

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	LBO Customer	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	B1353U	2016	Acura	MDX	87	Trade on New	No	\$ 22,988	\$ 22,488	91%	\$2,764	\$4,494
2	B1843U	2019	BMW	X3	38	LBO Customer	No	\$ 27,931	\$ 27,931	94%	\$0	\$1,544
3	B1558U	2018	BMW	X1	55	Other	Yes	\$ 30,918	\$ 30,918	101%	\$3,036	\$2,005
4	A8914U	2021	BMW	X3	332	Other	No	\$ 45,648	\$ 48,722	99%	\$7,469	\$7,447
5	B1551U	2021	BMW	330e	59	Trade on Used	No	\$ 42,488	\$ 41,988		\$8,124	\$804
6	B1581U	2018	BMW	650	35	Auction/Wholesale	No	\$ 65,988	\$ 64,988		\$8,003	\$2,223
7	B1816U	2017	Jeep	WRANGLER	36	Trade on Used	No	\$ 36,128	\$ 35,555		\$5,769	\$206
8	B1221U	2018	BMW	M3	105	Trade on New	No	\$ 59,438	\$ 59,438		\$10,902	\$3,267
9	B1399U	2016	Volkswagen	PASSAT	51	Trade on Used	No	\$ 13,988	\$ 13,803	90%	\$3,464	\$152
10	B1848U	2018	BMW	328	18	Trade on Used	Yes	\$ 30,988	\$ 30,927	92%	\$5,203	\$797
11	B1360U	2019	BMW	X5	64	Trade on New	Yes	\$ 55,988	\$ 55,288	99%	\$5,338	\$152
12	B1394U	2008	Mercedes-Benz	M35 Wagon	67	Trade on Used	No	\$ 12,228	\$ 11,500		\$2,780	\$206
13	A8925U	2021	BMW	X3 E Drive		Auction/Wholesale	No	\$ 51,258	\$ 51,258		\$3,995	\$1,077
14	B1282U	2018	BMW	X3 M40	103	Trade on New	Yes	\$ 44,988	\$ 44,988	103%	\$5,415	\$5,089
15	B1258U	2019	BMW	X3 3.0	98	Trade on New	Yes	\$ 38,988	\$ 38,988	91%	\$1,516	\$368
16	B1261U	2016	BMW	528XI	92	Trade on New	No	\$ 22,588	\$ 22,300	93%	\$1,711	\$1,975
17	B1847U	2018	BMW	X3 3.0I	9	Trade on New	Yes	\$ 37,688	\$ 37,288	104%	\$5,709	\$4,260
18	A8312UL	2020	BMW	530XI	201	LBO OEM/Leasing Co.	No	\$ 48,988	\$ 47,734	93%	(\$2,965)	\$206
19	A8913UL	2021	BMW	X3 3.0		LBO OEM/Leasing Co.	No	\$ 45,638	\$ 42,439	95%	\$5,187	\$3,415
20	B1810U	2018	BMW	328	26	Trade on Used	Yes	\$ 32,988	\$ 32,988	101%	\$1,871	\$2,849
21	B1288U	2018	BMW	328	101	Trade on Used	Yes	\$ 29,988	\$ 29,988	96%	\$700	\$1,361
22	A8216UL	2020	BMW	X2	52	LBO OEM/Leasing Co.	Yes	\$ 35,988	\$ 35,988	94%	\$3,692	\$206
23	B1870U	2019	BMW	X3 3.0	0	LBO Customer	No	\$ 26,217	\$ 26,217	66%	(\$500)	\$1,522
24	B1836U	2009	BMW	328 RWD	18	Street/Curb Buy	No	\$ 9,858	\$ 9,955	91%	\$9,455	\$832
25	B1850U	2018	BMW	328	4	Trade on New	Yes	\$ 47,988	\$ 47,988	115%	\$5,220	\$1,946
26	B1383U	2018	BMW	328	54	Trade on New	Yes	\$ 44,988	\$ 44,988	118%	\$6,216	\$6,163
27	B1573U	2019	BMW	X3 3.0	29	Trade on New	Yes	\$ 40,988	\$ 40,499	100%	\$3,348	\$11,024
28	B1815U	2016	BMW	X5	31	Trade on New	Yes	\$ 26,988	\$ 26,488	99%	\$4,766	\$3,102
29	B1389U	2013	Mercedes-Benz	E350	16	Trade on Used	No	\$ 19,688	\$ 20,588	100%	\$4,492	\$3,554

