

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Jeffrey Akeroyd	Monica Carrizales	Marisela Ramos
Brian Williford	Rick Torres	Christopher Placido
Matt Schipper	Nick Acosta	Juan Galindo
Michael Dauer		Bobby Villegas
		Josh Serna
		Jose Reyna
		Pam Howard
		Mouhammad
		Gary McClelland
		Tony Castillo
		Martin Contreras
		Alyssia Morrison
		Michael Anderson
		John Sanchez
		Joshua Delgado
		Amjad Shakoor

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	UM187052	2015	MAZDA	M3	21	Trade on New	No	\$ 15,888	\$ 15,888	105%	\$2,969	\$3,342
2	U0128419	2017	MAZDA	CX5	14	Trade on New	No	\$ 21,988	\$ 21,988	92%	\$2,154	\$3,182
3	U0223598	2018	MAZDA	CX9	41	Trade on New	YES	\$ 24,671	\$ 24,671	99%	\$1,804	\$1,473
4	L1497653	2021	MAZDA	cx5	3	Loaner	YES	\$ 28,988	\$ 28,988	92%	\$5,998	\$2,765
5	U1231788	2015	MAZDA	M3	8	Trade on New	No	\$ 21,988	\$ 21,988	99%	\$5,611	\$2,021
6	P1322016	2021	MAZDA	M3	28	Auction/Wholesale	YES	\$ 25,988	\$ 24,561	99%	(\$648)	\$2,386
7	N0732420	2020	MAZDA	CX5	88	Auction/Wholesale	YES	\$ 24,888	\$ 24,888	91%	(\$3,043)	\$1,868
8	N0427331	2019	MAZDA	CX3	5	Auction/Wholesale	YES	\$ 25,988	\$ 25,988	100%	\$4,715	\$2,780
9	U7651010	2020	KIA	SPORTAGE	47	Trade on New	No	\$ 22,868	\$ 22,868	102%	\$3,713	\$1,013
10	N0623534	2019	MAZDA	CX5	6	Auction/Wholesale	YES	\$ 28,988	\$ 28,988	100%	\$3,018	\$1,660
11	P0735398	2020	MAZDA	CX5	57	Auction/Wholesale	YES	\$ 28,988	\$ 26,649	97%	\$1,344	\$2,296
12	P1453652	2019	MAZDA	CX3	18	Auction/Wholesale	YES	\$ 23,988	\$ 22,988	98%	\$694	\$2,271
13	L1497688	2021	MAZDA	CX5	3	Loaner	YES	\$ 28,988	\$ 28,988	92%	\$2,639	\$2,902
14	U3026960	2019	TOYOTA	COROLLA	22	Trade on New	No	\$ 25,988	\$ 25,988	106%	\$7,719	\$3,035
15	L0501218	2021	MAZDA	CX5	3	Loaner	YES	\$ 29,988	\$ 29,988	96%	\$5,067	\$0
16	UT542741	2012	MINI	COOPER	6	Trade on New	No	\$ 11,988	\$ 10,660	100%	\$4,969	\$1,954
17	UM124519	2017	MAZDA	M3	5	Trade on New	YES	\$ 22,988	\$ 22,988	102%	\$3,286	\$2,259
18	HS655528	2017	RAM	1500	78	Trade on New	No	\$ 18,988	\$ 18,500	91%	\$5,567	\$598
19	UU299501	2021	HYUNDAI	TUSCON	27	Trade on New	No	\$ 30,988	\$ 30,988	98%	\$3,386	\$3,461
20	UFB82500	2016	FORD	F150	51	Trade on New	No	\$ 29,988	\$ 27,988	95%	\$2,101	\$1,634
21	UD572438	2020	JEEP	CHEROKEE	61	Trade on New	No	\$ 34,988	\$ 31,611	95%	\$2,257	\$2,723
22	PC283930	2019	FORD	ECO SPORT	34	Auction/Wholesale	No	\$ 22,236	\$ 21,300	98%	(\$761)	\$1,145
23	UN060816	2021	AUDI	A6	25	Trade on New	No	\$ 56,988	\$ 56,500	96%	\$2,402	\$2,445
24	U1627349	2019	MAZDA	CX5	15	Trade on New	YES	\$ 28,988	\$ 28,988	105%	\$2,452	\$0
25	L1498723	2021	MAZDA	CX5	31	Loaner	YES	\$ 28,988	\$ 28,988	92%	\$4,103	\$4,690
26	LM401608	2022	MAZDA	CX30	7	Loaner	YES	\$ 26,988	\$ 26,988	100%	\$5,570	\$2,185
27	UU319735	2021	HYUNDAI	PALISADE	40	Trade on New	No	\$ 41,662	\$ 41,797	98%	\$1,433	\$5,535
28	UU384826	2021	TOYOTA	CAMRY	32	Trade on New	No	\$ 33,988	\$ 33,000	98%	\$5,155	\$2,573

