

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
MIKE PULEIO	RACHEL ROWLAND	JOHN DIPALMA
JOEY LASTELLA	ZACK FITCHIE	JO CARTER
		MIKE COWART
		RYAN O'SHAUGHNESSY
		COURTNEY TUCKER
		ASHLEY BECK
		AMANADA WOHLTMAN






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	BF15621B	2017	BMW	230	22	Trade on New	No	\$ 37,575	\$ 35,388	93%	\$8,370	\$2,408
2	BF15546A	2019	BMW	X3	77	Trade on New	Yes	\$ 41,562	\$ 3,954	98%	\$4,186	\$631
3	PT6143	2018	BMW	X1	64	LBO Customer	Yes	\$ 32,235	\$ 30,266	96%	\$5,485	\$950
4	BF15544A	2015	BMW	428	9	Trade on New	No	\$ 27,995	\$ 27,995	95%	\$7,145	\$2,709
5	PT6152	2019	BMW	X5	7	LBO Customer	Yes	\$ 64,830	\$ 61,000	98%	\$6,734	\$3,898
6	PT6142	2016	BMW	428	88	LBO Customer	No	\$ 26,863	\$ 23,189	95%	\$3,478	\$1,200
7	B15420A	2020	BMW	330	125	Trade on New	Yes	\$ 39,784	\$ 37,266	90%	\$1,424	\$1,613
8	PT6151	2016	BMW	X1	16	Auction/Wholesale	No	\$ 27,175	\$ 26,000	88%	\$3,825	\$209
9	PT6153	2020	BMW	M240	11	Street/Curb Buy	Yes	\$ 51,879	\$ 49,263	98%	\$7,910	\$1,050
10	PT6142A	2008	BMW	128	4	Trade on New	No	\$ 2,000	\$ 1,577	90%	\$227	\$0
11	B15577A	2019	BMW	X3	9	Trade on New	Yes	\$ 40,525	\$ 38,500	96%	\$3,355	\$1,316
12	PT6145	2018	BMW	320	66	LBO OEM/Leasing Co.	No	\$ 31,288	\$ 27,266	96%	\$1,704	\$2,725
13	BF15697A	2019	BMW	X3	8	Trade on New	Yes	\$ 42,725	\$ 41,864	98%	\$5,010	\$0
14	BF15613A	2020	BMW	X3	87	Trade on New	Yes	\$ 46,875	\$ 43,000	98%	\$4,003	\$471
15	B15577A	2019	BMW	X3	9	Trade on New	Yes	\$ 40,525	\$ 38,500	98%	\$3,355	\$1,316
16	BF15696A	2017	BMW	X3	7	Trade on New	Yes	\$ 31,850	\$ 29,071	95%	\$5,891	\$240
17	PT6148A	2017	TOYOTA	IM	28	Trade on New	No	\$ 21,025	\$ 17,999	95%	\$3,744	\$0
18	BF15535A	2018	BMW	430	58	Trade on New	No	\$ 32,537	\$ 27,872	92%	\$4,219	\$1,648
19	PT6155	2017	BMW	340	19	LBO OEM/Leasing Co.	Yes	\$ 39,325	\$ 35,929	96%	\$5,332	\$1,451
20	PT6154	2017	BMW	M3	24	LBO OEM/Leasing Co.	No	\$ 65,175	\$ 62,198	92%	\$7,775	\$0
21	BF15547A	2019	BMW	X3	10	Trade on New	Yes	\$ 41,255	\$ 40,034	97%	\$4,614	\$1,391
22	PT6141	2020	BMW	440	35	Street/Curb Buy	Yes	\$ 54,766	\$ 49,786	95%	\$6,570	\$915
23	B15410D	2021	BMW	228	8	Loaner	No	\$ 36,220	\$ 34,295	92%	\$2,186	\$1,024
24	PT6131	2020	BMW	750	90	Auction/Wholesale	Yes	\$ 87,653	\$ 87,000	90%	\$7,910	\$0
25	PT6144	2019	BMW	430CP	30	Auction/Wholesale	Yes	\$ 41,375	\$ 38,997	95%	\$2,991	\$522
26	PT6111A	2020	LAND ROVER	RANGE ROVER	54	Trade on New	No	\$ 73,944	\$ 68,524	92%	\$1,736	\$0
27	BF15623A	2018	BMW	X1	39	Trade on New	Yes	\$ 33,270	\$ 31,877	96%	\$3,687	\$1,513
28	PT6128	2018	BMW	X2	105	LBO OEM/Leasing Co.	Yes	\$ 32,557	\$ 26,863	92%	\$2,442	\$198
29	BF15621A	2020	BMW	X3	48	Trade on New	No	\$ 47,415	\$ 45,687	96%	\$6,541	\$3,759



