

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Jamal Gunn	Tammy Gibson	EMODI
Richard Alatrasta	Robert Turner	Joel Abrams
Kelepha Njie	House	Tyler Spinner
Curtis Simmons	David Kwon	Delevin Mair
David Kwon	Mike Pham	Patrick Beasley
	Albert Thompson	Tony SAMAD
	chad mills	Clement Iyoha
	Marquis Taylor	Rob Dittrict
		Aaron Hardy
		Mansoor Butt
		Charles Kim
		Oscar
		Maury Courtney
		virgil plumber
		Kha Tran
		Kendyl Brown
		Collin Harper
		RUSSELL keoffrey
		Noah Miller
		Eric Driver
		Aron hagos
		Leo Ko
		Minota
		Mohsin
		Zach Blanchard
		Cesar
		DEJA
		Doran draluck
		Joy abraham
		Paul Hett
		Joe Q jr
		Ray Bobe
		Mike scott
		TED MAYO
		RENZO
		DOMINIQUE DACOSTA
		DAVA
		GOCHETTE
		Juan Delao
		PHAT TRAN

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	DMG5016A	2017	Honda	CRV	25	Trade on New	Yes	\$ 18,194	\$ 17,467	96%	\$1,300	\$200
2	MG21439A	2019	Honda	ACCORD	22	Trade on New	Yes	\$ 23,812	\$ 24,211	103%	\$2,266	\$2,533
3	X8320	2018	HONDA	CRV	46	Other	Yes	\$ 26,972	\$ 26,662	0%	\$1,600	\$2,971
4	MG21432A	2011	NISSAN	JUKE	22	Trade on New	No	\$ 23,812	\$ 24,211	97%	\$2,600	\$2,533
5	MG21394A	2020	Honda	ACCORD	16	Trade on New	Yes	\$ 21,641	\$ 21,641	95%	\$1,300	\$2,354
6	LG20074A	2018	Toyota	RAV 4	101	Trade on New	No	\$ 19,788	\$ 19,738	91%	(\$1,000)	\$401
7	X8297	2018	Mercedes-Benz	C CLASS	63	Other	No	\$ 30,727	\$ 31,601	93%	\$2,900	\$3,479
8	DMG5028A	2018	Honda	ACCORD	48	Trade on New	Yes	\$ 26,533	\$ 24,865	96%	\$400	\$2,332
9	LG20896A	2018	Honda	CIVIC	19	Trade on New	Yes	\$ 18,928	\$ 19,327	106%	\$2,500	\$500
10	PS8318A	2018	Honda	FIT	44	Street/Curb Buy	Yes	\$ 15,577	\$ 15,976	104%	\$1,700	\$1,312
11	LG20420A	2020	Honda	ACCORD	25	Trade on New	Yes	\$ 28,474	\$ 28,124	99%	\$2,100	\$100
12	MG21397A	2019	Honda	CRV	20	Trade on New	Yes	\$ 23,369	\$ 23,768	102%	\$2,700	\$3,128
13	MG21313A	2018	HONDA	PILOT	62	Trade on New	Yes	\$ 32,654	\$ 33,053	100%	\$1,300	\$1,020
14	MG21462A	2016	KIA	SPORTAGE	30	Trade on New	No	\$ 14,259	\$ 14,658	101%	\$1,500	\$275
15	MG21109A	2019	Volkswagen	ATLAS	85	Trade on New	No	\$ 26,853	\$ 27,252	105%	\$1,600	\$2,319
16	P8340	2017	HONDA	CIVIC	20	Auction/Wholesale	Yes	\$ 16,324	\$ 16,060	100%	(\$300)	\$100
17	MG21209A	2018	HONDA	FIT	15	Trade on New	Yes	\$ 16,498	\$ 16,897	105%	\$1,700	\$876
18	LG20995A	2013	HONDA	CRV	38	Trade on New	Yes	\$ 12,898	\$ 12,148	90%	\$1,700	\$1
19	P8291	2017	HONDA	ACCORD	75	Auction/Wholesale	Yes	\$ 19,991	\$ 19,641	100%	(\$500)	\$866
20	P8326	2018	HONDA	CIVIC	22	Auction/Wholesale	Yes	\$ 16,646	\$ 17,045	108%	\$1,700	\$1,472
21	200985A	2019	Honda	CIVIC	10	Trade on New	Yes	\$ 19,881	\$ 20,280	106%	\$1,156	\$4,271
22	MG21614A	2019	HONDA	PASSPORT	25	Trade on New	Yes	\$ 31,405	\$ 31,055	99%	\$2,500	\$100
23	P8287	2019	HONDA	CIVIC	84	Auction/Wholesale	Yes	\$ 19,977	\$ 20,376	102%	(\$2,000)	\$500
24	MG21096A	2019	HONDA	ODYSSEY	53	Trade on New	Yes	\$ 35,221	\$ 35,056	99%	\$400	\$1,345
25	DLG5238A	2014	HONDA	ACCORD	29	Trade on New	No	\$ 13,887	\$ 13,887	99%	\$1,000	\$300
26	LG20902A	2017	HONDA	ACCORD	51	Trade on New	Yes	\$ 18,795	\$ 18,694	101%	\$2,200	\$1
27	MG21614A	2015	HONDA	ACCORD	25	Trade on New	No	\$ 31,405	\$ 31,055	99%	\$2,346	\$0

