

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	H44079A	2018	HONDA	CIVIC TYPE R	8	Auction/Wholesale	Yes	\$ 49,999	\$ 49,999	113%	\$4,376	\$8,418
2	H43930P	2019	Mercedes-Benz	GLC 300	67	Street/Curb Buy	No	\$ 40,936	\$ 39,500	95%	\$1,242	\$0
3	H44056T	2019	HONDA	CIVIC LX SEDAN	16	Trade on New	Yes	\$ 25,499	\$ 25,200	100%	\$4,157	\$2,766
4	H43976P	2019	HONDA	CIVIC TYPE R	38	Street/Curb Buy	Yes	\$ 49,886	\$ 49,886	105%	\$2,786	\$8,055
5	H44046T	2019	HONDA	CIVIC HATCHBACK	21	Trade on Used	No	\$ 29,788	\$ 29,788	100%	\$2,419	\$8,841
6	H43985T	2019	HONDA	CIVIC LX SEDAN	45	Trade on New	No	\$ 23,886	\$ 23,800	94%	\$1,608	\$5,583
7	H43919P	2019	Volkswagen	JETTA	76	Street/Curb Buy	No	\$ 23,297	\$ 22,500	96%	(\$829)	\$0
8	H43979T	2019	HONDA	ODYSSEY	48	Trade on New	No	\$ 42,499	\$ 42,499	97%	\$2,265	\$0
9	H44016P	2017	TOYOTA	SIENNA	39	Street/Curb Buy	No	\$ 32,899	\$ 31,500	109%	(\$5)	\$0
10	H43849T	2017	FORD	MUSTANG	108	Trade on New	No	\$ 36,286	\$ 35,786	88%	(\$1,108)	\$6,053
11	H44105P	2017	HONDA	CIVIC LX SEDAN	10	Street/Curb Buy	No	\$ 17,886	\$ 17,000	83%	\$682	\$2,269
12	H43920P	2021	LEXUS	NX 300	84	Street/Curb Buy	No	\$ 44,586	\$ 44,586	98%	(\$279)	\$1,709
13	H44108P	2015	NISSAN	ROGUE	11	Street/Curb Buy	No	\$ 19,999	\$ 19,500	106%	\$486	\$0
14	H44065P	2019	NISSAN	QASHQAI	21	Street/Curb Buy	No	\$ 25,999	\$ 25,999	100%	\$6,150	\$5,394
15	H44070P	2020	TOYOTA	CAMRY	21	Street/Curb Buy	No	\$ 32,299	\$ 31,999	103%	\$4,899	\$8,645
16	H44075P	2012	HONDA	FIT	22	Street/Curb Buy	No	\$ 13,499	\$ 13,499	100%	\$1,481	\$0
17	H44111P	2018	TOYOTA	RAV4	8	Street/Curb Buy	No	\$ 27,999	\$ 27,999	101%	\$1,043	\$9,421
18	H44092P	2015	HONDA	CR-V	17	Street/Curb Buy	No	\$ 26,499	\$ 24,999	117%	\$1,827	\$0
19	H43834T	2017	HONDA	CR-V	108	Trade on New	No	\$ 25,699	\$ 25,000	96%	\$1,072	\$3,774
20	H43977P	2016	DODGE	JOURNEY	58	Street/Curb Buy	No	\$ 19,998	\$ 19,998	100%	(\$293)	\$1,391
21	H43993A	2017	TOYOTA	COROLLA	58	Auction/Wholesale	No	\$ 21,899	\$ 21,899	102%	\$2,598	\$3,788
22	H44004P	2021	HONDA	CR-V	53	Street/Curb Buy	Yes	\$ 33,999	\$ 32,999	103%	(\$178)	\$4,469
23	H44018P	2018	HONDA	CR-V	49	Street/Curb Buy	No	\$ 26,599	\$ 27,789	94%	\$7,823	\$5,792
24	H44028P	2018	HONDA	ODYSSEY	32	Street/Curb Buy	No	\$ 42,899	\$ 42,423	106%	\$4,109	\$0
25	H44059P	2016	TOYOTA	COROLLA	28	Street/Curb Buy	No	\$ 18,999	\$ 17,700	104%	\$2,186	\$0
26	H43966P	2020	HONDA	CIVIC EX SEDAN	27	Street/Curb Buy	Yes	\$ 30,999	\$ 30,999	107%	\$1,784	\$0
27	H44101P	2018	HONDA	FIT	18	Street/Curb Buy	Yes	\$ 22,999	\$ 22,000	98%	(\$103)	\$2,024
28	H44121P	2017	HONDA	CIVIC	7	Street/Curb Buy	Yes	\$ 25,499	\$ 25,399	108%	\$1,722	\$1,285
29	H43874P	2018	HONDA	CIVIC	103	Street/Curb Buy	No	\$ 22,986	\$ 22,736	93%	\$605	\$4,948
30	H43802P	2018	TOYOTA	CAMRY	136	Street/Curb Buy	No	\$ 28,886	\$ 28,000	96%	(\$3,226)	\$0

