

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Kevin Poeling	Sheri Sotheby	Javier Arjona
Jeff Stall	Louis Schipani	Daniel Acevedo
Dan Rake	Lance Burdge	Brad Camino
Carlos Caraballo	Eddie Garcia	Oscar Chavez
Paul Campos	Remi Mendozzi	Mike Colgan
		Arlington Fritz
		Matt Harding
		Vinnie Incorvaia
		TJ Jackman
		Andrew Jiras
		Jennifer Jones
		Steve Kalinowski
		David Kruse
		Philip McKown
		Jose Mendez
		Dana Millang
		Jason Prater
		Ricardo Quintana
		Rob Reilly
		Todd Schwoerer
		Mark Wilkins

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	P752615	2019	HYUNDAI	SONATA	39	Trade on New	Yes	\$21,990	\$23,385	99%	\$2,182	\$2,661
2	PG170158	2017	Mazda	CX-5	77	Trade on New	No	\$24,990	\$23,420	102%	\$1,342	\$1,543
3	PG046946	2016	AUDI	Q5	62	Trade on New	No	\$23,990	\$23,990	101%	\$1,569	\$2,046
4	PG300313	2019	Genesis	G80	35	Trade on New	Yes	\$37,990	\$35,472	100%	(\$504)	\$1,020
5	PG091947	2021	Genesis	G90	18	Trade on New	Yes	\$77,779	\$80,693	107%	\$12,136	\$0
6	PG275232	2017	HYUNDAI	ELANTA	26	Trade on Used	Yes	\$18,990	\$19,385	106%	\$2,753	\$2,317
7	P024285	2020	HYUNDAI	SONATA	38	Trade on New	Yes	\$31,893	\$33,588	104%	\$3,031	\$1,087
8	P980005	2019	HYUNDAI	TUCSON	10	Street/Curb Buy	Yes	\$24,990	\$25,292	107%	\$3,685	\$1,347
9	P735495	2019	HYUNDAI	SONATA	12	Street/Curb Buy	Yes	\$23,990	\$23,548	99%	\$3,096	\$1,483
10	PG055465	2020	Genesis	G70	25	Trade on New	Yes	\$36,990	\$27,192	102%	\$1,997	\$2,004
11	PGV20518	2011	JAGUAR	XJ	13	Trade on New	No	\$18,000	\$18,438	96%	\$4,315	\$49
12	PG904417	2017	JEEP	GRANN CHEROKE	89	Trade on New	Yes	\$30,988	\$32,883	99%	\$2,547	\$489
13	P643874	2021	HYUNDAI	KONA	28	Trade on New	Yes	\$26,990	\$28,885	98%	\$4,034	\$2,873
14	P057888	2020	HYUNDAI	SONATA	31	Street/Curb Buy	Yes	\$32,990	\$34,559	105%	\$1,719	\$3,293
15	P337357	2016	HYUNDAI	TUCSON	45	Trade on New	No	\$17,990	\$19,528	104%	\$2,372	\$1,010
16	PG110409	2012	LEXUS	LS460	52	Trade on New	No	\$25,450	\$27,345	98%	\$4,941	\$1,167
17	P230381	2017	Chevrolet	COLORADO	116	Trade on New	No	\$29,370	\$31,125	95%	\$1,760	\$83
18	P241293	2017	Chevrolet	TRAVERSE	9	Trade on New	No	\$24,990	\$26,885	103%	\$8,333	\$3,318
19	P110097	2017	FIAT	124	34	Auction/ Wholesale	NO	\$27,990	\$28,040	99%	\$2,468	\$3,083
20	P309876	2021	HYUNDAI	TUCSON	118	Trade on New	Yes	\$34,990	\$31,000	97%	(\$603)	\$2,417
21	P743379	2019	HYUNDAI	SONATA	38	Trade on New	Yes	\$23,990	\$23,990	104%	\$3,439	\$1,915
22	P278340	2014	BUICK	LACROSSE	138	Trade on New	No	\$15,988	\$15,383	100%	\$297	\$774
23	P242284	2016	JEEP	WRANGLER	68	Trade on New	No	\$26,790	\$25,945	102%	\$1,957	\$1,217
24	P475050	2019	HYUNDAI	ELANTRA	79	Trade on New	No	\$21,450	\$21,450	104%	\$2,275	\$1,587
25	PG159685	2016	NISSAN	MURANO	23	Trade on New	No	\$24,450	\$25,545	102%	\$3,642	\$2,623
26	PG072841	2021	Genesis	GV80	70	Trade on New	No	\$64,259	\$63,354	105%	\$4,193	\$4,932
27	PGL67030	2016	LINCOLN	MKX	53	Trade on New	No	\$29,990	\$29,410	107%	\$2,320	\$0

