









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	G5147856t	2016	Toyota	4Runner	5	Trade on New	No	\$ 29,899	\$ 29,899	99%	\$2,799	\$0
2	LBLU958792	2020	Toyota	Camry	0	LBO Customer	No	\$ 14,633	\$ 14,633	100%	\$0	\$2,510
3	LBLU889985	2020	Toyota	Camry	0	LBO Customer	No	\$ 15,804	\$ 15,804	100%	\$0	\$100
4	PC226465A	2020	Toyota	Tacoma	23	Trade on New	Yes	\$ 37,998	\$ 37,000	100%	\$900	\$2,830
5	PU079066B	2020	Toyota	Camry	45	Trade on New	Yes	\$ 25,998	\$ 25,998	98%	\$289	\$125
6	PP026996A	2020	Toyota	Corolla	29	Trade on New	Yes	\$ 25,998	\$ 24,498	101%	\$1,885	\$1,658
7	PU139537B	2019	Dodge	Charger	28	Trade on New	No	\$ 42,998	\$ 42,998	100%	\$296	\$250
8	LX268123P	2020	Toyota	Tundra	17	Auction/Wholesale	Yes	\$ 37,822	\$ 37,995	104%	\$7,242	\$0
9	LBL1075769	2020	Toyota	CHR	0	LBO Customer	No	\$ 14,453	\$ 14,453	100%	\$0	\$1,115
10	NW233639T	2022	Toyota	RAV4	7	Trade on New	Yes	\$ 41,588	\$ 40,838	109%	\$6,981	\$865
11	PU1502218A	2020	Toyota	CAMRY	27	Trade on New	Yes	\$ 31,988	\$ 30,898	108%	(\$991)	\$0
12	g5147856t	2016	Toyota	4Runner	8	Trade on New	No	\$ 29,998	\$ 28,998	99%	\$1,621	\$695
13	BKW042831	2019	Toyota	RAV4	0	LBO Customer	No	\$ 18,097	\$ 18,097	100%	\$0	\$695
14	LBLU881634	2020	Toyota	CAMRY	0	LBO Customer	No	\$ 17,474	\$ 17,474	100%	\$0	\$1,509
15	LS502764T	2020	Toyota	HIGHLANDER	8	Trade on New	Yes	\$ 32,998	\$ 27,795	100%	(\$346)	\$5,078
16	lbu993339	2020	Toyota	CAMRY	0	LBO Customer	No	\$ 15,377	\$ 15,377	100%	\$0	\$875
17	PS020072A	2022	Audi	Q3	93	Trade on New	No	\$ 35,988	\$ 35,150	95%	(\$2,388)	\$0
18	LBL3137619	2020	Toyota	PRIUS PRIME	0	LBO Customer	No	\$ 13,470	\$ 13,470	100%	\$0	\$1,760
19	lblj037042	2020	Toyota	corollq	0	LBO Customer	No	\$ 14,162	\$ 14,162	100%	\$0	\$1,715
20	BMC100485	2021	Toyota	RAV4	0	LBO Customer	No	\$ 20,872	\$ 20,872	100%	\$0	\$4,000
21	LP045930P	2020	Toyota	COROLLA	71	Auction/Wholesale	Yes	\$ 23,488	\$ 23,488	93%	(\$2,169)	\$4,553
22	PD126473A	2017	Dodge	RAM 1500	61	Trade on New	No	\$ 23,988	\$ 23,988	69%	\$4,185	\$1,455
23	CU345572T	2012	Hyundai	ELANTRA	16	Trade on New	No	\$ 9,988	\$ 8,638	108%	\$191	\$869
24	LU875365P	2020	Toyota	Camry	82	Auction/Wholesale	Yes	\$ 28,488	\$ 28,488	92%	(\$2,376)	\$2,763
25	DE230527	2013	Honda	Civic	16	Trade on New	No	\$ 14,998	\$ 14,998	103%	\$710	\$547
26	GH567626T	2016	Honda	CR-V	19	Trade on New	No	\$ 21,998	\$ 21,998	116%	\$1,303	\$1,679
27	P3018023A	2020	Toyota	Tacoma	36	Trade on New	Yes	\$ 35,988	\$ 35,988	84%	\$3,350	\$2,970
28	M3183249P	2021	Toyota	PRIUS PRIME	6	ntal Fleet (Enterprise, et	Yes	\$ 33,998	\$ 30,898	108%	(\$991)	\$0
29	LBLM327423	2020	Toyota	Tacoma	0	LBO Customer	No	\$ 30,170	\$ 30,170	100%	\$0	\$5,201
30	LBM1115656	2020	Toyota	Camry	0	LBO Customer	No	\$ 16,604	\$ 16,604	100%	\$0	\$1,757

