

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Eddie M	Jon H	Paula M
Shawn C	Shawn M	Mike B
Shayan	Curtis G	Ali B
Curtis A	House	Hugo V
		Mike G
		John A
		Ed H
		William M
		Shahab S
		Curtis G
		Jonathan M
		Ben P
		Frank L
		Tyler B
		Harvey M
		Angel
		House

ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500	
1	PHB0004	2020	BMW	X1	143	Other	No	\$ 33,995	\$ 33,995	94%	3407.44	2901	
2	ZB0018A	2011	BMW	X3 xDr28i	20	trade on used	No	\$ 12,987	\$ 12,987	103%	3791.29	201	
3	PB0058A	2017	Audi	Q5	102	trade on used	No	\$ 24,389	\$ 23,550	101%	-752.43	860.96	
4	XB0013	2019	BMW	X3 xDr28i	60	Auction/Wholesale	Yes	\$ 39,987	\$ 39,737	99%	1522.92	1626.48	
5	MB0388A	2012	Mazda	Mazda	20	trade on new	No	\$ 5,500	\$ 4,048	97%	-1386.49	0	
6	XB0025	2018	BMW	M4 Cp	18	Auction/Wholesale	No	\$ 58,847	\$ 58,847	98%	7813.84	1558.58	
7	MB0307A	2017	BMW	X5	16	trade on new	Yes	\$ 42,586	\$ 42,586	99%	2404.34	712.8	
8	MB0291A	2018	Honda	Clarity	33	trade on new	No	\$ 21,987	\$ 21,987	97%	1294.81	1057.33	
9	PB0151	2018	BMW	X4	24	LBO OEM/Leasing Co.	Yes	\$ 39,987	\$ 39,000	99%	-161.66	0	
10	PSB0036	2017	BMW	328xi	30	Street/Curb Buy	No	\$ 27,857	\$ 27,307	102%	100	0	
11	MB0213N	2017	Audi	Q3	77	trade on used	No	\$ 27,487	\$ 27,487	100%	609.72	3548.93	
12	ZB0028	2021	BMW	X1	7	Loaner/Rental Fleet	No	\$ 40,545	\$ 38,970	94%	4883.63	550	
13	PB0136	2018	BMW	X3	42	LBO OEM/Leasing Co.	Yes	\$ 38,397	\$ 38,397	101%	1952.18	2094.46	
14	XB0025A	2018	Honda	Civic	3	trade on used	No	\$ 33,897	\$ 33,838	99%	1222.43	0	
15	ZB0024A	2012	Honda	Civic	34	trade on used	No	\$ 8,987	\$ 6,844	96%	501	0	
16	PB0090	2018	BMW	M4 Cp	83	LBO OEM/Leasing Co.	No	\$ 54,487	\$ 54,487	98%	7613.69	4983.81	
17	PB0056	2017	BMW	340	121	LBO OEM/Leasing Co.	Yes	\$ 30,487	\$ 29,777	94%	-8.55	1900	
18	PB0155	2017	BMW	530	30	LBO OEM/Leasing Co.	Yes	\$ 31,897	\$ 31,897	97%	-119.46	0	
19	PSB0036	2017	BMW	X3 sDr30i	30	Street/Curb Buy	Yes	\$ 27,587	\$ 27,307	102%	5352.04	5131.22	
20	XHB0062	2018	BMW	750	14	Auction/Wholesale	Yes	\$ 59,991	\$ 59,991	103%	1458.91	1943.36	
21	MB0109B	2016	BMW	530	83	trade on used	No	\$ 20,487	\$ 20,487	93%	1394.59	1727.65	
22	XHB0063	2020	Mini	Cooper CV	5	Auction/Wholesale	No	\$ 32,988	\$ 32,988	101%	1266.81	459.9	
23	MB0349A	2018	BMW	M550	24	trade on new	Yes	\$ 59,487	\$ 59,487	101%	3024.97	600.75	
24	MB0325A	2019	BMW	X5	30	trade on new	No	\$ 54,897	\$ 54,897	99%	3571.46	3908.26	
25	PB0152	2018	BMW	440	29	LBO OEM/Leasing Co.	Yes	\$ 38,897	\$ 38,897	93%	890.89	2017.9	
26	XHB0065	2017	BMW	X3	6	Auction/Wholesale	HAG	\$ 32,594	\$ 32,594	100%	45.68	947.34	

