

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
AL HELLER	ERICO VARELLA	WESNER JEAN
PAUL DEPPISCH	STEVEN ZHU	HENRY LO
CJ CORREIA	STEVEN CHUNG	MANNY JAVIER
	ALI BHATTI	STEVE VERISSIMO
	VLAD JEAN BAPTISTE	OZZY VELASQUEZ
	GUSTAVO VASQUEZ	CASEY EAMES
		MATT KERTULIS
		ANGELO GABRIEL
		AEON KING
		NATE NGUYEN
		JASON TAN
		CHRIS MOODY
		EMMETT RIDDICK
		JOSH SIMS
		EMANUEL BEATO
		TONY HYUNH
		WALTER TSE

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	P15668	22	TOYOTA	COROLLA	33	Auction/Wholesale	YES	\$ 25,998	\$ 25,998	106%	(\$730)	\$5,577
2	P15744	22	TOYOTA	COROLLA	4	Auction/Wholesale	YES	\$ 25,998	\$ 25,998	87%	\$424	\$5,237
3	33325A	22	TOYOTA	GR86	42	Trade on New	YES	\$ 29,999	\$ 29,999	95%	\$2,602	\$1,000
4	P15768	21	TOYOTA	VENZA	6	Auction/Wholesale	YES	\$ 42,875	\$ 42,875	105%	\$4,929	\$4,274
5	33138A	16	JEEP	CHEROKEE	52	Trade on New	No	\$ 28,681	\$ 26,750	108%	\$985	\$0
6	P15758	21	TOYOTA	SIENNA	17	Auction/Wholesale	YES	\$ 41,999	\$ 41,999	99%	\$1,664	\$7,632
7	P15764	18	TOYOTA	RAV4	11	Auction/Wholesale	YES	\$ 24,525	\$ 24,525	89%	\$1,398	\$1,000
8	P15808	22	TOYOTA	SIENNA	6	Auction/Wholesale	YES	\$ 44,900	\$ 43,700	92%	\$745	\$5,373
9	33479A	20	TOYOTA	RAV4	24	Trade on New	YES	\$ 30,456	\$ 30,679	93%	\$1,903	\$6,121
10	33492A	20	TOYOTA	RAV4	18	Trade on New	YES	\$ 36,999	\$ 36,179	94%	\$3,166	\$4,684
11	P15739	22	TOYOTA	RAV4	50	Auction/Wholesale	YES	\$ 47,999	\$ 46,999	100%	\$1,614	\$4,324
12	32998A	22	TOYOTA	SUPRA	82	Trade on New	YES	\$ 54,500	\$ 53,999	95%	\$136	\$1,500
13	P15778	20	TOYOTA	RAV4	39	Trade on New	YES	\$ 29,999	\$ 27,999	97%	\$1,321	\$3,378
14	P15779	20	TOYOTA	RAV4	32	Auction/Wholesale	YES	\$ 29,999	\$ 29,300	92%	\$900	\$6,160
15	33434A	21	GMC	CANYON	38	Trade on New	No	\$ 36,999	\$ 35,973	89%	\$2,310	\$0
16	33494A	16	TOYOTA	RAV4	24	Trade on New	No	\$ 20,999	\$ 20,000	96%	\$48	\$5,324
17	P15705	20	TOYOTA	CHR	64	Auction/Wholesale	YES	\$ 28,995	\$ 28,995	111%	\$1,155	\$5,749
18	P15769	19	TOYOTA	HIGHLANDER	39	Auction/Wholesale	YES	\$ 25,595	\$ 25,595	90%	\$295	\$300
19	P15467A	15	TOYOTA	RAV4	13	Trade on New	No	\$ 18,950	\$ 18,950	62%	\$4,379	\$3,100
20	33372A	19	TOYOTA	HIGHLANDER	39	Trade on New	YES	\$ 30,999	\$ 28,603	91%	\$768	\$5,800
21	33408A	20	TOYOTA	TACOMA	23	Trade on New	YES	\$ 34,995	\$ 32,999	83%	\$2,230	\$2,000
22	P15783	21	TOYOTA	COROLLA	32	Auction/Wholesale	YES	\$ 21,999	\$ 20,300	97%	(\$121)	\$4,003
23	P15726	22	TOYOTA	CAMRY	54	Auction/Wholesale	YES	\$ 28,999	\$ 33,227	104%	\$1,611	\$2,200
24	33382A	16	TOYOTA	HIGHLANDER	49	Auction/Wholesale	No	\$ 27,999	\$ 26,999	77%	\$3,805	\$5,139
25	33534A	17	HONDA	CIVIC	14	Trade on New	No	\$ 17,999	\$ 17,999	73%	\$2,425	\$0
26	33335A	19	TOYOTA	RAV4	56	Trade on New	YES	\$ 32,999	\$ 32,000	93%	\$2,807	\$5,197
27	33404A	20	TOYOTA	COROLLA	45	Trade on New	YES	\$ 23,675	\$ 21,999	88%	\$1,650	\$5,161
28	P15820	18	TOYOTA	COROLLA	23	Trade on New	YES	\$ 19,399	\$ 19,399	94%	\$2,341	\$2,418
29	P15784	19	TOYOTA	CHR	44	Auction/Wholesale	YES	\$ 27,999	\$ 25,999	104%	(\$567)	\$1,257