28	LG20552A	2019	Jeep	GRAND CHERR	12	Trade on New	No	\$	30,982	\$	30,632	98%	\$4,500	\$2,819
29	MG21310A	2017	HONDA	CRV	16	Trade on New	Yes	\$	22,759	\$	22,759	101%	\$1,996	\$1,752
30	LG20488A	2020	NISSAN	PATHFINDER	91	Trade on New	No	\$	27,994	\$	27,644	0%	\$2,191	\$1,000
31	P8371	2018	Honda	CIVIC	8	Auction/Wholesale	Yes	\$	22,495	\$	22,894	106%	\$1,611	\$0
32	MG21005A	2011	Honda	ACCORD	22	Trade on New	No	\$	8,994	\$	8,275	88%	\$2,243	\$0
33	DLG5175A	2018	Toyota	CH-R	89	Trade on New	No	\$	14,994	\$	15,393	91%	\$384	\$1,247
34	DLG5226A	2016	HONDA	PILOT	23	Trade on New	Yes	\$	25,881	\$	26,280	103%	\$2,268	\$2,145
35	DLG5185A	2019	HONDA	ACCORD	96	Trade on New	Yes	\$	23,595	\$	23,994	99%	(\$1,035)	\$4,689
36	P8247A	2018	HONDA	ACCORD	28	Auction/Wholesale	Yes	\$	25,482	\$	25,132	98%	\$488	\$2,317
37	PS8361	2018	HONDA	ACCORD	6	Auction/Wholesale	Yes	\$	22,248	\$	22,647	106%	\$1,100	\$2,671
38	LG20736A	2018	HONDA	ACCORD	38	Trade on New	Yes	\$	22,398	\$	22,797	101%	\$1,082	\$4,694
39	LG20083A	2018	HONDA	CIVIC	11	Trade on New	Yes	\$	16,759	\$	17,158	108%	\$3,113	\$1,952
40	MG21248A	2018	Honda	HRV	21	Trade on New	No	\$	15,344	\$	15,743	100%	\$3,911	\$0
41	MG21125A	2019	Honda	PILOT	63	Trade on New	Yes	\$	29,287	\$	29,686	98%	\$1,579	\$1,123
42	LG21012A	2015	Acura	TLX	38	Trade on New	No	\$	18,537	\$	18,936	101%	\$2,088	\$100
43	DLG5156A	2019	HONDA	CRV	15	Trade on New	Yes	\$	26,590	\$	26,073	97%	\$1,962	\$1,051
44	MG21693A	2018	HONDA	CIVIC	29	Trade on New	Yes	\$	18,968	\$	19,367	104%	\$2,234	\$1,252
45	DMG5037A	2019	Honda	ODYSSEY	29	Trade on New	Yes	\$	31,692	\$	32,091	102%	\$2,545	\$0
46	P8314	2019	Honda	RIDGELINE	57	Auction/Wholesale	Yes	\$	26,842	\$	26,842	100%	(\$919)	\$1,017
47	LG20991A	2018	Honda	CRV	56	Trade on New	Yes	\$	23,798	\$	23,448	97%	(\$710)	\$1,144
48	LG20600A	2018	Honda	CRV	66	Trade on New	Yes	\$	21,933	\$	22,132	99%	\$313	\$1,207
49	MG21505A	2012	HONDA	CIVIC	30	Trade on New	No	\$	10,784	\$	9,384	83%	\$1,368	\$3,812
50	P8367	2019	Honda	ODYSSEY	21	Auction/Wholesale	Yes	\$	32,604	\$	32,254	97%	\$826	\$1,512
51	Z201065	2020	HONDA	CIVIC	11	Loaner/Rental Fleet	Yes	\$	19,994	\$	19,494	98%	\$2,996	\$300
52	DMG5023A	2000	HONDA	PILOT	21	Trade on New	Yes	\$	38,813	\$	38,413	99%	\$2,328	\$0
53	MG21604A	2018	HONDA	ACCORD	15	Trade on New	Yes	\$	25,214	\$	25,288	104%	\$2,967	\$1,609