27	PB0170	2018	BMW	320	14	LBO OEM/Leasing Co.	Yes	\$	22,897	\$	22,897	92%	402.89	0
28	XHB0066	2019	BMW	M850	11	Auction/Wholesale	Yes	\$	79,994	\$	79,994	97%	227.81	3482.76
29	XHB0064	2018	BMW	440i GC	5	Auction/Wholesale	Yes	\$	35,477	\$	35,477	99%	566.75	5416.35
30	MB0275B	2014	Toyota	4Runner	40	trade on new	No	\$	27,987	\$	27,693	94%	599.42	1093.75
31	MB0040A	2018	BMW	740	20	trade on new	No	\$	37,317	\$	37,317	101%	5930.98	2678.54
32	PB0092	2017	BMW	X3	92	LBO OEM/Leasing Co.	Yes	\$	31,487	\$	31,487	93%	-544.25	3915.84
33	MB0377A	2020	Ram	1500	7	trade on new	No	\$	52,987	\$	49,507	99%	100	788.86
34	XHB0068	2019	Toyota	Tundra	4	Auction/Wholesale	HAG	\$	39,987	\$	39,141	98%	100	1
35	ZB0076	2020	BMW	230	47	Loaner/Rental Fleet	No	\$	43,690	\$	36,725	97%	2382.05	319.68
36	XHB0067	2017	BMW	X3	4	Auction/Wholesale	Yes	\$	27,777	\$	27,777	103%	212.81	1055.7
37	PB0048A	2018	Infiniti	Q50	99	trade on used	HAG	\$	27,487	\$	27,000	92%	-1349.71	0
38	MB0208A	2013	BMW	335	57	trade on new	No	\$	17,487	\$	17,368	98%	799.63	416.7
39	XHB0069	2018	BMW	320	6	Auction/Wholesale	No	\$	22,965	\$	22,965	96%	840.31	328.8
40	PB0096	2020	BMW	X5	92	LBO OEM/Leasing Co.	No	\$	55,987	\$	55,987	96%	1602.31	0
41	XHB0034	2020	Honda	Civic	105	Auction/Wholesale	No	\$	23,987	\$	23,987	94%	3388.55	2350.2
42	BL0004	2018	BMW	540	6	LBO OEM/Leasing Co.	Yes	\$	39,750	\$	39,750	103%	1206.4	100.2
43	B0316A	2016	Toyota	Highlander	88	trade on new	No	\$	23,987	\$	23,117	97%	238.82	0
44	PB0133	2018	BMW	X1 xDr28i	49	LBO OEM/Leasing Co.	Yes	\$	29,500	\$	29,488	96%	2282.89	0
45	PB0127	2018	BMW	440	46	LBO OEM/Leasing Co.	Yes	\$	48,897	\$	47,897	96%	2143.77	2716.62
46	MB0105A	2018	BMW	M240	31	trade on new	Yes	\$	37,897	\$	37,000	95%	2697.29	0
47	ZB0567	2020	BMW	228	16	Loaner/Rental Fleet	No	\$	41,895	\$	37,487	100%	7565.07	7167.31
48	ZB0046A	2014	BMW	328	19	trade on used	No	\$	16,897	\$	16,897	100%	922.52	669.6
49	ZB0567A	2005	BMW	325	2	trade on used	No	\$	1,650	\$	1,650	103%	99	0
50	XHB0034A	2012	Acura	TSX	3	trade on used	No	\$	9,650	\$	9,650	98%	99	0
51	PB0079	2018	BMW	X5	109	LBO OEM/Leasing Co.	Yes	\$	40,995	\$	40,995	91%	810.17	2041.28
52	ZLB0419A	2014	Lexus	ES300	26	trade on used	No	\$	14,987	\$	14,687	96%	2315.28	0
53	PSB0037	2014	Nissan	Maxima	29	Street/Curb Buy	No	\$	12,987	\$	12,987	95%	2957.64	1118.08

