

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Giles Bibic	Giles Bibic	Brian Keener
Nick Kuhar	Nick Kuhar	Dennis Andia
Jeremiah Jones	Jeremiah Jones	Edio Alarcon
		Josh Tejada
		Marko Modric
		Victor Amaya
		Rod Heskee







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	P12844A	2012	Mini	Roadster	28	Trade on New	No	\$ 14,750	\$ 14,750	113%	\$7,328	\$0
2	P12813A	2013	Mini	Coupe	15	Trade on Used	No	\$ 12,995	\$ 12,995	111%	\$3,278	\$257
3	P12844B	2016	Mini	Countryman	27	Trade on Used	Yes	\$ 21,700	\$ 21,700	101%	\$3,230	\$0
4	B12810	2018	Toyota	Highlander	103	Auction/Wholesale	No	\$ 33,900	\$ 33,900	99%	\$291	\$0
5	B12839	2019	Mini	HT	58	Auction/Wholesale	No	\$ 22,900	\$ 22,900	99%	\$695	\$159
6	B12822	2018	Toyota	RAV4	69	Auction/Wholesale	No	\$ 26,500	\$ 26,700	95%	\$1,518	\$0
7	B12788	2019	Lexus	RX 350	131	Auction/Wholesale	No	\$ 39,899	\$ 39,899	96%	(\$815)	\$1,356
8	P12827	2017	Toyota	4Runner	59	Auction/Wholesale	No	\$ 40,600	\$ 40,600	102%	\$2,570	\$962
9	L10322	2022	Mini	HT 4dr	13	Loaner	No	\$ 26,250	\$ 26,250	98%	\$2,300	\$250
10	L10353	2022	Mini	HT	12	Loaner	No	\$ 25,840	\$ 25,840	99%	\$2,812	\$0
11	P12813	2017	BMW	X3	83	Auction/Wholesale	No	\$ 28,450	\$ 28,450	97%	\$539	\$0
12	10427B	2012	Land Rover	Range Rover Evoc	57	Trade on Used	No	\$ 20,850	\$ 20,850	102%	\$4,985	\$0
13	10447A	2015	Mini	Countryman	47	Trade on New	No	\$ 14,995	\$ 14,995	108%	\$4,968	\$0
14	10417A	2017	Mini	HT	44	Trade on New	No	\$ 16,995	\$ 16,995	97%	\$3,190	\$0
15	L10224	2021	Mini	HT S	3	Loaner	No	\$ 35,135	\$ 35,070	99%	\$4,358	\$400
16	P12854	2019	Mini	HT S	37	LBO Customer	No	\$ 28,995	\$ 28,795	105%	\$7,461	\$2,841
17	L10172	2021	Mini	HT	22	Loaner	No	\$ 27,850	\$ 27,850	99%	\$7,352	\$0
18	10399A	2018	Mini	HT	90	Trade on New	No	\$ 24,850	\$ 24,850	96%	\$3,908	\$0
19	10361C	2019	Nissan	Rogue	82	Trade on Used	No	\$ 21,995	\$ 21,995	89%	\$55	\$2,048
20	B12783	2017	Mini	convertible S	134	Auction/Wholesale	No	\$ 25,590	\$ 25,590	93%	\$798	\$0
21	P12867	2021	Mini	convertible S	13	Street/Curb Buy	No	\$ 40,500	\$ 40,500	106%	\$5,037	\$0
22	P12842	2021	Jeep	Wrangler Sahara	40	Street/Curb Buy	No	\$ 48,995	\$ 48,995	92%	\$1,539	\$1,540
23	B12834	2019	Nissan	Rogue	39	Auction/Wholesale	No	\$ 23,900	\$ 23,900	100%	\$1,633	\$1,168
24	L10168	2021	Mini	HT S 4DR	19	Loaner	No	\$ 32,750	\$ 32,750	98%	\$5,120	\$882
25	L10240A	2012	Honda	civic EX	72	Trade on Used	No	\$ 10,995	\$ 10,995	96%	\$2,844	\$0
26	L10345A	2018	Mini	HT	76	Trade on Used	No	\$ 20,390	\$ 19,770	93%	\$1,292	\$0
27	B12831	2019	Mini	Countryman ALL4	38	Auction/Wholesale	No	\$ 30,900	\$ 30,900	98%	\$2,844	\$0

