

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Jeff Rosen	Erin Scordelis	Nanika Orgil
Sterling Daniels	Ed Miller	Jim Cord
		Gerard Rose
		David Dirito
		Ron Simi
		Cole Scordelis
		Gus Davila
		Andres Garcia
		John Benitez
		Zach Tziolis
		Mike Raff

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.		2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	P6118	2021	VOLKSWAGEN	ATLAS	30	Street/Curb Buy	Yes	\$ 37,881	\$ 37,881	95%	\$3,754	\$1,845
2	55175a	2016	Volkswagen	PASSAT	11	Trade on New	No	\$ 16,781	\$ 16,781	101%	\$2,323	\$1,275
3	P6133	2017	Volkswagen	GTI	11	Street/Curb Buy	Yes	\$ 24,481	\$ 24,481	100%	(\$626)	\$150
4	55328a	2020	Volkswagen	Jetta	6	Trade on New	Yes	\$ 21,300	\$ 21,881	100%	\$1,368	\$710
5	55254a	2019	Volkswagen	Tiguan	35	Trade on New	Yes	\$ 23,981	\$ 23,981	95%	\$1,735	\$785
6	54567a	2019	Volkswagen	Tiguan	12	Trade on New	Yes	\$ 24,881	\$ 24,500	96%	\$3,191	\$600
7	p6143	2018	Tesla	model 3	18	Street/Curb Buy	No	\$ 31,881	\$ 31,000	91%	\$4,060	\$637
8	p6145	2015	Ford	Fiesta	15	Street/Curb Buy	No	\$ 19,781	\$ 19,000	116%	\$1,163	\$171
9	p6103	2020	Volkswagen	Passat	49	LBO OEM/Leasing Co.	Yes	\$ 21,782	\$ 21,782	90%	\$454	\$640
10	p6144	2013	Volkswagen	beetle	15	Street/Curb Buy	No	\$ 19,881	\$ 17,900	100%	(\$370)	\$0
11	p6071	2022	Volkswagen	atlas cross sport	81	Street/Curb Buy	Yes	\$ 44,987	\$ 44,987	100%	(\$759)	\$1,550
12	55358A	2019	Volkswagen	jetta	7	Trade on New	Yes	\$ 22,981	\$ 22,588	100%	\$1,300	\$2,006
13	55268a	2016	Ford	expedition	38	Trade on New	No	\$23,981	\$ 22,981	86%	\$2,995	\$1,133
14	55273b	2018	Mazda	cx9	29	Trade on New	No	\$ 29,482	\$ 28,386	94%	\$2,200	\$1,300
15	55133A	2013	Ford	focus	8	Trade on New	No	\$ 11,881	\$ 10,018	107%	\$1,633	\$1,239
16	55226a	2021	Volkswagen	atlas cross sport	13	Trade on New	Yes	\$ 29,781	\$ 28,020	98%	\$1,762	\$1,707
17	55254a	2019	Volkswagen	tiguan	34	Trade on New	Yes	\$ 23,981	\$ 23,981	95%	\$447	\$2,645
18	55296a	2015	Volkswagen	golf	31	Trade on New	Yes	\$ 14,881	\$ 14,219	93%	\$1,073	\$660
19	55291a	2022	Toyota	carolla	43	Trade on New	No	\$ 27,782	\$ 27,282	100%	\$394	\$0
20	55362a	2021	Volkswagen	tiguan	6	Trade on New	Yes	\$ 28,781	\$ 28,781	98%	\$2,579	\$1,945
21	54095l	2022	Volkswagen	atlas	33	Loaner	Yes	\$ 34,881	\$ 34,881	98%	\$2,436	\$1,545
22	55190a	2021	Toyota	prius	71	Trade on New	No	\$ 28,482	\$ 28,482	100%	\$433	\$2,280
23	p6148	2019	Volkswagen	e golf	18	Street/Curb Buy	Yes	\$ 22,881	\$ 22,881	114%	\$2,620	\$1,000
24	p6107	2016	Land Rover	range rover	55	Auction/Wholesale	No	\$ 24,482	\$ 23,450	107%	\$1,000	\$1,100
25	55343a	2019	Volkswagen	e golf	11	Trade on New	No	\$ 24,781	\$ 24,781	102%	\$2,754	\$3,015
26	55351a	2018	Volkswagen	tiguan	31	Trade on New	Yes	\$ 22,881	\$ 21,405	99%	\$1,500	\$457
27	p6161	2014	Volkswagen	jetta	6	Street/Curb Buy	No	\$ 12,881	\$ 12,381	111%	\$2,370	\$0
28	p6156	2022	Volkswagen	atlas	17	Street/Curb Buy	Yes	\$ 38,981	\$ 38,981	103%	\$2,354	\$407
29	p6176	2020	Volkswagen	golf	1	Street/Curb Buy	Yes	\$ 23,881	\$ 23,000	108%	\$2,948	\$489
30	55382a	2014	Toyota	prius	15	Trade on New	No	\$ 17,981	\$ 17,346	99%	\$2,190	\$2,257

