

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Shaun Ball	Omid Asgari-Marani	Vincent Li
		Tommy Booth
		Sandeep Narwal
		Jaskarn Riar
		Amin Andani







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	7VR167799A	2024	Genesis	GV70	14	Trade on New	No	\$ 59,500	\$ 59,500	95%	2,807	1,090
2	GL0203	2022	Ford	Maverick	16	Auction/Wholesale	No	\$ 36,998	\$ 36,698	99%	539	200
3	GL0207	2020	Tesla	Model 3	28	Auction/Wholesale	No	\$ 37,998	\$ 37,998	100%	626	1,500
4	GL0210	2024	Genesis	GV80	39	LBO OEM/Leasing Co.	No	\$ 76,000	\$ 76,000	91%	3,359	1,196
5	GL0225	2024	Hyundai	Palisade	8	Auction/Wholesale	No	\$ 59,998	\$ 59,998	101%	3,227	4,262
6	7VP139112A	2017	Infiniti	Q60	37	Trade on New	No	\$ 31,998	\$ 31,998	90%	1,674	4,101
7	GL0217	2023	Genesis	GV70	21	LBO OEM/Leasing Co.	No	\$ 52,998	\$ 52,299	93%	8,598	200
8	GL0214	2016	Lexus	RX 350	24	Auction/Wholesale	No	\$ 31,998	\$ 31,399	91%	1,395	200
9	GL0158	2023	Genesis	GV70	113	Auction/Wholesale	No	\$ 64,000	\$ 64,000	90%	3,289	3,036
10	7VR004148	2023	Genesis	GV70	46	Loaner	No	\$ 55,000	\$ 55,000	102%	557	200
11	GL0195	2019	Audi	S5	46	Auction/Wholesale	No	\$ 41,998	\$ 40,500	93%	(272)	1,743
12	GL0189A	2019	Ram	1500	24	Trade on Used	No	\$ 36,998	\$ 36,500	89%	3,807	6,049
13	GL0135	2023	Toyota	BZ4X	175	Auction/Wholesale	No	\$ 46,998	\$ 44,200	90%	0	200
14	GL0211	2023	Genesis	G80	4	Auction/Wholesale	No	\$ 57,500	\$ 56,200	90%	(799)	2,509
15	7VR007108AA	2019	Mazda	Miata	48	Trade on Used	No	\$ 29,998	\$ 28,698	92%	2,633	1,200
16	GL0231	2019	Lexus	ES 300H	17	Auction/Wholesale	No	\$ 40,998	\$ 40,000	105%	1,104	2,909
17	GL0233	2020	Tesla	Model 3	17	Auction/Wholesale	No	\$ 32,998	\$ 32,399	93%	2,507	2,782
18	GL0224	2020	Land Rover	Evoque	25	Auction/Wholesale	No	\$ 41,998	\$ 41,598	N/A	904	200
19	7VR167712A	2018	Mazda	CX-5	16	Trade on New	No	\$ 22,998	\$ 22,159	94%	2,558	200
20	GL0185	2024	Genesis	GV80	14	LBO OEM/Leasing Co.	No	\$ 77,000	\$ 77,000	89%	4,851	200
21	GL0227	2020	Tesla	Model Y	27	Auction/Wholesale	No	\$ 47,998	\$ 47,998	N/A	2,323	200
22	GL0240	2018	Fiat	500X	11	Loaner	No	\$ 13,998	\$ 13,141	99%	4,169	837
23	GL0166	2023	Genesis	GV80	12	Auction/Wholesale	No	\$ 59,500	\$ 59,000	89%	(700)	1,450
24	7VR168919A	2014	Infiniti	Q50	31	Trade on New	No	\$ 21,998	\$ 20,000	103%	1,872	1,208
25	GL0236	2017	Jeep	Cherokee	22	Loaner	No	\$ 22,998	\$ 22,695	92%	9,012	200
26	GL0245	2022	Genesis	G70	13	LBO Customer	No	\$ 44,998	\$ 44,998	96%	8,626	2,200
27	GL0261	2023	Genesis	GV70	7	Auction/Wholesale	No	\$ 54,998	\$ 54,241	95%	1,041	200
28	GL0215	2019	Lexus	NX300	46	Auction/Wholesale	No	\$ 33,998	\$ 33,498	92%	447	4,435
29	GL0234	2013	Lexus	ES 350	42	Auction/Wholesale	No	\$ 19,998	\$ 19,998	99%	3,060	1,000
30	7VR166515A	2015	Infiniti	QX60	36	Trade on New	No	\$ 20,998	\$ 20,998	95%	2,984	200
31	GL0191	2023	Toyota	RAV4 Prime	59	Auction/Wholesale	No	\$ 58,998	\$ 58,998	95%	591	200
32	GL0254	2023	Genesis	GV70	15	LBO OEM/Leasing Co.	No	\$ 72,000	\$ 72,000	93%	9,000	200
33	GL0266	2021	Honda	Civic	12	Auction/Wholesale	No	\$ 30,998	\$ 29,549	106%	(1,060)	1,551
34	GL0255	2024	Genesis	GV80	11	LBO OEM/Leasing Co.	No	\$ 84,000	\$ 82,780	94%	7,249	200
35	GL0222	2014	Toyota	Corolla	21	Auction/Wholesale	No	\$ 15,998	\$ 15,492	106%	(2,687)	200
36	GL0166A	2023	Hyundai	Santa Cruz	23	Trade on Used	No	\$ 42,998	\$ 42,998	93%	1,508	4,926
37	GL0264	2023	Hyundai	Santa Fe	15	Auction/Wholesale	No	\$ 41,998	\$ 41,998	94%	1,908	705

