

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Jeanie Chan	Jeanie Chan	Mike Jones
		Stan Zuzic
		Jaime Walton






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	FW0993	2018	MERCEDES	E63 AMG	37	Auction/Wholesale	No	\$ 101,000	\$ 101,000	100%	\$3,851	\$0
2	FW0999	2013	LAND ROVER	LR4	77	Auction/Wholesale	No	\$ 33,377	\$ 33,377	100%	\$3,233	\$0
3	FW1003	2013	PORSCHE	991 CARRER	53	Auction/Wholesale	No	\$ 99,000	\$ 99,000	100%	\$2,260	\$0
4	FW1006	2018	FORD	F-150 XLT	27	Auction/Wholesale	No	\$ 42,381	\$ 42,381	100%	\$2,362	\$0
5	FW1007	2018	LAND ROVER	SPORT	29	Auction/Wholesale	No	\$ 68,869	\$ 68,869	100%	\$1,500	\$0
6	FW1010	2018	LAND ROVER	VELAR	34	Auction/Wholesale	No	\$ 54,000	\$ 54,000	100%	\$1,250	\$0
7	FW1014	2020	LAND ROVER	DISCOVERY	16	Auction/Wholesale	No	\$ 50,672	\$ 50,672	100%	\$2,922	\$0
8	FW1015	2020	LAND ROVER	DISCOVERY	16	Auction/Wholesale	No	\$ 50,696	\$ 50,696	100%	\$2,946	\$0
9	FW1016	2020	JAGUAR	F-PACE SVR	17	Auction/Wholesale	No	\$ 86,000	\$ 86,000	100%	\$2,114	\$0
10	FW1017	2014	LEXUS	LX570	14	Auction/Wholesale	No	\$ 60,500	\$ 60,500	100%	\$1,905	\$0
11	FW1018	2019	LAND ROVER	RANGE ROVER	48	Auction/Wholesale	No	\$ 74,000	\$ 74,000	100%	\$2,828	\$0
12	FW1019	2018	JAGUAR	F-TYPE R	18	Auction/Wholesale	No	\$ 87,000	\$ 87,000	100%	\$2,970	\$0
13	FW1020	2018	JAGUAR	F-PACE	15	Auction/Wholesale	No	\$ 40,030	\$ 40,030	100%	\$2,030	\$0
14	FW1022	2019	LAND ROVER	RANGE ROVE	35	Auction/Wholesale	No	\$ 113,000	\$ 113,000	100%	\$8,000	\$0
15	FW1023	2018	MERCEDES	GLE 43	15	Auction/Wholesale	No	\$ 61,705	\$ 61,705	100%	(\$419)	\$0
16	FW1024	2016	LAND ROVER	RANGE ROVE	7	Auction/Wholesale	No	\$ 48,500	\$ 48,500	100%	\$1,933	\$0
17	FW1025	2018	LAND ROVER	DISCOVERY	29	Auction/Wholesale	No	\$ 58,720	\$ 58,720	100%	(\$53)	\$0
18	FW1027	2019	MERCEDES	S63 AMG	18	Auction/Wholesale	No	\$ 175,000	\$ 175,000	100%	\$4,734	\$0
19	FW1028	2019	LAND ROVER	RANGE ROVE	13	Auction/Wholesale	No	\$ 150,500	\$ 150,500	100%	\$2,657	\$0
20	FW1032	2018	DODGE	RAM	11	Auction/Wholesale	No	\$ 71,000	\$ 71,000	100%	\$4,625	\$0
21	FW1033	2015	LAND ROVER	AUTOBIOGRA	3	Auction/Wholesale	No	\$ 81,495	\$ 81,495	100%	\$1,971	\$0
22	FW1035	2018	TOYOTA	SEQUOIA	4	Auction/Wholesale	No	\$ 73,500	\$ 73,500	100%	\$970	\$0
23	WO4927	2020	LAMBORGHINI	HURACAN	69	Other	No	\$ 359,000	\$ 359,000	100%	\$38,466	\$0
24	WO4945	2018	LAMBORGHINI	HURACAN PERFO	35	Other	No	\$ 371,500	\$ 371,500	100%	(\$3,321)	\$0
25	WO4951	2013	LAMBORGHINI	GALLARDO	0	Other	No	\$ 115,000	\$ 115,000	100%	\$1,151	\$0
26	WO4957	2019	LAMBORGHINI	URUS	39	Street/Curb Buy	No	\$ 276,000	\$ 276,000	100%	\$12,801	\$0
27	WO4969	2010	AUDI	R8 V10	23	Trade on Used	No	\$ 108,900	\$ 108,900	100%	\$14,886	\$0
28	WP4868	1987	PORSCHE	911	168	Other	No	\$ 122,505	\$ 122,505	100%	\$42,127	\$0
29	WP4912	2016	PORSCHE	CAYENNE	54	Other	No	\$ 45,400	\$ 45,400	100%	\$6,210	\$2,000
30	WP4917	2019	PORSCHE	CAYENNE	56	Other	No	\$ 79,405	\$ 79,405	100%	\$2,088	\$0



