

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	14854L	2023	BMW	430i	36	Loaner	No	\$ 45,875	\$ 46,700	96%	(\$322)	\$0
2	14849L	2023	BMW	430i	39	Loaner	No	\$ 45,895	\$ 44,445	96%	(\$4,307)	\$0
3	14926A	2021	BMW	X3	22	LBO OEM/Leasing Co.	Yes	\$ 35,495	\$ 34,500	90%	\$1,767	\$160
4	14918A	2022	BMW	X3	25	LBO OEM/Leasing Co.	Yes	\$ 41,895	\$ 41,895	96%	\$5,011	\$459
5	14766L	2023	BMW	430i	71	Loaner	No	\$ 45,395	\$ 46,190	94%	(\$875)	\$0
6	1495A	2021	BMW	430i	58	LBO OEM/Leasing Co.	Yes	\$ 38,895	\$ 38,895	98%	\$142	\$3,188
7	14874L	2023	BMW	X1	35	Loaner	No	\$ 42,895	\$ 41,500	99%	\$603	\$610
8	4632C	2021	BMW	M240	29	LBO OEM/Leasing Co.	Yes	\$ 36,895	\$ 36,000	95%	\$4,216	\$249
9	14820A	2021	BMW	X4	39	Trade on New	No	\$ 40,875	\$ 41,500	95%	\$1,014	\$131
10	14654A	2021	BMW	X4	105	Trade on New	No	\$ 40,895	\$ 40,895	94%	\$1,324	\$0
11	14924L	2023	BMW	X1	14	Loaner	No	\$ 40,895	\$ 42,295	94%	\$3,664	\$1,065
12	4630C	2021	BMW	X3	13	LBO Customer	Yes	\$ 29,775	\$ 29,877	91%	\$1,203	\$155
13	14700A	2021	BMW	X5	55	Trade on New	Yes	\$ 39,275	\$ 49,000	98%	\$3,971	\$242
14	14756A	2021	BMW	M340	36	Trade on New	Yes	\$ 42,800	\$ 49,000	97%	\$6,001	\$150
15	146941A	2021	BMW	X5	63	Trade on New	No	\$ 48,495	\$ 47,961	99%	\$4,491	\$1,205
16	14848i	2023	BMW	330xi	8	Loaner	No	\$ 46,895	\$ 45,292	94%	\$523	\$119
17	14862i	2023	BMW	530xi	6	Loaner	No	\$ 57,895	\$ 59,235	99%	(\$1,233)	\$0
18	14855i	2023	BMW	430i	8	Loaner	No	\$ 45,895	\$ 44,375	95%	\$498	\$0
19	4610C	2021	BMW	X1	72	LBO OEM/Leasing Co.	Yes	\$ 24,750	\$ 29,895	92%	\$1,997	\$1,583
20	14833L	2023	BMW	x3	14	Loaner	No	\$ 46,895	\$ 44,384	94%	\$52	\$115
21	14736a	2021	BMW	x3	51	Trade on New	No	\$ 40,895	\$ 39,960	98%	(\$1,255)	\$0
22	4628c	2021	BMW	x1	29	LBO OEM/Leasing Co.	Yes	\$ 30,895	\$ 30,500	92%	\$4,778	\$150
23	14835i	2023	BMW	330i	18	Loaner	No	\$ 46,895	\$ 46,004	94%	\$1,150	\$112
24	14665a	2021	BMW	x3	81	Trade on New	Yes	\$ 42,895	\$ 42,895	98%	\$384	\$1,503
25	14730a	2021	BMW	x5	57	Trade on New	Yes	\$ 48,895	\$ 48,500	95%	\$2,982	\$237
26	14859a	2021	BMW	x7	14	LBO OEM/Leasing Co.	No	\$ 53,895	\$ 50,413	106%	\$1,766	\$492
27	4624c	2020	BMW	330i	49	LBO OEM/Leasing Co.	Yes	\$ 32,895	\$ 32,000	94%	\$595	\$2,182
28	14746i	2023	BMW	230	52	Loaner	No	\$ 39,895	\$ 42,043	94%	\$1,063	\$0

