

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
MATTHEW A ALLEN (383)	GABRIEL CABRERA (874)	ADAM DEGOUGH (129418)
PHILLIP A WILTZ (255)	KAI PUN (343)	ANDY TSAI (129988)
VLADYSLAV KORZININ (110)	STEVEN KONG (250)	CHARLES C SLAN (245)
MUHAMMAD S KHAN (462)	CHRISTIAN LEE (102)	CHEN CHEN (339)
		CHRIS PHAN (115)
		DANIEL D. FOX (430)
		ERIK JAMES FALL (453)
		GREGORY A ANGELL (174)
		JAKE JERNIGAN (100)
		JAKOB AINI (125)
		JASON R BURGER (233)
		JEAROND ABAD (466)
		JEREMY CLAY (486)
		JESUS MARTINEZ (911)
		JIA HAO LI (938)
		JONATHAN JOSEPHS (129239)
		MARIO MCLEOD (129388)
		MARK B TRIMBELL (397)
		MICHAEL SUTTON (915)
		MOHAMAD KHALEQ (933)
		ROBERT SHANKLE (478)
		SASAN SAYYAR (129393)
		STANLEY VARGHESE (162)







Unit #	Stock#	Year	Make	Model	Days In Stock	Acquisition Source	CPO	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Market Price at 100%	Transaction to Market (%)	Transactional Discount (\$)	Front-End Gross	Finance Gross
1	ZMLM0135	2020	MINI	COUNTRYMAN	97	Loaner/Rental Fleet	HAG	No	\$ 30,582	\$ 30,582	82	\$ 373	8200%	\$ -	\$115	\$807
2	ZMB0555	2021	BMW SAV	X3	7	Loaner/Rental Fleet	HAG	No	47918	\$ 46,208	45	\$ 1,065	4339%	\$ 1,710	\$6,684	\$3,460
3	ZM20210	2020	MINI	COUNTRYMAN	105	Loaner/Rental Fleet	HAG	No	28582	\$ 26,582	34	\$ 841	3162%	\$ 2,000	(\$921)	\$1,861
4	ZLM0401	2020	MINI	COUNTRYMAN	10	Loaner/Rental Fleet	Yes	No	31000	\$ 31,000	49	\$ 633	4900%	\$ -	\$733	\$901
5	ZLM0343A	2019	HONDA	CR-V	39	Auction/Wholesale	HAG	No	27981	\$ 27,981	100	\$ 280	10000%	\$ -	\$324	\$3,431
6	ZLM0194	2020	MINI	CLUBMAN	73	Loaner/Rental Fleet	HAG	No	25981	\$ 28,582	80	\$ 325	8801%	\$ (2,601)	(\$1,468)	\$5,097
7	ZLM0172A	2012	MINI	COOPER HARDTOP	15	Loaner/Rental Fleet	HAG	No	8981	\$ 8,981	41	\$ 219	4100%	\$ -	\$683	\$442
8	ZLM0107B	2020	MINI	HARDTOP	29	Auction/Wholesale	Yes	No	22585	\$ 21,582	47	\$ 481	4491%	\$ 1,003	\$3,363	\$3,825
9	ZLM0033	2020	MINI	CLUBMAN	70	Loaner/Rental Fleet	HAG	No	28582	\$ 27,582	80	\$ 357	7720%	\$ 1,000	\$1,418	\$3,094
10	ZLB0331	2020	BMW SAV	X3	17	Loaner/Rental Fleet	No	No	41185	\$ 41,185	31	\$ 1,329	3100%	\$ -	\$849	\$2,227
11	ZLB0319	2020	BMW SAV	X3	21	Loaner/Rental Fleet	No	No	44582	\$ 42,265	28	\$ 1,592	2654%	\$ 2,317	\$6,363	\$6,976
12	ZLB0277	2020	BMW SAV	X3	32	Loaner/Rental Fleet	Yes	No	42265	\$ 42,852	31	\$ 1,363	3143%	\$ (587)	\$1,250	\$3,303