30	P15697	14	TOYOTA	TUNRA	71	Auction/Wholesale	No	\$	33,679	\$	39,750	115%	\$4,806	\$0
31	P15777	21	TOYOTA	COROLLA	40	Auction/Wholesale	YES	\$	24,873	\$	25,999	103%	\$2,629	\$4,488
32	P15734	21	TOYOTA	HIGHLANDER	64	Auction/Wholesale	YES	\$	38,999	\$	38,999	105%	\$1,303	\$7,833
33	33572B	18	TOYOTA	COROLLA	6	Trade on New	YES	\$	18,677	\$	18,798	93%	\$3,464	\$5,836
34	33336A	19	TOYOTA	CAMRY	60	Trade on New	YES	\$	26,999	\$	24,724	90%	\$318	\$3,010
35	P15794	19	TOYOTA	YARIS	38	Auction/Wholesale	YES	\$	17,899	\$	17,625	98%	\$1,612	\$4,650
36	33562A	16	TOYOTA	SCION	12	Trade on New	No	\$	14,999	\$	14,999	89%	\$4,834	\$1,001
37	P15770	20	TOYOTA	COROLLA	39	Auction/Wholesale	YES	\$	22,995	\$	20,347	76%	\$2,556	\$1,902
38	P15795A	17	TOYOTA	CAMRY	14	Trade on New	YES	\$	18,881	\$	17,500	74%	\$2,616	\$3,857
39	33550A	20	TOYOTA	RAV4	6	Trade on New	YES	\$	30,999	\$	30,000	83%	\$3,745	\$2,000
40	P15754	19	TOYOTA	CAMRY	54	Auction/Wholesale	YES	\$	23,864	\$	22,999	100%	\$104	\$1,200
41	P15685	19	TOYOTA	RAV4	83	Auction/Wholesale	YES	\$	33,495	\$	31,998	109%	(\$12)	\$6,040
42	P15813	21	TOYOTA	CAMRY	17	Auction/Wholesale	YES	\$	29,999	\$	30,718	95%	\$176	\$1,021
43	33289A	19	TOYOTA	HIGHLANDER	70	Trade on New	YES	\$	35,489	\$	35,000	94%	\$2,171	\$814
44	33507A	17	TOYOTA	COROLLA	33	Trade on New	YES	\$	18,999	\$	17,999	96%	\$1,890	\$3,326
45	33459A	20	TOYOTA	CHR	40	Trade on New	YES	\$	26,999	\$	24,103	101%	\$2,248	\$6,655
46	33165A	18	TOYOTA	4RUNNER	96	Trade on New	YES	\$	36,999	\$	36,939	108%	\$4,053	\$6,027
47	33541A	22	HYUNDAI	TUCSON	19	Trade on New	No	\$	35,999	\$	35,999	97%	\$3,189	\$2,890
48	P15698	21	TOYOTA	PRIUS	79	Auction/Wholesale	YES	\$	34,899	\$	34,497	108%	\$2,623	\$0
49	P15677	22	TOYOTA	TACOMA	88	Auction/Wholesale	YES	\$	28,900	\$	28,999	109%	\$1,699	\$0
50	P15749	21	TOYOTA	SIENNA	60	Auction/Wholesale	YES	\$	36,999	\$	36,499	105%	\$1,252	\$6,096
51	P15753	17	TOYOTA	CAMRY	61	Auction/Wholesale	YES	\$	20,799	\$	20,799	109%	\$2,787	\$5,228
52	33457B	17	TOYOTA	CAMRY	21	Trade on New	YES	\$	19,999	\$	19,999	102%	\$2,832	\$1,150
53	P15674	92	TOYOTA	CAMRY	92	Auction/Wholesale	YES	\$	31,993	\$	30,207	106%	(\$2,410)	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	13%
Total # Retail Units	118
Avg. Days to Sale	42.0
Avg. Advertised Price (Time of Sale)	\$ 27,949
Avg. Transaction Price	\$ 27,807
Avg. Market Price at 100%	\$ 15,092
Avg. Price to Market % (Time of Sale)	185%
Avg. Transaction to Market	184%
Avg. Transactional Discount	\$ 143
Avg. Front-End Gross	\$ 1,923
Avg. Finance Gross	\$ 2,998
PUVR	\$ 4,921
Total Gross (Units & PUVR)	\$ 580,689
GROI	152%
% with Trade	25%
Avg. Over/Under Allowance	\$185



