

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Brian Kelly	Sahag Frounjian	Monge
Raul Morrobel	Catherine Rogers	Green
	Alex Abutaleb	Batsinelas
		Kunins
		Le
		Moustafa
		Pavlou
		Barcellos
		Oxaal
		Giron
		Zapata
		Simpson
		Blanc
		Silva
		Rabinovich
		Curley
		Desouza
		Barstow
		Pradhananga
		Zapata
		Barnes
		Yu

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Transaction to Market (%)	Transactional Discount (\$)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	87%	\$ 1,200	\$1,500	\$500
1	KBB0495	21	LEXU	ES250	37	Street/Curb Buy	Yes	No	\$ 34,996	\$ 34,996	94%	94%	\$ -	1148	4175
2	KBB0497	16	HOND	ACCO	52	Street/Curb Buy	No	No	\$ 16,888	\$ 16,560	81%	79%	\$ 328	1033	0
3	KBB0499	22	AUDI	Q5	56	Street/Curb Buy	No	No	\$ 38,511	\$ 37,999	93%	92%	\$ 512	1251	0
4	KBB0499A	21	MAZD	MAZDA3	24	Trade on New	No	No	\$ 28,849	\$ 28,849	97%	97%	\$ -	2700	0
5	KBB0501	22	SUBA	CROSSTREK	55	Street/Curb Buy	No	No	\$ 28,884	\$ 28,884	90%	90%	\$ -	549	2282
6	KBB0505A	23	VW	ATLAS	29	Trade on New	No	No	\$ 36,392	\$ 36,392	85%	85%	\$ -	1149	0
7	KBB0506	20	CHEV	SPARK5DLT	41	Street/Curb Buy	No	No	\$ 13,554	\$ 13,554	75%	75%	\$ -	1823	0
8	KBB0516	20	TESLA	MODEL3	62	Street/Curb Buy	No	No	\$ 33,883	\$ 33,583	93%	92%	\$ 300	295	779
9	KBB0518	20	TESLA	MODEL3	49	Street/Curb Buy	No	No	\$ 29,982	\$ 29,312	79%	77%	\$ 670	2015	0
10	KBB0523	20	LEXU	UX250H	6	Street/Curb Buy	Yes	No	\$ 34,993	\$ 34,993	83%	83%	\$ -	6275	1484
11	KBB0523A	16	LEXU	NX200T	12	Trade on Used	No	No	\$ 27,991	\$ 27,991	89%	89%	\$ -	4525	2000
12	KBB0524	16	CADI	CTS	25	Street/Curb Buy	No	No	\$ 28,994	\$ 28,994	80%	80%	\$ -	3043	1339
13	KBB0531	18	TOYO	RAV4	32	Street/Curb Buy	No	No	\$ 22,774	\$ 22,774	83%	83%	\$ -	3345	2500
14	KBB0538	18	BUIC	REGA	21	Street/Curb Buy	No	No	\$ 18,993	\$ 23,993	75%	95%	\$ (5,000)	2072	0
15	L0776A	17	CADI	XT5	50	Trade on Used	No	No	\$ 23,920	\$ 23,920	81%	81%	\$ -	1439	1331
16	L0778A	18	LEXU	ES350	35	Trade on Used	No	No	\$ 28,996	\$ 37,777	91%	119%	\$ (8,781)	-666	0
17	L0784	22	LEXU	NX350	33	Loaner	Yes	No	\$ 40,887	\$ 40,887	88%	88%	\$ -	2517	0
18	L0786	22	LEXU	NX250	23	Loaner	Yes	No	\$ 40,887	\$ 40,887	91%	91%	\$ -	4089	0
19	L0788A	21	LEXU	ES250	6	Trade on Used	Yes	No	\$ 37,777	\$ 37,777	94%	94%	\$ -	431	0
20	L0790A	12	LEXU	ES350	9	Trade on Used	No	No	\$ 16,928	\$ 16,428	92%	89%	\$ 500	4360	1985
21	L0796	22	LEXU	ES250	19	Loaner	Yes	No	\$ 38,996	\$ 38,996	89%	89%	\$ -	2594	1000
22	L0798	22	LEXU	RX350	19	Loaner	Yes	No	\$ 48,996	\$ 48,996	83%	83%	\$ -	6988	2489
23	L0798A	15	HOND	ODYS	18	Trade on Used	No	No	\$ 22,774	\$ 22,000	65%	63%	\$ 774	3804	0
24	L0801	22	LEXU	UX200	15	Loaner	Yes	No	\$ 32,996	\$ 32,996	87%	87%	\$ -	2689	330
25	L0802	22	LEXU	ES350	37	Loaner	Yes	No	\$ 38,997	\$ 38,997	90%	90%	\$ -	1731	0
26	L0804	22	LEXU	UX200	27	Loaner	Yes	No	\$ 33,477	\$ 33,477	85%	85%	\$ -	2647	1615
27	L0806	22	LEXU	IS350	18	Loaner	Yes	No	\$ 43,997	\$ 43,497	90%	89%	\$ 500	1963	430
28	L0807	22	LEXU	ES350	5	Loaner	Yes	No	\$ 41,882	\$ 40,999	83%	81%	\$ 883	4945	2347
29	L0807A	13	CHRYSLER	200	38	Trade on Used	No	No	\$ 9,982	\$ 9,982	54%	54%	\$ -	2882	2136
30	L0808	22	LEXU	RX350	11	Loaner	Yes	No	\$ 48,997	\$ 48,000	84%	82%	\$ 997	4147	0
31	L0809	22	LEXU	RX350	9	Loaner	Yes	No	\$ 51,300	\$ 50,886	85%	84%	\$ 414	6424	0
32	L0812	22	LEXU	ES350	11	Loaner	Yes	No	\$ 38,996	\$ 38,999	87%	87%	\$ (3)	1600	250
33	L0814	22	LEXU	ES350	24	Loaner	Yes	No	\$ 37,837	\$ 37,837	88%	88%	\$ -	3783	1000
34	L0817	22	LEXU	IS350	16	Loaner	Yes	No	\$ 42,976	\$ 42,976	87%	87%	\$ -	2105	0
35	L0820	22	LEXU	ES350	7	Loaner	Yes	No	\$ 38,996	\$ 38,996	89%	89%	\$ -	4128	1000
36	L0821	22	LEXU	ES350	7	Loaner	Yes	No	\$ 38,836	\$ 38,836	86%	86%	\$ -	4194	1175

