

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Omar Yusofi	Linda	Dmitri
Serge V	Damiano	Moe
John Yu	Rany	Jeff
Nav P	Jocelyn	Andrew
		Warren
		Kirk
		Steve
		Sean
		Michael
		Andy
		Dennis
		Jay
		Alex
		William
		Sara
		Ray
		Andrei
		Sandro
		Eric

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	P14365	2024	BMW	X5 40i	22	Other	Yes	\$ 91,310	\$ 90,560	97%	\$4,065	\$3,461.00
2	P14117	2023	BMW	X1 28i	135	Trade on New	Yes	\$ 44,980	\$ 44,074	95%	(\$2,187)	\$0.00
3	P14390	2023	BMW	M3 comp	13	Street/Curb Buy	Yes	\$ 107,980	\$ 108,015	99%	\$5,010	\$2,110.00
4	P14324	2023	BMW	X3 30i	33	Auction/Wholesale	Yes	\$ 55,980	\$ 55,420	108%	(\$1,228)	\$280.00
5	N24222A	2016	Hyundai	Santa Fe Sport	17	Trade on New	No	\$ 13,998	\$ 13,843	100%	(\$163)	\$126.00
6	N24376A	2023	BMW	X3 30i	18	Trade on New	Yes	\$ 49,980	\$ 52,983	97%	\$2,619	\$2,658.00
7	P14313	2020	BMW	M235i	38	Trade on Used	Yes	\$ 34,416	\$ 33,980	100%	\$272	\$1,244.00
8	P14188	2020	BMW	X5 40i	98	Trade on New	Yes	\$ 51,980	\$ 56,567	101%	\$909	\$1,544.00
9	24847A	2023	BMW	X5 M comp	182	Trade on New	Yes	\$ 115,980	\$ 113,980	96%	(\$15,332)	\$0.00
10	P14348	2021	BMW	330i Sedan	29	LBO OEM/Leasing Co.	Yes	\$ 37,980	\$ 38,370	100%	\$4,784	\$205.00
11	P14220	2020	BMW	Z4 M40i	72	Trade on New	Yes	\$ 60,980	\$ 68,780	96%	\$8,477	\$2,745.00
12	P14398	2024	BMW	X3 30i	9	Trade on New	Yes	\$ 54,980	\$ 54,255	96%	\$4,421	\$0.00
13	P14416	2018	BMW	X3 30i	0	LBO Customer	NO	\$ 21,980	\$ 21,980	100%	\$0	\$1,271.00
14	P14101	2024	BMW	X5 40i	144	LBO OEM/Leasing Co.	Yes	\$ 82,980	\$ 88,720	98%	\$9,272	\$3,778.00
15	N24221A	2018	BMW	440i GC Coupe	57	Trade on New	No	\$ 33,980	\$ 35,294	104%	\$1,871	\$100.00
16	P14006B	2020	BMW	530i Sedan	31	Trade on Used	Yes	\$ 41,980	\$ 39,500	101%	\$3,594	\$1,836.00
17	P14121	2024	BMW	X5 40i	137	Auction/Wholesale	Yes	\$ 87,480	\$ 87,260	100%	\$4,047	\$201.00
18	P14337	2024	BMW	M440i	132	Trade on Used	Yes	\$ 69,480	\$ 68,888	100%	\$3,290	\$500.00
19	P14320	2021	BMW	330i Sedan	44	Trade on New	Yes	\$ 39,980	\$ 50,980	102%	\$6,888	\$2,539.00
20	P14306	2023	BMW	X1 28i	9	Trade on Used	No	\$ 15,980	\$ 12,900	96%	(\$2,450)	\$0.00
21	P14314	2020	BMW	X3 30i	47	Trade on New	Yes	\$ 33,980	\$ 33,792	101%	\$4,950	\$0.00
22	P14360	2021	BMW	X3 30i	38	Trade on New	Yes	\$ 38,480	\$ 43,123	100%	\$661	\$2,874.00
23	N24371A	2021	BMW	540i Sedan	40	Trade on New	Yes	\$ 52,980	\$ 51,047	100%	\$6,438	\$1,512.00
24	P14369	2020	BMW	X1 28i	32	LBO OEM/Leasing Co.	Yes	\$ 30,980	\$ 29,925	100%	\$1,970	\$203.00
25	N24389A	2017	BMW	X3 28i	28	Trade on New	Yes	\$ 24,980	\$ 25,015	105%	\$3,359	\$299.00
26	P14264	2023	BMW	X4 30i	65	Auction/Wholesale	Yes	\$ 55,980	\$ 56,022	100%	(\$116)	\$500.00
27	P14145	2021	BMW	X4 30i	122	Trade on New	YES	\$ 39,980	\$ 60,618	100%	(\$606)	\$2,880.00
28	P14371	2021	BMW	X3 30i	28	LBO OEM/Leasing Co.	Yes	\$ 35,980	\$ 41,001	100%	(\$2,790)	\$2,657.00
29	P14427	2020	BMW	M340i Sedan	8	LBO Customer	YES	\$ 53,980	\$ 55,980	97%	\$5,343	\$1,482.00
30	P14353	2021	BMW	X6 40i	37	Trade on New	Yes	\$ 64,480	\$ 69,480	100%	\$5,589	\$202.00