## Scoreboard Totals

% Retailed of Non-Franchise Make	57%
Total # Retail Units	46
Avg. Days to Sale	32.8
Avg. Advertised Price (Time of Sale)	\$ 101,948
Avg. Transaction Price	\$ 101,948
Avg. Market Price at 100%	\$ 101,948
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ -
Avg. Front-End Gross	\$ 7,173
Avg. Finance Gross	\$ 139
PUVR	\$ 7,312
Total Gross (Units & PUVR)	\$ 336,358
GROI	79%
% with Trade	13%
Avg. Over/Under Allowance	\$0



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Jeanie Chan	
% Retailed of Non-New Franchise	57%	57%	#DIV/0!
Total # Retail Units	46	46	0
Avg. Days to Sale	32.8	32.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 101,948	\$ 101,948	#DIV/0!
Avg. Transaction Price	\$ 101,948	\$ 101,948	#DIV/0!
Avg. Market Price at 100%	\$ 101,948	\$ 101,948	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	100%	#DIV/0!
Avg. Transaction to Market	100%	100%	#DIV/0!
Avg. Transactional Discount	\$ -	\$ -	#DIV/0!
Avg. Front-End Gross	\$ 7,173	\$ 7,173	#DIV/0!
Avg. Finance Gross	\$ 139	\$ 139	#DIV/0!
PUVR	\$ 7,312	\$ 7,312	#DIV/0!
Total Gross (Units & PUVR)	\$ 336,358	\$ 336,358	#DIV/0!
GROI	79%	79%	#DIV/0!
% with Trade	13%	13%	#DIV/0!
Avg. Over/Under Allowance	0	0	#DIV/0!









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Jones	Stan Zuzic
% Retailed of Non-New Franchise	57%	28%	0%
Total # Retail Units	46	18	6
Avg. Days to Sale	32.8	34.6	58.8
Avg. Advertised Price (Time of Sale)	\$ 101,948	\$ 135,358	\$ 95,369
Avg. Transaction Price	\$ 101,948	\$ 135,358	\$ 95,369
Avg. Market Price at 100%	\$ 101,948	\$ 135,358	\$ 95,369
Avg. Price to Market % (Time of Sale)	100%	100%	100%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 7,173	\$ 9,942	\$ 15,735
Avg. Finance Gross	\$ 139	\$ 306	\$ 151
PUVR	\$ 7,312	\$ 10,247	\$ 15,886
Total Gross (Units & PUVR)	\$ 336,358	\$ 184,453	\$ 95,317
GROI	79%	79%	102%
% with Trade	13%	22%	33%
Avg. Over/Under Allowance	0	0	0



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

Jaime Walton			
95%	#DIV/0!	#DIV/0!	#DIV/0!
22	0	0	0
24.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 76,407	#DIV/0!	#DIV/0!	#DIV/0!
\$ 76,407	#DIV/0!	#DIV/0!	#DIV/0!
\$ 76,407	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,572	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,572	#DIV/0!	#DIV/0!	#DIV/0!
\$ 56,588	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!





























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Jeanie Chan	
% Retailed of Non-New Franchise	57%	57%	#DIV/0!
Total # Retail Units	46	46	0
Avg. Days to Sale	32.8	32.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 101,948	\$ 101,948	#DIV/0!
Avg. Transaction Price	\$ 101,948	\$ 101,948	#DIV/0!
Avg. Market Price at 100%	\$ 101,948	\$ 101,948	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	100%	#DIV/0!
Avg. Transaction to Market	100%	100%	#DIV/0!
Avg. Transactional Discount	\$ -	\$ -	#DIV/0!
Avg. Front-End Gross	\$ 7,173	\$ 7,173	#DIV/0!
Avg. Finance Gross	\$ 139	\$ 139	#DIV/0!
PUVR	\$ 7,312	\$ 7,312	#DIV/0!
Total Gross (Units & PUVR)	\$ 336,358	\$ 336,358	#DIV/0!
GROI	79%	79%	#DIV/0!
% with Trade	13%	13%	#DIV/0!
Avg. Over/Under Allowance	0	0	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	46	0	46
Avg. Days to Sale	32.8	#DIV/0!	32.8
Avg. Advertised Price (Time of Sale)	\$ 101,948	#DIV/0!	\$ 101,948
Avg. Transaction Price	\$ 101,948	#DIV/0!	\$ 101,948
Avg. Market Price at 100%	\$ 101,948	#DIV/0!	\$ 101,948
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	100%
Avg. Transaction to Market	100%	#DIV/0!	100%
Avg. Transactional Discount	\$ -	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 7,173	#DIV/0!	\$ 7,173
Avg. Finance Gross	\$ 139	#DIV/0!	\$ 139
PUVR	\$ 7,312	#DIV/0!	\$ 7,312
Total Gross (Units & PUVR)	\$ 336,358	#DIV/0!	\$ 336,358
GROI	79%	#DIV/0!	79%
% with Trade	13%	#DIV/0!	18%
Avg. Over/Under Allowance	0	#DIV/0!	0