31	54828A	2017	Volkswagen	sport wagen	116	Trade on New	Yes	\$	21,981	\$	21,481	88%	(\$2,347)	\$2,100
32	p6157	2019	Volkswagen	jetta	21	Auction/Wholesale	Yes	\$	23,981	\$	23,700	104%	\$325	\$1,170
33	p6177	2021	Volkswagen	tiguan	7	Street/Curb Buy	Yes	\$	29,981	\$	29,981	97%	\$1,951	\$2,940
34	55323a	2019	Volkswagen	tiguan	28	Trade on New	Yes	\$	23,981	\$	23,981	98%	\$710	\$933
35	55389A	2018	Ford	focus	19	Trade on New	No	\$	18,981	\$	18,981	98%	\$2,664	\$383
36	P6139	2002	Volkswagen	EUROVAN	39	Street/Curb Buy	No	\$	43,881	\$	43,881	141%	\$22,081	\$0
37	55390A	2020	Volkswagen	Jetta	20	Trade on New	Yes	\$	20,771	\$	19,500	100%	(\$434)	\$976
38	p6173	2023	Volkswagen	GTI	13	Street/Curb Buy	Yes	\$	33,881	\$	33,282	100%	\$1,499	\$1,894
39	p6071a	2017	Volkswagen	jetta	25	Trade on Used	Yes	\$	17,981	\$	17,881	100%	(\$650)	\$700
40	55433a	2014	Mazda	cx5	14	Trade on New	No	\$	12,881	\$	12,881	92%	\$1,865	\$506
41	55385a	2010	Jeep	grand cherokee	21	Trade on New	No	\$	9,981	\$	9,981	92%	\$2,678	\$0
42	55394a	2016	Volkswagen	e golf	25	Trade on New	Yes	\$	16,982	\$	16,500	102%	\$922	\$225
43	54781a	2009	Toyota	camry	19	Trade on New	No	\$	11,881	\$	10,673	97%	\$3,262	\$0
44	p6142	2022	Volkswagen	taos	47	Auction/Wholesale	Yes	\$	25,882	\$	25,882	102%	\$520	\$960
45	55339a	2022	Volkswagen	cross sport	28	Trade on New	Yes	\$	36,881	\$	35,926	104%	\$2,049	\$2,839
46	55145a	2020	Volkswagen	jetta	9	Trade on New	Yes	\$	21,881	\$	21,381	98%	\$630	\$2,745
47	55337a	2020	Volkswagen	Tiguan	26	Trade on New	Yes	\$	27,981	\$	27,981	100%	\$1,325	\$2,179
48	p6178	2022	Volkswagen	atlas	20	Street/Curb Buy	Yes	\$	35,981	\$	35,500	100%	\$2,789	\$5,162
49	55423a	2021	Volkswagen	atlas	20	Trade on New	Yes	\$	32,981	\$	31,426	95%	(\$83)	\$2,732
50	55454a	2022	Volkswagen	tiguan	8	Trade on New	Yes	\$	29,981	\$	28,500	100%	\$2,073	\$2,460
51	55349a	2020	Volkswagen	passat	53	Trade on New	Yes	\$	24,985	\$	24,985	94%	\$743	\$1,000
52	55336a	2019	Land Rover	discovery	12	Trade on New	No	\$	29,981	\$	29,200	100%	\$2,147	\$2,584
53	p6197	2020	Volkswagen	jetta	6	Auction/Wholesale	Yes	\$	21,881	\$	21,881	95%	\$3,359	\$2,185