Scoreboard Totals

% Retailed of Non-Franchise Make	22%
Total # Retail Units	200
Avg. Days to Sale	32.6
Avg. Advertised Price (Time of Sale)	\$ 22,810
Avg. Transaction Price	\$ 22,748
Avg. Market Price at 100%	\$ 24,955
Avg. Price to Market % (Time of Sale)	91%
Avg. Transaction to Market	91%
Avg. Transactional Discount	#VALUE!
Avg. Front-End Gross	\$ 1,666
Avg. Finance Gross	\$ 1,366
PUVR	\$ 3,032
Total Gross (Units & PUVR)	\$ 606,335
GROI	147%
% with Trade	30%
Avg. Over/Under Allowance	\$172



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Jamal Gunn	Curtis Simmons
% Retailed of Non-New Franchise	22%	24%	17%
Total # Retail Units	200	34	52
Avg. Days to Sale	32.6	26.7	35.6
Avg. Advertised Price (Time of Sale)	\$ 22,810	\$ 23,284	\$ 22,006
Avg. Transaction Price	\$ 22,748	\$ 23,136	\$ 21,885
Avg. Market Price at 100%	\$ 24,955	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	91%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	\$ 148	\$ 120
Avg. Front-End Gross	\$ 1,666	\$ 2,263	\$ 1,178
Avg. Finance Gross	\$ 1,366	\$ 1,617	\$ 1,121
PUVR	\$ 3,032	\$ 3,880	\$ 2,299
Total Gross (Units & PUVR)	\$ 606,335	\$ 131,915	\$ 119,538
GROI	147%	226%	106%
% with Trade	30%	29%	31%
Avg. Over/Under Allowance	172	212	1



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

Kelepha Njie	David Kwon		
23%	50%	#DIV/0!	#DIV/0!
112	2	0	0
32.6	49.0	#DIV/0!	#DIV/0!
\$ 22,988	\$ 25,739	#DIV/0!	#DIV/0!
\$ 22,982	\$ 25,603	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	\$ 136	#DIV/0!	#DIV/0!
\$ 1,751	\$ (527)	#DIV/0!	#DIV/0!
\$ 1,427	\$ -	#DIV/0!	#DIV/0!
\$ 3,178	\$ (527)	#DIV/0!	#DIV/0!
\$ 355,936	\$ (1,054)	#DIV/0!	#DIV/0!
152%	-15%	#DIV/0!	#DIV/0!
29%	50%	#DIV/0!	#DIV/0!
242	0	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Aron hagos	EMODI
% Retailed of Non-New Franchise	22%	8%	0%
Total # Retail Units	200	12	6
Avg. Days to Sale	32.6	37.3	24.3
Avg. Advertised Price (Time of Sale)	\$ 22,810	\$ 26,435	\$ 20,284
Avg. Transaction Price	\$ 22,748	\$ 26,192	\$ 20,431
Avg. Market Price at 100%	\$ 24,955	\$ 27,027	#DIV/0!
Avg. Price to Market % (Time of Sale)	91%	98%	#DIV/0!
Avg. Transaction to Market	91%	97%	#DIV/0!
Avg. Transactional Discount	#VALUE!	\$ 242	\$ (148)
Avg. Front-End Gross	\$ 1,666	\$ 1,573	\$ 2,760
Avg. Finance Gross	\$ 1,366	\$ 1,535	\$ 1,707
PUVR	\$ 3,032	\$ 3,108	\$ 4,467
Total Gross (Units & PUVR)	\$ 606,335	\$ 37,300	\$ 26,803
GROI	147%	115%	323%
% with Trade	30%	0%	67%
Avg. Over/Under Allowance	172	0	-142



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

Joel Abrams	Tyler Spinner		
#DIV/0!	50%	#DIV/0!	#DIV/0!
0	2	0	0
#DIV/0!	51.0	#DIV/0!	#DIV/0!
#DIV/0!	\$ 17,386	#DIV/0!	#DIV/0!
#DIV/0!	\$ 17,586	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ (200)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 135	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,641	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,776	#DIV/0!	#DIV/0!
#DIV/0!	\$ 5,552	#DIV/0!	#DIV/0!
#DIV/0!	111%	#DIV/0!	#DIV/0!
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	22%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	32.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,810	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 22,748	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,955	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	91%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,666	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,366	#DIV/0!	#DIV/0!
PUVR	\$ 3,032	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 606,335	#DIV/0!	#DIV/0!
GROI	147%	#DIV/0!	#DIV/0!
% with Trade	30%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	172	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	132	68
Avg. Days to Sale	32.6	29.1	39.6
Avg. Advertised Price (Time of Sale)	\$ 22,810	\$ 23,321	\$ 21,567
Avg. Transaction Price	\$ 22,748	\$ 23,348	\$ 21,567
Avg. Market Price at 100%	\$ 24,955	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	91%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	\$ (27)	#VALUE!
Avg. Front-End Gross	\$ 1,666	\$ 1,620	\$ 1,757
Avg. Finance Gross	\$ 1,366	\$ 1,582	\$ 945
PUVR	\$ 3,032	\$ 3,202	\$ 2,702
Total Gross (Units & PUVR)	\$ 606,335	\$ 422,613	\$ 183,723
GROI	147%	170%	114%
% with Trade	30%	155%	35%
Avg. Over/Under Allowance	172	137	239