28	P217852	2021	HYUNDAI	PALISADE	30	Trade on New	Yes	\$49,990	\$49,795	100%	\$5,158	\$2,821
29	P002372	2018	ACURA	ILX	88	Trade on New	No	\$23,990	\$23,085	117%	\$2,004	\$1,680
30	P049232	2020	HYUNDAI	SONATA	45	Trade on New	Yes	\$32,990	\$33,074	104%	(\$770)	\$597
31	P382696	2014	NISSAN	ALTIMA	20	Trade on New	No	\$15,990	\$15,468	127%	\$2,528	\$583
32	P511061	2020	HYUNDAI	ELANTRA	42	Trade on New	Yes	\$20,990	\$22,385	101%	\$2,994	\$1,996
33	P000157	2019	HYUNDAI	TUCSON	8	Street/Curb Buy	Yes	\$23,450	\$23,845	106%	\$3,182	\$1,985
34	PG009689	2018	AUDI	S5	110	Trade on New	No	\$57,000	\$24,480	109%	\$661	\$2,797
35	P764929	2019	HYUNDAI	SONATA	21	Trade on New	Yes	\$22,990	\$18,990	104%	\$464	\$735
36	P179928	2020	HYUNDAI	TUCSON	132	Trade on New	Yes	\$28,880	\$29,775	98%	\$2,052	\$1,459
37	PG075699	2020	Genesis	G90	28	Trade on New	Yes	\$59,990	\$60,490	105%	\$4,810	\$655
38	PG459167	2022	LAND ROVER	DISCOVERY	89	Trade on New	No	\$59,878	\$58,439	100%	\$2,803	\$700
39	P074445	2019	HYUNDAI	SANTA FE	41	LBO OEM/Leasing Co.	Yes	\$28,990	\$28,252	103%	\$2,109	\$719
40	PG14291	2015	BMW	428	83	Trade on New	No	\$22,897	\$23,424	89%	\$4,602	\$2,878
41	P749957	2019	HYUNDAI	SONATA	67	LBO OEM/Leasing Co.	Yes	\$25,750	\$26,350	103%	\$2,439	\$3,069
42	P249463A	2011	MINI	COOPER	7	Trade on New	No	\$16,990	\$14,190	100%	\$1,800	\$40
43	P224348	2018	HYUNDAI	ELANTRA	88	LBO OEM/Leasing Co.	Yes	\$18,990	\$15,900	100%	\$2,990	\$1,838
44	PG672081	2013	NISSAN	SENTRA	11	Trade on New	No	\$10,450	\$10,450	106%	\$2,353	\$0
45	P074179A	2020	HYUNDAI	PALISADE	16	Trade on New	Yes	\$40,990	\$42,885	102%	\$4,147	\$3,630
46	PGL29082	2020	LINCOLN	AVIATOR	38	Trade on New	No	\$56,990	\$59,545	83%	\$7,382	\$0
47	PG065022	2021	Genesis	GV80	3	Trade on New	Yes	\$75,990	\$77,885	102%	\$9,597	\$597
48	P372091A	2016	HYUNDAI	SANTA FE	13	Street/Curb Buy	No	\$19,450	\$17,950	102%	\$2,672	\$1,085
49	P556970	2017	HYUNDAI	SONATA	23	Trade on New	Yes	\$18,990	\$19,043	105%	\$1,829	\$907
50	P143942	2019	Chevrolet	SILVERADO	28	Trade on New	No	\$36,990	\$36,595	108%	\$1,569	\$3,573
51	P437398	2019	HYUNDAI	ELANTRA	25	Trade on New	Yes	\$19,990	\$21,885	94%	\$1,704	\$2,458
52	P799324	2019	HYUNDAI	SONATA	22	LBO OEM/Leasing Co.	Yes	\$26,990	\$27,840	104%	\$3,189	\$1,766
53	P120208	2012	FORD	TAURUS	73	Street/Curb Buy	No	\$12,890	\$12,890	110%	\$3,018	\$1,612

Scoreboard Totals

% Retailed of Non-Franchise Make	0%
Total # Retail Units	129
Avg. Days to Sale	48.3
Avg. Advertised Price (Time of Sale)	\$ 31,243
Avg. Transaction Price	\$ 31,322
Avg. Market Price at 100%	\$ 30,751
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ (83)
Avg. Front-End Gross	\$ 3,610
Avg. Finance Gross	\$ 1,759
PUVR	\$ 5,369
Total Gross (Units & PUVR)	\$ 692,601
GROI	128%
% with Trade	52%
Avg. Over/Under Allowance	\$619



