

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
JOHN DALY	JEFF BEYER	SERGIO BATISTA
JOE BOGIGIAN	FRANK SINATRA	STEPHEN BECHHINO
JOE SALERNO	RYAN PETERS	AARON BOWLES
SHAWN ORTIZ	JASON YOUNGER	JADEN BROWN
NOT WORKING	NOT WORKING	JAMES BUCCHIERI
		ROBERT CARFI
		MARY GRAFFEO
		JEFFREY HURLEY
		AHMED KHODIR
		ARIAN KUKAJ
		JOHN LAFEMINA
		VINCENT LANGIOTTI
		ROBERT LAROSA
		RYAN MAHON
		PIETRO MASULLO
		RICARDO MORALES
		JACK NAVARRO
		THOMAS NICO
		JESUS PIMENTEL
		CHING POON
		VICTOR VELEZ
		NOT WORKING
		HOUSE





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	131982	2019	Ford	Mustang GT	41	Street/Curb Buy	Yes	\$ 32,600	\$ 32,600	108%	\$2,389	\$149
2	L06450	2021	Lincoln	CORSAIR	5	LBO Customer	No	\$ 24,554	\$ 24,554		\$500	\$5,317
3	D84117	2021	Ford	SUPER DUTY	98	Auction/Wholesale	Yes	\$ 70,750	\$ 70,750	104%	\$2,141	\$4,111
4	C98457	2017	Ford	F150	62	Trade on New	No	\$ 24,200	\$ 24,200	100%	\$3,610	\$944
5	B12433A	2023	Ford	BRONCO	42	Trade on New	Yes	\$ 47,700	\$ 47,700	105%	\$2,945	\$5,262
6	A54507	2021	Ford	EXPLORER	7	LBO Customer	No	\$ 25,341	\$ 25,341		\$500	\$3,125
7	L07646	2021	Lincoln	CORSAIR	4	LBO Customer	No	\$ 25,146	\$ 25,146		\$500	\$890
8	204340	2018	Ford	FUSION	28	Auction/Wholesale	Yes	\$ 18,600	\$ 18,600	118%	\$1,765	\$972
9	A12444B	2020	Ford	TRANSIT 250	15	Trade on New	Yes	\$ 35,500	\$ 35,500	101%	(\$178)	\$5,930
10	B75591	2021	Ford	EXPLORER	17	LBO Customer	No	\$ 23,012	\$ 23,012		\$500	\$1,225
11	D192671	2021	Ford	F150	4	LBO Customer	No	\$ 32,019	\$ 32,019		\$500	\$149
12	437002	2021	Mazda	CX5	56	Trade on New	Yes	\$ 23,600	\$ 23,600	100%	\$1,774	\$2,959
13	162378	2019	Mercedes-Benz	SLC 300	20	Street/Curb Buy	No	\$ 39,999	\$ 39,999	106%	\$4,899	\$149
14	B19538	2021	Ford	EXPLORER	72	Trade on New	Yes	\$ 31,500	\$ 31,500	99%	\$709	\$745
15	A98541A	2022	Ford	EXPLORER	58	Trade on New	Yes	\$ 35,750	\$ 35,750	102%	\$5,187	\$6,005
16	B43786	2021	Ford	F150	0	LBO Customer	No	\$ 53,093	\$ 53,093		\$500	\$0
17	747508	2017	Subaru	IMPREZA	61	Street/Curb Buy	Yes	\$ 16,250	\$ 16,250	100%	(\$1,316)	\$2,361
18	A00538A	2021	Ford	ESCAPE	45	Trade on New	Yes	\$ 21,800	\$ 21,800	98%	\$798	\$8,542
19	176287	2017	Chevrolet	CRUZ	56	Street/Curb Buy	Yes	\$ 17,750	\$ 17,750	116%	\$28	\$49
20	L09032	2021	Lincoln	CORSAIR	0	LBO Customer	No	\$ 23,234	\$ 23,234		\$500	\$0
21	B38686A	2021	Ford	EXPLORER	52	Trade on New	Yes	\$ 40,300	\$ 40,300	100%	\$2,929	\$4,292
22	644368	2020	Nissan	ROGUE	45	Street/Curb Buy	Yes	\$ 18,400	\$ 18,400	99%	\$1,726	\$2,728
23	A66642B	2021	Ford	EXPLORER	29	Trade on New	Yes	\$ 31,400	\$ 31,400	99%	(\$2,387)	\$6,432
24	L08555	2021	Lincoln	NAUTILUS	0	LBO Customer	No	\$ 27,996	\$ 27,996		\$500	\$3,307
25	B10522	2021	Ford	EXPLORER	20	LBO Customer	No	\$ 22,582	\$ 22,582		\$500	\$9,363
26	9175	2023		RIVIAN R1S	53	Trade on New	No	\$ 77,750	\$ 77,750	101%	\$6,858	\$0
27	B96708A	2022	Ford	ESCAPE	52	Trade on New	Yes	\$ 23,100	\$ 23,100	104%	\$1,411	\$1,241
28	L02831A	2022	Lincoln	CORSAIR	49	Trade on New	Yes	\$ 32,400	\$ 32,400	98%	\$4,064	\$149
29	L12229	2021	Lincoln	CORSAIR	0	LBO Customer	No	\$ 24,626	\$ 24,626		\$500	\$1,529
30	872797	2023	Mercedes-Benz	GLE	50	Trade on New	No	\$ 58,500	\$ 58,500	101%	\$3,639	\$3,008