29	14890I	2023	BMW	430xi	8	Loaner	No	\$	48,895	\$	45,895	99%	(\$1,445)	\$173
30	14680L	2023	BMW	X6	84	Loaner	No	\$	67,495	\$	67,495	96%	\$497	\$0
31	4626C	2021	BMW	228XI	55	LBO OEM/Leasing Co.	Yes	\$	46,695	\$	46,000	94%	\$3,827	\$749
32	14834L	2023	BMW	X5	27	Loaner	No	\$	65,895	\$	65,895	98%	\$3,015	\$0
33	14609A	2021	BMW	X5	127	LBO OEM/Leasing Co.	Yes	\$	47,895	\$	47,475	94%	(\$3,005)	\$0
34	14875L	2023	BMW	330I	20	Loaner	No	\$	46,895	\$	46,518	95%	\$1,861	\$117
35	14734A	2020	BMW	X1	63	LBO OEM/Leasing Co.	Yes	\$	27,795	\$	26,395	90%	\$602	\$150
36	4616C	2021	BMW	228I	77	LBO OEM/Leasing Co.	Yes	\$	27,695	\$	28,579	92%	(\$884)	\$1,319
37	4598C	2021	BMW	740I	105	LBO OEM/Leasing Co.	Yes	\$	49,495	\$	49,495	99%	(\$3,102)	\$904
38	14886L	2023	BMW	330XI	17	Loaner	No	\$	46,895	\$	43,538	95%	(\$1,008)	\$0
39	14850A	2021	BMW	X3	27	Trade on New	Yes	\$	43,475	\$	43,000	93%	\$2,145	\$1,477
40	14628L	2023	BMW	X5	114	Loaner	No	\$	79,805	\$	78,459	98%	(\$4,370)	\$0
41	4602C	2021	BMW	750	91	LBO OEM/Leasing Co.	Yes	\$	65,895	\$	64,720	95%	(\$1,619)	\$0
42	14733A	2022	BMW	X5	71	Trade on New	Yes	\$	59,585	\$	56,217	96%	\$3,283	\$511
43	14858A	2021	BMW	M340	25	Trade on New	Yes	\$	49,895	\$	49,000	97%	\$5,382	\$977
44	14736A	2021	BMW	X3	51	LBO OEM/Leasing Co.	Yes	\$	40,895	\$	39,960	98%	(\$555)	\$0
45	14855L	2023	BMW	430I	8	Loaner	No	\$	45,895	\$	44,375	99%	\$498	\$0
46	14854L	2023	BMW	430XI	36	Loaner	No	\$	45,895	\$	46,700	96%	(\$322)	\$0
47	14887L	2023	BMW	430I	23	Loaner	No	\$	47,495	\$	47,388	99%	\$2,132	\$426
48	14866A	2022	BMW	X7	33	LBO OEM/Leasing Co.	Yes	\$	69,795	\$	69,000	99%	\$1,877	\$344
49	14929A	2022	BMW	X5	19	LBO OEM/Leasing Co.	Yes	\$	52,895	\$	49,250	94%	\$2,579	\$150
50	14816A	2021	BMW	X4	48	LBO OEM/Leasing Co.	Yes	\$	38,475	\$	37,760	99%	\$1,285	\$1,760
51	14846L	2023	BMW	X4	37	Loaner	No	\$	53,895	\$	54,186	101%	\$1,094	\$0
52	14871L	2023	BMW	X5	39	Loaner	No	\$	62,895	\$	62,107	100%	(\$1,843)	\$0
53	14617a	2021	BMW	x4	68	Trade on New	Yes	\$	43,895	\$	43,895	91%	\$2,492	\$614

Scoreboard Totals

% Retailed of Non-Franchise Make	0%
Total # Retail Units	98
Avg. Days to Sale	41.3
Avg. Advertised Price (Time of Sale)	\$ 47,948
Avg. Transaction Price	\$ 47,207
Avg. Market Price at 100%	\$ 50,036
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 741
Avg. Front-End Gross	\$ 1,059
Avg. Finance Gross	\$ 510
PUVR	\$ 1,569
Total Gross (Units & PUVR)	\$ 153,776
GROI	29%
% with Trade	9%
Avg. Over/Under Allowance	\$542