28	P12844	2016	Mini	convertible	29	Street/Curb Buy	No	\$	26,395	\$	26,395	102%	\$5,865	\$0
29	P12863	2016	Mini	Clubman S	18	Street/Curb Buy	No	\$	22,795	\$	22,795	104%	\$4,235	\$0
30	L10213A	2019	Mini	HT	78	Trade on Used	No	\$	21,900	\$	21,900	100%	\$2,288	\$2,077
31	10386A	2019	Mini	Countryman SALL	31	Trade on New	No	\$	33,495	\$	33,495	99%	\$5,210	\$1,009
32	10437A	2018	Kia	Soul	38	Trade on New	No	\$	17,250	\$	17,250	97%	\$3,172	\$0
33	10433A	2015	Mini	JCW HT	30	Trade on New	No	\$	24,500	\$	24,500	99%	\$3,632	\$111
34	L10025B	2018	Toyota	Corolla	54	Trade on Used	No	\$	19,995	\$	19,995	101%	\$1,975	\$1,484
35	P12817	2017	Mini	HT S	68	LBO OEM/Leasing Co.	No	\$	21,995	\$	21,995	92%	\$1,618	\$1,070
36	10362A	2019	Nissan	Sentra	103	Trade on New	No	\$	18,995	\$	18,495	87%	(\$211)	\$743
37	L10347	2022	Mini	HT 4DR	106	Loaner	No	\$	26,845	\$	26,345	98%	\$2,534	\$314
38	L10227	2021	Mini	Countryman	153	Loaner	No	\$	29,415	\$	29,415	99%	\$1,914	\$356
39	10357A	2020	Jeep	Gladiator	125	Trade on New	No	\$	49,500	\$	49,995	92%	\$435	\$307
40	P12829	2018	Mini	Countryman	30	LBO OEM/Leasing Co.	Yes	\$	29,200	\$	29,200	92%	\$4,210	\$0
41	P12841	2019	Mini	convertible	23	Street/Curb Buy	Yes	\$	28,700	\$	28,700	104%	\$8,261	\$963
42	P12796A	2011	Toyota	FJ cruiser	57	Trade on Used	No	\$	29,250	\$	28,950	100%	\$2,885	\$1,664
43	P12819A	2016	Volkswagen	Beetle	17	Trade on Used	No	\$	20,495	\$	20,495	103%	\$2,250	\$310
44	P12828A	2016	Mini	Clubman	25	Trade on Used	No	\$	15,000	\$	15,000	102%	\$3,750	\$0
45	10428A	2020	Mini	HT	41	Trade on New	No	\$	25,400	\$	25,400	101%	\$3,456	\$559
46	P12825	2018	Mini	Countryman ALL4	29	LBO OEM/Leasing Co.	No	\$	27,995	\$	27,995	99%	\$4,506	\$0
47	10364A	2016	Toyota	Corolla	94	Trade on New	No	\$	11,500	\$	11,500	94%	(\$189)	\$0
48	10435A	2021	Audi	S5	50	Trade on New	No	\$	66,950	\$	66,500	98%	\$5,544	\$0
49	10380B	2013	Nissan	Juke	34	Trade on Used	No	\$	8,995	\$	8,995	97%	\$1,313	\$0
50	L10310A	2011	Mini	Coupe	19	Trade on Used	No	\$	9,995	\$	9,620	99%	\$3,321	\$0
51	L10186	2021	Mini	Countryman SALL	168	Loaner	No	\$	34,425	\$	34,425	98%	\$3,834	\$546
52	P12808	2019	BMW	330xi	64	Auction/Wholesale	No	\$	34,425	\$	37,850	98%	\$1,054	\$350
53	L10346	2022	Mini	HT 4DR	107	Loaner	No	\$	27,340	\$	27,340	99%	\$2,885	\$850

