

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	96618a	2019	Lexus	Nx300	44	Trade on Used	No	\$ 28,998	\$ 28,998	85%	\$6,816	\$1,450
2	HP2449B	2016	Mitsubishi	outlander	9	Trade on Used	No	\$ 16,998	\$ 16,998	98%	\$3,714	\$2,375
3	h7593a	2017	Mercedes-Benz	Gle350	34	Trade on New	No	\$ 28,498	\$ 28,498	97%	\$4,661	\$2,399
4	h7599a	2018	Lexus	rx350	17	Trade on New	yes	\$ 42,998	\$ 42,998	99%	\$5,769	\$700
5	h7607a	2018	Lexus	rx350	17	Trade on New	yes	\$ 41,998	\$ 41,998	96%	\$2,985	\$3,100
6	dh7317c	2009	Lexus	Ls460	57	Trade on Used	no	\$ 16,998	\$ 16,998	101%	\$3,977	\$0
7	21559a	2016	Lexus	es350	30	Trade on Used	no	\$ 21,998	\$ 21,998	95%	\$4,345	\$4,598
8	h7493a	2018	Land Rover	Discovery	62	Trade on New	no	\$ 44,998	\$ 44,998	87%	\$3,869	\$2,168
9	h7291a	2020	Lexus	Nx300	28	Other	yes	\$ 41,998	\$ 41,998	99%	\$52	\$0
10	dh7117b	2012	Lexus	Gx460	72	Trade on Used	no	\$ 21,998	\$ 21,998	79%	\$1,154	\$1,606
11	dh7126a	2019	Lexus	ux250h	29	Trade on Used	yes	\$ 37,498	\$ 37,498	102%	\$5,259	\$3,405
12	h5183b	2010	Ford	fusion	37	Trade on Used	no	\$ 6,998	\$ 6,998	101%	\$1,227	\$0
13	h7541b	2013	Lexus	rx350	55	Trade on Used	no	\$ 20,498	\$ 20,498	98%	\$2,738	\$0
14	hp2474	2017	Lexus	nx200t	8	Street/Curb Buy	yes	\$ 36,998	\$ 36,998	97%	\$2,368	\$2,838
15	h7623a	2012	Lexus	rx350	10	Trade on New	no	\$ 20,998	\$ 20,998	112%	\$3,876	\$1,472
16	h7542b	2018	Lexus	GX460	25	Trade on Used	yes	\$ 44,698	\$ 44,698	106%	\$1,820	\$3,249
17	hp2462	2018	Lexus	rx450hL	39	Street/Curb Buy	yes	\$ 49,498	\$ 49,498	94%	\$8,994	\$2,015
18	h7460a	2019	Chevrolet	silverado	94	Trade on New	no	\$ 41,998	\$ 41,998	90%	\$1,803	\$3,878
19	h7297c	2016	Dodge	RAM	80	Trade on Used	NO	\$ 28,998	\$ 28,998	94%	(\$1,483)	\$0
20	h7494ab	2012	Ford	focus	35	Trade on Used	No	\$ 6,698	\$ 6,698	96%	\$1,594	\$1,380
21	hp2469	2019	Lexus	rx350	27	Street/Curb Buy	yes	\$ 46,798	\$ 46,798	107%	\$3,616	\$1,474
22	hp2454	2017	Chevrolet	suburban	73	Street/Curb Buy	No	\$ 33,998	\$ 33,998	81%	\$1,389	\$1,900
23	h7596a	2018	Lexus	rx350	43	Trade on New	yes	\$ 39,998	\$ 39,998	100%	\$4,260	\$1,676
24	h7573b	2015	Lexus	rx350	35	Trade on Used	no	\$ 23,798	\$ 23,798	92%	\$1,241	\$2,691
25	h7601a	2012	Toyota	sienna	22	Trade on New	no	\$ 17,998	\$ 17,998	111%	\$3,628	\$0
26	hp2428b	2016	Lexus	rx450h	62	Trade on Used	yes	\$ 38,998	\$ 38,998	99%	\$2,035	\$5,220
27	h7621a	2020	Lexus	nx300	21	trade on new	yes	\$ 44,998	\$ 44,998	101%	\$7,412	\$0
28	hp2423b	2011	Honda	Odyssey	24	Trade on Used	no	\$ 13,998	\$ 13,998	107%	(\$112)	\$0
29	h7056c	2017	Hyundai	sonata	69	Trade on Used	no	\$ 16,498	\$ 16,498	86%	\$443	\$3,005
30	hp2475	2016	Lexus	rx350	24	Trade on Used	yes	\$ 35,798	\$ 35,798	98%	(\$116)	\$150

