

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Nate Paul	Nicole Bolkovac	Bobby Dunn
Tom Jackson	Jimmy Lumbantoruan	Walter Lamory
Dan Zeigler		Brandon Repovz
		Jeff Ueng
		Tom Greenwalt





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	2174BB	2016	Ford	FOCUS ST	33	Trade on New	No	\$ 17,900	\$ 17,423	97%	\$2,444	\$502
2	7322BB	2023	BMW	530XI	36	Trade on New	Yes	\$ 44,995	\$ 44,995	96%	\$137	\$0
3	1794PA	2019	Lexus	ES350	19	Street/Curb Buy	No	\$ 29,993	\$ 29,993	99%	\$2,463	\$314
4	1264LB	2011	Hyundai	SANTE FE	6	Trade on New	No	\$ 9,995	\$ 9,995	102%	\$2,581	\$188
5	1314PA	2021	BMW	M340XI	81	Auction/Wholesale	Yes	\$ 46,977	\$ 46,777	96%	\$6,530	\$0
6	3122BB	2022	BMW	740XI	401	Loaner	Yes	\$ 51,995	\$ 51,995	94%	\$11,178	\$750
7	2623PB	2015	Volkswagen	PASSAT	66	Trade on Used	No	\$ 9,997	\$ 9,997	99%	\$2,437	\$252
8	2264BC	2023	Toyota	CAMRY	19	Trade on Used	No	\$ 26,977	\$ 26,500	95%	\$3,562	\$425
9	2944BB	2021	BMW	330XI	7	Trade on New	Yes	\$ 34,977	\$ 34,477	96%	\$1,909	\$150
10	1664PB	2016	Audi	RS7	16	Trade on Used	No	\$ 54,977	\$ 54,745	99%	\$5,708	\$1,408
11	1304PC	2018	Subaru	CROSSTREK	38	Trade on Used	No	\$ 18,477	\$ 17,960	94%	\$495	\$510
12	1814PA	2022	BMW	430XI CV	22	Auction/Wholesale	Yes	\$ 47,977	\$ 47,977	95%	\$7,552	\$0
13	1474PB	2017	Cadillac	CTS	15	Trade on Used	No	\$ 19,977	\$ 19,200	94%	\$3,332	\$551
14	6083BB	2018	Mini	COOPER	74	Trade on New	No	\$ 21,977	\$ 21,000	96%	\$2,507	\$0
15	2813LC	2012	Cadillac	CTS	41	Trade on Used	No	\$ 6,977	\$ 6,500	107%	\$2,619	\$0
16	1062LB	2021	Tesla	MODEL 3	37	Trade on Used	No	\$ 25,977	\$ 25,000	95%	\$3,124	\$0
17	2723LC	2023	Ford	EXPLORER	76	Trade on Used	No	\$ 46,977	\$ 46,890	92%	\$898	\$0
18	1764PA	2021	BMW	X3	31	Auction/Wholesale	Yes	\$ 33,977	\$ 33,977	91%	\$553	\$0
19	1724PA	2021	BMW	X3	42	Auction/Wholesale	Yes	\$ 34,977	\$ 34,977	94%	\$1,913	\$0
20	2014BB	2022	BMW	X3	26	Trade on New	Yes	\$ 40,977	\$ 40,477	97%	\$3,583	\$150
21	6343BC	2019	Volkswagen	TIGUAN	84	Trade on Used	No	\$ 13,977	\$ 13,406	97%	\$565	\$0
22	6603BB	2023	BMW	X3 M	175	Trade on New	Yes	\$ 69,977	\$ 69,376	95%	\$773	\$0
23	4983BB	2023	BMW	540 XI	15	Trade on New	Yes	\$ 58,977	\$ 58,977	97%	\$6,629	\$506
24	1992LC	2019	Cadillac	XTS	19	Trade on Used	No	\$ 23,977	\$ 23,977	96%	\$5,089	\$451
25	2034BB	2017	BMW	X3	86	Trade on New	No	\$ 16,977	\$ 16,404	94%	\$525	\$0
26	2264BE	2016	Dodge	CARAVAN	21	Trade on Used	No	\$ 14,977	\$ 14,495	92%	\$4,405	\$0
27	1614PA	2022	BMW	X3	67	Auction/Wholesale	Yes	\$ 43,977	\$ 43,390	97%	\$1,481	\$1,014
28	2434BB	2022	Mini	COOPER	49	Trade on New	No	\$ 21,977	\$ 21,000	99%	\$58	\$0
29	1022LB	2015	Volkswagen	JETTA	100	Trade on New	No	\$ 6,977	\$ 6,750	98%	\$1,620	\$0
30	2273PA	2022	BMW	X4 M	311	Auction/Wholesale	Yes	\$ 59,995	\$ 59,995	90%	\$204	\$0