## Scoreboard Totals

% Retailed of Non-Franchise Make	11%
Total # Retail Units	36
Avg. Days to Sale	39.7
Avg. Advertised Price (Time of Sale)	\$ 41,108
Avg. Transaction Price	\$ 37,320
Avg. Market Price at 100%	\$ 43,398
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	86%
Avg. Transactional Discount	\$ 3,788
Avg. Front-End Gross	\$ 4,516
Avg. Finance Gross	\$ 1,188
PUVR	\$ 5,704
Total Gross (Units & PUVR)	\$ 205,336
GROI	139%
% with Trade	56%
Avg. Over/Under Allowance	\$688



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	11%	#DIV/0!	#DIV/0!
Total # Retail Units	36	0	0
Avg. Days to Sale	39.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 41,108	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,320	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 43,398	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	86%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 3,788	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,516	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,188	#DIV/0!	#DIV/0!
PUVR	\$ 5,704	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 205,336	#DIV/0!	#DIV/0!
GROI	139%	#DIV/0!	#DIV/0!
% with Trade	56%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	688	#DIV/0!	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	11%	#DIV/0!	#DIV/0!
Total # Retail Units	36	0	0
Avg. Days to Sale	39.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 41,108	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,320	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 43,398	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	86%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 3,788	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,516	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,188	#DIV/0!	#DIV/0!
PUVR	\$ 5,704	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 205,336	#DIV/0!	#DIV/0!
GROI	139%	#DIV/0!	#DIV/0!
% with Trade	56%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	688	#DIV/0!	#DIV/0!

































## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	11%	#DIV/0!	#DIV/0!
Total # Retail Units	36	0	0
Avg. Days to Sale	39.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 41,108	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,320	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 43,398	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	86%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 3,788	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,516	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,188	#DIV/0!	#DIV/0!
PUVR	\$ 5,704	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 205,336	#DIV/0!	#DIV/0!
GROI	139%	#DIV/0!	#DIV/0!
% with Trade	56%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	688	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	36	21	15
Avg. Days to Sale	39.7	41.1	37.7
Avg. Advertised Price (Time of Sale)	\$ 41,108	\$ 44,856	\$ 32,887
Avg. Transaction Price	\$ 37,320	\$ 40,487	\$ 32,887
Avg. Market Price at 100%	\$ 43,398	\$ 47,048	\$ 38,313
Avg. Price to Market % (Time of Sale)	95%	95%	86%
Avg. Transaction to Market	86%	86%	86%
Avg. Transactional Discount	\$ 3,788	\$ 4,370	\$ 2,973
Avg. Front-End Gross	\$ 4,516	\$ 4,873	\$ 4,016
Avg. Finance Gross	\$ 1,188	\$ 1,043	\$ 1,390
PUVR	\$ 5,704	\$ 5,916	\$ 5,407
Total Gross (Units & PUVR)	\$ 205,336	\$ 124,234	\$ 81,102
GROI	139%	128%	157%
% with Trade	56%	52%	60%
Avg. Over/Under Allowance	688	1,250	0



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	36	32	4
Avg. Days to Sale	39.7	38.4	50.3
Avg. Advertised Price (Time of Sale)	\$ 41,108	\$ 40,896	\$ 38,764
Avg. Transaction Price	\$ 37,320	\$ 37,139	\$ 38,764
Avg. Market Price at 100%	\$ 43,398	\$ 43,123	\$ 45,689
Avg. Price to Market % (Time of Sale)	95%	95%	85%
Avg. Transaction to Market	86%	86%	85%
Avg. Transactional Discount	\$ 3,788	\$ 3,757	\$ 4,033
Avg. Front-End Gross	\$ 4,516	\$ 4,696	\$ 3,079
Avg. Finance Gross	\$ 1,188	\$ 1,203	\$ 1,068
PUVR	\$ 5,704	\$ 5,898	\$ 4,146
Total Gross (Units & PUVR)	\$ 205,336	\$ 188,751	\$ 16,585
GROI	139%	149%	77%
% with Trade	56%	34%	225%
Avg. Over/Under Allowance	688	597	1,500