31	H43918P	2018	HONDA	CR-V	82	Street/Curb Buy	No	\$	28,599	\$	28,599	101%	\$532	\$4,972
32	H43987P	2019	HONDA	CIVIC	63	Street/Curb Buy	No	\$	23,588	\$	23,588	95%	\$1,511	\$4,320
33	H44017P	2018	HONDA	CIVIC	44	Auction/Wholesale	No	\$	26,499	\$	26,499	106%	\$1,204	\$3,257
34	H44058A	2016	HONDA	ACCORD	34	Auction/Wholesale	No	\$	25,999	\$	24,725	102%	\$456	\$0
35	H44073P	2013	HONDA	PILOT	30	Street/Curb Buy	No	\$	21,999	\$	20,787	109%	\$981	\$0
36	H44134P	2015	HONDA	CIVIC	10	Street/Curb Buy	No	\$	17,499	\$	17,000	107%	\$487	\$1,386
37	H44055T	2019	HONDA	CR-V	37	Trade on New	No	\$	28,999	\$	29,803	98%	\$1,319	\$4,840
38	H44103T	2020	HONDA	CIVIC	26	Trade on New	YES	\$	31,499	\$	31,499	102%	\$3,405	\$6,542
39	H44128P	2017	HONDA	CIVIC	13	Street/Curb Buy	No	\$	23,199	\$	23,199	98%	\$3,576	\$4,457
40	H43956P	2019	FORD	EDGE	78	Street/Curb Buy	No	\$	31,599	\$	31,599	98%	(\$327)	\$0
41	H44045T	2018	HONDA	CR-V	47	Trade on New	No	\$	28,899	\$	29,899	92%	\$2,153	\$7,310
42	H44112T	2007	HONDA	ODYSSEY	22	Trade on New	No	\$	2,600	\$	2,600	95%	\$1,335	\$0
43	H44157A	2016	Honda	CR-V	2	Trade on New	No	\$	24,500	\$	24,500	102%	\$1,853	\$2,510
44	H43847P	2018	Honda	CIVIC	101	Street/Curb Buy	No	\$	24,986	\$	26,999	94%	\$1,986	\$2,310
45	H43888T	2015	Hyundai	TUCSON	114	Trade on New	No	\$	14,399	\$	13,950	94%	\$3,483	\$0
46	H44010P	2018	Hyundai	ELANTRA	59	Street/Curb Buy	No	\$	21,499	\$	21,499	103%	\$1,405	\$3,290
47	H44095P	2020	Honda	CR-V	11	Street/Curb Buy	Yes	\$	37,199	\$	36,273	102%	\$1,739	\$0
48	H44107T	2011	Honda	CIVIC	29	Trade on New	No	\$	2,300	\$	2,300	100%	\$235	\$0
49	H44135P	2020	Honda	CIVIC	17	Street/Curb Buy	Yes	\$	28,900	\$	28,900	100%	\$3,143	\$2,066
50	H44148P	2015	Nissan	ROGUE	9	Street/Curb Buy	No	\$	17,699	\$	17,199	93%	\$1,377	\$0
51	H44155A	2018	Ford	EXPLOREER	7	Auction/Wholesale	No	\$	29,899	\$	29,899	100%	(\$1,127)	\$5,969
52	H44037P	2019	Mazda	CX3	53	Street/Curb Buy	No	\$	27,599	\$	26,741	100%	\$1,125	\$1,253
53	H44060P	2019	Infiniti	QX60	44	Street/Curb Buy	No	\$	36,599	\$	35,800	102%	(\$255)	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	32%
Total # Retail Units	109
Avg. Days to Sale	40.7
Avg. Advertised Price (Time of Sale)	\$ 27,836
Avg. Transaction Price	\$ 27,522
Avg. Market Price at 100%	\$ 27,759
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 314
Avg. Front-End Gross	\$ 1,454
Avg. Finance Gross	\$ 2,898
PUVR	\$ 4,353
Total Gross (Units & PUVR)	\$ 474,460
GROI	140%
% with Trade	19%
Avg. Over/Under Allowance	\$186