31	1304PD	2010	Subaru	IMPREZZA	20	Trade on Used	No	\$ 6,977	\$ 6,495	102%	\$3,106	\$0
32	4453BB	2024	BMW	M440 XI	75	Trade on New	Yes	\$ 70,977	\$ 70,693	97%	\$10,250	\$0
33	2054BB	2024	BMW	X5	77	Trade on New	Yes	\$ 65,977	\$ 65,500	94%	\$2,434	\$0
34	2924BB	2018	BMW	X5	30	Trade on New	No	\$ 26,977	\$ 26,977	105%	\$2,657	\$648
35	1014PB	2023	Subaru	IMPREZZA	58	Trade on Used	No	\$ 19,977	\$ 19,500	97%	\$562	\$0
36	1954BB	2021	BMW	X3	5	Trade on New	Yes	\$ 49,577	\$ 48,980	101%	\$3,008	\$951
37	1754PA	2021	BMW	430XI GC	49	Auction/Wholesale	Yes	\$ 38,977	\$ 38,799	99%	\$3,829	\$483
38	1624PA	2021	BMW	X6	56	Auction/Wholesale	Yes	\$ 58,977	\$ 58,692	96%	\$2,634	\$0
39	1393JC	2016	Jaguar	XF	35	Trade on Used	No	\$ 17,977	\$ 16,994	102%	\$5,283	\$0
40	1594PA	2021	Land Rover	EVOQUE	70	Auction/Wholesale	Yes	\$ 39,977	\$ 39,671	94%	\$1,021	\$0
41	1844BB	2021	Land Rover	SPORT	37	Trade on New	Yes	\$ 56,977	\$ 56,900	98%	\$1,323	\$731
42	2184BB	2022	BMW	X3	68	Trade on New	Yes	\$ 24,977	\$ 24,000	97%	\$155	\$0
43	1744PA	2021	BMW	X4	56	Auction/Wholesale	Yes	\$ 43,977	\$ 43,724	96%	\$7,117	\$887
44	1954PA	2021	BMW	X3	25	Auction/Wholesale	Yes	\$ 34,977	\$ 34,977	95%	\$1,654	\$432
45	1884PA	2021	BMW	X3 M	34	Auction/Wholesale	Yes	\$ 53,977	\$ 53,477	103%	\$5,307	\$1,330
46	1914LB	2018	Chevrolet	COLORADO	2	Trade on New	No	\$ 33,977	\$ 33,977	94%	\$1,773	\$759
47	1974PA	2021	BMW	X7	23	Auction/Wholesale	Yes	\$ 59,977	\$ 59,977	97%	\$3,419	\$0
48	1804BB	2020	BMW	228 XI GC	43	Trade on New	Yes	\$ 27,977	\$ 27,295	96%	\$4,043	\$0
49	1283JC	2019	Lincoln	MKZ	71	Trade on Used	No	\$ 14,977	\$ 14,894	91%	\$1,866	\$0
50	1674LB	2022	BMW	X7	43	Trade on New	Yes	\$ 67,977	\$ 67,977	96%	\$3,376	\$2,469
51	1484LC	2011	Jeep	grand cherokee	68	Trade on Used	No	\$ 8,977	\$ 8,790	101%	\$1,232	\$210
52	2634BC	2018	Dodge	DURANGO	45	Trade on Used	No	\$ 23,477	\$ 22,991	94%	\$4,088	\$717
53	5902BC	2018	Subaru	LEGACY	41	Trade on Used	No	\$ 9,977	\$ 9,946	99%	\$3,796	\$137

## Scoreboard Totals

% Retailed of Non-Franchise Make	35%
Total # Retail Units	200
Avg. Days to Sale	72.9
Avg. Advertised Price (Time of Sale)	\$ 37,738
Avg. Transaction Price	\$ 37,389
Avg. Market Price at 100%	\$ 38,469
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 348
Avg. Front-End Gross	\$ 2,703
Avg. Finance Gross	\$ 408
PUVR	\$ 3,110
Total Gross (Units & PUVR)	\$ 622,048
GROI	41%
% with Trade	47%
Avg. Over/Under Allowance	#DIV/0!