31	hp2450	2008	Hummer	H3	91	Street/Curb Buy	no	\$	15,798	\$	15,798	87%	(\$1,232)	\$0
32	H7636B	2016	Nissan	Maxima	79	Trade on Used	no	\$	18,998	\$	18,998	81%	\$1,900	\$250
33	hp2482	2019	Lexus	Es350	15	Street/Curb Buy	yes	\$	39,998	\$	39,998	102%	\$5,290	\$2,400
34	h7555b	2017	Toyota	corolla	32	Trade on Used	no	\$	18,998	\$	18,998	95%	\$1,714	\$2,344
35	hp2475a	2012	Lexus	rx350	2	Trade on New	No	\$	16,998	\$	16,998	98%	\$4,699	\$3,462
36	h7629a	2019	Lexus	rx350	10	Trade on New	yes	\$	43,998	\$	43,998	97%	\$4,940	\$1,980
37	h7481b	2021	jeep	gladiator	79	Trade on Used	no	\$	53,998	\$	53,998	110%	\$2,976	\$4,799
38	h7569a	2018	Honda	civic	74	trade on new	no	\$	21,998	\$	21,998	89%	(\$129)	\$3,494
39	h7607b	2016	Toyota	rav4	30	Trade on Used	No	\$	23,998	\$	23,998	94%	\$571	\$0
40	h7651a	2019	Lexus	rx350	9	trade on new	yes	\$	44,998	\$	44,998	100%	\$1,608	\$0
41	h7589a	2015	lexus	450h	66	Trade on New	no	\$	27,998	\$	27,998	92%	\$3,540	\$1,184
42	hp2471	2017	Lexus	rx350	47	Street/Curb Buy	yes	\$	38,798	\$	38,798	101%	(\$198)	\$3,592
43	h7640a	2019	Lexus	rx350	21	trade on new	yes	\$	47,498	\$	47,498	105%	\$3,849	\$1,436
44	h7493b	2020	lexus	ux250h	32	Trade on Used	yes	\$	34,998	\$	34,998	96%	\$2,105	\$1,648
45	hp2481	2021	Lexus	nx300	28	Street/Curb Buy	yes	\$	44,998	\$	44,998	98%	\$3,878	\$2,451
46	h7614a	2019	Lexus	gx460	50	Trade on New	yes	\$	48,498	\$	48,498	99%	\$594	\$0
47	hp2469a	2014	Lexus	es350	20	trade on new	No	\$	21,998	\$	21,998	102%	\$3,723	\$0
48	d21761a	2018	Lexus	gx460	27	Trade on New	yes	\$	42,698	\$	42,698	101%	\$4,047	\$2,376
49	hp2428c	2010	Lexus	rx450h	22	Trade on Used	No	\$	14,998	\$	14,998	102%	\$3,452	\$785
50	21608a	2019	Infiniti	q50	38	Trade on New	No	\$	28,598	\$	28,598	88%	\$2,866	\$0
51	h7636a	2019	Lexus	rx350	17	Trade on New	yes	\$	45,998	\$	45,998	105%	\$2,219	\$1,670
52	hp2481a	2014	Lexus	rx350	3	Trade on Used	no	\$	24,998	\$	24,998	94%	\$4,487	\$0
53	hp2479	2019	lexus	es350	32	Street/Curb Buy	No	\$	37,798	\$	37,798	95%	\$1,468	\$3,286

Scoreboard Totals

% Retailed of Non-Franchise Make	44%
Total # Retail Units	177
Avg. Days to Sale	36.9
Avg. Advertised Price (Time of Sale)	\$ 32,177
Avg. Transaction Price	\$ 32,177
Avg. Market Price at 100%	\$ 33,133
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ -
Avg. Front-End Gross	\$ 2,527
Avg. Finance Gross	\$ 1,988
PUVR	\$ 4,515
Total Gross (Units & PUVR)	\$ 799,169
GROI	137%
% with Trade	46%
Avg. Over/Under Allowance	(\$81)



Scoreboard

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Desk Manager	Totals	Patrick Chahwan	Johnny Saghbini
% Retailed of Non-New Franchise	44%	33%	36%
Total # Retail Units	177	9	70
Avg. Days to Sale	36.9	44.8	32.6
Avg. Advertised Price (Time of Sale)	\$ 32,177	\$ 30,542	\$ 33,474
Avg. Transaction Price	\$ 32,177	\$ 30,542	\$ 33,474
Avg. Market Price at 100%	\$ 33,133	\$ 30,834	\$ 34,300
Avg. Price to Market % (Time of Sale)	97%	99%	98%
Avg. Transaction to Market	97%	99%	98%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 2,527	\$ 2,471	\$ 2,738
Avg. Finance Gross	\$ 1,988	\$ 1,672	\$ 1,795
PUVR	\$ 4,515	\$ 4,143	\$ 4,533
Total Gross (Units & PUVR)	\$ 799,169	\$ 37,291	\$ 317,339
GROI	137%	109%	150%
% with Trade	46%	67%	47%
Avg. Over/Under Allowance	-81	-83	-2