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	AARON FONG	ALEX AN
% Retailed of Non-New Franchise	32%	36%	31%
Total # Retail Units	109	22	87
Avg. Days to Sale	40.7	41.0	40.7
Avg. Advertised Price (Time of Sale)	\$ 27,836	\$ 30,188	\$ 27,241
Avg. Transaction Price	\$ 27,522	\$ 29,933	\$ 26,912
Avg. Market Price at 100%	\$ 27,759	\$ 30,166	\$ 27,148
Avg. Price to Market % (Time of Sale)	100%	100%	100%
Avg. Transaction to Market	99%	99%	99%
Avg. Transactional Discount	\$ 314	\$ 255	\$ 329
Avg. Front-End Gross	\$ 1,454	\$ 1,322	\$ 1,488
Avg. Finance Gross	\$ 2,898	\$ 3,192	\$ 2,824
PUVR	\$ 4,353	\$ 4,514	\$ 4,312
Total Gross (Units & PUVR)	\$ 474,460	\$ 99,315	\$ 375,145
GROI	140%	133%	142%
% with Trade	19%	27%	17%
Avg. Over/Under Allowance	186	500	60



Scoreboard

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Sales Consultant	Totals	YANG WANG	PETER WANG
% Retailed of Non-New Franchise	32%	50%	31%
Total # Retail Units	109	12	16
Avg. Days to Sale	40.7	34.6	46.4
Avg. Advertised Price (Time of Sale)	\$ 27,836	\$ 27,106	\$ 26,112
Avg. Transaction Price	\$ 27,522	\$ 26,341	\$ 25,880
Avg. Market Price at 100%	\$ 27,759	\$ 26,710	\$ 26,309
Avg. Price to Market % (Time of Sale)	100%	101%	99%
Avg. Transaction to Market	99%	99%	98%
Avg. Transactional Discount	\$ 314	\$ 765	\$ 232
Avg. Front-End Gross	\$ 1,454	\$ 968	\$ 1,304
Avg. Finance Gross	\$ 2,898	\$ 1,566	\$ 1,829
PUVR	\$ 4,353	\$ 2,534	\$ 3,133
Total Gross (Units & PUVR)	\$ 474,460	\$ 30,409	\$ 50,133
GROI	140%	100%	94%
% with Trade	19%	8%	38%
Avg. Over/Under Allowance	186	#DIV/0!	238



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ALVIN CHOW	KUMAR SIVAPRAGA	STACY WALTON	AALIYAH LACHANCE
41%	38%	60%	25%
17	8	5	8
26.4	31.4	62.0	45.5
\$ 28,328	\$ 27,482	\$ 24,096	\$ 21,746
\$ 27,997	\$ 27,023	\$ 23,345	\$ 21,527
\$ 27,685	\$ 27,531	\$ 24,263	\$ 21,246
102%	100%	99%	102%
101%	98%	96%	101%
\$ 331	\$ 459	\$ 751	\$ 219
\$ 2,708	\$ 2,551	\$ (344)	\$ 1,140
\$ 2,457	\$ 2,570	\$ 502	\$ 1,741
\$ 5,165	\$ 5,121	\$ 158	\$ 2,881
\$ 87,807	\$ 40,966	\$ 788	\$ 23,049
252%	217%	4%	106%
29%	25%	0%	25%
-350	#DIV/0!	#DIV/0!	#DIV/0!