31	LBLU969992	2020	Toyota	Camry	0	LBO Customer	No	\$ 15,715	\$ 15,715	100%	\$0	\$2,785
32	NW206139R	2022	Toyota	Rav4	22	ntal Fleet (Enterprise, et	Yes	\$ 30,998	\$ 30,998	84%	(\$1,803)	\$1,415
33	JU237213P	2018	Mercedes-Benz	C-Class	83	ntal Fleet (Enterprise, et	No	\$ 31,998	\$ 31,998	100%	\$1,500	\$2,000
34	P3018023A	2020	Toyota	Tacoma	36	Trade on New	Yes	\$ 35,988	\$ 35,988	84%	\$3,350	\$2,970
35	PU113920A	18	HONDA	CRV	36	TRADE ON NEW	No	\$ 22,988	\$ 22,988	89%	\$1,303	\$1,649
36	PV049948A	21	Toyota	COROLLA	39	Trade on New	Yes	\$ 23,988	\$ 23,498	94%	\$1,685	\$1,711
37	L508066T	2018	Nissan	KICKS	25	Trade on New	No	\$ 15,998	\$ 15,998	100%	\$2,423	\$1,885
38	KUB29838P	2019	Ford	ESCAPE	9	ntal Fleet (Enterprise, et	No	\$ 19,998	\$ 19,998	84%	\$2,042	\$1,500
39	LC079720T	2020	Toyota	RAV4	7	TRADE ON NEW	Yes	\$ 32,998	\$ 32,998	105%	\$1,608	\$1,295
40	L7784983T	2020	Kia	SORENTO	14	Trade on New	No	\$ 19,988	\$ 19,970	93%	\$883	\$3,265
41	LBLP035169	2020	Toyota	COROLLA	0	LBO Customer	No	\$ 14,000	\$ 14,000	100%	\$0	\$3,267
42	LC079720T	21	Toyota	TAcoma	18	Trade on New	Yes	\$ 40,998	\$ 40,998	97%	\$1,778	\$1,050
43	LU945878T	2020	Toyota	CAMRY	24	Trade on New	Yes	\$ 24,988	\$ 24,485	99%	\$721	\$0
44	PU054046A	2020	Toyota	PRIUS PRIME	32	Trade on New	Yes	\$ 29,988	\$ 29,988	91%	\$1,206	\$5,249
45	lblc053319	20	Toyota	rav4	0	LBO Customer	No	\$ 19,276	\$ 19,276	100%	\$0	\$4,086
46	LBLU536289	2020	Toyota	camry hyb	0	LBO Customer	No	\$ 18,795	\$ 18,795	100%	\$0	\$4,063
47	MT012917P	2021	Toyota	Tacoma	56	Auction/Wholesale	Yes	\$ 31,988	\$ 31,700	91%	\$983	\$2,981
48	KS357019T	2019	Toyota	HIGHLANDER	9	Trade on New	Yes	\$ 29,988	\$ 29,700	97%	\$833	\$1,195
49	LBL5008666	2020	Lexus	NX300	0	LBO Customer	No	\$ 22,620	\$ 22,620	100%	\$0	\$525
50	lbl1069478	20	Toyota	chr	0	LBO Customer	No	\$ 14,872	\$ 14,872	100%	\$0	\$925
51	hh522372	17	Honda	civic		Trade on New	No	\$ 18,488	\$ 18,488	100%	(\$1,035)	\$1,294
52	PU118100T	23	Toyota	CAMRY		Trade on New	Yes	\$ 22,988	\$ 22,988	100%	\$1,500	\$3,790
53	GS155703T	2016	Toyota	HIGHLANDER	13	Trade on Used	No	\$ 30,998	\$ 30,988	100%	\$2,268	\$2,370