13	ZLB0201	2020	BMW	3 SERIES	60	Loaner/Rental Fleet	Yes	Yes	42852	\$ 37,891	40	\$ 1,071	3537%	\$ 4,961	\$3,374	\$1,494
14	ZLB0200	2020	BMW	3 SERIES	24	Loaner/Rental Fleet	HAG	Yes	37981	\$ 35,107	41	\$ 926	3790%	\$ 2,874	\$916	\$2,081
15	ZLB0189	2020	BMW	3 SERIES	12	Loaner/Rental Fleet	Yes	Yes	40981	\$ 39,981	36	\$ 1,138	3512%	\$ 1,000	\$4,577	\$1,517
16	ZLB0169	2020	BMW SAV	X3	7	Loaner/Rental Fleet	HAG	No	42981	\$ 41,981	98%	\$ 43,858	96%	\$ 1,000	\$4,014	\$2,800
17	ZLB0159	2020	BMW	3 SERIES	54	Loaner/Rental Fleet	Yes	Yes	41981	\$ 37,888	95	\$ 442	8574%	\$ 4,093	\$1,490	\$2,835
18	ZLB0156	2020	BMW	3 SERIES	18	Loaner/Rental Fleet	No	Yes	37888	\$ 37,400	101	\$ 375	9970%	\$ 488	\$3,210	\$759
19	ZLB0155	2020	BMW	3 SERIES	35	Loaner/Rental Fleet	HAG	Yes	37981	\$ 37,250	79	\$ 481	7748%	\$ 731	\$463	\$0
20	ZLB0122	2020	BMW SAV	X5	51	Loaner/Rental Fleet	Yes	No	53481	\$ 53,481	90	\$ 594	9000%	\$ -	\$3,169	\$4,725
21	ZLB0104	2020	BMW	2 SERIES	142	Loaner/Rental Fleet	No	Yes	32582	\$ 32,582	88	\$ 370	8800%	\$ -	(\$2,126)	\$0
22	ZLB0103	2020	BMW	2 SERIES	18	Loaner/Rental Fleet	HAG	Yes	32482	\$ 31,295	94	\$ 346	9056%	\$ 1,187	\$1,304	\$2,804
23	ZLB0100	2020	BMW	3 SERIES	69	Loaner/Rental Fleet	CPO	Yes	36981	\$ 36,981	90	\$ 411	9000%	\$ -	(\$688)	\$549
24	ZLB0092	2020	BMW	3 SERIES	18	Loaner/Rental Fleet	Yes	Yes	41988	\$ 41,988	87	\$ 483	8700%	\$ -	(\$316)	\$1,919
25	ZLB0081	2020	BMW	5 SERIES	54	Loaner/Rental Fleet	HAG	Yes	52385	\$ 52,385	0	#DIV/0!	#DIV/0!	\$ -	\$3,553	\$60
26	ZLB0080	2020	BMW	5 SERIES	80	Loaner/Rental Fleet	HAG	Yes	53982	\$ 45,981	94	\$ 574	8007%	\$ 8,001	\$858	\$1,270
27	ZLB0076	2020	BMW	3 SERIES	26	Loaner/Rental Fleet	Yes	Yes	42319	\$ 38,482	94	\$ 450	8548%	\$ 3,837	\$2,330	\$1,164
28	ZLB0071	2020	BMW	3 SERIES	12	Loaner/Rental Fleet	Yes	Yes	36294	\$ 36,294	100	\$ 363	10000%	\$ (0)	\$249	\$0
29	ZLB0047A	2007	TOYOTA TRUCK	HIGHLANDER HYBRID	6	Street/Curb Buy	No	No	5999	\$ 5,593	99	\$ 61	9230%	\$ 406	\$2,355	\$0
30	ZLB0047	2020	BMW SAV	X5	31	Loaner/Rental Fleet	No	No	55725	\$ 55,725	90	\$ 619	9000%	\$ -	\$8,478	\$3,309
31	ZLB0042	2020	BMW SAV	X5	66	Loaner/Rental Fleet	Yes	No	53755	\$ 53,755	101	\$ 532	10100%	\$ -	(\$1,246)	\$0
32	ZLB0039	2020	BMW SAV	X5	49	Loaner/Rental Fleet	Yes	No	54445	\$ 54,445	98	\$ 556	9800%	\$ -	\$840	\$3,046
33	ZLB0029	2020	BMW SAV	X1	16	Loaner/Rental Fleet	HAG	No	34888	\$ 34,888	97	\$ 360	9700%	\$ -	\$1,108	\$4,360