37	1401353B	22	LEXU	RX350	16	Trade on Used	Yes	No	\$ 52,886	\$ 52,000	0%	#DIV/0!	\$ 886	4282	1810
38	1401370A	15	JEEP	GRANC	33	Trade on Used	No	No	\$ 23,887	\$ 23,387	76%	74%	\$ 500	2740	3091
39	1401392A	21	LEXU	RX350	23	Trade on New	Yes	No	\$ 43,997	\$ 43,997	91%	91%	\$ -	1460	2175
40	1401379A	18	LEXU	RX350L	17	Trade on New	No	No	\$ 36,447	\$ 36,447	97%	97%	\$ -	464	2000
41	1401399A	19	LEXU	RX350	34	Trade on New	No	No	\$ 33,996	\$ 33,996	89%	89%	\$ -	2330	951
42	1401381A	15	LEXU	RX350	19	Trade on New	No	No	\$ 28,771	\$ 28,771	75%	75%	\$ -	4190	1865
43	1401401A	20	LEXU	RX450HL	21	Trade on New	Yes	No	\$ 47,997	\$ 47,997	90%	90%	\$ -	5399	2175
44	1401381B	13	LEXU	ES350	30	Trade on Used	No	No	\$ 16,774	\$ 16,574	71%	70%	\$ 200	1313	3190
45	1401404B	19	LEXU	RX350	25	Trade on Used	Yes	No	\$ 38,499	\$ 38,499	90%	90%	\$ -	2208	2175
46	1401387A	20	LEXU	RX350	14	Trade on New	Yes	No	\$ 42,997	\$ 42,997	93%	93%	\$ -	2159	2000
47	1401408A	21	LEXU	GX460	45	Trade on New	Yes	No	\$ 47,994	\$ 47,994	92%	92%	\$ -	1053	1175
48	1401390A	20	LEXU	NX300	10	Trade on New	Yes	No	\$ 38,896	\$ 38,396	96%	95%	\$ 500	2650	3615
49	1401416A	20	LEXU	RX350	13	Trade on New	Yes	No	\$ 41,997	\$ 41,997	92%	92%	\$ -	2115	250
50	1401420A	19	LEXU	RX450H	10	Trade on Used	Yes	No	\$ 43,987	\$ 43,787	96%	96%	\$ 200	1504	5379
51	1401422A	19	LEXU	RX350	30	Trade on New	No	No	\$ 38,498	\$ 38,498	90%	90%	\$ -	2748	3690