## Scoreboard Totals

% Retailed of Non-Franchise Make	23%
Total # Retail Units	200
Avg. Days to Sale	25.6
Avg. Advertised Price (Time of Sale)	\$ 26,606
Avg. Transaction Price	\$ 26,436
Avg. Market Price at 100%	\$ 27,175
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 170
Avg. Front-End Gross	\$ 1,273
Avg. Finance Gross	\$ 2,068
PUVR	\$ 3,341
Total Gross (Units & PUVR)	\$ 668,155
GROI	178%
% with Trade	13%
Avg. Over/Under Allowance	\$76



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Shawn Gilmartin	KB
% Retailed of Non-New Franchise	23%	37%	18%
Total # Retail Units	200	41	45
Avg. Days to Sale	25.6	22.6	27.1
Avg. Advertised Price (Time of Sale)	\$ 26,606	\$ 25,709	\$ 25,645
Avg. Transaction Price	\$ 26,436	\$ 25,456	\$ 25,366
Avg. Market Price at 100%	\$ 27,175	\$ 26,457	\$ 26,562
Avg. Price to Market % (Time of Sale)	98%	97%	97%
Avg. Transaction to Market	97%	96%	95%
Avg. Transactional Discount	\$ 170	\$ 253	\$ 279
Avg. Front-End Gross	\$ 1,273	\$ 1,314	\$ 864
Avg. Finance Gross	\$ 2,068	\$ 2,197	\$ 1,874
PUVR	\$ 3,341	\$ 3,511	\$ 2,738
Total Gross (Units & PUVR)	\$ 668,155	\$ 143,967	\$ 123,229
GROI	178%	219%	144%
% with Trade	13%	20%	13%
Avg. Over/Under Allowance	76	23	131



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

Orlando Gonzalez	Shah Kahn	Ephrem Yohannes	Drew Katigbak
13%	26%	25%	0%
47	42	12	2
23.3	30.5	26.3	27.0
\$ 29,026	\$ 25,748	\$ 27,569	\$ 40,910
\$ 29,009	\$ 25,707	\$ 27,093	\$ 39,498
\$ 30,026	\$ 26,195	\$ 27,989	\$ 39,965
97%	98%	99%	102%
97%	98%	97%	99%
\$ 17	\$ 41	\$ 476	\$ 1,413
\$ 1,019	\$ 1,865	\$ 1,239	\$ 2,965
\$ 2,673	\$ 1,784	\$ 1,000	\$ -
\$ 3,692	\$ 3,648	\$ 2,239	\$ 2,965
\$ 173,543	\$ 153,233	\$ 26,866	\$ 5,930
197%	168%	113%	100%
11%	10%	8%	0%
123	60	0	0





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Alfredo Nava	Ben Girmay
% Retailed of Non-New Franchise	23%	0%	11%
Total # Retail Units	200	2	9
Avg. Days to Sale	25.6	32.0	26.3
Avg. Advertised Price (Time of Sale)	\$ 26,606	\$ 36,560	\$ 27,446
Avg. Transaction Price	\$ 26,436	\$ 36,647	\$ 27,119
Avg. Market Price at 100%	\$ 27,175	\$ 36,378	\$ 28,286
Avg. Price to Market % (Time of Sale)	98%	100%	97%
Avg. Transaction to Market	97%	101%	96%
Avg. Transactional Discount	\$ 170	\$ (87)	\$ 328
Avg. Front-End Gross	\$ 1,273	\$ 3,363	\$ 1,352
Avg. Finance Gross	\$ 2,068	\$ 283	\$ 2,744
PUVR	\$ 3,341	\$ 3,646	\$ 4,097
Total Gross (Units & PUVR)	\$ 668,155	\$ 7,292	\$ 36,869
GROI	178%	112%	207%
% with Trade	13%	0%	22%
Avg. Over/Under Allowance	76	0	444



