

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Luna, Antonio	Martinez, Fernando	Cruz-Pham, Kaitlyn
Raymond, Joseph R	Sandoval, Jose Luis	Hernandez, Geider
Baldivia, Hector	Luna Viramontes, Bernardo	Medina, Benito
Baston, Marie		Oropeza, Julio
		Osorio, Cesar
		Palmer-Jeffery, Cameron
		Partida, Jose
		Quezadas, Jesrred
		Rivera, Gerardo
		Rivera, Hector
		Rivera, Josue
		Ruiz Ortega, Jhovanny
		Sandoval, Javier
		Tafolla, Edgar
		Taylor, Arthur H
		Valle, Daniel

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	TSD230219A	2020	TOYO	HIGHHY	28	Trade on New	Yes	\$ 45,778	\$ 35,000	103%	\$3,097	3,282.79
2	TSD230234B	2015	FORD	TRANS	13	Trade on Used	No	\$ 13,987	\$ 9,029	97%	(\$1,506)	628.00
3	TSD230408A	2017	TOYO	TACOMA	36	Trade on New	Yes	\$ 40,587	\$ 38,817	98%	\$100	1,560.00
4	61073C	2023	TOYO	TACOMA	10	Trade on Used	Yes	\$ 44,588	\$ 42,000	103%	\$1,398	4,762.62
5	61152A	2022	TOYO	COROL	15	Trade on New	Yes	\$ 22,783	\$ 21,500	98%	(\$488)	2,144.00
6	61156B	2017	JEEP	WRANU	31	Trade on Used	No	\$ 29,289	\$ 29,289	98%	(\$497)	1,714.62
7	TSDDT230248A	2019	TOYO	HIGHLN	13	Trade on New	Yes	\$ 31,988	\$ 30,840	102%	\$2,836	2,772.14
8	TSD230146B	2022	LEXU	GX460	48	Trade on Used	No	\$ 47,983	\$ 47,483	93%	(\$1,831)	1,990.82
9	TSD230262A	2023	TOYO	RAV4	23	Trade on New	Yes	\$ 32,988	\$ 32,186	98%	\$1,332	2,991.51
10	61073B	2012	TOYO	FJCRUI	12	Trade on Used	No	\$ 33,983	\$ 26,687	108%	\$3,862	3,929.63
11	TSD230261A	2010	SUBA	FOREST	3	Trade on New	No	\$ 9,988	\$ 8,300	98%	\$5,310	1,722.30

12	TSDS200030	2020 FORD	ESCA	14	Loaner	No						5,427.81
							\$ 21,588	\$ 21,588	110%	\$2,105		
13	TSDP210043	2021 TOYO	4RUN	5	Street/Curb Buy	Yes		\$ 31,439		\$1,000		2,087.50
14	PU076948L	2023 TOYO	CAMR	7	Loaner	Yes	\$ 39,588	\$ 38,585	103%	\$10,029		6,934.17
15	PU755312L	2023 TOYO	CAMR	21	Street/Curb Buy	Yes	\$ 27,983	\$ 27,400	95%	\$3,414		3,619.30
16	TSD230234A	2019 TOYO	TACOMA	29	Trade on New	No	\$ 31,983	\$ 30,000	95%	\$687		2,227.54
17	61106A	2019 AUDI	SQ530T	82	Trade on New	No	\$ 35,900	\$ 35,900	99%	(\$1,959)		200.00
18	P4326R	2020 MITS	OUTLDR	69	Auction/Wholesale	No	\$ 19,800	\$ 18,210	96%	(\$2,421)		3,296.70
19	TSDP210047	2021 TOYO	SIEN		Auction/Wholesale	Yes	\$ 29,995	\$ 28,659	105%	\$80		1,078.87
20	P3196812L	2023 TOYO	COROHB	14	Street/Curb Buy	Yes	\$ 26,983	\$ 26,983	92%	\$6,601		6,130.99
21	TSDS210034	2021 GMC	TERRN	14	Street/Curb Buy	No	\$ 21,089	\$ 20,600	97%	\$211		3,701.99
22	TSD230380A	2021 TOYO	TUND	26	Trade on New	Yes	\$ 43,588	\$ 43,075	99%	\$1,804		985.51
23	PS521648L	2023 TOYO	HIGHHY	9	Trade on Used	Yes	\$ 49,988	\$ 44,709	103%	\$6,086		2,958.67
24	TSD230412A	2020 TOYO	TUND	11	Trade on New	Yes	\$ 44,987	\$ 44,987	100%	\$5,734		9,775.68