Scoreboard Totals

% Retailed of Non-Franchise Make	28%
Total # Retail Units	199
Avg. Days to Sale	34.9
Avg. Advertised Price (Time of Sale)	\$ 34,946
Avg. Transaction Price	\$ 33,562
Avg. Market Price at 100%	\$ 35,829
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 1,384
Avg. Front-End Gross	\$ 2,062
Avg. Finance Gross	\$ 1,418
PUVR	\$ 3,479
Total Gross (Units & PUVR)	\$ 692,403
GROI	107%
% with Trade	36%
Avg. Over/Under Allowance	\$58



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	28%	#DIV/0!	#DIV/0!
Total # Retail Units	199	0	0
Avg. Days to Sale	34.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,946	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,562	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 35,829	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,384	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,062	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,418	#DIV/0!	#DIV/0!
PUVR	\$ 3,479	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 692,403	#DIV/0!	#DIV/0!
GROI	107%	#DIV/0!	#DIV/0!
% with Trade	36%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	58	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	28%	#DIV/0!	#DIV/0!
Total # Retail Units	199	0	0
Avg. Days to Sale	34.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,946	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,562	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 35,829	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,384	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,062	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,418	#DIV/0!	#DIV/0!
PUVR	\$ 3,479	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 692,403	#DIV/0!	#DIV/0!
GROI	107%	#DIV/0!	#DIV/0!
% with Trade	36%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	58	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	28%	#DIV/0!	#DIV/0!
Total # Retail Units	199	0	0
Avg. Days to Sale	34.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,946	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,562	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 35,829	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,384	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,062	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,418	#DIV/0!	#DIV/0!
PUVR	\$ 3,479	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 692,403	#DIV/0!	#DIV/0!
GROI	107%	#DIV/0!	#DIV/0!
% with Trade	36%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	58	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	199	73	122
Avg. Days to Sale	34.9	31.1	37.5
Avg. Advertised Price (Time of Sale)	\$ 34,946	\$ 37,699	\$ 31,392
Avg. Transaction Price	\$ 33,562	\$ 37,381	\$ 31,392
Avg. Market Price at 100%	\$ 35,829	\$ 38,533	\$ 34,208
Avg. Price to Market % (Time of Sale)	98%	98%	92%
Avg. Transaction to Market	94%	97%	92%
Avg. Transactional Discount	\$ 1,384	\$ 319	\$ 2,059
Avg. Front-End Gross	\$ 2,062	\$ 1,163	\$ 2,670
Avg. Finance Gross	\$ 1,418	\$ 1,697	\$ 1,298
PUVR	\$ 3,479	\$ 2,859	\$ 3,968
Total Gross (Units & PUVR)	\$ 692,403	\$ 208,716	\$ 484,038
GROI	107%	89%	121%
% with Trade	36%	97%	104%
Avg. Over/Under Allowance	58	-6	99

HAG



	4
	28.0
\$	1
\$	30,309
\$	31,932
	0%
	95%
\$	333
\$	(87)
\$	237
\$	151
\$	602
	6%
	7%
	0

Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	199	143	56
Avg. Days to Sale	34.9	33.0	40.5
Avg. Advertised Price (Time of Sale)	\$ 34,946	\$ 38,221	\$ 25,294
Avg. Transaction Price	\$ 33,562	\$ 36,986	\$ 25,294
Avg. Market Price at 100%	\$ 35,829	\$ 39,035	\$ 27,780
Avg. Price to Market % (Time of Sale)	98%	98%	91%
Avg. Transaction to Market	94%	95%	91%
Avg. Transactional Discount	\$ 1,384	\$ 1,235	\$ 1,708
Avg. Front-End Gross	\$ 2,062	\$ 2,191	\$ 1,767
Avg. Finance Gross	\$ 1,418	\$ 1,644	\$ 866
PUVR	\$ 3,479	\$ 3,835	\$ 2,632
Total Gross (Units & PUVR)	\$ 692,403	\$ 548,386	\$ 147,402
GROI	107%	113%	93%
% with Trade	36%	21%	70%
Avg. Over/Under Allowance	58	50	80