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

Preeti Singh	Tarroza Bien	Davit Harutyunyan	Johnny Salinas
33%	0%	0%	43%
6	9	4	7
29.3	12.9	8.8	35.0
\$ 23,308	\$ 23,644	\$ 26,837	\$ 18,492
\$ 23,308	\$ 22,532	\$ 25,537	\$ 18,494
\$ 25,599	\$ 23,879	\$ 27,021	\$ 18,723
91%	99%	99%	99%
91%	94%	95%	99%
\$ -	\$ 1,111	\$ 1,301	\$ (1)
\$ 1,667	\$ 1,434	\$ 265	\$ 2,326
\$ 1,443	\$ 3,909	\$ 3,236	\$ 2,862
\$ 3,110	\$ 5,343	\$ 3,501	\$ 5,188
\$ 18,663	\$ 48,087	\$ 14,003	\$ 36,317
164%	662%	564%	289%
17%	11%	0%	0%
167	0	0	0

Marlin White	Carl Lythcke	Rob Abraham	Genaro Calzadillas
29%	33%	14%	100%
7	3	7	2
22.0	28.3	31.7	16.0
\$ 27,912	\$ 24,983	\$ 25,205	\$ 16,898
\$ 27,521	\$ 24,983	\$ 25,133	\$ 16,898
\$ 28,371	\$ 26,816	\$ 26,241	\$ 15,265
98%	93%	96%	111%
97%	93%	96%	111%
\$ 391	\$ 0	\$ 72	\$ -
\$ 902	\$ 968	\$ 1,309	\$ 1,559
\$ 1,223	\$ 642	\$ 2,303	\$ 1,015
\$ 2,126	\$ 1,610	\$ 3,612	\$ 2,574
\$ 14,879	\$ 4,830	\$ 25,286	\$ 5,147
126%	82%	163%	343%
14%	33%	29%	50%
0	0	457	0

Jonathan Morales	Claudia Gomez	Belen Gonzales	Kristoffer Pelias
50%	0%	38%	7%
10	6	8	15
42.5	11.3	21.0	24.3
\$ 30,111	\$ 26,348	\$ 28,427	\$ 23,869
\$ 31,446	\$ 26,348	\$ 27,989	\$ 23,704
\$ 31,394	\$ 26,908	\$ 27,956	\$ 24,938
96%	98%	102%	96%
100%	98%	100%	95%
\$ (1,335)	\$ -	\$ 439	\$ 165
\$ 170	\$ 693	\$ 875	\$ 662
\$ 3,369	\$ 2,179	\$ 1,863	\$ 1,505
\$ 3,539	\$ 2,872	\$ 2,738	\$ 2,167
\$ 35,385	\$ 17,229	\$ 21,905	\$ 32,505
95%	346%	168%	135%
10%	0%	0%	13%
140	0	0	13

Alex Castellero	Sebastian Guerra	Stew Kearin	Manny Lava
43%	13%	33%	57%
7	8	3	7
44.1	27.1	4.0	26.9
\$ 20,907	\$ 30,196	\$ 22,194	\$ 28,994
\$ 20,907	\$ 30,008	\$ 21,861	\$ 28,994
\$ 21,274	\$ 32,383	\$ 22,295	\$ 29,535
98%	93%	100%	98%
98%	93%	98%	98%
\$ -	\$ 188	\$ 333	\$ -
\$ 661	\$ 1,128	\$ 195	\$ 2,215
\$ 2,350	\$ 1,783	\$ 895	\$ 2,178
\$ 3,010	\$ 2,910	\$ 1,090	\$ 4,393
\$ 21,073	\$ 23,283	\$ 3,270	\$ 30,748
117%	129%	449%	203%
0%	0%	0%	14%
0	0	0	-114

Ernesto Baltier	Leon Kimelman	Pia Singh	Jonas Patingan
29%	0%	#DIV/0!	10%
14	6	0	10
31.0	22.5	#DIV/0!	19.6
\$ 25,661	\$ 28,322	#DIV/0!	\$ 36,495
\$ 25,591	\$ 28,372	#DIV/0!	\$ 36,485
\$ 26,552	\$ 29,026	#DIV/0!	\$ 36,736
97%	98%	#DIV/0!	99%
96%	98%	#DIV/0!	99%
\$ 70	\$ (50)	#DIV/0!	\$ 10
\$ 1,834	\$ 3,485	#DIV/0!	\$ 2,024
\$ 1,062	\$ 2,892	#DIV/0!	\$ 3,064
\$ 2,895	\$ 6,377	#DIV/0!	\$ 5,087
\$ 40,536	\$ 38,261	#DIV/0!	\$ 50,874
131%	360%	#DIV/0!	256%
14%	0%	#DIV/0!	30%
107	0	#DIV/0!	330