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Alan Sorinskiy	David Liang
% Retailed of Non-New Franchise	0%	0%	0%
Total # Retail Units	98	51	47
Avg. Days to Sale	41.3	36.8	46.2
Avg. Advertised Price (Time of Sale)	\$ 47,948	\$ 48,771	\$ 47,055
Avg. Transaction Price	\$ 47,207	\$ 48,062	\$ 46,279
Avg. Market Price at 100%	\$ 50,036	\$ 50,832	\$ 49,049
Avg. Price to Market % (Time of Sale)	96%	96%	96%
Avg. Transaction to Market	94%	95%	94%
Avg. Transactional Discount	\$ 741	\$ 709	\$ 776
Avg. Front-End Gross	\$ 1,059	\$ 598	\$ 1,559
Avg. Finance Gross	\$ 510	\$ 346	\$ 688
PUVR	\$ 1,569	\$ 944	\$ 2,248
Total Gross (Units & PUVR)	\$ 153,776	\$ 48,143	\$ 105,633
GROI	29%	19%	38%
% with Trade	9%	2%	17%
Avg. Over/Under Allowance	542	#DIV/0!	542



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Leo GOLIGORSKY	Mark Dance
% Retailed of Non-New Franchise	0%	0%	0%
Total # Retail Units	98	5	7
Avg. Days to Sale	41.3	47.6	55.1
Avg. Advertised Price (Time of Sale)	\$ 47,948	\$ 45,667	\$ 52,638
Avg. Transaction Price	\$ 47,207	\$ 45,409	\$ 51,501
Avg. Market Price at 100%	\$ 50,036	\$ 47,496	\$ 55,749
Avg. Price to Market % (Time of Sale)	96%	96%	94%
Avg. Transaction to Market	94%	96%	92%
Avg. Transactional Discount	\$ 741	\$ 258	\$ 1,137
Avg. Front-End Gross	\$ 1,059	\$ 1,525	\$ 714
Avg. Finance Gross	\$ 510	\$ 628	\$ 501
PUVR	\$ 1,569	\$ 2,152	\$ 1,215
Total Gross (Units & PUVR)	\$ 153,776	\$ 10,762	\$ 8,503
GROI	29%	36%	15%
% with Trade	9%	20%	14%
Avg. Over/Under Allowance	542	1,000	#DIV/0!



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

Robert Matalon	Shahid Saleen	Thomas Quigley	Alex Lazebnik
0%	0%	0%	0%
21	10	7	9
31.9	32.2	28.7	63.2
\$ 55,552	\$ 42,133	\$ 44,506	\$ 47,962
\$ 54,417	\$ 40,450	\$ 42,755	\$ 47,461
\$ 57,696	\$ 44,006	\$ 45,271	\$ 49,903
96%	96%	98%	96%
94%	92%	94%	95%
\$ 1,136	\$ 1,683	\$ 1,751	\$ 501
\$ (1,228)	\$ 1,140	\$ 2,792	\$ 1,157
\$ 75	\$ 490	\$ 895	\$ 189
\$ (1,153)	\$ 1,630	\$ 3,687	\$ 1,346
\$ (24,215)	\$ 16,297	\$ 25,808	\$ 12,112
-24%	45%	108%	16%
0%	0%	14%	44%
#DIV/0!	#DIV/0!	1,625	#DIV/0!