34	ZLB0019	2020	BMW	5 SERIES	75	Loaner/Rental Fleet	CPO	Yes	48582	\$ 48,582	95	\$ 511	9500%	\$ -	\$6,329	\$1,625
35	ZLB0017A	2014	BMW	5 SERIES	16	Trade on Used	Yes	Yes	17338	\$ 17,338	89	\$ 195	8900%	\$ -	\$1,386	\$1,160
36	ZLB0012	2020	BMW	5 SERIES	86	Loaner/Rental Fleet	HAG	Yes	48000	\$ 48,000	87	\$ 552	8700%	\$ -	\$4,635	\$1,478
37	ZDLM0172	2020	MINI	HARDTOP 2 DOOR	54	Loaner/Rental Fleet	HAG	No	29482	\$ 29,482	92	\$ 320	9200%	\$ -	\$2,316	\$4,631
38	ZDLB0327	2020	BMW SAV	X5	21	Loaner/Rental Fleet	HAG	No	55500	\$ 55,500	85	\$ 653	8500%	\$ -	\$5,314	\$887
39	ZDLB028A	2018	HEVROLET TRUCK	COLORADO	8	Trade on New	HAG	No	30512	\$ 29,868	92	\$ 332	9006%	\$ 644	\$2,065	\$1,260
40	ZDLB0285	2020	BMW SAV	X1	43	Loaner/Rental Fleet	No	No	34452	\$ 34,452	97	\$ 355	9700%	\$ -	\$1,926	\$2,025
41	Z400730	2020	BMW SAV	X1	69	Loaner/Rental Fleet	Yes	No	34452	\$ 34,581	91	\$ 379	9134%	\$ (129)	\$4,614	\$966
42	Z400728	2020	BMW	530I	39	Loaner/Rental Fleet	Yes	Yes	49582	\$ 49,582	89	\$ 557	8900%	\$ -	\$2,304	\$1,611
43	Z400693	2020	BMW SAV	X2	48	Loaner/Rental Fleet	No	No	49582	\$ 33,385	81	\$ 612	5454%	\$ 16,197	\$1,165	\$400
44	Z400560A	2014	BMW	3 SERIES	36	Street/Curb Buy	HAG	Yes	36385	\$ 12,660	91	\$ 400	3166%	\$ 23,725	\$745	\$414
45	XB0909	2018	HONDA	ODYSSEY	15	Street/Curb Buy	No	No	27617	\$ 27,617	80	\$ 345	8000%	\$ -	\$596	\$0
46	XB0894	2017	BMW	3 SERIES	25	Auction/Wholesale	Yes	Yes	23868	\$ 23,868	98	\$ 244	9800%	\$ -	(\$565)	\$750
47	PSM1051	2016	MINI	COOPER HARDTOP	30	Auction/Wholesale	HAG	No	14477	\$ 14,477	92	\$ 157	9200%	\$ -	\$1,824	\$100
48	PSM1023	2016	HONDA	FIT	23	Street/Curb Buy	HAG	No	11521	\$ 11,521	93	\$ 124	9300%	\$ -	\$1,604	\$1,873
49	PSM1022	2018	SUBARU	BRZ	16	Street/Curb Buy	HAG	No	26566	\$ 26,566	95	\$ 280	9500%	\$ -	\$2,610	\$0
50	PSM0990	2013	HEVROLET TRUCK	SUBURBAN	13	Auction/Wholesale	HAG	No	20582	\$ 20,582	96	\$ 214	9600%	\$ -	\$2,973	\$1,026
51	PSM0973	2013	HONDA	CR-V	13	Street/Curb Buy	HAG	No	17805	\$ 17,727	104	\$ 171	10355%	\$ 78	\$1,086	\$0
52	PSM0827	2015	VOLKSWAGEN	GOLF R	58	Street/Curb Buy	No	No	24881	\$ 24,881	92	\$ 270	9200%	\$ -	\$4,481	\$309
53	PSM0794	2006	HONDA	ACCORD SDN	59	Street/Curb Buy	HAG	No	7952	\$ 7,952	106	\$ 75	10600%	\$ -	\$715	\$182
54	PSM0756	2018	TOYOTA	COROLLA	81	Street/Curb Buy	HAG	No	14501	\$ 14,501	94	\$ 154	9400%	\$ -	\$221	\$0