Scoreboard Totals

% Retailed of Non-Franchise Make	#VALUE!
Total # Retail Units	LEXU
Avg. Days to Sale	49.0
Avg. Advertised Price (Time of Sale)	\$ 56,777
Avg. Transaction Price	\$ 56,777
Avg. Market Price at 100%	\$ 61,051
Avg. Price to Market % (Time of Sale)	93%
Avg. Transaction to Market	93%
Avg. Transactional Discount	\$ -
Avg. Front-End Gross	\$ 392
Avg. Finance Gross	\$ -
PUVR	\$ 392
Total Gross (Units & PUVR)	#VALUE!
GROI	5%
% with Trade	#VALUE!
Avg. Over/Under Allowance	\$0



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Raul Morrobel
% Retailed of Non-New Franchise	#VALUE!	#DIV/0!	100%
Total # Retail Units	LEXU	0	57
Avg. Days to Sale	49.0	#DIV/0!	32.5
Avg. Advertised Price (Time of Sale)	\$ 56,777	#DIV/0!	\$ 33,489
Avg. Transaction Price	\$ 56,777	#DIV/0!	\$ 33,035
Avg. Market Price at 100%	\$ 61,051	#DIV/0!	\$ 37,626
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	89%
Avg. Transaction to Market	93%	#DIV/0!	88%
Avg. Transactional Discount	\$ -	#DIV/0!	\$ 455
Avg. Front-End Gross	\$ 392	#DIV/0!	\$ 1,970
Avg. Finance Gross	\$ -	#DIV/0!	\$ 1,808
PUVR	\$ 392	#DIV/0!	\$ 3,779
Total Gross (Units & PUVR)	#VALUE!	#DIV/0!	\$ 215,379
GROI	5%	#DIV/0!	127%
% with Trade	#VALUE!	#DIV/0!	49%
Avg. Over/Under Allowance	0	#DIV/0!	154



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

		Raul Morrobel	
#DIV/0!	#DIV/0!	100%	#DIV/0!
0	0	57	0
#DIV/0!	#DIV/0!	32.5	#DIV/0!
#DIV/0!	#DIV/0!	\$ 33,489	#DIV/0!
#DIV/0!	#DIV/0!	\$ 33,035	#DIV/0!
#DIV/0!	#DIV/0!	\$ 37,626	#DIV/0!
#DIV/0!	#DIV/0!	89%	#DIV/0!
#DIV/0!	#DIV/0!	88%	#DIV/0!
#DIV/0!	#DIV/0!	\$ 455	#DIV/0!
#DIV/0!	#DIV/0!	\$ 1,970	#DIV/0!
#DIV/0!	#DIV/0!	\$ 1,808	#DIV/0!
#DIV/0!	#DIV/0!	\$ 3,779	#DIV/0!
#DIV/0!	#DIV/0!	\$ 215,379	#DIV/0!
#DIV/0!	#DIV/0!	127%	#DIV/0!
#DIV/0!	#DIV/0!	49%	#DIV/0!
#DIV/0!	#DIV/0!	154	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	#VALUE!	#DIV/0!	#DIV/0!
Total # Retail Units	LEXU	0	0
Avg. Days to Sale	49.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 56,777	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 56,777	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 61,051	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 392	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ -	#DIV/0!	#DIV/0!
PUVR	\$ 392	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#VALUE!	#DIV/0!	#DIV/0!
GROI	5%	#DIV/0!	#DIV/0!
% with Trade	#VALUE!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