31	P14399	2024	BMW	X4 30i
32	24701A	2021	BMW	X7 40i
33	N24166A	2009	Infiniti	g37
34	P14387	2024	BMW	X3 30i
35	P14394	2022	BMW	750i Sedan
36	P14372	2020	BMW	X3 30i
37	P14438	2024	BMW	X5 40i
38	P14091	2022	BMW	X3 30i
39	P14306	2023	BMW	X1 28i
40	P14364	2020	BMW	530i Sedan
41	P14411	2016	BMW	X5 35i
42	P14340	2020	BMW	X3 M40i
43	P14289	2020	BMW	X3 30i
44	N24265A	2011	BMW	328i Sedan
45	P14441	2024	BMW	X5 40i
46	P14096	2024	BMW	X6 40i
47	P14422	2023	BMW	X1 28i
48	P14297	2023	BMW	X7 M60i
49	P14185	2024	BMW	X3 30i
50	P14440	2021	BMW	X5 40i
51	P14410	2024	BMW	X3 30i
52	P14336	2022	BMW	X5 40i
53	P14330	2020	BMW	330i Sedan

15	Auction/Wholesale	Yes	\$	64,980	\$	69,480	101%	\$9,141	\$3,300.00
154	Trade on New	Yes	\$	70,480	\$	72,500	98%	\$1,943	\$2,500.00
19	Trade on New	No	\$	2,000	\$	2,000	90%	\$6	\$0.00
26	LBO OEM/Leasing Co.	Yes	\$	59,980	\$	59,295	97%	\$2,833	\$1,253.00
27	Trade on New	Yes	\$	74,077	\$	73,872	95%	\$11,004	\$205.00
66	LBO Customer	Yes	\$	33,980	\$	34,480	97%	\$218	\$0.00
22	LBO Customer	Yes	\$	89,980	\$	88,260	100%	\$5,065	\$201.00
132	LBO Customer	Yes	\$	47,980	\$	54,449	103%	\$3,946	\$4,743.00
82	LBO Customer	Yes	\$	47,980	\$	46,250	100%	\$226	\$0.00
40	Trade on Used	Yes	\$	39,980	\$	39,790	98%	\$1,434	\$201.00
15	Street/Curb Buy	no	\$	29,980	\$	29,480	100%	\$4,595	\$0.00
44	Trade on New	Yes	\$	46,980	\$	47,575	103%	\$23,256	\$517.00
65	Trade on New	yes	\$	36,980	\$	42,284	101%	\$5,917	\$3,877.00
62	Trade on New	NO	\$	3,800	\$	3,900	90%	\$242	\$0.00
31	LBO Customer	Yes	\$	89,980	\$	90,793	104%	\$4,861	\$2,000.00
149	Auction/Wholesale	Yes	\$	93,980	\$	92,430	97%	\$225	\$0.00
31	Street/Curb Buy	Yes	\$	45,980	\$	45,146	98%	\$1,051	\$0.00
98	Street/Curb Buy	Yes	\$	121,980	\$	128,485	99%	\$6,387	\$3,103.00
105	Auction/Wholesale	Yes	\$	60,980	\$	60,628	107%	\$3,105	\$383.00
10	LBO OEM/Leasing Co.	Yes	\$	60,980	\$	59,035	100%	\$10,514	\$0.00
60	Trade on New	Yes	\$	32,980	\$	39,354	102%	\$7,518	\$2,902.00
50	Trade on New	YES	\$	64,980	\$	63,789	102%	\$5,950	\$0.00
55	Trade on New	Yes	\$	32,980	\$	32,465	98%	(\$474)	\$0.00