Andy Tse	Anthony Miccio	Eyad Aboukhater	John Quach
0%	0%	0%	0%
13	6	8	6
36.1	40.5	61.6	33.2
\$ 45,617	\$ 42,672	\$ 43,624	\$ 42,761
\$ 44,694	\$ 41,957	\$ 45,242	\$ 42,861
\$ 47,782	\$ 43,883	\$ 45,766	\$ 45,434
95%	97%	95%	94%
94%	96%	99%	94%
\$ 923	\$ 715	\$ (1,618)	\$ (100)
\$ 1,446	\$ 375	\$ 2,446	\$ 3,413
\$ 597	\$ 1,202	\$ 1,191	\$ 235
\$ 2,042	\$ 1,577	\$ 3,638	\$ 3,648
\$ 26,552	\$ 9,463	\$ 29,102	\$ 21,889
46%	33%	47%	92%
8%	0%	0%	17%
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HOUSE	Mark Dance	Leo GOLIGORSKY	
0%	0%	0%	#DIV/0!
6	7	5	0
43.3	55.1	47.6	#DIV/0!
\$ 52,728	\$ 52,638	\$ 45,667	#DIV/0!
\$ 52,197	\$ 51,501	\$ 45,409	#DIV/0!
\$ 54,846	\$ 55,749	\$ 47,496	#DIV/0!
96%	94%	96%	#DIV/0!
95%	92%	96%	#DIV/0!
\$ 531	\$ 1,137	\$ 258	#DIV/0!
\$ 2,414	\$ 714	\$ 1,525	#DIV/0!
\$ 503	\$ 501	\$ 628	#DIV/0!
\$ 2,918	\$ 1,215	\$ 2,152	#DIV/0!
\$ 17,505	\$ 8,503	\$ 10,762	#DIV/0!
46%	15%	36%	#DIV/0!
0%	14%	20%	#DIV/0!
#DIV/0!	#DIV/0!	1,000	#DIV/0!