29	U0420614	2021	MAZDA	CX5	10	Trade on New	YES	\$	33,988	\$	33,988	103%	\$3,617	\$3,205
30	U0646442	2019	MAZDA	CX5	50	Trade on New	YES	\$	31,988	\$	30,544	100%	\$570	\$3,251
31	L1498167	2021	MAZDA	CX5	8	Loaner	YES	\$	28,988	\$	28,988	95%	\$3,778	\$0
32	L0498864	2021	MAZDA	CX5	7	Loaner	YES	\$	28,988	\$	28,988	94%	\$4,100	\$0
33	UW551330	2013	NISSAN	ROUGE	17	Trade on New	No	\$	8,988	\$	8,988	96%	\$2,455	\$100
34	U0860646	2020	MAZDA	CX5	7	Trade on New	YES	\$	27,988	\$	27,988	104%	\$2,545	\$3,966
35	UM190010	2018	MAZDA	M3	5	Trade on New	YES	\$	22,988	\$	22,988	104%	\$22,988	\$22,988
36	UEC29897	2017	FORD	F250	11	Trade on New	No	\$	53,988	\$	53,988	112%	\$6,245	\$2,515
37	UH307411	2011	HONDA	CIVIC	13	Trade on New	No	\$	10,988	\$	10,738	100%	\$2,761	\$2,612
38	U0386620	2014	MAZDA	CX5	8	Trade on New	No	\$	19,988	\$	19,583	113%	\$4,904	\$2,785
39	P0436771	2019	MAZDA	CX3	7	Auction/Wholesale	YES	\$	25,988	\$	25,988	98%	\$3,617	\$2,495
40	UC561961	2018	VOLKSWAGEN	ATLAS	12	Trade on New	No	\$	24,988	\$	24,988	115%	\$5,664	\$3,671
41	PW197873	2014	TOYOTA	RAV4	77	Auction/Wholesale	No	\$	19,988	\$	17,619	95%	(\$82)	\$3,096
42	U0162230	2013	MAZDA	CX5	14	Trade on New	No	\$	13,988	\$	12,500	100%	\$3,672	\$1,563
43	PU312894	2021	HYUNDAI	TUCSON	86	Auction/Wholesale	No	\$	30,988	\$	26,329	97%	(\$5,183)	\$3,983
44	PA016060	2019	HONDA	ACCORD	26	Auction/Wholesale	No	\$	31,988	\$	29,938	100%	(\$427)	\$2,904
45	P1604814	2021	MAZDA	M6	58	Auction/Wholesale	YES	\$	27,988	\$	24,991	98%	(\$2,247)	\$3,375
46	U1672636	2012	MAZDA	M3	18	Trade on New	No	\$	10,988	\$	10,988	141%	\$4,408	\$0
47	U0306826	2019	MAZDA	CX9	78	Trade on New	YES	\$	36,988	\$	31,125	92%	\$538	\$3,056
48	PB043880	2019	HONDA	PILOT	93	Auction/Wholesale	No	\$	36,988	\$	31,910	96%	(\$4,013)	\$2,883
49	N0629924	2019	MAZDA	CX5	10	Street/Curb Buy	YES	\$	31,988	\$	31,988	100%	\$3,235	\$4,352
50	PS796622	2017	TOYOTA	SIENNA	26	Auction/Wholesale	No	\$	30,988	\$	30,323	101%	\$1,153	\$0
51	U0653615	2016	MAZDA	CX5	8	Trade on New	YES	\$	19,988	\$	19,988	100%	\$4,839	\$4,318
52	U0793648	2020	MAZDA	CX5	7	Trade on New	YES	\$	27,988	\$	27,988	104%	\$3,207	\$791
53	UU910729	2015	TOYOTA	CAMRY	17	Trade on New	No	\$	15,988	\$	14,800	89%	\$4,559	\$627

Scoreboard Totals

% Retailed of Non-Franchise Make	47%
Total # Retail Units	200
Avg. Days to Sale	31.2
Avg. Advertised Price (Time of Sale)	\$ 25,763
Avg. Transaction Price	\$ 24,862
Avg. Market Price at 100%	\$ 26,125
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 901
Avg. Front-End Gross	\$ 2,003
Avg. Finance Gross	\$ 2,104
PUVR	\$ 4,106
Total Gross (Units & PUVR)	\$ 821,238
GROI	191%
% with Trade	35%
Avg. Over/Under Allowance	\$848