Scoreboard Totals

% Retailed of Non-Franchise Make	3%
Total # Retail Units	200
Avg. Days to Sale	52.6
Avg. Advertised Price (Time of Sale)	\$ 51,356
Avg. Transaction Price	\$ 52,449
Avg. Market Price at 100%	\$ 51,836
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ (1,093)
Avg. Front-End Gross	\$ 3,023
Avg. Finance Gross	\$ 1,485
PUVR	\$ 4,507
Total Gross (Units & PUVR)	\$ 901,468
GROI	59%
% with Trade	21%
Avg. Over/Under Allowance	(\$37)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Serge V	Serge V
% Retailed of Non-New Franchise	3%	3%	3%
Total # Retail Units	200	200	200
Avg. Days to Sale	52.6	52.6	52.6
Avg. Advertised Price (Time of Sale)	\$ 51,356	\$ 51,356	\$ 51,356
Avg. Transaction Price	\$ 52,449	\$ 52,449	\$ 52,449
Avg. Market Price at 100%	\$ 51,836	\$ 51,818	\$ 51,818
Avg. Price to Market % (Time of Sale)	99%	99%	99%
Avg. Transaction to Market	101%	101%	101%
Avg. Transactional Discount	\$ (1,093)	\$ (1,093)	\$ (1,093)
Avg. Front-End Gross	\$ 3,023	\$ 3,023	\$ 3,023
Avg. Finance Gross	\$ 1,485	\$ 1,485	\$ 1,485
PUVR	\$ 4,507	\$ 4,507	\$ 4,507
Total Gross (Units & PUVR)	\$ 901,468	\$ 901,468	\$ 901,468
GROI	59%	59%	59%
% with Trade	21%	21%	21%
Avg. Over/Under Allowance	-37	-37	-37



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

Serge V	Serge V	Serge V	
3%	3%	3%	#DIV/0!
200	200	200	0
52.6	52.6	52.6	#DIV/0!
\$ 51,356	\$ 51,356	\$ 51,356	#DIV/0!
\$ 52,449	\$ 52,449	\$ 52,449	#DIV/0!
\$ 51,818	\$ 51,818	\$ 51,818	#DIV/0!
99%	99%	99%	#DIV/0!
101%	101%	101%	#DIV/0!
\$ (1,093)	\$ (1,093)	\$ (1,093)	#DIV/0!
\$ 3,023	\$ 3,023	\$ 3,023	#DIV/0!
\$ 1,485	\$ 1,485	\$ 1,485	#DIV/0!
\$ 4,507	\$ 4,507	\$ 4,507	#DIV/0!
\$ 901,468	\$ 901,468	\$ 901,468	#DIV/0!
59%	59%	59%	#DIV/0!
21%	21%	21%	#DIV/0!
-37	-37	-37	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Dmitri	Moe
% Retailed of Non-New Franchise	3%	2%	0%
Total # Retail Units	200	56	16
Avg. Days to Sale	52.6	47.9	63.6
Avg. Advertised Price (Time of Sale)	\$ 51,356	\$ 46,544	\$ 49,438
Avg. Transaction Price	\$ 52,449	\$ 46,795	\$ 49,460
Avg. Market Price at 100%	\$ 51,836	\$ 46,696	\$ 49,678
Avg. Price to Market % (Time of Sale)	99%	100%	100%
Avg. Transaction to Market	101%	100%	100%
Avg. Transactional Discount	\$ (1,093)	\$ (251)	\$ (22)
Avg. Front-End Gross	\$ 3,023	\$ 3,362	\$ 2,755
Avg. Finance Gross	\$ 1,485	\$ 1,004	\$ 1,922
PUVR	\$ 4,507	\$ 4,366	\$ 4,677
Total Gross (Units & PUVR)	\$ 901,468	\$ 244,477	\$ 74,838
GROI	59%	70%	54%
% with Trade	21%	14%	19%
Avg. Over/Under Allowance	-37	-27	-63