25	TSDS150006	2015 MB	S5504M	21	Street/Curb Buy	No	\$ 48,000	\$ 45,500	95%	\$1,645	3,023.08
26	TSD230341A	2022 TOYO	CAMR	4	Trade on New	Yes	\$ 24,988	\$ 23,714	101%	\$83	1,437.00
27	P4318A	2014 HOND	ACCO	26	Trade on Used	No	\$ 14,983	\$ 14,983	97%	\$3,188	3,202.63
28	TSD230402A	2023 TOYO	COROLH	24	Trade on New	Yes	\$ 27,983	\$ 23,983	100%	\$564	2,150.77
29	61106B	2015 HOND	ACCO	25	Trade on Used	No	\$ 18,169	\$ 17,988	94%	\$1,497	3,878.07
30	TSD230159A	2018 BMW	430ICP	30	Trade on New	No	\$ 22,783	\$ 21,854	95%	\$1,177	819.19
31	TSD230507A	2018 TOYO	RAV4	7	Trade on New		\$ 23,188	\$ 23,188	103%	\$3,311	4,586.65
32	TSD230535A	2013 TOYO	PRIUS	5	Trade on New	No	\$ 12,988	\$ 9,613	99%	\$1,367	394.26
33	TSD230134A	2019 MAZD	CX5	65	Trade on New	No	\$ 21,583	\$ 21,583	97%	\$235	4,074.98
34	TSD230337A	2018 NISS	SENTN	14	Trade on New	No	\$ 13,983	\$ 10,685	92%	\$442	1,609.72
35	60945B	2019 TOYO	CAMR	59	Trade on Used	Yes	\$ 29,000	\$ 27,483	103%	\$661	2,582.31
36	TSDT230249	2023 TOYO	CAMR	23	Loaner	Yes	\$ 29,683	\$ 29,888	98%	\$3,034	6,038.39
37	61105A	2016 FORD	MUST	71	Trade on New	No	\$ 17,500	\$ 17,500	90%	(\$966)	2,502.00
38	TSD230164A	2021 TOYO	COROLH	25	Trade on New	Yes	\$ 25,289	\$ 23,000	97%	(\$519)	579.11

39	TSDS210036	2021 MAZD	CX30	50	Street/Curb Buy	No	\$ 18,583	\$ 18,583	93%	(\$2,543)	3,038.98
40	TSD230447A	2020 TOYO	RAV4	14	Trade on New		\$ 27,983	\$ 27,983	101%	\$2,911	1,445.95
41	TSDP190016	2019 TOYOTA	4RUNNER	21	Street/Curb Buy	No	\$ 22,988	\$ 22,211	103%	\$0	3,955.00
42	TSDP210045	2021 TOYO	RAV4	15	Street/Curb Buy	Yes	\$ 25,983	\$ 24,749	102%	\$0	250.00
43	60942D	2018 TOYO	CAMR	23	Trade on Used	No	\$ 21,983	\$ 21,500	103%	(\$1,596)	250.00
44	TSDS190013A	2021 TOYO	CHR	26	Trade on New	No	\$ 22,983	\$ 22,876	101%	\$2,102	3,815.15
45	TSD230295A	2023 TOYO	RAV4	12	Trade on New	Yes	\$ 37,488	\$ 34,997	101%	\$1,092	2,040.09
46	TSD200025	2020 TOYO	CAMR	11	Auction/Wholesale	Yes	\$ 16,988	\$ 16,774	98%	\$480	3,065.25
47	PS023107L	2023 TOYO	HIGHLN	12	Street/Curb Buy	Yes	\$ 41,783	\$ 36,400	100%	\$1,891	2,364.73
48	TSDS210038	2021 KIA	K5	36	Street/Curb Buy	No	\$ 20,587	\$ 20,000	98%	(\$897)	2,585.20
49	61112B	2020 HOND	CRV	30	Trade on Used	Yes	\$ 27,900	\$ 27,900	98%	\$1,258	577.11
50	P4322S	2021 CHEV	TRAILB	93	Street/Curb Buy	No	\$ 27,488	\$ 27,488	97%	(\$3,072)	2,486.75
51	TSDS210039	2021 TOYO	HIGHLN	9	Auction/Wholesale	Yes	\$ 34,583	\$ 34,583	99%	\$1,611	1,209.23
52	TSD230302A	2023 TOYO	4RUN	5	Trade on New	Yes	\$ 59,500	\$ 56,000	99%	\$5,108	6,262.48
53	TSDT230250	2023 TOYO	CAMR	22	Auction/Wholesale	Yes	\$ 29,983	\$ 25,717	98%	\$311	973.00