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	199	38	41
% of Retail Units	100%	19%	21%
% Retailed of Non-New Franchise	28%	53%	68%
Avg. Days to Sale	34.9	35.3	43.8
Avg. Transaction Price	\$ 33,562	\$ 32,616	\$ 21,307
Avg. Transaction to Market %	94%	95%	89%
Avg. Transactional Discount	\$ 1,384	\$ 614	\$ 2,225
Avg. Front End Gross	\$ 2,062	\$ 2,164	\$ 1,643
Avg. Finance Gross	\$ 1,418	\$ 1,050	\$ 774
PUVR	\$ 3,479	\$ 3,214	\$ 2,416
Total Gross (Units & PUVR)	\$ 692,403	\$ 122,120	\$ 99,076
GROI	107%	100%	93%
% with Trade	36%	29%	22%
Avg. Over/Under Allowance	58	-14	39



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
10	30	22	0
5%	15%	11%	0%
10%	17%	0%	#DIV/0!
34.3	21.3	26.0	#DIV/0!
\$ 29,044	\$ 40,960	\$ 43,104	#DIV/0!
98%	98%	87%	#DIV/0!
\$ 263	\$ 631	\$ 5,124	#DIV/0!
\$ 2,260	\$ 1,907	\$ 4,846	#DIV/0!
\$ 1,250	\$ 1,874	\$ 1,914	#DIV/0!
\$ 3,510	\$ 3,781	\$ 6,760	#DIV/0!
\$ 35,102	\$ 113,425	\$ 148,724	#DIV/0!
127%	156%	217%	#DIV/0!
40%	37%	41%	#DIV/0!
40	28	119	#DIV/0!

BO OEM/Leasing co	Other
46	13
23%	7%
2%	8%
38.5	40.6
\$ 35,718	\$ 37,603
96%	94%
\$ 364	\$ 859
\$ 1,348	\$ 1,100
\$ 1,749	\$ 1,591
\$ 3,097	\$ 2,691
\$ 142,455	\$ 34,980
81%	63%
46%	46%
108	129

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	199	114	28
% of Retail Units	100%	57%	14%
% Retailed of Non-New Franchise	28%	21%	46%
Avg. Days to Sale	34.9	13.6	36.9
Avg. Transaction Price	\$ 33,562	\$ 34,327	\$ 36,330
Avg. Transaction to Market %	94%	95%	93%
Avg. Transactional Discount	\$ 1,384	\$ 1,197	\$ 2,433
Avg. Front End Gross	\$ 2,062	\$ 2,120	\$ 3,424
Avg. Finance Gross	\$ 1,418	\$ 1,484	\$ 1,515
PUVR	\$ 3,479	\$ 3,604	\$ 4,939
Total Gross (Units & PUVR)	\$ 692,403	\$ 410,893	\$ 138,304
GROI	107%	278%	133%
% with Trade	36%	32%	43%
Avg. Over/Under Allowance	58	34	78



46-60 days	61-90 days	90+ days
22	20	16
11%	10%	8%
23%	50%	25%
52.6	76.3	107.8
\$ 32,074	\$ 26,290	\$ 34,400
90%	94%	91%
\$ 2,091	\$ 342	\$ 1,209
\$ 2,073	\$ 913	\$ 681
\$ 1,329	\$ 896	\$ 1,548
\$ 3,401	\$ 1,809	\$ 2,229
\$ 74,830	\$ 36,187	\$ 35,669
73%	32%	22%
45%	25%	44%
86	30	192