## Scoreboard Totals

% Retailed of Non-Franchise Make	61%
Total # Retail Units	170
Avg. Days to Sale	39.0
Avg. Advertised Price (Time of Sale)	\$ 31,477
Avg. Transaction Price	\$ 30,714
Avg. Market Price at 100%	\$ 388
Avg. Price to Market % (Time of Sale)	8102%
Avg. Transaction to Market	7906%
Avg. Transactional Discount	\$ 577
Avg. Front-End Gross	\$ 1,395
Avg. Finance Gross	\$ 1,878
PUVR	\$ 3,273
Total Gross (Units & PUVR)	\$ 556,359
GROI	98%
% with Trade	1%
Avg. Over/Under Allowance	\$95



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	61%	#DIV/0!	#DIV/0!
Total # Retail Units	170	0	0
Avg. Days to Sale	39.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,477	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,714	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 388	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	8102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	7906%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 577	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,395	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,878	#DIV/0!	#DIV/0!
PUVR	\$ 3,273	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 556,359	#DIV/0!	#DIV/0!
GROI	98%	#DIV/0!	#DIV/0!
% with Trade	1%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	95	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	61%	#DIV/0!	#DIV/0!
Total # Retail Units	170	0	0
Avg. Days to Sale	39.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,477	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,714	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 388	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	8102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	7906%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 577	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,395	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,878	#DIV/0!	#DIV/0!
PUVR	\$ 3,273	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 556,359	#DIV/0!	#DIV/0!
GROI	98%	#DIV/0!	#DIV/0!
% with Trade	1%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	95	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	61%	#DIV/0!	#DIV/0!
Total # Retail Units	170	0	0
Avg. Days to Sale	39.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,477	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 30,714	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 388	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	8102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	7906%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 577	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,395	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,878	#DIV/0!	#DIV/0!
PUVR	\$ 3,273	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 556,359	#DIV/0!	#DIV/0!
GROI	98%	#DIV/0!	#DIV/0!
% with Trade	1%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	95	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	170	73	29
Avg. Days to Sale	39.0	45.1	18.8
Avg. Advertised Price (Time of Sale)	\$ 31,477	\$ 34,945	\$ 26,612
Avg. Transaction Price	\$ 30,714	\$ 33,984	\$ 26,612
Avg. Market Price at 100%	\$ 388	\$ 2,262	\$ 354
Avg. Price to Market % (Time of Sale)	8102%	1545%	7518%
Avg. Transaction to Market	7906%	1503%	7518%
Avg. Transactional Discount	\$ 577	\$ 961	\$ (102)
Avg. Front-End Gross	\$ 1,395	\$ 887	\$ 1,425
Avg. Finance Gross	\$ 1,878	\$ 2,048	\$ 1,973
PUVR	\$ 3,273	\$ 2,935	\$ 3,398
Total Gross (Units & PUVR)	\$ 556,359	\$ 214,258	\$ 98,542
GROI	98%	69%	244%
% with Trade	1%	0%	5%
Avg. Over/Under Allowance	95	129	121

HAG



66
40.1
\$ 69
\$ 28,535
#DIV/0!
#DIV/0!
#DIV/0!
\$ 468
\$ 1,899
\$ 1,673
\$ 3,572
\$ 235,744
112%
2%
49

## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	170	66	104
Avg. Days to Sale	39.0	44.7	35.3
Avg. Advertised Price (Time of Sale)	\$ 31,477	\$ 32,782	\$ 29,973
Avg. Transaction Price	\$ 30,714	\$ 31,882	\$ 29,973
Avg. Market Price at 100%	\$ 388	#DIV/0!	\$ 3,947
Avg. Price to Market % (Time of Sale)	8102%	#DIV/0!	759%
Avg. Transaction to Market	7906%	#DIV/0!	759%
Avg. Transactional Discount	\$ 577	\$ 900	\$ 372
Avg. Front-End Gross	\$ 1,395	\$ 1,224	\$ 1,503
Avg. Finance Gross	\$ 1,878	\$ 2,038	\$ 1,777
PUVR	\$ 3,273	\$ 3,262	\$ 3,280
Total Gross (Units & PUVR)	\$ 556,359	\$ 215,273	\$ 341,085
GROI	98%	82%	112%
% with Trade	1%	0%	1%
Avg. Over/Under Allowance	95	95	95