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	150	44
Avg. Days to Sale	32.6	29.2	45.7
Avg. Advertised Price (Time of Sale)	\$ 22,810	\$ 22,178	\$ 24,984
Avg. Transaction Price	\$ 22,748	\$ 22,156	\$ 24,984
Avg. Market Price at 100%	\$ 24,955	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	91%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	\$ 23	#VALUE!
Avg. Front-End Gross	\$ 1,666	\$ 1,727	\$ 1,494
Avg. Finance Gross	\$ 1,366	\$ 1,428	\$ 1,124
PUVR	\$ 3,032	\$ 3,155	\$ 2,618
Total Gross (Units & PUVR)	\$ 606,335	\$ 473,268	\$ 115,187
GROI	147%	176%	82%
% with Trade	30%	30%	32%
Avg. Over/Under Allowance	172	121	362



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	132	8
% of Retail Units	100%	66%	4%
% Retailed of Non-New Franchise	22%	17%	50%
Avg. Days to Sale	32.6	32.5	31.4
Avg. Transaction Price	\$ 22,748	\$ 22,900	\$ 17,267
Avg. Transaction to Market %	91%	#DIV/0!	98%
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ 301
Avg. Front End Gross	\$ 1,666	\$ 2,039	\$ 1,609
Avg. Finance Gross	\$ 1,366	\$ 1,397	\$ 673
PUVR	\$ 3,032	\$ 3,436	\$ 2,282
Total Gross (Units & PUVR)	\$ 606,335	\$ 453,602	\$ 18,256
GROI	147%	166%	152%
% with Trade	30%	31%	13%
Avg. Over/Under Allowance	172	126	0



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
2	44	2	0
1%	22%	1%	0%
50%	25%	0%	#DIV/0!
40.0	34.2	11.0	#DIV/0!
\$ 23,498	\$ 23,972	\$ 21,176	#DIV/0!
99%	#DIV/0!	100%	#DIV/0!
\$ 218	\$ 136	\$ 51	#DIV/0!
\$ 2,636	\$ 556	\$ 3,754	#DIV/0!
\$ 801	\$ 1,171	\$ 3,950	#DIV/0!
\$ 3,437	\$ 1,727	\$ 7,704	#DIV/0!
\$ 6,873	\$ 75,982	\$ 15,407	#DIV/0!
132%	76%	1191%	#DIV/0!
50%	30%	0%	#DIV/0!
0	406	0	#DIV/0!

BO OEM/Leasing co	Other
0	12
0%	6%
#DIV/0!	50%
#DIV/0!	30.9
#DIV/0!	\$ 20,393
#DIV/0!	#DIV/0!
#DIV/0!	\$ 53
#DIV/0!	\$ 1,164
#DIV/0!	\$ 1,854
#DIV/0!	\$ 3,018
#DIV/0!	\$ 36,216
#DIV/0!	172%
#DIV/0!	25%
#DIV/0!	-15

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	118	32
% of Retail Units	100%	59%	16%
% Retailed of Non-New Franchise	22%	12%	28%
Avg. Days to Sale	32.6	17.2	38.8
Avg. Transaction Price	\$ 22,748	\$ 21,865	\$ 22,329
Avg. Transaction to Market %	91%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	\$ 80	\$ (16)
Avg. Front End Gross	\$ 1,666	\$ 2,206	\$ 1,388
Avg. Finance Gross	\$ 1,366	\$ 1,304	\$ 1,595
PUVR	\$ 3,032	\$ 3,510	\$ 2,983
Total Gross (Units & PUVR)	\$ 606,335	\$ 414,184	\$ 95,465
GROI	147%	336%	124%
% with Trade	30%	30%	22%
Avg. Over/Under Allowance	172	138	-104



46-60 days	61-90 days	90+ days
22	21	6
11%	11%	3%
27%	48%	67%
51.7	74.3	95.8
\$ 24,775	\$ 25,921	\$ 25,854
#DIV/0!	#DIV/0!	#VALUE!
\$ 189	\$ (108)	#VALUE!
\$ 680	\$ 665	\$ (63)
\$ 1,495	\$ 1,348	\$ 1,165
\$ 2,175	\$ 2,013	\$ 1,102
\$ 47,847	\$ 42,271	\$ 6,614
61%	38%	16%
36%	29%	50%
887	69	72