David Bakhtamian	Jeff Johnson	Al Hernandez	Andrei Generalov
0%	25%	0%	33%
2	4	13	12
9.0	19.0	24.8	25.1
\$ 27,935	\$ 34,058	\$ 24,772	\$ 27,932
\$ 27,935	\$ 33,771	\$ 24,219	\$ 27,844
\$ 28,569	\$ 35,104	\$ 26,113	\$ 28,128
98%	97%	95%	99%
98%	96%	93%	99%
\$ -	\$ 287	\$ 553	\$ 88
\$ 889	\$ 2,193	\$ 561	\$ 1,397
\$ 988	\$ 1,870	\$ 1,867	\$ 1,645
\$ 1,877	\$ 4,063	\$ 2,429	\$ 3,042
\$ 3,753	\$ 16,252	\$ 31,572	\$ 36,506
269%	228%	146%	157%
50%	25%	8%	8%
0	0	115	0

Lucky Desilva	Ben Girmay	Preeti Singh	Tarroza Bien
22%	11%	33%	0%
18	9	6	9
26.7	26.3	29.3	12.9
\$ 25,858	\$ 27,446	\$ 23,308	\$ 23,644
\$ 25,442	\$ 27,119	\$ 23,308	\$ 22,532
\$ 26,067	\$ 28,286	\$ 25,599	\$ 23,879
99%	97%	91%	99%
98%	96%	91%	94%
\$ 415	\$ 328	\$ -	\$ 1,111
\$ 998	\$ 1,352	\$ 1,667	\$ 1,434
\$ 1,785	\$ 2,744	\$ 1,443	\$ 3,909
\$ 2,783	\$ 4,097	\$ 3,110	\$ 5,343
\$ 50,088	\$ 36,869	\$ 18,663	\$ 48,087
148%	207%	164%	662%
17%	22%	17%	11%
-11	444	167	0

Davit Harutyunyan	Johnny Salinas	Marlin White	Carl Lythcke
0%	43%	29%	33%
4	7	7	3
8.8	35.0	22.0	28.3
\$ 26,837	\$ 18,492	\$ 27,912	\$ 24,983
\$ 25,537	\$ 18,494	\$ 27,521	\$ 24,983
\$ 27,021	\$ 18,723	\$ 28,371	\$ 26,816
99%	99%	98%	93%
95%	99%	97%	93%
\$ 1,301	\$ (1)	\$ 391	\$ 0
\$ 265	\$ 2,326	\$ 902	\$ 968
\$ 3,236	\$ 2,862	\$ 1,223	\$ 642
\$ 3,501	\$ 5,188	\$ 2,126	\$ 1,610
\$ 14,003	\$ 36,317	\$ 14,879	\$ 4,830
564%	289%	126%	82%
0%	0%	14%	33%
0	0	0	0

Rob Abraham	Genaro Calzadillas	Jonathan Morales	Claudia Gomez
14%	100%	50%	0%
7	2	10	6
31.7	16.0	42.5	11.3
\$ 25,205	\$ 16,898	\$ 30,111	\$ 26,348
\$ 25,133	\$ 16,898	\$ 31,446	\$ 26,348
\$ 26,241	\$ 15,265	\$ 31,394	\$ 26,908
96%	111%	96%	98%
96%	111%	100%	98%
\$ 72	\$ -	\$ (1,335)	\$ -
\$ 1,309	\$ 1,559	\$ 170	\$ 693
\$ 2,303	\$ 1,015	\$ 3,369	\$ 2,179
\$ 3,612	\$ 2,574	\$ 3,539	\$ 2,872
\$ 25,286	\$ 5,147	\$ 35,385	\$ 17,229
163%	343%	95%	346%
29%	50%	10%	0%
457	0	140	0

