

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	LWW82145A	2020	BMW	540I	43	Auction/Wholesale	No	\$ 31,995	\$ 31,995	94%	\$970	\$402
2	MCF175546A	2021	BMW	530E	61	Auction/Wholesale	No	\$ 32,245	\$ 32,995	95%	(\$765)	\$503
3	DC319962T	2013	Infiniti	JX35	11	Trade on Used	No	\$ 11,995	\$ 11,995	85%	\$3,394	\$250
4	KLB08740A	2019	Porsche	MACAN	120	Auction/Wholesale	No	\$ 34,471	\$ 34,471	90%	(\$2,541)	\$0
5	LM208485A	2020	Infiniti	Q50	26	Auction/Wholesale	No	\$ 26,471	\$ 26,471	95%	\$2	\$4,742
6	HH563329T	2017	Hyundai	SONATA	30	Trade on Used	No	\$ 11,995	\$ 11,995	94%	\$4,446	\$1,972
7	LCD35219A	2020	BMW	530E	93	Auction/Wholesale	No	\$ 28,471	\$ 28,471	89%	(\$762)	\$3,623
8	MN512673A	2021	Ram	1500	13	Auction/Wholesale	No	\$ 46,995	\$ 46,995	94%	\$1,431	\$3,650
9	MU005072A	2021	Lexus	300H	31	Auction/Wholesale	No	\$ 34,471	\$ 34,471	96%	\$1,205	\$725
10	L7C93140A	2020	Alfa Romeo	STELVIO	32	Auction/Wholesale	No	\$ 26,995	\$ 26,995	92%	\$1,005	\$2,483
11	MA381560A	2021	Mercedes-Benz	GLE53	138	Auction/Wholesale	No	\$ 63,995	\$ 63,995	92%	(\$5,685)	\$1,016
12	MA8B82003A	2021	BMW	330I	39	Auction/Wholesale	No	\$ 30,995	\$ 30,995	99%	\$3,894	\$4,444
13	M2182124A	2021	Lexus	NX300	51	Auction/Wholesale	No	\$ 32,471	\$ 32,471	88%	\$1,317	\$0
14	LF103352LR	2020	Infiniti	QX50	39	LBO OEM/Leasing Co.	Yes	\$ 32,995	\$ 32,995	93%	\$1,258	\$4,222
15	FG214285T	2015	GMC	SIERRA	9	Trade on Used	No	\$ 33,995	\$ 33,995	98%	\$5,633	\$1,064
16	KM360536A	2019	Infiniti	Q60	25	Auction/Wholesale	No	\$ 38,995	\$ 38,995	98%	\$2,009	\$6,836
17	MJ268063A	2021	Mercedes-Benz	GLA250	92	Auction/Wholesale	No	\$ 26,471	\$ 26,471	92%	(\$2,820)	\$1,919
18	KF630795A	2019	Mercedes-Benz	GLC300	108	Auction/Wholesale	No	\$ 36,995	\$ 36,995	91%	(\$3,470)	\$212
19	L7625442A	2020	Alfa Romeo	GIULIA	28	Auction/Wholesale	No	\$ 24,995	\$ 24,995	99%	\$1,008	\$3,904
20	HA044516T	2017	Honda	ACCORD	28	Trade on Used	No	\$ 18,995	\$ 18,995	92%	\$3,311	\$2,060
21	DE277562T	2013	Honda	CIVIC	35	Trade on Used	No	\$ 9,995	\$ 995	91%	\$300	\$403
22	KH349856A	2019	Land Rover	EVOQUE	110	Auction/Wholesale	No	\$ 24,995	\$ 24,995	91%	(\$1,527)	\$3,102
23	L2039430A	2020	Audi	SQ5	62	Auction/Wholesale	No	\$ 37,995	\$ 37,995	98%	\$1,341	\$0
24	KWW39312A	2019	BMW	530I	66	Auction/Wholesale	No	\$ 23,995	\$ 23,995	90%	\$1,391	\$3,536
25	LW173435A	2020	Jeep	WRANGLER	18	Auction/Wholesale	No	\$ 31,995	\$ 31,995	95%	\$21,134	\$6,276
26	LM203111A	2020	Infiniti	Q50	35	Auction/Wholesale	Yes	\$ 27,995	\$ 27,995	95%	\$900	\$3,276
27	MU028193A	21	Toyota	CAMRY	62	Auction/Wholesale	No	\$ 27,995	\$ 27,995	95%	\$500	\$4,680
28	MF121847A	2021	Infiniti	QX50	243	Auction/Wholesale	Yes	\$ 33,995	\$ 33,995	92%	(\$10,325)	\$3,584