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	35%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	72.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,738	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,389	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,469	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 348	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,703	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 408	#DIV/0!	#DIV/0!
PUVR	\$ 3,110	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 622,048	#DIV/0!	#DIV/0!
GROI	41%	#DIV/0!	#DIV/0!
% with Trade	47%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/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	35%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	72.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,738	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,389	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,469	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 348	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,703	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 408	#DIV/0!	#DIV/0!
PUVR	\$ 3,110	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 622,048	#DIV/0!	#DIV/0!
GROI	41%	#DIV/0!	#DIV/0!
% with Trade	47%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#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	35%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	72.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,738	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,389	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,469	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 348	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,703	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 408	#DIV/0!	#DIV/0!
PUVR	\$ 3,110	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 622,048	#DIV/0!	#DIV/0!
GROI	41%	#DIV/0!	#DIV/0!
% with Trade	47%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	112	88
Avg. Days to Sale	72.9	95.4	44.2
Avg. Advertised Price (Time of Sale)	\$ 37,738	\$ 48,892	\$ 23,171
Avg. Transaction Price	\$ 37,389	\$ 48,561	\$ 23,171
Avg. Market Price at 100%	\$ 38,469	\$ 49,812	\$ 24,139
Avg. Price to Market % (Time of Sale)	98%	98%	96%
Avg. Transaction to Market	97%	97%	96%
Avg. Transactional Discount	\$ 348	\$ 331	\$ 371
Avg. Front-End Gross	\$ 2,703	\$ 2,787	\$ 2,595
Avg. Finance Gross	\$ 408	\$ 512	\$ 275
PUVR	\$ 3,110	\$ 3,299	\$ 2,870
Total Gross (Units & PUVR)	\$ 622,048	\$ 369,487	\$ 252,561
GROI	41%	26%	101%
% with Trade	47%	56%	34%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	130	70
Avg. Days to Sale	72.9	89.3	42.3
Avg. Advertised Price (Time of Sale)	\$ 37,738	\$ 45,858	\$ 22,269
Avg. Transaction Price	\$ 37,389	\$ 45,531	\$ 22,269
Avg. Market Price at 100%	\$ 38,469	\$ 46,725	\$ 23,271
Avg. Price to Market % (Time of Sale)	98%	98%	96%
Avg. Transaction to Market	97%	97%	96%
Avg. Transactional Discount	\$ 348	\$ 327	\$ 388
Avg. Front-End Gross	\$ 2,703	\$ 2,873	\$ 2,385
Avg. Finance Gross	\$ 408	\$ 468	\$ 295
PUVR	\$ 3,110	\$ 3,342	\$ 2,681
Total Gross (Units & PUVR)	\$ 622,048	\$ 434,397	\$ 187,651
GROI	41%	30%	102%
% with Trade	47%	52%	36%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	89	60
% of Retail Units	100%	45%	30%
% Retailed of Non-New Franchise	35%	34%	65%
Avg. Days to Sale	72.9	57.3	50.4
Avg. Transaction Price	\$ 37,389	\$ 39,098	\$ 27,485
Avg. Transaction to Market %	97%	97%	96%
Avg. Transactional Discount	\$ 348	\$ 333	\$ 377
Avg. Front End Gross	\$ 2,703	\$ 2,707	\$ 2,833
Avg. Finance Gross	\$ 408	\$ 443	\$ 373
PUVR	\$ 3,110	\$ 3,151	\$ 3,206
Total Gross (Units & PUVR)	\$ 622,048	\$ 280,396	\$ 192,369
GROI	41%	51%	83%
% with Trade	47%	51%	30%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	35	6	0
1%	18%	3%	0%
100%	0%	0%	#DIV/0!
19.0	72.7	476.3	#DIV/0!
\$ 29,993	\$ 45,852	\$ 54,306	#DIV/0!
99%	96%	101%	#DIV/0!
\$ -	\$ 341	\$ 180	#DIV/0!
\$ 2,463	\$ 2,623	\$ 2,618	#DIV/0!
\$ 314	\$ 313	\$ 703	#DIV/0!
\$ 2,777	\$ 2,936	\$ 3,321	#DIV/0!
\$ 2,777	\$ 102,771	\$ 19,925	#DIV/0!
175%	32%	5%	#DIV/0!
0%	57%	83%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
9	0	0
5%	0%	0%
0%	#DIV/0!	#DIV/0!
114.7	#DIV/0!	#DIV/0!
\$ 43,156	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
\$ 492	#DIV/0!	#DIV/0!
\$ 2,173	#DIV/0!	#DIV/0!
\$ 473	#DIV/0!	#DIV/0!
\$ 2,646	#DIV/0!	#DIV/0!
\$ 23,810	#DIV/0!	#DIV/0!
19%	#DIV/0!	#DIV/0!
56%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	53	43
% of Retail Units	100%	27%	22%
% Retailed of Non-New Franchise	35%	47%	47%
Avg. Days to Sale	72.9	17.1	37.8
Avg. Transaction Price	\$ 37,389	\$ 34,213	\$ 35,598
Avg. Transaction to Market %	97%	97%	96%
Avg. Transactional Discount	\$ 348	\$ 336	\$ 403
Avg. Front End Gross	\$ 2,703	\$ 3,357	\$ 2,928
Avg. Finance Gross	\$ 408	\$ 435	\$ 433
PUVR	\$ 3,110	\$ 3,791	\$ 3,360
Total Gross (Units & PUVR)	\$ 622,048	\$ 200,949	\$ 144,494
GROI	41%	234%	90%
% with Trade	47%	47%	49%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
20	43	41
10%	22%	21%
45%	28%	10%
53.3	74.8	189.4
\$ 30,364	\$ 36,619	\$ 47,609
96%	97%	98%
\$ 363	\$ 315	\$ 335
\$ 2,694	\$ 2,494	\$ 1,844
\$ 321	\$ 365	\$ 433
\$ 3,015	\$ 2,859	\$ 2,277
\$ 60,300	\$ 122,946	\$ 93,359
67%	38%	9%
35%	33%	63%
#DIV/0!	#DIV/0!	#DIV/0!