## Scoreboard Totals

% Retailed of Non-Franchise Make	41%
Total # Retail Units	70
Avg. Days to Sale	54.8
Avg. Advertised Price (Time of Sale)	\$ 25,091
Avg. Transaction Price	\$ 25,091
Avg. Market Price at 100%	\$ 25,381
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ (0)
Avg. Front-End Gross	\$ 3,107
Avg. Finance Gross	\$ 509
PUVR	\$ 3,616
Total Gross (Units & PUVR)	\$ 253,095
GROI	95%
% with Trade	23%
Avg. Over/Under Allowance	\$21



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Giles Bibic	Nick Kuhar
% Retailed of Non-New Franchise	41%	52%	37%
Total # Retail Units	70	21	38
Avg. Days to Sale	54.8	54.6	53.7
Avg. Advertised Price (Time of Sale)	\$ 25,091	\$ 27,242	\$ 23,482
Avg. Transaction Price	\$ 25,091	\$ 27,351	\$ 23,414
Avg. Market Price at 100%	\$ 25,381	\$ 28,005	\$ 23,552
Avg. Price to Market % (Time of Sale)	99%	97%	100%
Avg. Transaction to Market	99%	98%	99%
Avg. Transactional Discount	\$ (0)	\$ (110)	\$ 68
Avg. Front-End Gross	\$ 3,107	\$ 2,778	\$ 3,338
Avg. Finance Gross	\$ 509	\$ 466	\$ 410
PUVR	\$ 3,616	\$ 3,244	\$ 3,748
Total Gross (Units & PUVR)	\$ 253,095	\$ 68,128	\$ 142,438
GROI	95%	78%	107%
% with Trade	23%	33%	16%
Avg. Over/Under Allowance	21	24	26



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Jeremiah Jones			
36%	#DIV/0!	#DIV/0!	#DIV/0!
11	0	0	0
58.9	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,542	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,569	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,266	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (27)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,936	#DIV/0!	#DIV/0!	#DIV/0!
\$ 930	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,866	#DIV/0!	#DIV/0!	#DIV/0!
\$ 42,529	#DIV/0!	#DIV/0!	#DIV/0!
89%	#DIV/0!	#DIV/0!	#DIV/0!
27%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

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Sales Consultant	Totals	Brian Keener	Dennis Andia
% Retailed of Non-New Franchise	41%	22%	46%
Total # Retail Units	70	9	13
Avg. Days to Sale	54.8	47.7	52.0
Avg. Advertised Price (Time of Sale)	\$ 25,091	\$ 29,912	\$ 24,843
Avg. Transaction Price	\$ 25,091	\$ 30,237	\$ 24,793
Avg. Market Price at 100%	\$ 25,381	\$ 30,816	\$ 24,746
Avg. Price to Market % (Time of Sale)	99%	97%	100%
Avg. Transaction to Market	99%	98%	100%
Avg. Transactional Discount	\$ (0)	\$ (325)	\$ 50
Avg. Front-End Gross	\$ 3,107	\$ 3,700	\$ 3,200
Avg. Finance Gross	\$ 509	\$ 488	\$ 562
PUVR	\$ 3,616	\$ 4,189	\$ 3,762
Total Gross (Units & PUVR)	\$ 253,095	\$ 37,698	\$ 48,903
GROI	95%	105%	105%
% with Trade	23%	11%	15%
Avg. Over/Under Allowance	21	0	0



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Edio Alarcon	Josh Tejada	Marko Modric	Victor Amaya
36%	0%	56%	100%
25	1	9	1
52.2	31.0	57.8	69.0
\$ 22,163	\$ 33,495	\$ 21,819	\$ 26,500
\$ 22,127	\$ 33,495	\$ 21,653	\$ 26,700
\$ 22,456	\$ 33,833	\$ 21,890	\$ 27,895
99%	99%	100%	95%
99%	99%	99%	96%
\$ 36	\$ -	\$ 166	\$ (200)
\$ 3,264	\$ 5,210	\$ 3,280	\$ 1,518
\$ 294	\$ 1,009	\$ 505	\$ -
\$ 3,558	\$ 6,219	\$ 3,784	\$ 1,518
\$ 88,955	\$ 6,219	\$ 34,060	\$ 1,518
111%	216%	109%	30%
28%	0%	0%	100%
-20	0	0	1,000