29	LFH42514A	2020	BMW	330I	38	Auction/Wholesale	No	\$	25,995	\$	25,995	94%	(\$662)	\$990
30	KF125842T	2019	Infiniti	QX50	22	Trade on Used	No	\$	25,995	\$	25,995	97%	(\$1,531)	\$2,579
31	HC755339T	2017	Jeep	GRAND	44	Trade on Used	No	\$	23,995	\$	23,995	93%	\$4,330	\$809
32	NN010797A	2022	Audi	A4	122	Auction/Wholesale	No	\$	31,995	\$	31,995	95%	(\$1,934)	\$3,332
33	KLR51491A	2019	BMW	X3	127	Auction/Wholesale	No	\$	24,995	\$	24,995	91%	(\$2,849)	\$1,076
34	FF620297P	2015	GMC	SIERRA	6	Street/Curb Buy	No	\$	43,995	\$	43,995	89%	\$5,704	\$4,988
35	KF804074A	2019	Mercedes-Benz	C CLASS	87	Auction/Wholesale	No	\$	38,995	\$	38,995	92%	(\$2,060)	\$4,214
36	LM204934LR	2020	Infiniti	Q50	31	LBO OEM/Leasing Co.	No	\$	29,995	\$	29,995	93%	\$3,382	\$396
37	H9160272T	2017	Infiniti	QX80	219	Trade on Used	No	\$	19,995	\$	19,995	79%	(\$5,359)	\$0
38	MF111729LR	2021	Infiniti	QX50	191	LBO OEM/Leasing Co.	No	\$	29,995	\$	29,995	85%	(\$4,286)	\$200
39	N9J61873A	2022	BMW	X3	124	Auction/Wholesale	No	\$	46,471	\$	46,471	95%	(\$6,637)	\$0
40	KWW11497A	2019	BMW	540I	222	Auction/Wholesale	No	\$	28,471	\$	28,471	87%	(\$4,752)	\$3,608
41	LCD17007A	2020	BMW	740I	157	Auction/Wholesale	No	\$	36,471	\$	36,471	93%	(\$6,351)	\$350
42	JM342813T	2018	Infiniti	Q60	8	Trade on Used	No	\$	32,995	\$	32,995	95%	\$4,950	\$0
43	EA032652T	2014	Audi	S5	5	Trade on Used	No	\$	16,995	\$	16,995	98%	\$4,229	\$733
44	M9267881LR	2021	Infiniti	QX80	85	LBO OEM/Leasing Co.	Yes	\$	49,471	\$	49,471	98%	(\$948)	\$1,105
45	9H512425T	2009	Acura	MDX	12	Trade on Used	No	\$	10,995	\$	10,995	95%	\$7,105	\$0
46	P5071522A	2023	Lexus	350	23	Auction/Wholesale	No	\$	46,995	\$	46,995	99%	\$21,136	\$1,239
47	FS669061T	2015	Toyota	SIENNA	28	Trade on Used	No	\$	13,995	\$	13,995	90%	\$4,863	\$1,758
48	KBX39733A	2019	BMW	8 SERIES	156	Auction/Wholesale	No	\$	58,471	\$	58,471	91%	(\$4,623)	\$0
49	M9268912LR	2021	Infiniti	QX80	25	LBO Customer	Yes	\$	51,995	\$	51,995	97%	\$1,202	\$2,807
50	EP544407T	2014	BMW	328I	60	Trade on Used	No	\$	10,495	\$	10,495	90%	\$2,870	\$0
51	KL084837A	2019	BMW	X7	202	Auction/Wholesale	No	\$	47,995	\$	47,995	93%	(\$11,067)	\$8,230
52	K8A04469A	2019	BMW	330I	200	Auction/Wholesale	No	\$	23,995	\$	23,995	89%	(\$4,321)	\$1,043
53	KC203991P	2019	Lexus	350	31	Street/Curb Buy	No	\$	37,995	\$	37,995	98%	\$5,212	\$260