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	AL HELLER
% Retailed of Non-New Franchise	13%	#DIV/0!	14%
Total # Retail Units	118	0	49
Avg. Days to Sale	42.0	#DIV/0!	43.1
Avg. Advertised Price (Time of Sale)	\$ 27,949	#DIV/0!	\$ 26,449
Avg. Transaction Price	\$ 27,807	#DIV/0!	\$ 25,818
Avg. Market Price at 100%	\$ 15,092	#DIV/0!	\$ 26,472
Avg. Price to Market % (Time of Sale)	185%	#DIV/0!	100%
Avg. Transaction to Market	184%	#DIV/0!	98%
Avg. Transactional Discount	\$ 143	#DIV/0!	\$ 631
Avg. Front-End Gross	\$ 1,923	#DIV/0!	\$ 1,674
Avg. Finance Gross	\$ 2,998	#DIV/0!	\$ 2,895
PUVR	\$ 4,921	#DIV/0!	\$ 4,569
Total Gross (Units & PUVR)	\$ 580,689	#DIV/0!	\$ 223,865
GROI	152%	#DIV/0!	148%
% with Trade	25%	#DIV/0!	18%
Avg. Over/Under Allowance	185	#DIV/0!	86



n list, then scroll up to select your staff member for each column.)

PAUL DEPPISCH	CJ CORREIA		
11%	20%	#DIV/0!	#DIV/0!
64	5	0	0
39.5	63.8	#DIV/0!	#DIV/0!
\$ 29,191	\$ 26,759	#DIV/0!	#DIV/0!
\$ 29,439	\$ 26,399	#DIV/0!	#DIV/0!
\$ 29,787	\$ 26,372	#DIV/0!	#DIV/0!
98%	101%	#DIV/0!	#DIV/0!
99%	100%	#DIV/0!	#DIV/0!
\$ (248)	\$ 360	#DIV/0!	#DIV/0!
\$ 2,174	\$ 1,160	#DIV/0!	#DIV/0!
\$ 3,103	\$ 2,652	#DIV/0!	#DIV/0!
\$ 5,278	\$ 3,813	#DIV/0!	#DIV/0!
\$ 337,761	\$ 19,063	#DIV/0!	#DIV/0!
163%	81%	#DIV/0!	#DIV/0!
31%	20%	#DIV/0!	#DIV/0!
244	400	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	13%	#DIV/0!	#DIV/0!
Total # Retail Units	118	0	0
Avg. Days to Sale	42.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,949	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,807	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 15,092	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	185%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	184%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 143	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,923	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,998	#DIV/0!	#DIV/0!
PUVR	\$ 4,921	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 580,689	#DIV/0!	#DIV/0!
GROI	152%	#DIV/0!	#DIV/0!
% with Trade	25%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	185	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	13%	#DIV/0!	#DIV/0!
Total # Retail Units	118	0	0
Avg. Days to Sale	42.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,949	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 27,807	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 15,092	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	185%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	184%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 143	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,923	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,998	#DIV/0!	#DIV/0!
PUVR	\$ 4,921	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 580,689	#DIV/0!	#DIV/0!
GROI	152%	#DIV/0!	#DIV/0!
% with Trade	25%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	185	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	118	94	24
Avg. Days to Sale	42.0	42.2	41.2
Avg. Advertised Price (Time of Sale)	\$ 27,949	\$ 29,069	\$ 23,604
Avg. Transaction Price	\$ 27,807	\$ 28,880	\$ 23,604
Avg. Market Price at 100%	\$ 15,092	\$ 29,015	\$ 25,332
Avg. Price to Market % (Time of Sale)	185%	100%	93%
Avg. Transaction to Market	184%	100%	93%
Avg. Transactional Discount	\$ 143	\$ 189	\$ (41)
Avg. Front-End Gross	\$ 1,923	\$ 1,548	\$ 3,393
Avg. Finance Gross	\$ 2,998	\$ 3,075	\$ 2,696
PUVR	\$ 4,921	\$ 4,623	\$ 6,089
Total Gross (Units & PUVR)	\$ 580,689	\$ 434,553	\$ 146,136
GROI	152%	136%	226%
% with Trade	25%	28%	17%
Avg. Over/Under Allowance	185	190	163