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	129	0	0
Avg. Days to Sale	48.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,243	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,322	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,751	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (83)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,610	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,759	#DIV/0!	#DIV/0!
PUVR	\$ 5,369	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 692,601	#DIV/0!	#DIV/0!
GROI	128%	#DIV/0!	#DIV/0!
% with Trade	52%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	619	#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	0%	#DIV/0!	#DIV/0!
Total # Retail Units	129	0	0
Avg. Days to Sale	48.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,243	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,322	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,751	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (83)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,610	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,759	#DIV/0!	#DIV/0!
PUVR	\$ 5,369	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 692,601	#DIV/0!	#DIV/0!
GROI	128%	#DIV/0!	#DIV/0!
% with Trade	52%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	619	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	129	0	0
Avg. Days to Sale	48.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,243	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,322	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,751	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (83)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,610	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,759	#DIV/0!	#DIV/0!
PUVR	\$ 5,369	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 692,601	#DIV/0!	#DIV/0!
GROI	128%	#DIV/0!	#DIV/0!
% with Trade	52%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	619	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	129	69	60
Avg. Days to Sale	48.3	43.8	53.6
Avg. Advertised Price (Time of Sale)	\$ 31,243	\$ 32,655	\$ 29,351
Avg. Transaction Price	\$ 31,322	\$ 32,918	\$ 29,351
Avg. Market Price at 100%	\$ 30,751	\$ 32,082	\$ 29,167
Avg. Price to Market % (Time of Sale)	102%	102%	101%
Avg. Transaction to Market	102%	103%	101%
Avg. Transactional Discount	\$ (83)	\$ (267)	\$ 169
Avg. Front-End Gross	\$ 3,610	\$ 3,556	\$ 3,668
Avg. Finance Gross	\$ 1,759	\$ 1,622	\$ 1,899
PUVR	\$ 5,369	\$ 5,178	\$ 5,567
Total Gross (Units & PUVR)	\$ 692,601	\$ 357,298	\$ 334,015
GROI	128%	129%	128%
% with Trade	52%	58%	45%
Avg. Over/Under Allowance	619	766	401



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	129	0	0
Avg. Days to Sale	48.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,243	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,322	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,751	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (83)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,610	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,759	#DIV/0!	#DIV/0!
PUVR	\$ 5,369	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 692,601	#DIV/0!	#DIV/0!
GROI	128%	#DIV/0!	#DIV/0!
% with Trade	52%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	619	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	129	105	6
% of Retail Units	100%	81%	5%
% Retailed of Non-New Franchise	0%	0%	0%
Avg. Days to Sale	48.3	49.1	63.3
Avg. Transaction Price	\$ 31,322	\$ 32,777	\$ 29,468
Avg. Transaction to Market %	102%	102%	103%
Avg. Transactional Discount	\$ (83)	\$ (130)	\$ (235)
Avg. Front End Gross	\$ 3,610	\$ 3,790	\$ 2,787
Avg. Finance Gross	\$ 1,759	\$ 1,746	\$ 1,958
PUVR	\$ 5,369	\$ 5,537	\$ 4,745
Total Gross (Units & PUVR)	\$ 692,601	\$ 581,343	\$ 28,467
GROI	128%	124%	92%
% with Trade	52%	52%	67%
Avg. Over/Under Allowance	619	721	-173



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
12	0	0	0
9%	0%	0%	0%
0%	#DIV/0!	#DIV/0!	#DIV/0!
40.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,005	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 74	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,075	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,777	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,852	#DIV/0!	#DIV/0!	#DIV/0!
\$ 58,223	#DIV/0!	#DIV/0!	#DIV/0!
182%	#DIV/0!	#DIV/0!	#DIV/0!
17%	#DIV/0!	#DIV/0!	#DIV/0!
1,000	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
6	0	0
5%	0%	0%
0%	#DIV/0!	#DIV/0!
39.7	#DIV/0!	#DIV/0!
\$ 22,889	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!
\$ 562	#DIV/0!	#DIV/0!
\$ 2,545	#DIV/0!	#DIV/0!
\$ 1,520	#DIV/0!	#DIV/0!
\$ 4,064	#DIV/0!	#DIV/0!
\$ 24,386	#DIV/0!	#DIV/0!
161%	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
86	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	129	56	21
% of Retail Units	100%	43%	16%
% Retailed of Non-New Franchise	0%	0%	0%
Avg. Days to Sale	48.3	17.0	37.4
Avg. Transaction Price	\$ 31,322	\$ 29,621	\$ 32,155
Avg. Transaction to Market %	102%	102%	103%
Avg. Transactional Discount	\$ (83)	\$ (338)	\$ (615)
Avg. Front End Gross	\$ 3,610	\$ 4,171	\$ 3,372
Avg. Finance Gross	\$ 1,759	\$ 1,655	\$ 1,691
PUVR	\$ 5,369	\$ 5,826	\$ 5,063
Total Gross (Units & PUVR)	\$ 692,601	\$ 326,265	\$ 106,325
GROI	128%	417%	152%
% with Trade	52%	46%	52%
Avg. Over/Under Allowance	619	813	645



46-60 days	61-90 days	90+ days
12	23	18
9%	18%	14%
0%	0%	0%
52.4	77.3	118.8
\$ 39,198	\$ 32,308	\$ 29,128
104%	102%	97%
\$ (1,031)	\$ (31)	\$ 1,978
\$ 4,299	\$ 3,658	\$ 1,626
\$ 2,354	\$ 2,120	\$ 1,300
\$ 6,653	\$ 5,778	\$ 2,926
\$ 79,832	\$ 132,887	\$ 52,661
117%	83%	30%
67%	65%	39%
163	1,021	-482