38	GL0270	2020	Toyota	Highlander	15	Auction/Wholesale	No	\$ 46,998	\$ 46,998	91%	3,100	7,658
39	7VR151833A	2023	Genesis	G70	17	Trade on New	Yes	\$ 52,500	\$ 51,998	96%	4,388	2,538
40	7VS178883A	2019	Mazda	CX-5	6	Trade on New	No	\$ 29,998	\$ 29,213	96%	2,970	1,427
41	GL0260	2021	Toyota	RAV4 Prime	21	Auction/Wholesale	No	\$ 53,998	\$ 53,099	96%	495	1,500
42	GL0241	2023	Genesis	G70	43	LBO OEM/Leasing Co.	No	\$ 42,998	\$ 42,998	92%	1,228	2,169
43	GL0272	2022	Acura	TLX	23	Street/Curb Buy	No	\$ 42,998	\$ 42,998	101%	1,720	7,367
44	GL0277	2024	Genesis	GV70 EV	20	LBO OEM/Leasing Co.	No	\$ 77,000	\$ 77,000	N/A	9,710	5,325
45	7R138843A	2021	Lexus	RX350L	32	Trade on New	No	\$ 50,998	\$ 50,195	103%	1,252	200
46	7VS178639A	2014	Lexus	RX350	3	Trade on New	No	\$ 25,998	\$ 25,998	96%	5,965	200
47	GL0276	2024	Genesis	GV70 EV	22	LBO OEM/Leasing Co.	No	\$ 77,000	\$ 77,000	N/A	9,710	200
48	GL0227A	2020	Subaru	BR-Z	37	Trade on Used	No	\$ 29,998	\$ 28,750	93%	659	200
49	GL0283	2023	Tesla	Model Y	8	Auction/Wholesale	No	\$ 62,998	\$ 61,800	99%	755	1,323
50	GL0265	2016	Lexus	ES300h	35	Auction/Wholesale	No	\$ 29,998	\$ 28,320	100%	(1,000)	200
51	GL0244	2024	Hyundai	Palisade	42	Auction/Wholesale	No	\$ 58,888	\$ 58,888	97%	702	3,785
52	GL0286	2023	Genesis	G70	21	LBO OEM/Leasing Co.	No	\$ 55,000	\$ 55,000	103%	0	1,640
53	7VS1744148A	2020	Mitsubishi	Outlander PHEV	18	Trade on New	No	\$ 33,998	\$ 32,871	93%	2,557	1,427