30	B1834U	2013	BMW	X3 2.8	23	Trade on Used	No	\$	14,428	\$	14,000	98%	\$2,155	\$746
31	B1266U	2019	BMW	X7	82	Trade on New	Yes	\$	78,988	\$	78,988	102%	\$8,748	\$1,873
32	B1549U	2016	BMW	X5	50	Trade on New	No	\$	28,788	\$	28,788	98%	\$5,304	\$4,412
33	B1828U	2018	BMW	X5	0	LBO Customer	No	\$	50,950	\$	50,950	65%	\$0	\$0
34	B1515U	2020	BMW	X1	78	Trade on New	No	\$	36,358	\$	36,358	101%	\$7,053	\$7,833
35	B1842U	2018	BMW	X2	13	Trade on New	Yes	\$	33,338	\$	33,338	106%	\$3,118	\$356
36	B1385U	2018	BMW	550	72	Trade on New	Yes	\$	53,988	\$	52,988	108%	\$4,329	\$2,596
37	A8311UL	2020	BMW	530I	198	Loaner	No	\$	47,649	\$	46,750	88%	(\$1,178)	\$1,546
38	B1803U	2021	BMW	X1	9	LBO OEM/Leasing Co.	No	\$	40,988	\$	40,988	96%	\$4,177	\$1,377
39	B1801U	2015	Acura	TLX	49	Auction/Wholesale	No	\$	20,988	\$	20,988	99%	\$2,727	\$261
40	A8803UL	2021	BMW	X3	122	LBO OEM/Leasing Co.	No	\$	47,098	\$	46,750	99%	\$7,092	\$302
41	B1837U	2018	BMW	530 X drive	18	Trade on New	Yes	\$	42,988	\$	42,219	111%	\$4,365	\$206
42	B1807U	2019	BMW	X3	42	Trade on New	Yes	\$	39,988	\$	39,988	102%	\$3,920	\$7,070
43	B1857U	2018	BMW	X1	16	Trade on New	Yes	\$	30,988	\$	30,988	105%	\$3,312	\$3,836
44	B1584U	2018	Audi	Q5	12	Trade on Used	No	\$	32,388	\$	32,388	96%	\$3,421	\$3,756
45	B1574U	2018	BMW	X3	45	LBO OEM/Leasing Co.	Yes	\$	37,338	\$	37,338	101%	\$5,022	\$206
46	B1832U	2015	Mercedes-Benz	C300	28	Auction/Wholesale	No	\$	22,688	\$	22,688	100%	\$3,942	\$4,056
47	B1538U	2016	BMW	X3	28	Trade on Used	No	\$	22,988	\$	22,000	99%	\$2,679	\$152
48	B1537U	2018	BMW	X3	32	LBO OEM/Leasing Co.	Yes	\$	37,238	\$	36,688	104%	\$4,485	\$3,202
49	B1839U	2018	BMW	X5	9	Trade on New	Yes	\$	49,988	\$	49,488	102%	\$5,368	\$2,969
50	A8495UL	2020	BMW	228X drive GP	48	Loaner	No	\$	34,000	\$	34,000	99%	\$2,071	\$3,814
51	A9029UL	2021	BMW	330 X drive	20	Loaner	No	\$	42,648	\$	42,648	92%	\$5,328	\$2,407
52	B1820U	2013	BMW	X5	11	Trade on New	No	\$	17,988	\$	17,788	96%	\$6,327	\$831
53	B1289U	2020	BMW	X4	87	Trade on New	No	\$	62,588	\$	60,350	100%	\$3,339	\$4,394

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	59
Avg. Days to Sale	53.8
Avg. Advertised Price (Time of Sale)	\$ 37,423
Avg. Transaction Price	\$ 37,171
Avg. Market Price at 100%	\$ 38,430
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 252
Avg. Front-End Gross	\$ 4,095
Avg. Finance Gross	\$ 2,557
PUVR	\$ 6,651
Total Gross (Units & PUVR)	\$ 392,431
GROI	120%
% with Trade	36%
Avg. Over/Under Allowance	\$1,354



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	59	0	0
Avg. Days to Sale	53.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,423	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,171	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,430	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 252	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,095	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,557	#DIV/0!	#DIV/0!
PUVR	\$ 6,651	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 392,431	#DIV/0!	#DIV/0!
GROI	120%	#DIV/0!	#DIV/0!
% with Trade	36%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,354	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	59	0	0
Avg. Days to Sale	53.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,423	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,171	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,430	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 252	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,095	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,557	#DIV/0!	#DIV/0!
PUVR	\$ 6,651	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 392,431	#DIV/0!	#DIV/0!
GROI	120%	#DIV/0!	#DIV/0!
% with Trade	36%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,354	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	59	0	0
Avg. Days to Sale	53.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,423	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,171	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,430	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 252	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 4,095	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,557	#DIV/0!	#DIV/0!
PUVR	\$ 6,651	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 392,431	#DIV/0!	#DIV/0!
GROI	120%	#DIV/0!	#DIV/0!
% with Trade	36%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	1,354	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	59	27	32
Avg. Days to Sale	53.8	43.1	63.3
Avg. Advertised Price (Time of Sale)	\$ 37,423	\$ 41,055	\$ 34,068
Avg. Transaction Price	\$ 37,171	\$ 40,848	\$ 34,068
Avg. Market Price at 100%	\$ 38,430	\$ 40,127	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	102%	#DIV/0!
Avg. Transaction to Market	97%	102%	#DIV/0!
Avg. Transactional Discount	\$ 252	\$ 207	\$ 289
Avg. Front-End Gross	\$ 4,095	\$ 4,333	\$ 3,893
Avg. Finance Gross	\$ 2,557	\$ 2,900	\$ 2,267
PUVR	\$ 6,651	\$ 7,233	\$ 6,161
Total Gross (Units & PUVR)	\$ 392,431	\$ 195,289	\$ 197,143
GROI	120%	148%	103%
% with Trade	36%	52%	22%
Avg. Over/Under Allowance	1,354	1,469	1,125