Scoreboard Totals

% Retailed of Non-Franchise Make	98%
Total # Retail Units	85
Avg. Days to Sale	23.1
Avg. Advertised Price (Time of Sale)	\$ 28,089
Avg. Transaction Price	\$ 26,822
Avg. Market Price at 100%	\$ 28,362
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 937
Avg. Front-End Gross	\$ 1,262
Avg. Finance Gross	\$ 2,776
PUVR	\$ 4,037
Total Gross (Units & PUVR)	\$ 343,175
GROI	235%
% with Trade	29%
Avg. Over/Under Allowance	\$0



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	98%	#DIV/0!	#DIV/0!
Total # Retail Units	85	0	0
Avg. Days to Sale	23.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,089	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,822	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 28,362	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 937	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,262	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,776	#DIV/0!	#DIV/0!
PUVR	\$ 4,037	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 343,175	#DIV/0!	#DIV/0!
GROI	235%	#DIV/0!	#DIV/0!
% with Trade	29%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	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	98%	#DIV/0!	#DIV/0!
Total # Retail Units	85	0	0
Avg. Days to Sale	23.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,089	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,822	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 28,362	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 937	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,262	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,776	#DIV/0!	#DIV/0!
PUVR	\$ 4,037	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 343,175	#DIV/0!	#DIV/0!
GROI	235%	#DIV/0!	#DIV/0!
% with Trade	29%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	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	98%	#DIV/0!	#DIV/0!
Total # Retail Units	85	0	0
Avg. Days to Sale	23.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,089	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,822	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 28,362	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 937	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,262	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,776	#DIV/0!	#DIV/0!
PUVR	\$ 4,037	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 343,175	#DIV/0!	#DIV/0!
GROI	235%	#DIV/0!	#DIV/0!
% with Trade	29%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	85	45	38
Avg. Days to Sale	23.1	20.0	27.4
Avg. Advertised Price (Time of Sale)	\$ 28,089	\$ 32,316	\$ 22,087
Avg. Transaction Price	\$ 26,822	\$ 30,876	\$ 22,087
Avg. Market Price at 100%	\$ 28,362	#DIV/0!	#VALUE!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#VALUE!
Avg. Transaction to Market	95%	#DIV/0!	#VALUE!
Avg. Transactional Discount	\$ 937	\$ 722	\$ 1,240
Avg. Front-End Gross	\$ 1,262	\$ 1,737	\$ 601
Avg. Finance Gross	\$ 2,776	\$ 3,156	\$ 2,313
PUVR	\$ 4,037	\$ 4,893	\$ 2,914
Total Gross (Units & PUVR)	\$ 343,175	\$ 220,179	\$ 110,741
GROI	235%	285%	173%
% with Trade	29%	16%	45%
Avg. Over/Under Allowance	0	40	-33