Scoreboard Totals

% Retailed of Non-Franchise Make	76%
Total # Retail Units	100
Avg. Days to Sale	72.2
Avg. Advertised Price (Time of Sale)	\$ 31,867
Avg. Transaction Price	\$ 31,784
Avg. Market Price at 100%	\$ 33,640
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 83
Avg. Front-End Gross	\$ 509
Avg. Finance Gross	\$ 2,357
PUVR	\$ 2,866
Total Gross (Units & PUVR)	\$ 286,617
GROI	45%
% with Trade	9%
Avg. Over/Under Allowance	\$0



Scoreboard

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Desk Manager	Totals	Aaron Depriest	Denis Polozi
% Retailed of Non-New Franchise	76%	78%	71%
Total # Retail Units	100	51	35
Avg. Days to Sale	72.2	73.0	77.1
Avg. Advertised Price (Time of Sale)	\$ 31,867	\$ 30,531	\$ 33,093
Avg. Transaction Price	\$ 31,784	\$ 30,369	\$ 33,093
Avg. Market Price at 100%	\$ 33,640	\$ 32,154	\$ 34,983
Avg. Price to Market % (Time of Sale)	95%	95%	95%
Avg. Transaction to Market	94%	94%	95%
Avg. Transactional Discount	\$ 83	\$ 162	\$ -
Avg. Front-End Gross	\$ 509	\$ 505	\$ 367
Avg. Finance Gross	\$ 2,357	\$ 1,944	\$ 2,668
PUVR	\$ 2,866	\$ 2,449	\$ 3,035
Total Gross (Units & PUVR)	\$ 286,617	\$ 124,893	\$ 106,209
GROI	45%	40%	43%
% with Trade	9%	10%	6%
Avg. Over/Under Allowance	0	0	0



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Julio Medel	Sunny Singh		
75%	83%	#DIV/0!	#DIV/0!
8	6	0	0
46.0	72.0	#DIV/0!	#DIV/0!
\$ 31,174	\$ 36,995	#DIV/0!	#DIV/0!
\$ 31,174	\$ 36,995	#DIV/0!	#DIV/0!
\$ 32,918	\$ 38,564	#DIV/0!	#DIV/0!
95%	96%	#DIV/0!	#DIV/0!
95%	96%	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 2,181	\$ (852)	#DIV/0!	#DIV/0!
\$ 2,328	\$ 4,093	#DIV/0!	#DIV/0!
\$ 4,509	\$ 3,241	#DIV/0!	#DIV/0!
\$ 36,069	\$ 19,446	#DIV/0!	#DIV/0!
113%	44%	#DIV/0!	#DIV/0!
13%	17%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Phillip Miller	Tony Brooks
% Retailed of Non-New Franchise	76%	67%	84%
Total # Retail Units	100	18	19
Avg. Days to Sale	72.2	65.7	83.5
Avg. Advertised Price (Time of Sale)	\$ 31,867	\$ 25,842	\$ 34,649
Avg. Transaction Price	\$ 31,784	\$ 25,884	\$ 34,649
Avg. Market Price at 100%	\$ 33,640	\$ 27,632	\$ 36,938
Avg. Price to Market % (Time of Sale)	95%	94%	94%
Avg. Transaction to Market	94%	94%	94%
Avg. Transactional Discount	\$ 83	\$ (42)	\$ -
Avg. Front-End Gross	\$ 509	\$ 608	\$ 279
Avg. Finance Gross	\$ 2,357	\$ 1,887	\$ 2,545
PUVR	\$ 2,866	\$ 2,494	\$ 2,825
Total Gross (Units & PUVR)	\$ 286,617	\$ 44,897	\$ 53,669
GROI	45%	53%	35%
% with Trade	9%	6%	16%
Avg. Over/Under Allowance	0	0	0