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

Curley			
100%	#DIV/0!	#DIV/0!	#DIV/0!
11	0	0	0
19.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,640	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,912	#DIV/0!	#DIV/0!	#DIV/0!
\$ 37,618	#DIV/0!	#DIV/0!	#DIV/0!
89%	#DIV/0!	#DIV/0!	#DIV/0!
90%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (273)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,070	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,246	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,316	#DIV/0!	#DIV/0!	#DIV/0!
\$ 47,476	#DIV/0!	#DIV/0!	#DIV/0!
238%	#DIV/0!	#DIV/0!	#DIV/0!
36%	#DIV/0!	#DIV/0!	#DIV/0!
45	#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	#VALUE!	#DIV/0!	#DIV/0!
Total # Retail Units	LEXU	0	0
Avg. Days to Sale	49.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 56,777	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 56,777	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 61,051	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ -	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 392	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ -	#DIV/0!	#DIV/0!
PUVR	\$ 392	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#VALUE!	#DIV/0!	#DIV/0!
GROI	5%	#DIV/0!	#DIV/0!
% with Trade	#VALUE!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	LEXU	87	105
Avg. Days to Sale	49.0	23.1	34.9
Avg. Advertised Price (Time of Sale)	\$ 56,777	\$ 42,596	\$ 27,002
Avg. Transaction Price	\$ 56,777	\$ 42,364	\$ 27,002
Avg. Market Price at 100%	\$ 61,051	#REF!	\$ 31,857
Avg. Price to Market % (Time of Sale)	93%	#REF!	85%
Avg. Transaction to Market	93%	#REF!	85%
Avg. Transactional Discount	\$ -	\$ 231	\$ 326
Avg. Front-End Gross	\$ 392	\$ 2,238	\$ 1,835
Avg. Finance Gross	\$ -	\$ 1,910	\$ 1,656
PUVR	\$ 392	\$ 4,148	\$ 3,490
Total Gross (Units & PUVR)	#VALUE!	\$ 360,873	\$ 366,495
GROI	5%	152%	133%
% with Trade	#VALUE!	59%	32%
Avg. Over/Under Allowance	0	165	80



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	LEXU	0	192
Avg. Days to Sale	49.0	#DIV/0!	29.6
Avg. Advertised Price (Time of Sale)	\$ 56,777	#DIV/0!	\$ 33,963
Avg. Transaction Price	\$ 56,777	#DIV/0!	\$ 33,963
Avg. Market Price at 100%	\$ 61,051	#DIV/0!	#REF!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#REF!
Avg. Transaction to Market	93%	#DIV/0!	#REF!
Avg. Transactional Discount	\$ -	#DIV/0!	\$ 283
Avg. Front-End Gross	\$ 392	#DIV/0!	\$ 2,017
Avg. Finance Gross	\$ -	#DIV/0!	\$ 1,771
PUVR	\$ 392	#DIV/0!	\$ 3,788
Total Gross (Units & PUVR)	#VALUE!	#DIV/0!	\$ 727,368
GROI	5%	#DIV/0!	136%
% with Trade	#VALUE!	#DIV/0!	44%
Avg. Over/Under Allowance	0	#DIV/0!	119