## Scoreboard Totals

% Retailed of Non-Franchise Make	68%
Total # Retail Units	60
Avg. Days to Sale	28.9
Avg. Advertised Price (Time of Sale)	\$ 46,330
Avg. Transaction Price	\$ 45,765
Avg. Market Price at 100%	\$ 48,490
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 565
Avg. Front-End Gross	\$ 2,367
Avg. Finance Gross	\$ 1,563
PUVR	\$ 3,930
Total Gross (Units & PUVR)	\$ 235,813
GROI	107%
% with Trade	33%
Avg. Over/Under Allowance	(\$750)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Shaun Ball	
% Retailed of Non-New Franchise	68%	68%	#DIV/0!
Total # Retail Units	60	60	0
Avg. Days to Sale	28.9	28.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 46,330	\$ 46,330	#DIV/0!
Avg. Transaction Price	\$ 45,765	\$ 45,765	#DIV/0!
Avg. Market Price at 100%	\$ 48,490	#VALUE!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#VALUE!	#DIV/0!
Avg. Transaction to Market	94%	#VALUE!	#DIV/0!
Avg. Transactional Discount	\$ 565	\$ 565	#DIV/0!
Avg. Front-End Gross	\$ 2,367	\$ 2,367	#DIV/0!
Avg. Finance Gross	\$ 1,563	\$ 1,563	#DIV/0!
PUVR	\$ 3,930	\$ 3,930	#DIV/0!
Total Gross (Units & PUVR)	\$ 235,813	\$ 235,813	#DIV/0!
GROI	107%	107%	#DIV/0!
% with Trade	33%	33%	#DIV/0!
Avg. Over/Under Allowance	-750	-750	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Vincent Li	Tommy Booth
% Retailed of Non-New Franchise	68%	75%	43%
Total # Retail Units	60	8	7
Avg. Days to Sale	28.9	37.4	37.0
Avg. Advertised Price (Time of Sale)	\$ 46,330	\$ 39,436	\$ 51,070
Avg. Transaction Price	\$ 45,765	\$ 38,460	\$ 50,613
Avg. Market Price at 100%	\$ 48,490	\$ 42,434	\$ 54,763
Avg. Price to Market % (Time of Sale)	96%	93%	93%
Avg. Transaction to Market	94%	91%	92%
Avg. Transactional Discount	\$ 565	\$ 976	\$ 457
Avg. Front-End Gross	\$ 2,367	\$ 1,549	\$ 3,316
Avg. Finance Gross	\$ 1,563	\$ 2,126	\$ 2,475
PUVR	\$ 3,930	\$ 3,675	\$ 5,792
Total Gross (Units & PUVR)	\$ 235,813	\$ 29,397	\$ 40,541
GROI	107%	92%	111%
% with Trade	33%	25%	71%
Avg. Over/Under Allowance	-750	#DIV/0!	0



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

Sandeep Narwal	Jaskarn Riar	Amin Andani	
100%	33%	67%	#DIV/0!
4	3	6	0
29.3	33.7	20.8	#DIV/0!
\$ 24,498	\$ 55,999	\$ 49,582	#DIV/0!
\$ 23,388	\$ 55,899	\$ 49,416	#DIV/0!
\$ 25,857	\$ 58,270	#VALUE!	#DIV/0!
95%	96%	#VALUE!	#DIV/0!
90%	96%	#VALUE!	#DIV/0!
\$ 1,110	\$ 100	\$ 167	#DIV/0!
\$ 4,019	\$ 1,485	\$ 2,336	#DIV/0!
\$ 702	\$ 532	\$ 995	#DIV/0!
\$ 4,721	\$ 2,017	\$ 3,332	#DIV/0!
\$ 18,883	\$ 6,051	\$ 19,990	#DIV/0!
248%	39%	117%	#DIV/0!
0%	0%	50%	#DIV/0!
#DIV/0!	#DIV/0!	-2,000	#DIV/0!





























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Omid Asgari-Marani	
% Retailed of Non-New Franchise	68%	68%	#DIV/0!
Total # Retail Units	60	60	0
Avg. Days to Sale	28.9	28.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 46,330	\$ 46,330	#DIV/0!
Avg. Transaction Price	\$ 45,765	\$ 45,765	#DIV/0!
Avg. Market Price at 100%	\$ 48,490	#VALUE!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#VALUE!	#DIV/0!
Avg. Transaction to Market	94%	#VALUE!	#DIV/0!
Avg. Transactional Discount	\$ 565	\$ 565	#DIV/0!
Avg. Front-End Gross	\$ 2,367	\$ 2,367	#DIV/0!
Avg. Finance Gross	\$ 1,563	\$ 1,563	#DIV/0!
PUVR	\$ 3,930	\$ 3,930	#DIV/0!
Total Gross (Units & PUVR)	\$ 235,813	\$ 235,813	#DIV/0!
GROI	107%	107%	#DIV/0!
% with Trade	33%	0%	#DIV/0!
Avg. Over/Under Allowance	-750	-750	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	60	2	58
Avg. Days to Sale	28.9	23.0	29.1
Avg. Advertised Price (Time of Sale)	\$ 46,330	\$ 53,000	\$ 45,563
Avg. Transaction Price	\$ 45,765	\$ 51,624	\$ 45,563
Avg. Market Price at 100%	\$ 48,490	\$ 54,094	#VALUE!
Avg. Price to Market % (Time of Sale)	96%	98%	#VALUE!
Avg. Transaction to Market	94%	95%	#VALUE!
Avg. Transactional Discount	\$ 565	\$ 1,376	\$ 537
Avg. Front-End Gross	\$ 2,367	\$ 2,769	\$ 2,353
Avg. Finance Gross	\$ 1,563	\$ 1,369	\$ 1,570
PUVR	\$ 3,930	\$ 4,138	\$ 3,923
Total Gross (Units & PUVR)	\$ 235,813	\$ 8,276	\$ 227,537
GROI	107%	125%	106%
% with Trade	33%	100%	31%
Avg. Over/Under Allowance	-750	#DIV/0!	-750