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

Jeff	Andrew	Warren	Kirk
0%	0%	0%	7%
23	30	11	14
39.6	64.2	57.1	71.8
\$ 57,826	\$ 53,835	\$ 49,707	\$ 56,757
\$ 62,739	\$ 56,510	\$ 50,277	\$ 56,297
\$ 57,945	\$ 54,510	\$ 49,864	\$ 57,972
100%	99%	100%	98%
108%	104%	101%	97%
\$ (4,913)	\$ (2,675)	\$ (570)	\$ 460
\$ 3,795	\$ 3,239	\$ 1,854	\$ 2,889
\$ 1,451	\$ 2,615	\$ 1,467	\$ 1,376
\$ 5,247	\$ 5,854	\$ 3,321	\$ 4,265
\$ 120,671	\$ 175,632	\$ 36,536	\$ 59,712
76%	58%	42%	38%
26%	23%	36%	21%
0	-117	-18	-21

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Damiano	Linda
% Retailed of Non-New Franchise	3%	2%	5%
Total # Retail Units	200	43	66
Avg. Days to Sale	52.6	52.8	56.3
Avg. Advertised Price (Time of Sale)	\$ 51,356	\$ 49,891	\$ 52,559
Avg. Transaction Price	\$ 52,449	\$ 50,745	\$ 54,505
Avg. Market Price at 100%	\$ 51,836	\$ 50,197	\$ 53,060
Avg. Price to Market % (Time of Sale)	99%	99%	99%
Avg. Transaction to Market	101%	101%	103%
Avg. Transactional Discount	\$ (1,093)	\$ (854)	\$ (1,946)
Avg. Front-End Gross	\$ 3,023	\$ 2,964	\$ 3,115
Avg. Finance Gross	\$ 1,485	\$ 1,111	\$ 1,534
PUVR	\$ 4,507	\$ 4,075	\$ 4,649
Total Gross (Units & PUVR)	\$ 901,468	\$ 175,223	\$ 306,805
GROI	59%	55%	55%
% with Trade	21%	23%	27%
Avg. Over/Under Allowance	-37	7	-32



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

Damiano	Rany	Jocelyn	
2%	0%	2%	#DIV/0!
43	42	48	0
52.8	52.5	48.1	#DIV/0!
\$ 49,891	\$ 51,170	\$ 51,960	#DIV/0!
\$ 50,745	\$ 51,593	\$ 52,702	#DIV/0!
\$ 50,197	\$ 51,852	\$ 52,323	#DIV/0!
99%	99%	99%	#DIV/0!
101%	100%	101%	#DIV/0!
\$ (854)	\$ (423)	\$ (742)	#DIV/0!
\$ 2,964	\$ 3,362	\$ 2,658	#DIV/0!
\$ 1,111	\$ 1,752	\$ 1,492	#DIV/0!
\$ 4,075	\$ 5,115	\$ 4,150	#DIV/0!
\$ 175,223	\$ 214,813	\$ 199,198	#DIV/0!
55%	68%	59%	#DIV/0!
23%	17%	13%	#DIV/0!
7	-36	-83	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	174	26
Avg. Days to Sale	52.6	55.6	32.4
Avg. Advertised Price (Time of Sale)	\$ 51,356	\$ 53,644	\$ 35,813
Avg. Transaction Price	\$ 52,449	\$ 54,935	\$ 35,813
Avg. Market Price at 100%	\$ 51,836	\$ 54,086	\$ 36,639
Avg. Price to Market % (Time of Sale)	99%	99%	98%
Avg. Transaction to Market	101%	102%	98%
Avg. Transactional Discount	\$ (1,093)	\$ (1,291)	\$ 231
Avg. Front-End Gross	\$ 3,023	\$ 3,262	\$ 1,419
Avg. Finance Gross	\$ 1,485	\$ 1,556	\$ 1,004
PUVR	\$ 4,507	\$ 4,819	\$ 2,423
Total Gross (Units & PUVR)	\$ 901,468	\$ 838,459	\$ 63,009
GROI	59%	57%	75%
% with Trade	21%	22%	12%
Avg. Over/Under Allowance	-37	-32	-68