31	462885A	2022	Ford	ECOSPORT	16	Trade on New	Yes	\$	20,200	\$	20,200	106%	\$1,550	\$1,236
32	765127	2023	Toyota	GR86	43	Trade on New	Yes	\$	32,250	\$	32,250	100%	\$3,278	\$1,877
33	D13935	2021	Ford	RANGER	0	LBO Customer	No	\$	29,110	\$	29,110		\$500	\$595
34	198930	2019	Ford	MUSTANG	36	Street/Curb Buy	Yes	\$	46,700	\$	46,700	124%	\$4,131	\$245
35	A83416A	2022	Ford	F150	81	Trade on New	Yes	\$	38,800	\$	38,800	99%	\$2,040	\$2,769
36	A20370B	2021	Ford	ESCAPE	45	Trade on New	Yes	\$	21,999	\$	21,999	101%	\$1,707	\$0
37	D44597A	2022	Ford	BROCNO SPORT	85	Trade on New	Yes	\$	26,999	\$	26,999	98%	\$3,542	\$3,927
38	503498B	2020	Ford	GT500	57	Trade on New	Yes	\$	85,000	\$	85,000	90%	\$7,093	\$2,207
39	C46608A	2021	Ford	EXPLORER	75	Trade on New	Yes	\$	40,999	\$	40,999	100%	\$2,755	\$1,325
40	603470A	2017	Lincoln	CONTINENTAL	11	Trade on New	No	\$	24,800	\$	24,800	105%	\$5,485	\$2,271
41	A55559	2021	Ford	F150	0	LBO Customer	No	\$	33,018	\$	33,018		\$500	\$100
42	L23649A	2021	Lincoln	CORSAIR	31	Trade on New	Yes	\$	31,999	\$	31,999	100%	\$4,479	\$1,250
43	A54963A	2021	Ford	EXPEDITION	32	Trade on New	Yes	\$	49,600	\$	49,600	100%	\$595	\$385
44	L21510A	2022	Lincoln	CORSAIR	76	Trade on New	Yes	\$	31,800	\$	31,800	95%	\$1,568	\$1,483
45	B91843	2021	Ford	EXPLORER	0	LBO Customer	No	\$	29,866	\$	29,866		\$500	\$648
46	157683	2019	Ford	FUSION	83	Trade on New	Yes	\$	20,800	\$	20,800	105%	\$494	\$2,315
47	L09205	2021	Lincoln	CORSAIR	0	LBO Customer	No	\$	27,724	\$	27,724		\$500	\$2,595
48	D21202	2020	Ford	F150	77	Trade on New	Yes	\$	37,250	\$	37,250	94%	\$5,428	\$384
49	239596	2016	Ford	TRANSIT CNCT	29	Street/Curb Buy	Yes	\$	14,999	\$	14,999	103%	\$1,447	\$149
50	504639A	2024	Ford	DARK HORSE	18	Trade on New	Yes	\$	65,750	\$	65,750	100%	\$7,612	\$7,083
51	D62380A	2021	Ford	RANGER	21	Trade on New	Yes	\$	34,999	\$	34,999	100%	\$4,346	\$0
52	A23490	2021	Ford	ESCAPE	0	LBO Customer	No	\$	17,876	\$	17,876		\$500	\$3,633
53	B92158A	2021	Ford	EXPLORER	29	Trade on New	Yes	\$	30,999	\$	30,999	101%	\$529	\$5,353

## Scoreboard Totals

% Retailed of Non-Franchise Make	27%
Total # Retail Units	199
Avg. Days to Sale	46.2
Avg. Advertised Price (Time of Sale)	\$ 34,619
Avg. Transaction Price	\$ 34,619
Avg. Market Price at 100%	\$ 33,896
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ (0)
Avg. Front-End Gross	\$ 1,792
Avg. Finance Gross	\$ 1,966
PUVR	\$ 3,757
Total Gross (Units & PUVR)	\$ 747,733
GROI	85%
% with Trade	43%
Avg. Over/Under Allowance	(\$384)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	27%	#DIV/0!	#DIV/0!
Total # Retail Units	199	0	0
Avg. Days to Sale	46.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,619	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,619	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,896	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (0)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,792	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,966	#DIV/0!	#DIV/0!
PUVR	\$ 3,757	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 747,733	#DIV/0!	#DIV/0!
GROI	85%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-384	#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	27%	#DIV/0!	#DIV/0!
Total # Retail Units	199	0	0
Avg. Days to Sale	46.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,619	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,619	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,896	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (0)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,792	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,966	#DIV/0!	#DIV/0!
PUVR	\$ 3,757	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 747,733	#DIV/0!	#DIV/0!
GROI	85%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-384	#DIV/0!	#DIV/0!





