ROGER DE LEON	FARSHID POURHADI		
26%	8%	#DIV/0!	#DIV/0!
31	12	0	0
44.2	44.9	#DIV/0!	#DIV/0!
\$ 30,975	\$ 27,910	#DIV/0!	#DIV/0!
\$ 30,887	\$ 27,592	#DIV/0!	#DIV/0!
\$ 31,322	\$ 27,578	#DIV/0!	#DIV/0!
99%	101%	#DIV/0!	#DIV/0!
99%	100%	#DIV/0!	#DIV/0!
\$ 89	\$ 317	#DIV/0!	#DIV/0!
\$ 1,512	\$ 444	#DIV/0!	#DIV/0!
\$ 5,205	\$ 2,311	#DIV/0!	#DIV/0!
\$ 6,718	\$ 2,755	#DIV/0!	#DIV/0!
\$ 208,247	\$ 33,061	#DIV/0!	#DIV/0!
177%	80%	#DIV/0!	#DIV/0!
13%	8%	#DIV/0!	#DIV/0!
500	200	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	ALAN MATHEWS	KRISHESH MALI
% Retailed of Non-New Franchise	32%	19%	37%
Total # Retail Units	109	21	19
Avg. Days to Sale	40.7	38.9	37.2
Avg. Advertised Price (Time of Sale)	\$ 27,836	\$ 27,941	\$ 28,675
Avg. Transaction Price	\$ 27,522	\$ 27,875	\$ 28,154
Avg. Market Price at 100%	\$ 27,759	\$ 28,039	\$ 28,366
Avg. Price to Market % (Time of Sale)	100%	100%	101%
Avg. Transaction to Market	99%	99%	99%
Avg. Transactional Discount	\$ 314	\$ 66	\$ 521
Avg. Front-End Gross	\$ 1,454	\$ 1,346	\$ 1,821
Avg. Finance Gross	\$ 2,898	\$ 3,278	\$ 3,408
PUVR	\$ 4,353	\$ 4,624	\$ 5,228
Total Gross (Units & PUVR)	\$ 474,460	\$ 97,109	\$ 99,334
GROI	140%	154%	180%
% with Trade	19%	0%	0%
Avg. Over/Under Allowance	186	#DIV/0!	433



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CHRIS CHO	REZA SAMAVARMINH LAM	JENNY LAM
47%	0%	39%
17	9	28
49.5	24.2	43.2
\$ 31,495	\$ 27,420	\$ 27,568
\$ 31,473	\$ 26,855	\$ 27,049
\$ 31,459	\$ 26,569	\$ 28,007
100%	103%	98%
100%	101%	97%
\$ 22	\$ 565	\$ 519
\$ 1,510	\$ 1,815	\$ 1,179
\$ 3,262	\$ 1,436	\$ 2,733
\$ 4,772	\$ 3,251	\$ 3,911
\$ 81,124	\$ 29,262	\$ 109,514
110%	180%	120%
0%	0%	0%
-350	#DIV/0!	75

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	109	25	84
Avg. Days to Sale	40.7	34.8	42.5
Avg. Advertised Price (Time of Sale)	\$ 27,836	\$ 34,693	\$ 25,504
Avg. Transaction Price	\$ 27,522	\$ 34,300	\$ 25,504
Avg. Market Price at 100%	\$ 27,759	\$ 33,821	\$ 25,953
Avg. Price to Market % (Time of Sale)	100%	103%	98%
Avg. Transaction to Market	99%	101%	98%
Avg. Transactional Discount	\$ 314	\$ 394	\$ 291
Avg. Front-End Gross	\$ 1,454	\$ 1,675	\$ 1,389
Avg. Finance Gross	\$ 2,898	\$ 3,370	\$ 2,758
PUVR	\$ 4,353	\$ 5,045	\$ 4,147
Total Gross (Units & PUVR)	\$ 474,460	\$ 126,114	\$ 348,346
GROI	140%	152%	138%
% with Trade	19%	24%	18%
Avg. Over/Under Allowance	186	213	150