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	195	5
Avg. Days to Sale	52.6	53.4	21.8
Avg. Advertised Price (Time of Sale)	\$ 51,356	\$ 51,707	\$ 37,140
Avg. Transaction Price	\$ 52,449	\$ 52,841	\$ 37,140
Avg. Market Price at 100%	\$ 51,836	\$ 52,141	\$ 39,242
Avg. Price to Market % (Time of Sale)	99%	99%	95%
Avg. Transaction to Market	101%	101%	95%
Avg. Transactional Discount	\$ (1,093)	\$ (1,134)	\$ 514
Avg. Front-End Gross	\$ 3,023	\$ 3,086	\$ 569
Avg. Finance Gross	\$ 1,485	\$ 1,503	\$ 775
PUVR	\$ 4,507	\$ 4,588	\$ 1,344
Total Gross (Units & PUVR)	\$ 901,468	\$ 894,746	\$ 6,722
GROI	59%	59%	60%
% with Trade	21%	21%	20%
Avg. Over/Under Allowance	-37	-36	-60



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	70	38
% of Retail Units	100%	35%	19%
% Retailed of Non-New Franchise	3%	4%	5%
Avg. Days to Sale	52.6	59.0	50.9
Avg. Transaction Price	\$ 52,449	\$ 50,429	\$ 48,415
Avg. Transaction to Market %	101%	103%	97%
Avg. Transactional Discount	\$ (1,093)	\$ (2,052)	\$ 622
Avg. Front End Gross	\$ 3,023	\$ 3,116	\$ 2,533
Avg. Finance Gross	\$ 1,485	\$ 1,181	\$ 2,124
PUVR	\$ 4,507	\$ 4,297	\$ 4,657
Total Gross (Units & PUVR)	\$ 901,468	\$ 300,796	\$ 176,976
GROI	59%	52%	68%
% with Trade	21%	23%	16%
Avg. Over/Under Allowance	-37	-51	-86



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
18	20	0	11
9%	10%	0%	6%
0%	0%	#DIV/0!	0%
28.5	67.9	#DIV/0!	31.0
\$ 58,509	\$ 62,292	#DIV/0!	\$ 51,893
98%	101%	#DIV/0!	98%
\$ 168	\$ (387)	#DIV/0!	\$ (95)
\$ 3,817	\$ 3,217	#DIV/0!	\$ 1,814
\$ 2,973	\$ 800	#DIV/0!	\$ 1,316
\$ 6,790	\$ 4,017	#DIV/0!	\$ 3,131
\$ 122,219	\$ 80,342	#DIV/0!	\$ 34,438
147%	34%	#DIV/0!	70%
28%	20%	#DIV/0!	27%
0	0	#DIV/0!	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
41	0	2
21%	0%	1%
0%	#DIV/0!	0%
51.0	#DIV/0!	72.5
\$ 51,501	#DIV/0!	\$ 69,300
103%	#DIV/0!	96%
\$ (2,316)	#DIV/0!	\$ 1,096
\$ 3,185	#DIV/0!	\$ 3,297
\$ 1,124	#DIV/0!	\$ 1,731
\$ 4,308	#DIV/0!	\$ 5,028
\$ 176,642	#DIV/0!	\$ 10,055
59%	#DIV/0!	36%
15%	#DIV/0!	50%
-12	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	60	47
% of Retail Units	100%	30%	24%
% Retailed of Non-New Franchise	3%	7%	0%
Avg. Days to Sale	52.6	17.5	37.4
Avg. Transaction Price	\$ 52,449	\$ 54,313	\$ 55,529
Avg. Transaction to Market %	101%	101%	102%
Avg. Transactional Discount	\$ (1,093)	\$ (1,113)	\$ (961)
Avg. Front End Gross	\$ 3,023	\$ 4,257	\$ 4,136
Avg. Finance Gross	\$ 1,485	\$ 1,776	\$ 1,673
PUVR	\$ 4,507	\$ 6,033	\$ 5,809
Total Gross (Units & PUVR)	\$ 901,468	\$ 361,986	\$ 273,002
GROI	59%	229%	101%
% with Trade	21%	20%	19%
Avg. Over/Under Allowance	-37	5	-33



46-60 days	61-90 days	90+ days
17	36	31
9%	18%	16%
6%	0%	0%
54.8	72.7	134.1
\$ 43,175	\$ 47,942	\$ 57,909
100%	102%	100%
\$ (225)	\$ (1,958)	\$ (1,356)
\$ 2,058	\$ 2,484	\$ 785
\$ 936	\$ 992	\$ 1,138
\$ 2,994	\$ 3,476	\$ 1,924
\$ 50,892	\$ 125,141	\$ 59,637
46%	36%	9%
24%	22%	26%
-18	-42	-138