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	60	19	41
Avg. Days to Sale	28.9	27.2	29.7
Avg. Advertised Price (Time of Sale)	\$ 46,330	\$ 61,684	\$ 38,564
Avg. Transaction Price	\$ 45,765	\$ 61,303	\$ 38,564
Avg. Market Price at 100%	\$ 48,490	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	96%	#VALUE!	#VALUE!
Avg. Transaction to Market	94%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 565	\$ 380	\$ 651
Avg. Front-End Gross	\$ 2,367	\$ 4,122	\$ 1,553
Avg. Finance Gross	\$ 1,563	\$ 1,313	\$ 1,679
PUVR	\$ 3,930	\$ 5,436	\$ 3,233
Total Gross (Units & PUVR)	\$ 235,813	\$ 103,277	\$ 132,536
GROI	107%	117%	102%
% with Trade	33%	47%	27%
Avg. Over/Under Allowance	-750	0	-1,500



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	60	11	4
% of Retail Units	100%	18%	7%
% Retailed of Non-New Franchise	68%	73%	100%
Avg. Days to Sale	28.9	24.2	33.0
Avg. Transaction Price	\$ 45,765	\$ 36,494	\$ 34,237
Avg. Transaction to Market %	94%	#VALUE!	89%
Avg. Transactional Discount	\$ 565	\$ 550	\$ 762
Avg. Front End Gross	\$ 2,367	\$ 3,026	\$ 2,152
Avg. Finance Gross	\$ 1,563	\$ 1,163	\$ 3,094
PUVR	\$ 3,930	\$ 4,189	\$ 5,246
Total Gross (Units & PUVR)	\$ 235,813	\$ 46,078	\$ 20,982
GROI	107%	171%	167%
% with Trade	33%	27%	25%
Avg. Over/Under Allowance	-750	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	31	3	1
2%	52%	5%	2%
100%	84%	67%	0%
23.0	32.8	26.3	13.0
\$ 42,998	\$ 45,697	\$ 30,279	\$ 44,998
101%	#VALUE!	95%	96%
\$ -	\$ 701	\$ 387	\$ -
\$ 1,720	\$ 720	\$ 4,579	\$ 8,626
\$ 7,367	\$ 1,500	\$ 412	\$ 2,200
\$ 9,087	\$ 2,220	\$ 4,992	\$ 10,826
\$ 9,087	\$ 68,829	\$ 14,975	\$ 10,826
331%	53%	225%	666%
0%	42%	0%	100%
#DIV/0!	-750	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
9	0	0
15%	0%	0%
0%	#DIV/0!	#DIV/0!
22.9	#DIV/0!	#DIV/0!
\$ 68,009	#DIV/0!	#DIV/0!
#VALUE!	#DIV/0!	#DIV/0!
\$ 213	#DIV/0!	#DIV/0!
\$ 5,967	#DIV/0!	#DIV/0!
\$ 1,259	#DIV/0!	#DIV/0!
\$ 7,226	#DIV/0!	#DIV/0!
\$ 65,035	#DIV/0!	#DIV/0!
167%	#DIV/0!	#DIV/0!
22%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	60	38	14
% of Retail Units	100%	63%	23%
% Retailed of Non-New Franchise	68%	63%	86%
Avg. Days to Sale	28.9	16.5	37.1
Avg. Transaction Price	\$ 45,765	\$ 46,891	\$ 41,616
Avg. Transaction to Market %	94%	#VALUE!	93%
Avg. Transactional Discount	\$ 565	\$ 515	\$ 589
Avg. Front End Gross	\$ 2,367	\$ 3,103	\$ 899
Avg. Finance Gross	\$ 1,563	\$ 1,741	\$ 1,172
PUVR	\$ 3,930	\$ 4,844	\$ 2,072
Total Gross (Units & PUVR)	\$ 235,813	\$ 184,088	\$ 29,006
GROI	107%	226%	48%
% with Trade	33%	32%	29%
Avg. Over/Under Allowance	-750	-1,167	#DIV/0!



46-60 days	61-90 days	90+ days
6	0	2
10%	0%	3%
67%	#DIV/0!	50%
50.2	#DIV/0!	144.0
\$ 45,532	#DIV/0!	\$ 54,100
#VALUE!	#DIV/0!	87%
\$ 550	#DIV/0!	\$ 1,399
\$ 1,369	#DIV/0!	\$ 1,644
\$ 1,330	#DIV/0!	\$ 1,618
\$ 2,699	#DIV/0!	\$ 3,262
\$ 16,194	#DIV/0!	\$ 6,525
43%	#DIV/0!	15%
50%	#DIV/0!	50%
#DIV/0!	#DIV/0!	500