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Julio Medel	Salar Golro	Raul DeLeon	Michelle Martinez
82%	74%	90%	67%
11	27	10	15
43.5	81.6	79.5	65.0
\$ 31,307	\$ 30,993	\$ 39,413	\$ 32,525
\$ 31,307	\$ 30,993	\$ 39,413	\$ 31,925
\$ 32,672	\$ 32,571	\$ 40,974	\$ 34,085
96%	95%	96%	95%
96%	95%	96%	94%
\$ -	\$ -	\$ -	\$ 600
\$ 2,236	\$ (156)	\$ 1,224	\$ 137
\$ 2,378	\$ 2,436	\$ 2,097	\$ 2,700
\$ 4,613	\$ 2,280	\$ 3,321	\$ 2,837
\$ 50,746	\$ 61,549	\$ 33,207	\$ 42,549
122%	32%	38%	49%
9%	4%	20%	7%
0	0	0	0

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Kim Nguyen	Reza Shadkam
% Retailed of Non-New Franchise	76%	67%	79%
Total # Retail Units	100	43	39
Avg. Days to Sale	72.2	82.5	73.9
Avg. Advertised Price (Time of Sale)	\$ 31,867	\$ 31,121	\$ 34,428
Avg. Transaction Price	\$ 31,784	\$ 31,138	\$ 34,428
Avg. Market Price at 100%	\$ 33,640	\$ 32,985	\$ 36,195
Avg. Price to Market % (Time of Sale)	95%	94%	95%
Avg. Transaction to Market	94%	94%	95%
Avg. Transactional Discount	\$ 83	\$ (17)	\$ -
Avg. Front-End Gross	\$ 509	\$ 13	\$ 419
Avg. Finance Gross	\$ 2,357	\$ 2,781	\$ 2,270
PUVR	\$ 2,866	\$ 2,794	\$ 2,688
Total Gross (Units & PUVR)	\$ 286,617	\$ 120,134	\$ 104,841
GROI	45%	39%	38%
% with Trade	9%	12%	8%
Avg. Over/Under Allowance	0	0	0