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	59	0	59
Avg. Days to Sale	53.8	#DIV/0!	53.8
Avg. Advertised Price (Time of Sale)	\$ 37,423	#DIV/0!	\$ 37,171
Avg. Transaction Price	\$ 37,171	#DIV/0!	\$ 37,171
Avg. Market Price at 100%	\$ 38,430	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 252	#DIV/0!	\$ 252
Avg. Front-End Gross	\$ 4,095	#DIV/0!	\$ 4,095
Avg. Finance Gross	\$ 2,557	#DIV/0!	\$ 2,557
PUVR	\$ 6,651	#DIV/0!	\$ 6,651
Total Gross (Units & PUVR)	\$ 392,431	#DIV/0!	\$ 392,431
GROI	120%	#DIV/0!	120%
% with Trade	36%	#DIV/0!	12%
Avg. Over/Under Allowance	1,354	#DIV/0!	1,354



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	59	26	11
% of Retail Units	100%	44%	19%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	53.8	51.3	39.7
Avg. Transaction Price	\$ 37,171	\$ 40,676	\$ 25,975
Avg. Transaction to Market %	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 252	\$ 316	\$ 233
Avg. Front End Gross	\$ 4,095	\$ 4,766	\$ 3,696
Avg. Finance Gross	\$ 2,557	\$ 3,457	\$ 1,326
PUVR	\$ 6,651	\$ 8,223	\$ 5,022
Total Gross (Units & PUVR)	\$ 392,431	\$ 213,806	\$ 55,241
GROI	120%	142%	175%
% with Trade	36%	42%	18%
Avg. Over/Under Allowance	1,354	1,344	1,750



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	4	3	4
2%	7%	5%	7%
100%	100%	100%	100%
18.0	37.3	88.7	9.5
\$ 9,955	\$ 39,981	\$ 41,133	\$ 32,735
92%	#DIV/0!	92%	72%
\$ (97)	\$ 250	\$ 300	\$ -
\$ 9,455	\$ 4,667	\$ 2,074	\$ (250)
\$ 832	\$ 1,904	\$ 2,589	\$ 1,703
\$ 10,287	\$ 6,571	\$ 4,663	\$ 1,453
\$ 10,287	\$ 26,284	\$ 13,988	\$ 5,811
2067%	158%	46%	168%
0%	50%	33%	0%
#DIV/0!	#DIV/0!	#DIV/0!	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
8	0	2
14%	0%	3%
100%	#DIV/0!	100%
67.4	#DIV/0!	193.5
\$ 43,239	#DIV/0!	\$ 39,820
96%	#DIV/0!	103%
\$ 669	#DIV/0!	\$ (1,537)
\$ 4,143	#DIV/0!	\$ 5,253
\$ 1,739	#DIV/0!	\$ 4,726
\$ 5,882	#DIV/0!	\$ 9,979
\$ 47,057	#DIV/0!	\$ 19,958
73%	#DIV/0!	47%
50%	#DIV/0!	50%
2,000	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	59	21	8
% of Retail Units	100%	36%	14%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	53.8	17.3	37.8
Avg. Transaction Price	\$ 37,171	\$ 33,730	\$ 38,372
Avg. Transaction to Market %	97%	100%	#DIV/0!
Avg. Transactional Discount	\$ 252	\$ 149	\$ 369
Avg. Front End Gross	\$ 4,095	\$ 4,611	\$ 4,605
Avg. Finance Gross	\$ 2,557	\$ 2,777	\$ 2,462
PUVR	\$ 6,651	\$ 7,388	\$ 7,068
Total Gross (Units & PUVR)	\$ 392,431	\$ 155,153	\$ 56,541
GROI	120%	456%	176%
% with Trade	36%	38%	38%
Avg. Over/Under Allowance	1,354	1,250	1,000



46-60 days	61-90 days	90+ days
8	7	10
14%	12%	17%
100%	100%	100%
52.3	76.7	144.4
\$ 31,433	\$ 45,423	\$ 41,165
#DIV/0!	#DIV/0!	#DIV/0!
\$ 86	\$ 738	\$ (29)
\$ 4,329	\$ 4,907	\$ 3,073
\$ 2,227	\$ 3,078	\$ 2,372
\$ 6,556	\$ 7,986	\$ 5,445
\$ 52,451	\$ 55,899	\$ 54,447
144%	83%	33%
38%	43%	30%
1,500	1,667	#DIV/0!