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	85	2	83
Avg. Days to Sale	23.1	28.0	23.0
Avg. Advertised Price (Time of Sale)	\$ 28,089	\$ 26,789	\$ 26,847
Avg. Transaction Price	\$ 26,822	\$ 25,767	\$ 26,847
Avg. Market Price at 100%	\$ 28,362	\$ 26,302	#VALUE!
Avg. Price to Market % (Time of Sale)	99%	102%	#VALUE!
Avg. Transaction to Market	95%	98%	#VALUE!
Avg. Transactional Discount	\$ 937	\$ 1,022	\$ 934
Avg. Front-End Gross	\$ 1,262	\$ (120)	\$ 1,295
Avg. Finance Gross	\$ 2,776	\$ 4,578	\$ 2,732
PUVR	\$ 4,037	\$ 4,458	\$ 4,027
Total Gross (Units & PUVR)	\$ 343,175	\$ 8,915	\$ 334,260
GROI	235%	222%	235%
% with Trade	29%	0%	30%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	85	39	15
% of Retail Units	100%	46%	18%
% Retailed of Non-New Franchise	98%	100%	100%
Avg. Days to Sale	23.1	19.7	28.9
Avg. Transaction Price	\$ 26,822	\$ 26,301	\$ 28,238
Avg. Transaction to Market %	95%	93%	#VALUE!
Avg. Transactional Discount	\$ 937	\$ 1,376	\$ 1,736
Avg. Front End Gross	\$ 1,262	\$ 1,686	\$ 1,007
Avg. Finance Gross	\$ 2,776	\$ 2,598	\$ 2,513
PUVR	\$ 4,037	\$ 4,284	\$ 3,520
Total Gross (Units & PUVR)	\$ 343,175	\$ 167,071	\$ 52,800
GROI	235%	297%	155%
% with Trade	29%	31%	20%
Avg. Over/Under Allowance	0	-171	500



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
14	10	4	3
16%	12%	5%	4%
86%	100%	100%	100%
30.0	20.0	18.5	22.7
\$ 27,782	\$ 24,562	\$ 34,389	\$ 19,476
#DIV/0!	94%	100%	98%
\$ (1,330)	\$ 1,496	\$ 823	\$ 97
\$ 499	\$ 157	\$ 4,486	\$ (32)
\$ 2,940	\$ 2,307	\$ 6,087	\$ 2,773
\$ 3,439	\$ 2,464	\$ 10,573	\$ 2,742
\$ 48,145	\$ 24,644	\$ 42,291	\$ 8,225
149%	181%	598%	224%
36%	40%	25%	0%
#DIV/0!	-150	1,000	#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	85	67	5
% of Retail Units	100%	79%	6%
% Retailed of Non-New Franchise	98%	99%	80%
Avg. Days to Sale	23.1	15.9	33.8
Avg. Transaction Price	\$ 26,822	\$ 26,228	\$ 29,543
Avg. Transaction to Market %	95%	#VALUE!	97%
Avg. Transactional Discount	\$ 937	\$ 1,019	\$ 725
Avg. Front End Gross	\$ 1,262	\$ 1,809	\$ (307)
Avg. Finance Gross	\$ 2,776	\$ 2,842	\$ 2,310
PUVR	\$ 4,037	\$ 4,651	\$ 2,003
Total Gross (Units & PUVR)	\$ 343,175	\$ 311,585	\$ 10,016
GROI	235%	401%	72%
% with Trade	29%	31%	20%
Avg. Over/Under Allowance	0	111	#DIV/0!



46-60 days	61-90 days	90+ days
7	4	1
8%	5%	1%
100%	100%	100%
49.9	71.8	93.0
\$ 32,221	\$ 23,298	\$ 27,488
97%	94%	97%
\$ 681	\$ 398	\$ -
\$ (617)	\$ (1,278)	\$ (3,072)
\$ 2,909	\$ 2,518	\$ 2,487
\$ 2,291	\$ 1,241	\$ (585)
\$ 16,038	\$ 4,962	\$ (585)
51%	27%	-8%
14%	25%	100%
500	-1,500	#DIV/0!