Rod Heskee			
50%	#DIV/0!	#DIV/0!	#DIV/0!
12	0	0	0
67.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,477	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,472	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,320	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,062	#DIV/0!	#DIV/0!	#DIV/0!
\$ 917	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,979	#DIV/0!	#DIV/0!	#DIV/0!
\$ 35,742	#DIV/0!	#DIV/0!	#DIV/0!
54%	#DIV/0!	#DIV/0!	#DIV/0!
42%	#DIV/0!	#DIV/0!	#DIV/0!
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## Scoreboard

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Finance Manager	Totals	Jeremiah Jones	Nick Kuhar
% Retailed of Non-New Franchise	41%	39%	45%
Total # Retail Units	70	46	20
Avg. Days to Sale	54.8	56.9	51.3
Avg. Advertised Price (Time of Sale)	\$ 25,091	\$ 27,663	\$ 19,920
Avg. Transaction Price	\$ 25,091	\$ 27,683	\$ 19,900
Avg. Market Price at 100%	\$ 25,381	\$ 28,097	\$ 20,157
Avg. Price to Market % (Time of Sale)	99%	98%	99%
Avg. Transaction to Market	99%	99%	99%
Avg. Transactional Discount	\$ (0)	\$ (20)	\$ 20
Avg. Front-End Gross	\$ 3,107	\$ 3,185	\$ 2,896
Avg. Finance Gross	\$ 509	\$ 601	\$ 360
PUVR	\$ 3,616	\$ 3,786	\$ 3,257
Total Gross (Units & PUVR)	\$ 253,095	\$ 174,159	\$ 65,132
GROI	95%	86%	115%
% with Trade	23%	4%	30%
Avg. Over/Under Allowance	21	11	50



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Giles Bibic			
50%	#DIV/0!	#DIV/0!	#DIV/0!
4	0	0	0
47.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,359	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,234	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,853	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 125	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,265	#DIV/0!	#DIV/0!	#DIV/0!
\$ 186	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,451	#DIV/0!	#DIV/0!	#DIV/0!
\$ 13,804	#DIV/0!	#DIV/0!	#DIV/0!
124%	#DIV/0!	#DIV/0!	#DIV/0!
200%	#DIV/0!	#DIV/0!	#DIV/0!
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## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	70	3	67
Avg. Days to Sale	54.8	26.7	56.0
Avg. Advertised Price (Time of Sale)	\$ 25,091	\$ 26,533	\$ 25,026
Avg. Transaction Price	\$ 25,091	\$ 26,533	\$ 25,026
Avg. Market Price at 100%	\$ 25,381	\$ 26,940	\$ 25,406
Avg. Price to Market % (Time of Sale)	99%	98%	99%
Avg. Transaction to Market	99%	98%	99%
Avg. Transactional Discount	\$ (0)	\$ -	\$ (0)
Avg. Front-End Gross	\$ 3,107	\$ 5,234	\$ 3,012
Avg. Finance Gross	\$ 509	\$ 321	\$ 517
PUVR	\$ 3,616	\$ 5,555	\$ 3,529
Total Gross (Units & PUVR)	\$ 253,095	\$ 16,664	\$ 236,431
GROI	95%	283%	91%
% with Trade	23%	0%	29%
Avg. Over/Under Allowance	21	0	22