Scoreboard

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Finance Manager	Totals	Amarr Hummas	
% Retailed of Non-New Franchise	0%	0%	#DIV/0!
Total # Retail Units	98	98	0
Avg. Days to Sale	41.3	41.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 47,948	\$ 47,948	#DIV/0!
Avg. Transaction Price	\$ 47,207	\$ 47,207	#DIV/0!
Avg. Market Price at 100%	\$ 50,036	\$ 49,977	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	96%	#DIV/0!
Avg. Transaction to Market	94%	94%	#DIV/0!
Avg. Transactional Discount	\$ 741	\$ 741	#DIV/0!
Avg. Front-End Gross	\$ 1,059	\$ 1,059	#DIV/0!
Avg. Finance Gross	\$ 510	\$ 510	#DIV/0!
PUVR	\$ 1,569	\$ 1,569	#DIV/0!
Total Gross (Units & PUVR)	\$ 153,776	\$ 153,776	#DIV/0!
GROI	29%	29%	#DIV/0!
% with Trade	9%	9%	#DIV/0!
Avg. Over/Under Allowance	542	542	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	98	45	53
Avg. Days to Sale	41.3	48.9	34.9
Avg. Advertised Price (Time of Sale)	\$ 47,948	\$ 43,571	\$ 50,633
Avg. Transaction Price	\$ 47,207	\$ 43,172	\$ 50,633
Avg. Market Price at 100%	\$ 50,036	\$ 45,738	\$ 53,575
Avg. Price to Market % (Time of Sale)	96%	95%	95%
Avg. Transaction to Market	94%	94%	95%
Avg. Transactional Discount	\$ 741	\$ 399	\$ 1,032
Avg. Front-End Gross	\$ 1,059	\$ 2,049	\$ 218
Avg. Finance Gross	\$ 510	\$ 881	\$ 195
PUVR	\$ 1,569	\$ 2,931	\$ 413
Total Gross (Units & PUVR)	\$ 153,776	\$ 131,886	\$ 21,890
GROI	29%	50%	8%
% with Trade	9%	18%	2%
Avg. Over/Under Allowance	542	542	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	98	98	0
Avg. Days to Sale	41.3	41.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 47,948	\$ 47,948	#DIV/0!
Avg. Transaction Price	\$ 47,207	\$ 47,207	#DIV/0!
Avg. Market Price at 100%	\$ 50,036	\$ 49,977	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	96%	#DIV/0!
Avg. Transaction to Market	94%	94%	#DIV/0!
Avg. Transactional Discount	\$ 741	\$ 741	#DIV/0!
Avg. Front-End Gross	\$ 1,059	\$ 1,059	#DIV/0!
Avg. Finance Gross	\$ 510	\$ 510	#DIV/0!
PUVR	\$ 1,569	\$ 1,569	#DIV/0!
Total Gross (Units & PUVR)	\$ 153,776	\$ 153,776	#DIV/0!
GROI	29%	29%	#DIV/0!
% with Trade	9%	9%	#DIV/0!
Avg. Over/Under Allowance	542	542	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	98	24	0
% of Retail Units	100%	24%	0%
% Retailed of Non-New Franchise	0%	0%	#DIV/0!
Avg. Days to Sale	41.3	57.8	#DIV/0!
Avg. Transaction Price	\$ 47,207	\$ 46,006	#DIV/0!
Avg. Transaction to Market %	94%	96%	#DIV/0!
Avg. Transactional Discount	\$ 741	\$ 28	#DIV/0!
Avg. Front End Gross	\$ 1,059	\$ 1,969	#DIV/0!
Avg. Finance Gross	\$ 510	\$ 558	#DIV/0!
PUVR	\$ 1,569	\$ 2,527	#DIV/0!
Total Gross (Units & PUVR)	\$ 153,776	\$ 60,641	#DIV/0!
GROI	29%	34%	#DIV/0!
% with Trade	9%	13%	#DIV/0!
Avg. Over/Under Allowance	542	0	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	0	41	1
0%	0%	42%	1%
#DIV/0!	#DIV/0!	0%	0%
#DIV/0!	#DIV/0!	28.3	13.0
#DIV/0!	#DIV/0!	\$ 52,520	\$ 29,877
#DIV/0!	#DIV/0!	95%	91%
#DIV/0!	#DIV/0!	\$ 973	\$ (102)
#DIV/0!	#DIV/0!	\$ (20)	\$ 1,203
#DIV/0!	#DIV/0!	\$ 75	\$ 155
#DIV/0!	#DIV/0!	\$ 55	\$ 1,358
#DIV/0!	#DIV/0!	\$ 2,244	\$ 1,358
#DIV/0!	#DIV/0!	1%	126%
#DIV/0!	#DIV/0!	2%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
32	0	0
33%	0%	0%
0%	#DIV/0!	#DIV/0!
46.5	#DIV/0!	#DIV/0!
\$ 41,842	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!
\$ 1,006	#DIV/0!	#DIV/0!
\$ 1,754	#DIV/0!	#DIV/0!
\$ 1,044	#DIV/0!	#DIV/0!
\$ 2,798	#DIV/0!	#DIV/0!
\$ 89,533	#DIV/0!	#DIV/0!
52%	#DIV/0!	#DIV/0!
16%	#DIV/0!	#DIV/0!
1,625	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	98	45	17
% of Retail Units	100%	46%	17%
% Retailed of Non-New Franchise	0%	0%	0%
Avg. Days to Sale	41.3	17.9	36.7
Avg. Transaction Price	\$ 47,207	\$ 48,303	\$ 48,277
Avg. Transaction to Market %	94%	93%	97%
Avg. Transactional Discount	\$ 741	\$ 1,596	\$ (123)
Avg. Front End Gross	\$ 1,059	\$ 1,665	\$ 987
Avg. Finance Gross	\$ 510	\$ 442	\$ 337
PUVR	\$ 1,569	\$ 2,107	\$ 1,324
Total Gross (Units & PUVR)	\$ 153,776	\$ 94,813	\$ 22,502
GROI	29%	88%	27%
% with Trade	9%	9%	6%
Avg. Over/Under Allowance	542	#DIV/0!	-1,000



46-60 days	61-90 days	90+ days
13	15	8
13%	15%	8%
0%	0%	0%
52.9	73.0	104.5
\$ 40,801	\$ 45,375	\$ 52,617
97%	95%	94%
\$ (401)	\$ 183	\$ 667
\$ 1,141	\$ 953	\$ (2,133)
\$ 839	\$ 727	\$ 323
\$ 1,979	\$ 1,681	\$ (1,810)
\$ 25,731	\$ 25,209	\$ (14,479)
33%	18%	-12%
8%	13%	13%
1,625	1,000	#DIV/0!