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	LEXU	94	46
% of Retail Units	#VALUE!	#VALUE!	#VALUE!
% Retailed of Non-New Franchise	#VALUE!	100%	100%
Avg. Days to Sale	49.0	25.9	38.9
Avg. Transaction Price	\$ 56,777	\$ 36,225	\$ 26,418
Avg. Transaction to Market %	93%	#REF!	#DIV/0!
Avg. Transactional Discount	\$ -	\$ 432	\$ 89
Avg. Front End Gross	\$ 392	\$ 1,759	\$ 2,012
Avg. Finance Gross	\$ -	\$ 1,926	\$ 1,631
PUVR	\$ 392	\$ 3,685	\$ 3,643
Total Gross (Units & PUVR)	#VALUE!	\$ 346,407	\$ 167,572
GROI	5%	141%	128%
% with Trade	#VALUE!	47%	33%
Avg. Over/Under Allowance	0	129	170



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
34	0	16	0
#VALUE!	#VALUE!	#VALUE!	#VALUE!
100%	#DIV/0!	100%	#DIV/0!
32.4	#DIV/0!	17.6	#DIV/0!
\$ 34,778	#DIV/0!	\$ 41,016	#DIV/0!
86%	#DIV/0!	87%	#DIV/0!
\$ 203	#DIV/0!	\$ 174	#DIV/0!
\$ 2,170	#DIV/0!	\$ 3,534	#DIV/0!
\$ 1,848	#DIV/0!	\$ 727	#DIV/0!
\$ 4,018	#DIV/0!	\$ 4,261	#DIV/0!
\$ 136,598	#DIV/0!	\$ 68,180	#DIV/0!
128%	#DIV/0!	213%	#DIV/0!
38%	#DIV/0!	81%	#DIV/0!
94	#DIV/0!	-19	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	1	0
#VALUE!	#VALUE!	#VALUE!
100%	100%	#DIV/0!
34.0	33.0	#DIV/0!
\$ 33,775	\$ 27,997	#DIV/0!
95%	101%	#DIV/0!
\$ -	\$ -	#DIV/0!
\$ (77)	\$ (817)	#DIV/0!
\$ 3,700	\$ 5,805	#DIV/0!
\$ 3,623	\$ 4,988	#DIV/0!
\$ 3,623	\$ 4,988	#DIV/0!
114%	194%	#DIV/0!
0%	0%	#DIV/0!
0	0	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	LEXU	120	36
% of Retail Units	#VALUE!	#VALUE!	#VALUE!
% Retailed of Non-New Franchise	#VALUE!	100%	100%
Avg. Days to Sale	49.0	16.4	36.9
Avg. Transaction Price	\$ 56,777	\$ 35,488	\$ 30,656
Avg. Transaction to Market %	93%	#REF!	87%
Avg. Transactional Discount	\$ -	\$ 442	\$ (131)
Avg. Front End Gross	\$ 392	\$ 2,765	\$ 1,405
Avg. Finance Gross	\$ -	\$ 1,655	\$ 2,096
PUVR	\$ 392	\$ 4,420	\$ 3,501
Total Gross (Units & PUVR)	#VALUE!	\$ 530,449	\$ 126,039
GROI	5%	274%	112%
% with Trade	#VALUE!	47%	39%
Avg. Over/Under Allowance	0	41	230



46-60 days	61-90 days	90+ days
18	13	5
#VALUE!	#VALUE!	#VALUE!
100%	100%	100%
50.9	72.8	104.0
\$ 28,830	\$ 38,739	\$ 27,233
85%	96%	98%
\$ 229	\$ 149	\$ -
\$ 974	\$ (615)	\$ (924)
\$ 1,652	\$ 2,036	\$ 1,951
\$ 2,626	\$ 1,421	\$ 1,027
\$ 47,271	\$ 18,476	\$ 5,133
64%	18%	13%
22%	54%	80%
6	558	446