Scoreboard Totals

% Retailed of Non-Franchise Make	27%
Total # Retail Units	59
Avg. Days to Sale	25.1
Avg. Advertised Price (Time of Sale)	\$ 25,154
Avg. Transaction Price	\$ 24,664
Avg. Market Price at 100%	\$ 25,141
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	98%
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 1,992
Avg. Finance Gross	\$ 1,263
PUVR	\$ 3,254
Total Gross (Units & PUVR)	\$ 192,015
GROI	189%
% with Trade	3%
Avg. Over/Under Allowance	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	27%	#DIV/0!	#DIV/0!
Total # Retail Units	59	0	0
Avg. Days to Sale	25.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,154	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,664	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,141	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,992	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,263	#DIV/0!	#DIV/0!
PUVR	\$ 3,254	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 192,015	#DIV/0!	#DIV/0!
GROI	189%	#DIV/0!	#DIV/0!
% with Trade	3%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#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	27%	#DIV/0!	#DIV/0!
Total # Retail Units	59	0	0
Avg. Days to Sale	25.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,154	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,664	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,141	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,992	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,263	#DIV/0!	#DIV/0!
PUVR	\$ 3,254	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 192,015	#DIV/0!	#DIV/0!
GROI	189%	#DIV/0!	#DIV/0!
% with Trade	3%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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	25.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,154	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,664	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 25,141	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,992	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,263	#DIV/0!	#DIV/0!
PUVR	\$ 3,254	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 192,015	#DIV/0!	#DIV/0!
GROI	189%	#DIV/0!	#DIV/0!
% with Trade	3%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	59	38	21
Avg. Days to Sale	25.1	25.4	24.4
Avg. Advertised Price (Time of Sale)	\$ 25,154	\$ 26,755	\$ 21,650
Avg. Transaction Price	\$ 24,664	\$ 26,330	\$ 21,650
Avg. Market Price at 100%	\$ 25,141	#REF!	\$ 21,778
Avg. Price to Market % (Time of Sale)	100%	#REF!	99%
Avg. Transaction to Market	98%	#REF!	99%
Avg. Transactional Discount	#REF!	#REF!	\$ 560
Avg. Front-End Gross	\$ 1,992	\$ 1,454	\$ 2,965
Avg. Finance Gross	\$ 1,263	\$ 1,445	\$ 933
PUVR	\$ 3,254	\$ 2,898	\$ 3,899
Total Gross (Units & PUVR)	\$ 192,015	\$ 110,137	\$ 81,878
GROI	189%	156%	266%
% with Trade	3%	5%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	59	43	16
Avg. Days to Sale	25.1	23.9	28.1
Avg. Advertised Price (Time of Sale)	\$ 25,154	\$ 26,765	\$ 20,214
Avg. Transaction Price	\$ 24,664	\$ 26,320	\$ 20,214
Avg. Market Price at 100%	\$ 25,141	#REF!	\$ 21,205
Avg. Price to Market % (Time of Sale)	100%	#REF!	95%
Avg. Transaction to Market	98%	#REF!	95%
Avg. Transactional Discount	#REF!	#REF!	\$ 549
Avg. Front-End Gross	\$ 1,992	\$ 1,926	\$ 2,169
Avg. Finance Gross	\$ 1,263	\$ 1,377	\$ 957
PUVR	\$ 3,254	\$ 3,302	\$ 3,126
Total Gross (Units & PUVR)	\$ 192,015	\$ 142,001	\$ 50,014
GROI	189%	189%	198%
% with Trade	3%	5%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	59	36	1
% of Retail Units	100%	61%	2%
% Retailed of Non-New Franchise	27%	36%	0%
Avg. Days to Sale	25.1	25.4	25.0
Avg. Transaction Price	\$ 24,664	\$ 22,245	\$ 17,881
Avg. Transaction to Market %	98%	#REF!	99%
Avg. Transactional Discount	#REF!	#REF!	\$ 100
Avg. Front End Gross	\$ 1,992	\$ 1,720	\$ (650)
Avg. Finance Gross	\$ 1,263	\$ 1,361	\$ 700
PUVR	\$ 3,254	\$ 3,082	\$ 50
Total Gross (Units & PUVR)	\$ 192,015	\$ 110,936	\$ 50
GROI	189%	196%	4%
% with Trade	3%	3%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
15	5	1	0
25%	8%	2%	0%
13%	20%	0%	#DIV/0!
20.6	29.6	33.0	#DIV/0!
\$ 29,368	\$ 27,859	\$ 34,881	#DIV/0!
103%	101%	98%	#DIV/0!
\$ 440	\$ 363	\$ -	#DIV/0!
\$ 3,122	\$ 1,300	\$ 2,436	#DIV/0!
\$ 1,083	\$ 1,275	\$ 1,545	#DIV/0!
\$ 4,205	\$ 2,575	\$ 3,981	#DIV/0!
\$ 63,077	\$ 12,877	\$ 3,981	#DIV/0!
250%	112%	125%	#DIV/0!
7%	0%	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	0
2%	0%	0%
0%	#DIV/0!	#DIV/0!
49.0	#DIV/0!	#DIV/0!
\$ 21,782	#DIV/0!	#DIV/0!
90%	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 454	#DIV/0!	#DIV/0!
\$ 640	#DIV/0!	#DIV/0!
\$ 1,094	#DIV/0!	#DIV/0!
\$ 1,094	#DIV/0!	#DIV/0!
37%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	59	42	10
% of Retail Units	100%	71%	17%
% Retailed of Non-New Franchise	27%	24%	40%
Avg. Days to Sale	25.1	15.5	35.7
Avg. Transaction Price	\$ 24,664	\$ 24,233	\$ 24,637
Avg. Transaction to Market %	98%	#REF!	99%
Avg. Transactional Discount	#REF!	#REF!	\$ 264
Avg. Front End Gross	\$ 1,992	\$ 1,876	\$ 3,868
Avg. Finance Gross	\$ 1,263	\$ 1,332	\$ 895
PUVR	\$ 3,254	\$ 3,208	\$ 4,763
Total Gross (Units & PUVR)	\$ 192,015	\$ 134,715	\$ 47,626
GROI	189%	308%	195%
% with Trade	3%	2%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
4	2	1
7%	3%	2%
25%	50%	0%
51.0	76.0	116.0
\$ 24,025	\$ 36,735	\$ 21,481
97%	100%	86%
\$ 258	\$ -	\$ 500
\$ 679	\$ (163)	\$ (2,347)
\$ 925	\$ 1,915	\$ 2,100
\$ 1,604	\$ 1,752	\$ (247)
\$ 6,417	\$ 3,504	\$ (247)
47%	23%	-4%
0%	50%	0%
#DIV/0!	#DIV/0!	#DIV/0!