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	47%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	31.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,763	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,862	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,125	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 901	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,003	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,104	#DIV/0!	#DIV/0!
PUVR	\$ 4,106	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 821,238	#DIV/0!	#DIV/0!
GROI	191%	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	848	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	47%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	31.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,763	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,862	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,125	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 901	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,003	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,104	#DIV/0!	#DIV/0!
PUVR	\$ 4,106	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 821,238	#DIV/0!	#DIV/0!
GROI	191%	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	848	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	47%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	31.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,763	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,862	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 26,125	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 901	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,003	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,104	#DIV/0!	#DIV/0!
PUVR	\$ 4,106	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 821,238	#DIV/0!	#DIV/0!
GROI	191%	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	848	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	87	113
Avg. Days to Sale	31.2	27.6	34.0
Avg. Advertised Price (Time of Sale)	\$ 25,763	\$ 28,367	\$ 22,761
Avg. Transaction Price	\$ 24,862	\$ 27,591	\$ 22,761
Avg. Market Price at 100%	\$ 26,125	\$ 28,673	\$ 24,429
Avg. Price to Market % (Time of Sale)	99%	99%	93%
Avg. Transaction to Market	95%	96%	93%
Avg. Transactional Discount	\$ 901	\$ 777	\$ 997
Avg. Front-End Gross	\$ 2,003	\$ 2,203	\$ 1,848
Avg. Finance Gross	\$ 2,104	\$ 2,445	\$ 1,841
PUVR	\$ 4,106	\$ 4,647	\$ 3,689
Total Gross (Units & PUVR)	\$ 821,238	\$ 404,327	\$ 416,911
GROI	191%	220%	172%
% with Trade	35%	46%	26%
Avg. Over/Under Allowance	848	1,167	554



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	106	94
Avg. Days to Sale	31.2	25.0	38.3
Avg. Advertised Price (Time of Sale)	\$ 25,763	\$ 26,457	\$ 23,863
Avg. Transaction Price	\$ 24,862	\$ 25,748	\$ 23,863
Avg. Market Price at 100%	\$ 26,125	\$ 26,753	\$ 25,736
Avg. Price to Market % (Time of Sale)	99%	99%	93%
Avg. Transaction to Market	95%	96%	93%
Avg. Transactional Discount	\$ 901	\$ 709	\$ 1,118
Avg. Front-End Gross	\$ 2,003	\$ 2,285	\$ 1,684
Avg. Finance Gross	\$ 2,104	\$ 2,302	\$ 1,880
PUVR	\$ 4,106	\$ 4,587	\$ 3,564
Total Gross (Units & PUVR)	\$ 821,238	\$ 486,222	\$ 335,016
GROI	191%	257%	141%
% with Trade	35%	38%	31%
Avg. Over/Under Allowance	848	1,115	558



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	87	36
% of Retail Units	100%	44%	18%
% Retailed of Non-New Franchise	47%	43%	81%
Avg. Days to Sale	31.2	29.7	32.5
Avg. Transaction Price	\$ 24,862	\$ 24,558	\$ 20,165
Avg. Transaction to Market %	95%	97%	93%
Avg. Transactional Discount	\$ 901	\$ 713	\$ 1,019
Avg. Front End Gross	\$ 2,003	\$ 2,558	\$ 2,216
Avg. Finance Gross	\$ 2,104	\$ 2,413	\$ 1,616
PUVR	\$ 4,106	\$ 4,971	\$ 3,833
Total Gross (Units & PUVR)	\$ 821,238	\$ 432,440	\$ 137,974
GROI	191%	245%	211%
% with Trade	35%	26%	36%
Avg. Over/Under Allowance	848	1,063	-275



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	47	23	5
1%	24%	12%	3%
0%	60%	0%	0%
7.0	45.6	14.0	2.0
\$ 26,884	\$ 26,153	\$ 31,335	\$ 21,241
103%	92%	100%	91%
\$ 104	\$ 1,689	\$ 84	\$ -
\$ 3,786	\$ (183)	\$ 4,205	\$ 510
\$ 3,769	\$ 1,897	\$ 1,962	\$ 2,157
\$ 7,555	\$ 1,714	\$ 6,166	\$ 2,667
\$ 15,109	\$ 80,554	\$ 141,824	\$ 13,337
1445%	52%	506%	2260%
0%	43%	57%	0%
#DIV/0!	1,256	625	#DIV/0!

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	200	118	32
% of Retail Units	100%	59%	16%
% Retailed of Non-New Franchise	47%	40%	47%
Avg. Days to Sale	31.2	14.0	36.7
Avg. Transaction Price	\$ 24,862	\$ 24,107	\$ 24,687
Avg. Transaction to Market %	95%	99%	95%
Avg. Transactional Discount	\$ 901	\$ 352	\$ 726
Avg. Front End Gross	\$ 2,003	\$ 2,990	\$ 1,516
Avg. Finance Gross	\$ 2,104	\$ 2,045	\$ 2,273
PUVR	\$ 4,106	\$ 5,036	\$ 3,789
Total Gross (Units & PUVR)	\$ 821,238	\$ 594,206	\$ 121,237
GROI	191%	537%	150%
% with Trade	35%	33%	38%
Avg. Over/Under Allowance	848	808	1,000



46-60 days	61-90 days	90+ days
21	23	6
11%	12%	3%
62%	65%	67%
52.3	74.7	99.5
\$ 26,792	\$ 26,889	\$ 26,108
90%	87%	79%
\$ 1,857	\$ 2,139	\$ 4,547
\$ 293	\$ 334	\$ (2,450)
\$ 2,097	\$ 2,082	\$ 2,456
\$ 2,390	\$ 2,416	\$ 6
\$ 50,186	\$ 55,574	\$ 35
61%	43%	0%
67%	17%	0%
750	1,000	#DIV/0!