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	27%	#DIV/0!	#DIV/0!
Total # Retail Units	199	0	0
Avg. Days to Sale	46.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,619	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 34,619	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,896	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (0)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,792	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,966	#DIV/0!	#DIV/0!
PUVR	\$ 3,757	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 747,733	#DIV/0!	#DIV/0!
GROI	85%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-384	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	199	152	48
Avg. Days to Sale	46.2	53.7	19.1
Avg. Advertised Price (Time of Sale)	\$ 34,619	\$ 35,744	\$ 31,054
Avg. Transaction Price	\$ 34,619	\$ 35,744	\$ 31,054
Avg. Market Price at 100%	\$ 33,896	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (0)	\$ -	\$ (0)
Avg. Front-End Gross	\$ 1,792	\$ 1,947	\$ 1,300
Avg. Finance Gross	\$ 1,966	\$ 1,969	\$ 1,956
PUVR	\$ 3,757	\$ 3,916	\$ 3,256
Total Gross (Units & PUVR)	\$ 747,733	\$ 595,203	\$ 156,288
GROI	85%	73%	197%
% with Trade	43%	52%	15%
Avg. Over/Under Allowance	-384	-359	-657



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	199	145	54
Avg. Days to Sale	46.2	43.1	54.1
Avg. Advertised Price (Time of Sale)	\$ 34,619	\$ 34,077	\$ 35,274
Avg. Transaction Price	\$ 34,619	\$ 34,077	\$ 35,274
Avg. Market Price at 100%	\$ 33,896	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (0)	\$ (0)	\$ -
Avg. Front-End Gross	\$ 1,792	\$ 1,782	\$ 1,723
Avg. Finance Gross	\$ 1,966	\$ 2,090	\$ 1,668
PUVR	\$ 3,757	\$ 3,873	\$ 3,391
Total Gross (Units & PUVR)	\$ 747,733	\$ 561,525	\$ 183,107
GROI	85%	95%	64%
% with Trade	43%	40%	52%
Avg. Over/Under Allowance	-384	-277	-601



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	199	127	3
% of Retail Units	100%	64%	2%
% Retailed of Non-New Franchise	27%	27%	67%
Avg. Days to Sale	46.2	54.1	55.3
Avg. Transaction Price	\$ 34,619	\$ 36,378	\$ 17,017
Avg. Transaction to Market %	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (0)	\$ -	\$ -
Avg. Front End Gross	\$ 1,792	\$ 1,982	\$ 2,300
Avg. Finance Gross	\$ 1,966	\$ 2,159	\$ 320
PUVR	\$ 3,757	\$ 4,141	\$ 2,620
Total Gross (Units & PUVR)	\$ 747,733	\$ 525,912	\$ 7,859
GROI	85%	76%	100%
% with Trade	43%	54%	67%
Avg. Over/Under Allowance	-384	-352	170



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
19	20	0	31
10%	10%	0%	16%
53%	40%	#DIV/0!	0%
42.1	53.1	#DIV/0!	2.3
\$ 34,366	\$ 39,044	#DIV/0!	\$ 26,417
#DIV/0!	104%	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	\$ (0)
\$ 3,032	\$ 1,327	#DIV/0!	\$ 500
\$ 1,088	\$ 1,751	#DIV/0!	\$ 2,012
\$ 4,120	\$ 3,078	#DIV/0!	\$ 2,512
\$ 78,284	\$ 61,556	#DIV/0!	\$ 77,880
103%	53%	#DIV/0!	1476%
37%	45%	#DIV/0!	0%
-823	-406	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	199	48	37
% of Retail Units	100%	24%	19%
% Retailed of Non-New Franchise	27%	25%	16%
Avg. Days to Sale	46.2	20.9	38.5
Avg. Transaction Price	\$ 34,619	\$ 32,072	\$ 37,743
Avg. Transaction to Market %	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (0)	\$ (0)	\$ -
Avg. Front End Gross	\$ 1,792	\$ 1,909	\$ 2,499
Avg. Finance Gross	\$ 1,966	\$ 2,375	\$ 2,112
PUVR	\$ 3,757	\$ 4,284	\$ 4,611
Total Gross (Units & PUVR)	\$ 747,733	\$ 205,650	\$ 170,592
GROI	85%	230%	114%
% with Trade	43%	38%	51%
Avg. Over/Under Allowance	-384	-938	-173



46-60 days	61-90 days	90+ days
34	43	14
17%	22%	7%
47%	37%	29%
53.6	75.8	103.6
\$ 38,160	\$ 33,909	\$ 41,282
#DIV/0!	#DIV/0!	101%
\$ -	\$ -	\$ -
\$ 2,541	\$ 1,285	\$ 1,471
\$ 1,828	\$ 1,854	\$ 1,623
\$ 4,369	\$ 3,138	\$ 3,094
\$ 148,531	\$ 134,951	\$ 43,313
77%	44%	26%
68%	49%	36%
-261	-424	304