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	36	19	1
% of Retail Units	100%	53%	3%
% Retailed of Non-New Franchise	11%	16%	100%
Avg. Days to Sale	39.7	35.3	67.0
Avg. Transaction Price	\$ 37,320	\$ 34,974	\$ 33,877
Avg. Transaction to Market %	86%	84%	84%
Avg. Transactional Discount	\$ 3,788	\$ 4,245	\$ 3,389
Avg. Front End Gross	\$ 4,516	\$ 4,247	\$ 3,878
Avg. Finance Gross	\$ 1,188	\$ 1,279	\$ 2,378
PUVR	\$ 5,704	\$ 5,526	\$ 6,256
Total Gross (Units & PUVR)	\$ 205,336	\$ 104,990	\$ 6,256
GROI	139%	161%	99%
% with Trade	56%	58%	0%
Avg. Over/Under Allowance	688	523	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	5	1	3
6%	14%	3%	8%
0%	0%	0%	0%
23.0	33.2	8.0	53.0
\$ 49,525	\$ 43,040	\$ 34,295	\$ 38,152
90%	87%	87%	88%
\$ 3,798	\$ 2,462	\$ 1,925	\$ 3,158
\$ 7,240	\$ 5,380	\$ 2,186	\$ 5,232
\$ 983	\$ 505	\$ 1,024	\$ 2,016
\$ 8,223	\$ 5,885	\$ 3,210	\$ 7,248
\$ 16,445	\$ 29,426	\$ 3,210	\$ 21,745
260%	148%	421%	129%
50%	60%	100%	67%
500	1,833	500	750

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
5	0	0
14%	0%	0%
0%	#DIV/0!	#DIV/0!
62.4	#DIV/0!	#DIV/0!
\$ 36,426	#DIV/0!	#DIV/0!
83%	#DIV/0!	#DIV/0!
\$ 4,201	#DIV/0!	#DIV/0!
\$ 3,748	#DIV/0!	#DIV/0!
\$ 905	#DIV/0!	#DIV/0!
\$ 4,653	#DIV/0!	#DIV/0!
\$ 23,264	#DIV/0!	#DIV/0!
74%	#DIV/0!	#DIV/0!
40%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	36	20	2
% of Retail Units	100%	56%	6%
% Retailed of Non-New Franchise	11%	5%	0%
Avg. Days to Sale	39.7	13.8	37.0
Avg. Transaction Price	\$ 37,320	\$ 37,128	\$ 40,832
Avg. Transaction to Market %	86%	88%	89%
Avg. Transactional Discount	\$ 3,788	\$ 2,278	\$ 3,187
Avg. Front End Gross	\$ 4,516	\$ 5,043	\$ 5,129
Avg. Finance Gross	\$ 1,188	\$ 1,136	\$ 1,214
PUVR	\$ 5,704	\$ 6,179	\$ 6,343
Total Gross (Units & PUVR)	\$ 205,336	\$ 123,586	\$ 12,685
GROI	139%	434%	151%
% with Trade	56%	55%	100%
Avg. Over/Under Allowance	688	205	750



46-60 days	61-90 days	90+ days
4	7	3
11%	19%	8%
50%	14%	0%
53.0	77.0	109.3
\$ 44,185	\$ 35,507	\$ 31,335
86%	75%	81%
\$ 4,027	\$ 7,884	\$ 4,377
\$ 3,863	\$ 4,378	\$ 1,784
\$ 1,825	\$ 1,194	\$ 654
\$ 5,688	\$ 5,571	\$ 2,438
\$ 22,752	\$ 38,999	\$ 7,314
87%	73%	26%
50%	71%	0%
1,000	1,600	#DIV/0!