Belen Gonzales	Kristoffer Pelias	Alex Castellero	Sebastian Guerra
38%	7%	43%	13%
8	15	7	8
21.0	24.3	44.1	27.1
\$ 28,427	\$ 23,869	\$ 20,907	\$ 30,196
\$ 27,989	\$ 23,704	\$ 20,907	\$ 30,008
\$ 27,956	\$ 24,938	\$ 21,274	\$ 32,383
102%	96%	98%	93%
100%	95%	98%	93%
\$ 439	\$ 165	\$ -	\$ 188
\$ 875	\$ 662	\$ 661	\$ 1,128
\$ 1,863	\$ 1,505	\$ 2,350	\$ 1,783
\$ 2,738	\$ 2,167	\$ 3,010	\$ 2,910
\$ 21,905	\$ 32,505	\$ 21,073	\$ 23,283
168%	135%	117%	129%
0%	13%	0%	0%
0	13	0	0

Stew Kearin	Manny Lava	Ernesto Baltier	Leon Kimelman
33%	57%	29%	0%
3	7	14	6
4.0	26.9	31.0	22.5
\$ 22,194	\$ 28,994	\$ 25,661	\$ 28,322
\$ 21,861	\$ 28,994	\$ 25,591	\$ 28,372
\$ 22,295	\$ 29,535	\$ 26,552	\$ 29,026
100%	98%	97%	98%
98%	98%	96%	98%
\$ 333	\$ -	\$ 70	\$ (50)
\$ 195	\$ 2,215	\$ 1,834	\$ 3,485
\$ 895	\$ 2,178	\$ 1,062	\$ 2,892
\$ 1,090	\$ 4,393	\$ 2,895	\$ 6,377
\$ 3,270	\$ 30,748	\$ 40,536	\$ 38,261
449%	203%	131%	360%
0%	14%	14%	0%
0	-114	107	0

Pia Singh	Jonas Patingan	David Bakhtamian	Jeff Johnson
#DIV/0!	10%	0%	25%
0	10	2	4
#DIV/0!	19.6	9.0	19.0
#DIV/0!	\$ 36,495	\$ 27,935	\$ 34,058
#DIV/0!	\$ 36,485	\$ 27,935	\$ 33,771
#DIV/0!	\$ 36,736	\$ 28,569	\$ 35,104
#DIV/0!	99%	98%	97%
#DIV/0!	99%	98%	96%
#DIV/0!	\$ 10	\$ -	\$ 287
#DIV/0!	\$ 2,024	\$ 889	\$ 2,193
#DIV/0!	\$ 3,064	\$ 988	\$ 1,870
#DIV/0!	\$ 5,087	\$ 1,877	\$ 4,063
#DIV/0!	\$ 50,874	\$ 3,753	\$ 16,252
#DIV/0!	256%	269%	228%
#DIV/0!	30%	50%	25%
#DIV/0!	330	0	0

Al Hernandez	Andrei Generalov	Lucky Desilva	
0%	33%	22%	#DIV/0!
13	12	18	0
24.8	25.1	26.7	#DIV/0!
\$ 24,772	\$ 27,932	\$ 25,858	#DIV/0!
\$ 24,219	\$ 27,844	\$ 25,442	#DIV/0!
\$ 26,113	\$ 28,128	\$ 26,067	#DIV/0!
95%	99%	99%	#DIV/0!
93%	99%	98%	#DIV/0!
\$ 553	\$ 88	\$ 415	#DIV/0!
\$ 561	\$ 1,397	\$ 998	#DIV/0!
\$ 1,867	\$ 1,645	\$ 1,785	#DIV/0!
\$ 2,429	\$ 3,042	\$ 2,783	#DIV/0!
\$ 31,572	\$ 36,506	\$ 50,088	#DIV/0!
146%	157%	148%	#DIV/0!
8%	8%	17%	#DIV/0!
115	0	-11	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Omar Diaz	Francisco Torre
% Retailed of Non-New Franchise	23%	21%	32%
Total # Retail Units	200	34	34
Avg. Days to Sale	25.6	26.9	30.1
Avg. Advertised Price (Time of Sale)	\$ 26,606	\$ 27,063	\$ 26,251
Avg. Transaction Price	\$ 26,436	\$ 26,931	\$ 26,165
Avg. Market Price at 100%	\$ 27,175	\$ 27,716	\$ 27,153
Avg. Price to Market % (Time of Sale)	98%	98%	97%
Avg. Transaction to Market	97%	97%	96%
Avg. Transactional Discount	\$ 170	\$ 131	\$ 86
Avg. Front-End Gross	\$ 1,273	\$ 1,847	\$ 1,064
Avg. Finance Gross	\$ 2,068	\$ 2,187	\$ 2,331
PUVR	\$ 3,341	\$ 4,035	\$ 3,396
Total Gross (Units & PUVR)	\$ 668,155	\$ 137,185	\$ 115,451
GROI	178%	201%	155%
% with Trade	13%	0%	0%
Avg. Over/Under Allowance	76	0	68