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Julio Medel			
85%	#DIV/0!	#DIV/0!	#DIV/0!
13	0	0	0
49.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,026	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,026	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,430	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,330	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,012	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,341	#DIV/0!	#DIV/0!	#DIV/0!
\$ 43,439	#DIV/0!	#DIV/0!	#DIV/0!
75%	#DIV/0!	#DIV/0!	#DIV/0!
8%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	100	5	95
Avg. Days to Sale	72.2	85.4	71.5
Avg. Advertised Price (Time of Sale)	\$ 31,867	\$ 39,290	\$ 31,389
Avg. Transaction Price	\$ 31,784	\$ 39,290	\$ 31,389
Avg. Market Price at 100%	\$ 33,640	\$ 41,196	\$ 33,190
Avg. Price to Market % (Time of Sale)	95%	95%	95%
Avg. Transaction to Market	94%	95%	95%
Avg. Transactional Discount	\$ 83	\$ -	\$ 87
Avg. Front-End Gross	\$ 509	\$ (1,583)	\$ 619
Avg. Finance Gross	\$ 2,357	\$ 2,999	\$ 2,323
PUVR	\$ 2,866	\$ 1,416	\$ 2,942
Total Gross (Units & PUVR)	\$ 286,617	\$ 7,081	\$ 279,536
GROI	45%	15%	47%
% with Trade	9%	0%	9%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	100	24	76
Avg. Days to Sale	72.2	85.9	67.9
Avg. Advertised Price (Time of Sale)	\$ 31,867	\$ 30,826	\$ 32,087
Avg. Transaction Price	\$ 31,784	\$ 30,826	\$ 32,087
Avg. Market Price at 100%	\$ 33,640	\$ 32,837	\$ 33,828
Avg. Price to Market % (Time of Sale)	95%	94%	95%
Avg. Transaction to Market	94%	94%	95%
Avg. Transactional Discount	\$ 83	\$ -	\$ 109
Avg. Front-End Gross	\$ 509	\$ (694)	\$ 889
Avg. Finance Gross	\$ 2,357	\$ 2,688	\$ 2,252
PUVR	\$ 2,866	\$ 1,995	\$ 3,141
Total Gross (Units & PUVR)	\$ 286,617	\$ 47,871	\$ 238,746
GROI	45%	27%	52%
% with Trade	9%	8%	9%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	100	0	18
% of Retail Units	100%	0%	18%
% Retailed of Non-New Franchise	76%	#DIV/0!	61%
Avg. Days to Sale	72.2	#DIV/0!	48.1
Avg. Transaction Price	\$ 31,784	#DIV/0!	\$ 19,912
Avg. Transaction to Market %	94%	#DIV/0!	88%
Avg. Transactional Discount	\$ 83	#DIV/0!	\$ 500
Avg. Front End Gross	\$ 509	#DIV/0!	\$ 2,144
Avg. Finance Gross	\$ 2,357	#DIV/0!	\$ 1,522
PUVR	\$ 2,866	#DIV/0!	\$ 3,665
Total Gross (Units & PUVR)	\$ 286,617	#DIV/0!	\$ 65,976
GROI	45%	#DIV/0!	138%
% with Trade	9%	#DIV/0!	6%
Avg. Over/Under Allowance	0	#DIV/0!	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	69	0	3
2%	69%	0%	3%
100%	86%	#DIV/0!	0%
18.5	79.2	#DIV/0!	41.7
\$ 40,995	\$ 33,944	#DIV/0!	\$ 40,995
94%	95%	#DIV/0!	95%
\$ -	\$ (11)	#DIV/0!	\$ -
\$ 5,458	\$ (15)	#DIV/0!	\$ 2,091
\$ 2,624	\$ 2,504	#DIV/0!	\$ 3,533
\$ 8,082	\$ 2,488	#DIV/0!	\$ 5,623
\$ 16,164	\$ 171,692	#DIV/0!	\$ 16,870
384%	33%	#DIV/0!	119%
0%	12%	#DIV/0!	0%
#DIV/0!	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
4	0	4
4%	0%	4%
0%	#DIV/0!	100%
86.5	#DIV/0!	95.8
\$ 35,614	#DIV/0!	\$ 32,620
92%	#DIV/0!	95%
\$ -	#DIV/0!	\$ -
\$ (149)	#DIV/0!	\$ (802)
\$ 1,481	#DIV/0!	\$ 3,448
\$ 1,332	#DIV/0!	\$ 2,647
\$ 5,329	#DIV/0!	\$ 10,586
16%	#DIV/0!	31%
0%	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	100	31	17
% of Retail Units	100%	31%	17%
% Retailed of Non-New Franchise	76%	71%	82%
Avg. Days to Sale	72.2	17.0	36.6
Avg. Transaction Price	\$ 31,784	\$ 31,607	\$ 28,552
Avg. Transaction to Market %	94%	96%	91%
Avg. Transactional Discount	\$ 83	\$ -	\$ 529
Avg. Front End Gross	\$ 509	\$ 4,347	\$ 1,983
Avg. Finance Gross	\$ 2,357	\$ 2,885	\$ 1,382
PUVR	\$ 2,866	\$ 7,232	\$ 3,366
Total Gross (Units & PUVR)	\$ 286,617	\$ 224,202	\$ 57,214
GROI	45%	485%	116%
% with Trade	9%	6%	0%
Avg. Over/Under Allowance	0	0	#DIV/0!



46-60 days	61-90 days	90+ days
5	15	32
5%	15%	32%
80%	87%	72%
51.6	74.1	146.9
\$ 27,890	\$ 34,160	\$ 33,168
94%	95%	93%
\$ -	\$ (50)	\$ -
\$ 2,020	\$ 430	\$ (4,191)
\$ 1,290	\$ 2,564	\$ 2,433
\$ 3,310	\$ 2,994	\$ (1,758)
\$ 16,552	\$ 44,908	\$ (56,259)
83%	43%	-13%
40%	7%	13%
0	0	0