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	118	103	15
Avg. Days to Sale	42.0	41.0	49.1
Avg. Advertised Price (Time of Sale)	\$ 27,949	\$ 28,351	\$ 24,434
Avg. Transaction Price	\$ 27,807	\$ 28,298	\$ 24,434
Avg. Market Price at 100%	\$ 15,092	\$ 28,546	\$ 26,341
Avg. Price to Market % (Time of Sale)	185%	99%	93%
Avg. Transaction to Market	184%	99%	93%
Avg. Transactional Discount	\$ 143	\$ 53	\$ 759
Avg. Front-End Gross	\$ 1,923	\$ 1,770	\$ 2,977
Avg. Finance Gross	\$ 2,998	\$ 3,088	\$ 2,375
PUVR	\$ 4,921	\$ 4,858	\$ 5,352
Total Gross (Units & PUVR)	\$ 580,689	\$ 500,411	\$ 80,278
GROI	152%	151%	160%
% with Trade	25%	26%	20%
Avg. Over/Under Allowance	185	174	260



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	118	55	0
% of Retail Units	100%	47%	0%
% Retailed of Non-New Franchise	13%	22%	#DIV/0!
Avg. Days to Sale	42.0	35.0	#DIV/0!
Avg. Transaction Price	\$ 27,807	\$ 26,407	#DIV/0!
Avg. Transaction to Market %	184%	297%	#DIV/0!
Avg. Transactional Discount	\$ 143	\$ (158)	#DIV/0!
Avg. Front End Gross	\$ 1,923	\$ 2,781	#DIV/0!
Avg. Finance Gross	\$ 2,998	\$ 3,176	#DIV/0!
PUVR	\$ 4,921	\$ 5,957	#DIV/0!
Total Gross (Units & PUVR)	\$ 580,689	\$ 327,655	#DIV/0!
GROI	152%	232%	#DIV/0!
% with Trade	25%	22%	#DIV/0!
Avg. Over/Under Allowance	185	166	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	57	5	0
1%	48%	4%	0%
100%	4%	0%	#DIV/0!
8.0	52.0	12.6	#DIV/0!
\$ 21,598	\$ 29,095	\$ 29,753	#DIV/0!
93%	101%	95%	#DIV/0!
\$ (599)	\$ 397	\$ 695	#DIV/0!
\$ 3,085	\$ 834	\$ 4,673	#DIV/0!
\$ 5,149	\$ 2,882	\$ 1,924	#DIV/0!
\$ 8,234	\$ 3,716	\$ 6,597	#DIV/0!
\$ 8,234	\$ 211,816	\$ 32,984	#DIV/0!
1716%	88%	633%	#DIV/0!
100%	25%	60%	#DIV/0!
500	196	200	#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	118	53	22
% of Retail Units	100%	45%	19%
% Retailed of Non-New Franchise	13%	11%	14%
Avg. Days to Sale	42.0	15.7	38.0
Avg. Transaction Price	\$ 27,807	\$ 26,468	\$ 26,050
Avg. Transaction to Market %	184%	288%	138%
Avg. Transactional Discount	\$ 143	\$ 310	\$ (826)
Avg. Front End Gross	\$ 1,923	\$ 2,716	\$ 1,774
Avg. Finance Gross	\$ 2,998	\$ 3,200	\$ 3,607
PUVR	\$ 4,921	\$ 5,916	\$ 5,381
Total Gross (Units & PUVR)	\$ 580,689	\$ 313,530	\$ 118,388
GROI	152%	514%	196%
% with Trade	25%	25%	14%
Avg. Over/Under Allowance	185	140	52



46-60 days	61-90 days	90+ days
15	15	13
13%	13%	11%
13%	13%	15%
53.6	75.9	103.9
\$ 28,584	\$ 31,769	\$ 30,768
98%	103%	105%
\$ 457	\$ (52)	\$ 963
\$ 1,660	\$ 1,609	\$ (391)
\$ 2,600	\$ 2,787	\$ 1,847
\$ 4,260	\$ 4,396	\$ 1,456
\$ 63,900	\$ 65,940	\$ 18,931
100%	66%	16%
33%	53%	8%
120	563	231