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	109	74	35
Avg. Days to Sale	40.7	36.7	49.2
Avg. Advertised Price (Time of Sale)	\$ 27,836	\$ 28,230	\$ 26,514
Avg. Transaction Price	\$ 27,522	\$ 27,998	\$ 26,514
Avg. Market Price at 100%	\$ 27,759	\$ 27,948	\$ 27,354
Avg. Price to Market % (Time of Sale)	100%	101%	97%
Avg. Transaction to Market	99%	100%	97%
Avg. Transactional Discount	\$ 314	\$ 232	\$ 489
Avg. Front-End Gross	\$ 1,454	\$ 1,611	\$ 1,122
Avg. Finance Gross	\$ 2,898	\$ 3,102	\$ 2,468
PUVR	\$ 4,353	\$ 4,713	\$ 3,590
Total Gross (Units & PUVR)	\$ 474,460	\$ 348,798	\$ 125,662
GROI	140%	165%	99%
% with Trade	19%	19%	20%
Avg. Over/Under Allowance	186	133	500



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	109	32	2
% of Retail Units	100%	29%	2%
% Retailed of Non-New Franchise	32%	22%	50%
Avg. Days to Sale	40.7	43.6	23.0
Avg. Transaction Price	\$ 27,522	\$ 27,681	\$ 28,844
Avg. Transaction to Market %	99%	97%	100%
Avg. Transactional Discount	\$ 314	\$ 257	\$ -
Avg. Front End Gross	\$ 1,454	\$ 2,014	\$ 1,555
Avg. Finance Gross	\$ 2,898	\$ 3,339	\$ 7,512
PUVR	\$ 4,353	\$ 5,352	\$ 9,067
Total Gross (Units & PUVR)	\$ 474,460	\$ 171,271	\$ 18,134
GROI	140%	160%	492%
% with Trade	19%	25%	0%
Avg. Over/Under Allowance	186	-350	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
68	7	0	0
62%	6%	0%	0%
37%	29%	#DIV/0!	#DIV/0!
40.5	35.4	#DIV/0!	#DIV/0!
\$ 27,031	\$ 31,182	#DIV/0!	#DIV/0!
100%	102%	#DIV/0!	#DIV/0!
\$ 343	\$ 385	#DIV/0!	#DIV/0!
\$ 1,264	\$ 717	#DIV/0!	#DIV/0!
\$ 2,451	\$ 3,916	#DIV/0!	#DIV/0!
\$ 3,715	\$ 4,632	#DIV/0!	#DIV/0!
\$ 252,629	\$ 32,426	#DIV/0!	#DIV/0!
122%	151%	#DIV/0!	#DIV/0!
18%	14%	#DIV/0!	#DIV/0!
375	500	#DIV/0!	#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	109	52	20
% of Retail Units	100%	48%	18%
% Retailed of Non-New Franchise	32%	25%	25%
Avg. Days to Sale	40.7	17.3	37.9
Avg. Transaction Price	\$ 27,522	\$ 26,256	\$ 28,712
Avg. Transaction to Market %	99%	101%	100%
Avg. Transactional Discount	\$ 314	\$ 410	\$ 393
Avg. Front End Gross	\$ 1,454	\$ 1,821	\$ 1,838
Avg. Finance Gross	\$ 2,898	\$ 2,863	\$ 2,504
PUVR	\$ 4,353	\$ 4,684	\$ 4,343
Total Gross (Units & PUVR)	\$ 474,460	\$ 243,546	\$ 86,852
GROI	140%	371%	144%
% with Trade	19%	15%	5%
Avg. Over/Under Allowance	186	25	#DIV/0!



46-60 days	61-90 days	90+ days
15	13	9
14%	12%	8%
40%	62%	33%
52.5	73.3	115.7
\$ 29,379	\$ 29,581	\$ 26,120
97%	97%	93%
\$ 110	\$ 372	\$ (154)
\$ 2,098	\$ 242	\$ (836)
\$ 4,068	\$ 2,139	\$ 3,127
\$ 6,167	\$ 2,381	\$ 2,291
\$ 92,498	\$ 30,948	\$ 20,616
144%	40%	27%
40%	23%	33%
500	500	200