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	70	41	29
Avg. Days to Sale	54.8	48.1	64.1
Avg. Advertised Price (Time of Sale)	\$ 25,091	\$ 25,877	\$ 24,040
Avg. Transaction Price	\$ 25,091	\$ 25,834	\$ 24,040
Avg. Market Price at 100%	\$ 25,381	\$ 25,984	\$ 24,747
Avg. Price to Market % (Time of Sale)	99%	100%	97%
Avg. Transaction to Market	99%	99%	97%
Avg. Transactional Discount	\$ (0)	\$ 43	\$ (61)
Avg. Front-End Gross	\$ 3,107	\$ 3,910	\$ 1,971
Avg. Finance Gross	\$ 509	\$ 515	\$ 500
PUVR	\$ 3,616	\$ 4,425	\$ 2,471
Total Gross (Units & PUVR)	\$ 253,095	\$ 181,436	\$ 71,659
GROI	95%	128%	58%
% with Trade	23%	0%	55%
Avg. Over/Under Allowance	21	-12	69



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	70	14	20
% of Retail Units	100%	20%	29%
% Retailed of Non-New Franchise	41%	50%	60%
Avg. Days to Sale	54.8	58.1	46.5
Avg. Transaction Price	\$ 25,091	\$ 24,488	\$ 17,195
Avg. Transaction to Market %	99%	98%	99%
Avg. Transactional Discount	\$ (0)	\$ 75	\$ 80
Avg. Front End Gross	\$ 3,107	\$ 3,319	\$ 2,831
Avg. Finance Gross	\$ 509	\$ 195	\$ 467
PUVR	\$ 3,616	\$ 3,514	\$ 3,298
Total Gross (Units & PUVR)	\$ 253,095	\$ 49,200	\$ 65,964
GROI	95%	89%	149%
% with Trade	23%	14%	15%
Avg. Over/Under Allowance	21	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
7	11	12	1
10%	16%	17%	1%
29%	73%	0%	0%
27.0	77.1	65.5	37.0
\$ 29,697	\$ 30,435	\$ 30,590	\$ 28,795
102%	99%	98%	104%
\$ -	\$ (311)	\$ 47	\$ 200
\$ 4,476	\$ 1,151	\$ 3,515	\$ 7,461
\$ 472	\$ 518	\$ 593	\$ 2,841
\$ 4,947	\$ 1,669	\$ 4,108	\$ 10,302
\$ 34,631	\$ 18,358	\$ 49,295	\$ 10,302
222%	26%	74%	348%
43%	27%	25%	100%
0	182	0	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
5	0	0
7%	0%	0%
0%	#DIV/0!	#DIV/0!
46.0	#DIV/0!	#DIV/0!
\$ 26,217	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 4,154	#DIV/0!	#DIV/0!
\$ 915	#DIV/0!	#DIV/0!
\$ 5,069	#DIV/0!	#DIV/0!
\$ 25,345	#DIV/0!	#DIV/0!
151%	#DIV/0!	#DIV/0!
20%	#DIV/0!	#DIV/0!
-100	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	70	24	10
% of Retail Units	100%	34%	14%
% Retailed of Non-New Franchise	41%	13%	50%
Avg. Days to Sale	54.8	20.6	38.0
Avg. Transaction Price	\$ 25,091	\$ 23,608	\$ 25,423
Avg. Transaction to Market %	99%	101%	99%
Avg. Transactional Discount	\$ (0)	\$ 43	\$ 20
Avg. Front End Gross	\$ 3,107	\$ 4,473	\$ 3,290
Avg. Finance Gross	\$ 509	\$ 247	\$ 770
PUVR	\$ 3,616	\$ 4,720	\$ 4,061
Total Gross (Units & PUVR)	\$ 253,095	\$ 113,268	\$ 40,606
GROI	95%	350%	151%
% with Trade	23%	29%	20%
Avg. Over/Under Allowance	21	-21	0



46-60 days	61-90 days	90+ days
8	16	11
11%	23%	16%
75%	63%	45%
54.8	74.9	120.3
\$ 27,711	\$ 21,783	\$ 30,014
100%	97%	95%
\$ 94	\$ (157)	\$ 46
\$ 3,067	\$ 2,024	\$ 1,098
\$ 534	\$ 663	\$ 608
\$ 3,601	\$ 2,687	\$ 1,705
\$ 28,808	\$ 42,995	\$ 18,760
85%	59%	17%
25%	19%	9%
125	63	0