of Sale)	\$ 29,029
Avg. Transaction Price	\$ 28,586
Avg. Market Price at 100%	\$ 29,564
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 443
Avg. Front-End Gross	\$ 1,218
Avg. Finance Gross	\$ 3,059
PUVR	\$ 4,277
Total Gross (Units & PUVR)	\$ 252,333
GROI	185%
% with Trade	24%
Avg. Over/Under Allowance	(\$74)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Gabe Guillon
% Retailed of Non-New Franchise	27%	#DIV/0!	19%
Total # Retail Units	59	0	42
Avg. Days to Sale	29.2	#DIV/0!	29.5
Avg. Advertised Price (Time of Sale)	\$ 29,029	#DIV/0!	\$ 30,321
Avg. Transaction Price	\$ 28,586	#DIV/0!	\$ 29,931
Avg. Market Price at 100%	\$ 29,564	#DIV/0!	#VALUE!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#VALUE!
Avg. Transaction to Market	97%	#DIV/0!	#VALUE!
Avg. Transactional Discount	\$ 443	#DIV/0!	\$ 390
Avg. Front-End Gross	\$ 1,218	#DIV/0!	\$ 1,804
Avg. Finance Gross	\$ 3,059	#DIV/0!	\$ 3,308
PUVR	\$ 4,277	#DIV/0!	\$ 5,112
Total Gross (Units & PUVR)	\$ 252,333	#DIV/0!	\$ 214,711
GROI	185%	#DIV/0!	209%
% with Trade	24%	#DIV/0!	19%
Avg. Over/Under Allowance	-74	#DIV/0!	98



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Fraylin
% Retailed of Non-New Franchise	27%	#DIV/0!	0%
Total # Retail Units	59	0	5
Avg. Days to Sale	29.2	#DIV/0!	36.8
Avg. Advertised Price (Time of Sale)	\$ 29,029	#DIV/0!	\$ 29,750
Avg. Transaction Price	\$ 28,586	#DIV/0!	\$ 29,001
Avg. Market Price at 100%	\$ 29,564	#DIV/0!	\$ 30,848
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	96%
Avg. Transaction to Market	97%	#DIV/0!	94%
Avg. Transactional Discount	\$ 443	#DIV/0!	\$ 749
Avg. Front-End Gross	\$ 1,218	#DIV/0!	\$ 502
Avg. Finance Gross	\$ 3,059	#DIV/0!	\$ 2,665
PUVR	\$ 4,277	#DIV/0!	\$ 3,167
Total Gross (Units & PUVR)	\$ 252,333	#DIV/0!	\$ 15,834
GROI	185%	#DIV/0!	107%
% with Trade	24%	#DIV/0!	20%
Avg. Over/Under Allowance	-74	#DIV/0!	200



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	27%	#DIV/0!	#DIV/0!
Total # Retail Units	59	0	0
Avg. Days to Sale	29.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,029	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 28,586	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 29,564	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 443	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,218	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,059	#DIV/0!	#DIV/0!
PUVR	\$ 4,277	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 252,333	#DIV/0!	#DIV/0!
GROI	185%	#DIV/0!	#DIV/0!
% with Trade	24%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-74	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	59	25	34
Avg. Days to Sale	29.2	28.3	29.8
Avg. Advertised Price (Time of Sale)	\$ 29,029	\$ 35,752	\$ 23,537
Avg. Transaction Price	\$ 28,586	\$ 35,453	\$ 23,537
Avg. Market Price at 100%	\$ 29,564	\$ 35,951	#VALUE!
Avg. Price to Market % (Time of Sale)	98%	99%	#VALUE!
Avg. Transaction to Market	97%	99%	#VALUE!
Avg. Transactional Discount	\$ 443	\$ 299	\$ 549
Avg. Front-End Gross	\$ 1,218	\$ 1,854	\$ 750
Avg. Finance Gross	\$ 3,059	\$ 3,371	\$ 2,829
PUVR	\$ 4,277	\$ 5,225	\$ 3,580
Total Gross (Units & PUVR)	\$ 252,333	\$ 130,621	\$ 121,712
GROI	185%	187%	184%
% with Trade	24%	32%	18%
Avg. Over/Under Allowance	-74	-63	-82