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	46	20	26
Avg. Days to Sale	32.8	43.1	25.0
Avg. Advertised Price (Time of Sale)	\$ 101,948	\$ 93,863	\$ 108,167
Avg. Transaction Price	\$ 101,948	\$ 93,863	\$ 108,167
Avg. Market Price at 100%	\$ 101,948	\$ 93,863	\$ 108,167
Avg. Price to Market % (Time of Sale)	100%	100%	100%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 7,173	\$ 10,582	\$ 4,550
Avg. Finance Gross	\$ 139	\$ 320	\$ -
PUVR	\$ 7,312	\$ 10,902	\$ 4,550
Total Gross (Units & PUVR)	\$ 336,358	\$ 218,046	\$ 118,312
GROI	79%	97%	61%
% with Trade	13%	0%	23%
Avg. Over/Under Allowance	0	0	0



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	46	0	3
% of Retail Units	100%	0%	7%
% Retailed of Non-New Franchise	57%	#DIV/0!	33%
Avg. Days to Sale	32.8	#DIV/0!	34.3
Avg. Transaction Price	\$ 101,948	#DIV/0!	\$ 94,267
Avg. Transaction to Market %	100%	#DIV/0!	100%
Avg. Transactional Discount	\$ -	#DIV/0!	\$ -
Avg. Front End Gross	\$ 7,173	#DIV/0!	\$ 10,624
Avg. Finance Gross	\$ 139	#DIV/0!	\$ -
PUVR	\$ 7,312	#DIV/0!	\$ 10,624
Total Gross (Units & PUVR)	\$ 336,358	#DIV/0!	\$ 31,873
GROI	79%	#DIV/0!	118%
% with Trade	13%	#DIV/0!	33%
Avg. Over/Under Allowance	0	#DIV/0!	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	25	0	0
2%	54%	0%	0%
100%	84%	#DIV/0!	#DIV/0!
39.0	25.7	#DIV/0!	#DIV/0!
\$ 276,000	\$ 80,874	#DIV/0!	#DIV/0!
100%	100%	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 12,801	\$ 2,959	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 12,801	\$ 2,959	#DIV/0!	#DIV/0!
\$ 12,801	\$ 73,987	#DIV/0!	#DIV/0!
43%	51%	#DIV/0!	#DIV/0!
100%	0%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	17
0%	0%	37%
#DIV/0!	#DIV/0!	18%
#DIV/0!	#DIV/0!	42.7
#DIV/0!	#DIV/0!	\$ 124,056
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 12,429
#DIV/0!	#DIV/0!	\$ 377
#DIV/0!	#DIV/0!	\$ 12,806
#DIV/0!	#DIV/0!	\$ 217,697
#DIV/0!	#DIV/0!	87%
#DIV/0!	#DIV/0!	24%
#DIV/0!	#DIV/0!	0

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	46	24	12
% of Retail Units	100%	52%	26%
% Retailed of Non-New Franchise	57%	71%	42%
Avg. Days to Sale	32.8	18.1	37.7
Avg. Transaction Price	\$ 101,948	\$ 87,428	\$ 121,726
Avg. Transaction to Market %	100%	100%	100%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 7,173	\$ 5,276	\$ 7,407
Avg. Finance Gross	\$ 139	\$ 38	\$ 208
PUVR	\$ 7,312	\$ 5,314	\$ 7,615
Total Gross (Units & PUVR)	\$ 336,358	\$ 127,536	\$ 91,384
GROI	79%	121%	60%
% with Trade	13%	13%	17%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
6	2	1
13%	4%	2%
17%	100%	0%
51.7	73.0	168.0
\$ 83,453	\$ 196,189	\$ 122,505
100%	100%	100%
\$ -	\$ -	\$ -
\$ 4,910	\$ 20,849	\$ 42,127
\$ 500	\$ -	\$ -
\$ 5,410	\$ 20,849	\$ 42,127
\$ 32,462	\$ 41,698	\$ 42,127
45%	52%	74%
0%	0%	100%
0	0	0