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

Harry Ogtanyar	Mayra Corona	Alfredo Nava	Aurelio Lopez
28%	27%	0%	7%
36	30	2	27
30.9	21.9	19.0	16.1
\$ 26,770	\$ 27,348	\$ 36,655	\$ 25,461
\$ 26,357	\$ 27,371	\$ 36,742	\$ 25,183
\$ 27,479	\$ 28,733	\$ 35,928	\$ 25,856
97%	95%	102%	98%
96%	95%	102%	97%
\$ 413	\$ (23)	\$ (87)	\$ 278
\$ 1,227	\$ 1,108	\$ 3,621	\$ 1,093
\$ 1,980	\$ 1,224	\$ -	\$ 3,085
\$ 3,207	\$ 2,332	\$ 3,621	\$ 4,178
\$ 115,447	\$ 69,968	\$ 7,242	\$ 112,804
142%	140%	187%	371%
0%	0%	0%	0%
81	187	0	148

Chris Akopyan	Omar Diaz	Francisco Torre	Harry Ogtanyan
27%	21%	32%	28%
22	34	34	36
25.9	26.9	30.1	30.9
\$ 25,250	\$ 27,063	\$ 26,251	\$ 26,770
\$ 25,250	\$ 26,931	\$ 26,165	\$ 26,357
\$ 25,335	\$ 27,716	\$ 27,153	\$ 27,479
100%	98%	97%	97%
100%	97%	96%	96%
\$ -	\$ 131	\$ 86	\$ 413
\$ 737	\$ 1,847	\$ 1,064	\$ 1,227
\$ 2,496	\$ 2,187	\$ 2,331	\$ 1,980
\$ 3,233	\$ 4,035	\$ 3,396	\$ 3,207
\$ 71,126	\$ 137,185	\$ 115,451	\$ 115,447
178%	201%	155%	142%
0%	0%	0%	0%
14	0	68	81

## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	105	95
Avg. Days to Sale	25.6	28.7	22.1
Avg. Advertised Price (Time of Sale)	\$ 26,606	\$ 30,311	\$ 22,549
Avg. Transaction Price	\$ 26,436	\$ 29,952	\$ 22,549
Avg. Market Price at 100%	\$ 27,175	\$ 31,142	\$ 23,094
Avg. Price to Market % (Time of Sale)	98%	97%	98%
Avg. Transaction to Market	97%	96%	98%
Avg. Transactional Discount	\$ 170	\$ 359	\$ (39)
Avg. Front-End Gross	\$ 1,273	\$ 1,672	\$ 833
Avg. Finance Gross	\$ 2,068	\$ 2,380	\$ 1,722
PUVR	\$ 3,341	\$ 4,052	\$ 2,555
Total Gross (Units & PUVR)	\$ 668,155	\$ 425,475	\$ 242,680
GROI	178%	170%	184%
% with Trade	13%	14%	11%
Avg. Over/Under Allowance	76	136	11



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	155	45
Avg. Days to Sale	25.6	23.2	34.0
Avg. Advertised Price (Time of Sale)	\$ 26,606	\$ 27,507	\$ 23,425
Avg. Transaction Price	\$ 26,436	\$ 27,310	\$ 23,425
Avg. Market Price at 100%	\$ 27,175	\$ 28,150	\$ 24,456
Avg. Price to Market % (Time of Sale)	98%	98%	96%
Avg. Transaction to Market	97%	97%	96%
Avg. Transactional Discount	\$ 170	\$ 197	\$ 77
Avg. Front-End Gross	\$ 1,273	\$ 1,416	\$ 779
Avg. Finance Gross	\$ 2,068	\$ 2,283	\$ 1,328
PUVR	\$ 3,341	\$ 3,699	\$ 2,107
Total Gross (Units & PUVR)	\$ 668,155	\$ 573,348	\$ 94,807
GROI	178%	210%	95%
% with Trade	13%	12%	16%
Avg. Over/Under Allowance	76	89	31