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	170	20	2
% of Retail Units	100%	12%	1%
% Retailed of Non-New Franchise	61%	65%	0%
Avg. Days to Sale	39.0	42.2	29.0
Avg. Transaction Price	\$ 30,714	\$ 23,343	\$ 12,527
Avg. Transaction to Market %	7906%	#DIV/0!	9350%
Avg. Transactional Discount	\$ 577	\$ (137)	\$ -
Avg. Front End Gross	\$ 1,395	\$ 985	\$ 1,421
Avg. Finance Gross	\$ 1,878	\$ 1,035	\$ 719
PUVR	\$ 3,273	\$ 2,019	\$ 2,140
Total Gross (Units & PUVR)	\$ 556,359	\$ 40,385	\$ 4,280
GROI	98%	74%	212%
% with Trade	1%	5%	0%
Avg. Over/Under Allowance	95	185	0



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
42	55	37	13
25%	32%	22%	8%
62%	62%	54%	77%
39.8	43.1	44.0	3.2
\$ 29,549	\$ 30,500	\$ 39,583	\$ 24,345
8953%	9131%	#DIV/0!	9232%
\$ 183	\$ 699	\$ 1,299	\$ 510
\$ 1,608	\$ 1,119	\$ 2,155	\$ 421
\$ 2,102	\$ 1,836	\$ 2,045	\$ 2,105
\$ 3,711	\$ 2,955	\$ 4,201	\$ 2,526
\$ 155,847	\$ 162,500	\$ 155,428	\$ 32,838
113%	81%	87%	1156%
0%	0%	3%	0%
173	27	101	0

BO OEM/Leasing co	Other
1	0
1%	0%
100%	#DIV/0!
8.0	#DIV/0!
\$ 29,910	#DIV/0!
9700%	#DIV/0!
\$ 0	#DIV/0!
\$ 258	#DIV/0!
\$ 4,822	#DIV/0!
\$ 5,080	#DIV/0!
\$ 5,080	#DIV/0!
764%	#DIV/0!
0%	#DIV/0!
0	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	170	85	28
% of Retail Units	100%	50%	16%
% Retailed of Non-New Franchise	61%	65%	61%
Avg. Days to Sale	39.0	14.3	38.1
Avg. Transaction Price	\$ 30,714	\$ 30,645	\$ 28,885
Avg. Transaction to Market %	7906%	#DIV/0!	6635%
Avg. Transactional Discount	\$ 577	\$ (26)	\$ 1,387
Avg. Front End Gross	\$ 1,395	\$ 1,886	\$ 1,685
Avg. Finance Gross	\$ 1,878	\$ 1,961	\$ 1,838
PUVR	\$ 3,273	\$ 3,847	\$ 3,524
Total Gross (Units & PUVR)	\$ 556,359	\$ 326,980	\$ 98,661
GROI	98%	316%	115%
% with Trade	1%	2%	0%
Avg. Over/Under Allowance	95	59	168



46-60 days	61-90 days	90+ days
19	26	12
11%	15%	7%
68%	54%	42%
52.3	73.3	120.3
\$ 34,088	\$ 31,193	\$ 29,094
#DIV/0!	8337%	7891%
\$ 1,537	\$ 533	\$ 1,529
\$ 1,665	\$ 598	\$ (1,468)
\$ 1,724	\$ 2,028	\$ 1,307
\$ 3,389	\$ 2,626	\$ (161)
\$ 64,385	\$ 68,267	\$ (1,934)
68%	41%	-2%
0%	0%	0%
211	38	125