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	59	43	16
Avg. Days to Sale	29.2	27.2	34.4
Avg. Advertised Price (Time of Sale)	\$ 29,029	\$ 32,819	\$ 18,512
Avg. Transaction Price	\$ 28,586	\$ 32,335	\$ 18,512
Avg. Market Price at 100%	\$ 29,564	#VALUE!	\$ 19,803
Avg. Price to Market % (Time of Sale)	98%	#VALUE!	93%
Avg. Transaction to Market	97%	#VALUE!	93%
Avg. Transactional Discount	\$ 443	\$ 484	\$ 332
Avg. Front-End Gross	\$ 1,218	\$ 1,469	\$ 545
Avg. Finance Gross	\$ 3,059	\$ 3,432	\$ 2,056
PUVR	\$ 4,277	\$ 4,901	\$ 2,600
Total Gross (Units & PUVR)	\$ 252,333	\$ 210,728	\$ 41,605
GROI	185%	201%	147%
% with Trade	24%	28%	13%
Avg. Over/Under Allowance	-74	-102	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	59	34	11
% of Retail Units	100%	58%	19%
% Retailed of Non-New Franchise	27%	15%	36%
Avg. Days to Sale	29.2	23.0	42.0
Avg. Transaction Price	\$ 28,586	\$ 30,079	\$ 26,292
Avg. Transaction to Market %	97%	#VALUE!	97%
Avg. Transactional Discount	\$ 443	\$ 259	\$ 1,249
Avg. Front End Gross	\$ 1,218	\$ 1,616	\$ 1,756
Avg. Finance Gross	\$ 3,059	\$ 3,541	\$ 2,799
PUVR	\$ 4,277	\$ 5,157	\$ 4,554
Total Gross (Units & PUVR)	\$ 252,333	\$ 175,348	\$ 50,098
GROI	185%	268%	148%
% with Trade	24%	29%	27%
Avg. Over/Under Allowance	-74	-259	250



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	2	3	0
2%	3%	5%	0%
100%	100%	0%	#DIV/0!
46.0	53.5	22.3	#DIV/0!
\$ 14,500	\$ 16,056	\$ 33,865	#DIV/0!
84%	87%	94%	#DIV/0!
\$ -	\$ 345	\$ 468	#DIV/0!
\$ 2,386	\$ (2,306)	\$ 435	#DIV/0!
\$ 2,723	\$ 1,745	\$ 3,284	#DIV/0!
\$ 5,109	\$ (562)	\$ 3,719	#DIV/0!
\$ 5,109	\$ (1,123)	\$ 11,156	#DIV/0!
276%	-24%	177%	#DIV/0!
0%	0%	0%	#DIV/0!
0	0	0	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	8
0%	0%	14%
#DIV/0!	#DIV/0!	50%
#DIV/0!	#DIV/0!	32.0
#DIV/0!	#DIV/0!	\$ 28,310
#DIV/0!	#DIV/0!	93%
#DIV/0!	#DIV/0!	\$ 188
#DIV/0!	#DIV/0!	\$ (184)
#DIV/0!	#DIV/0!	\$ 1,652
#DIV/0!	#DIV/0!	\$ 1,468
#DIV/0!	#DIV/0!	\$ 11,745
#DIV/0!	#DIV/0!	58%
#DIV/0!	#DIV/0!	13%
#DIV/0!	#DIV/0!	250

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	59	36	10
% of Retail Units	100%	61%	17%
% Retailed of Non-New Franchise	27%	19%	30%
Avg. Days to Sale	29.2	17.0	35.6
Avg. Transaction Price	\$ 28,586	\$ 28,897	\$ 33,375
Avg. Transaction to Market %	97%	#VALUE!	95%
Avg. Transactional Discount	\$ 443	\$ 447	\$ 400
Avg. Front End Gross	\$ 1,218	\$ 1,771	\$ 567
Avg. Finance Gross	\$ 3,059	\$ 3,404	\$ 2,562
PUVR	\$ 4,277	\$ 5,175	\$ 3,129
Total Gross (Units & PUVR)	\$ 252,333	\$ 186,309	\$ 31,290
GROI	185%	379%	95%
% with Trade	24%	28%	40%
Avg. Over/Under Allowance	-74	-217	389



46-60 days	61-90 days	90+ days
12	0	1
20%	0%	2%
50%	#DIV/0!	0%
52.2	#DIV/0!	126.0
\$ 23,462	#DIV/0!	\$ 31,000
90%	#DIV/0!	96%
\$ 421	#DIV/0!	\$ 1,000
\$ 78	#DIV/0!	\$ 1,496
\$ 2,519	#DIV/0!	\$ 2,072
\$ 2,597	#DIV/0!	\$ 3,568
\$ 31,166	#DIV/0!	\$ 3,568
76%	#DIV/0!	33%
0%	#DIV/0!	0%
0	#DIV/0!	0