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	120	10
% of Retail Units	100%	60%	5%
% Retailed of Non-New Franchise	23%	26%	40%
Avg. Days to Sale	25.6	27.4	33.9
Avg. Transaction Price	\$ 26,436	\$ 27,009	\$ 25,102
Avg. Transaction to Market %	97%	96%	96%
Avg. Transactional Discount	\$ 170	\$ 259	\$ (62)
Avg. Front End Gross	\$ 1,273	\$ 1,761	\$ 744
Avg. Finance Gross	\$ 2,068	\$ 2,085	\$ 1,102
PUVR	\$ 3,341	\$ 3,846	\$ 1,846
Total Gross (Units & PUVR)	\$ 668,155	\$ 461,577	\$ 18,458
GROI	178%	187%	78%
% with Trade	13%	14%	10%
Avg. Over/Under Allowance	76	73	100



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	30	0	30
1%	15%	0%	15%
0%	20%	#DIV/0!	3%
101.0	35.1	#DIV/0!	0.0
\$ 48,998	\$ 29,711	#DIV/0!	\$ 18,782
98%	99%	#DIV/0!	101%
\$ -	\$ 227	#DIV/0!	\$ (333)
\$ (2,301)	\$ 1,232	#DIV/0!	\$ 247
\$ 8,241	\$ 1,962	#DIV/0!	\$ 2,260
\$ 5,940	\$ 3,194	#DIV/0!	\$ 2,507
\$ 5,940	\$ 95,834	#DIV/0!	\$ 75,204
43%	110%	#DIV/0!	#DIV/0!
0%	20%	#DIV/0!	0%
0	147	#DIV/0!	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	9	0
0%	5%	0%
#DIV/0!	33%	#DIV/0!
#DIV/0!	38.1	#DIV/0!
#DIV/0!	\$ 32,359	#DIV/0!
#DIV/0!	92%	#DIV/0!
#DIV/0!	\$ 750	#DIV/0!
#DIV/0!	\$ (693)	#DIV/0!
#DIV/0!	\$ 1,931	#DIV/0!
#DIV/0!	\$ 1,238	#DIV/0!
#DIV/0!	\$ 11,141	#DIV/0!
#DIV/0!	36%	#DIV/0!
#DIV/0!	11%	#DIV/0!
#DIV/0!	111	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	100	36
% of Retail Units	100%	50%	18%
% Retailed of Non-New Franchise	23%	24%	22%
Avg. Days to Sale	25.6	16.4	38.0
Avg. Transaction Price	\$ 26,436	\$ 28,733	\$ 25,668
Avg. Transaction to Market %	97%	99%	94%
Avg. Transactional Discount	\$ 170	\$ 345	\$ 93
Avg. Front End Gross	\$ 1,273	\$ 2,196	\$ 1,099
Avg. Finance Gross	\$ 2,068	\$ 2,110	\$ 1,932
PUVR	\$ 3,341	\$ 4,306	\$ 3,031
Total Gross (Units & PUVR)	\$ 668,155	\$ 430,553	\$ 109,113
GROI	178%	329%	112%
% with Trade	13%	17%	11%
Avg. Over/Under Allowance	76	83	69



46-60 days	61-90 days	90+ days
12	14	5
6%	7%	3%
17%	50%	40%
51.4	71.4	88.0
\$ 29,283	\$ 23,738	\$ 35,826
94%	91%	95%
\$ 362	\$ 69	\$ 168
\$ (724)	\$ 253	\$ (1,589)
\$ 976	\$ 2,198	\$ 3,288
\$ 252	\$ 2,451	\$ 1,699
\$ 3,028	\$ 34,311	\$ 8,494
6%	52%	19%
0%	29%	0%
0	314	0