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Adel Nasser	Jano letaif		
48%	54%	#DIV/0!	#DIV/0!
61	37	0	0
40.8	36.6	#DIV/0!	#DIV/0!
\$ 32,056	\$ 30,319	#DIV/0!	#DIV/0!
\$ 32,056	\$ 30,319	#DIV/0!	#DIV/0!
\$ 32,970	\$ 30,784	#DIV/0!	#DIV/0!
97%	98%	#DIV/0!	#DIV/0!
97%	98%	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 2,083	\$ 2,871	#DIV/0!	#DIV/0!
\$ 2,230	\$ 2,034	#DIV/0!	#DIV/0!
\$ 4,312	\$ 4,905	#DIV/0!	#DIV/0!
\$ 263,061	\$ 181,478	#DIV/0!	#DIV/0!
119%	159%	#DIV/0!	#DIV/0!
44%	41%	#DIV/0!	#DIV/0!
-330	205	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Marcus Karam	Evison Tili
% Retailed of Non-New Franchise	44%	52%	44%
Total # Retail Units	177	23	16
Avg. Days to Sale	36.9	28.7	37.3
Avg. Advertised Price (Time of Sale)	\$ 32,177	\$ 26,298	\$ 31,729
Avg. Transaction Price	\$ 32,177	\$ 26,298	\$ 31,729
Avg. Market Price at 100%	\$ 33,133	\$ 27,054	\$ 32,642
Avg. Price to Market % (Time of Sale)	97%	97%	97%
Avg. Transaction to Market	97%	97%	97%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 2,527	\$ 2,558	\$ 2,376
Avg. Finance Gross	\$ 1,988	\$ 1,945	\$ 1,996
PUVR	\$ 4,515	\$ 4,503	\$ 4,372
Total Gross (Units & PUVR)	\$ 799,169	\$ 103,579	\$ 69,946
GROI	137%	215%	133%
% with Trade	46%	43%	50%
Avg. Over/Under Allowance	-81	65	250



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

Eric Barbosa	Ryan Tierney	Mark Hausman	Sean Duddy
46%	53%	43%	44%
13	17	23	9
28.2	36.0	36.7	48.0
\$ 35,898	\$ 31,127	\$ 32,193	\$ 37,365
\$ 35,898	\$ 31,127	\$ 32,193	\$ 37,365
\$ 35,512	\$ 32,258	\$ 32,894	\$ 38,435
101%	96%	98%	97%
101%	96%	98%	97%
\$ -	\$ -	\$ -	\$ -
\$ 1,490	\$ 2,343	\$ 3,097	\$ 1,504
\$ 1,925	\$ 1,770	\$ 2,395	\$ 1,864
\$ 3,415	\$ 4,113	\$ 5,492	\$ 3,368
\$ 44,398	\$ 69,922	\$ 126,327	\$ 30,314
121%	132%	167%	68%
62%	35%	48%	78%
163	125	-285	13

Joe Dinger	Sammy Loji	Michael Sarkis	Caren Stone
43%	52%	33%	0%
30	23	12	11
42.0	38.0	46.7	29.5
\$ 32,238	\$ 31,711	\$ 26,414	\$ 45,162
\$ 32,238	\$ 31,711	\$ 26,414	\$ 45,162
\$ 33,557	\$ 32,299	\$ 26,734	\$ 45,570
96%	98%	99%	99%
96%	98%	99%	99%
\$ -	\$ -	\$ -	\$ -
\$ 2,130	\$ 2,094	\$ 1,854	\$ 6,552
\$ 1,616	\$ 2,183	\$ 1,773	\$ 2,577
\$ 3,745	\$ 4,278	\$ 3,626	\$ 9,129
\$ 112,357	\$ 98,386	\$ 43,516	\$ 100,424
100%	128%	106%	247%
37%	52%	25%	45%
115	-671	-733	50

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Vitor Duarte	Joe Sullivan
% Retailed of Non-New Franchise	44%	47%	41%
Total # Retail Units	177	81	96
Avg. Days to Sale	36.9	37.0	36.7
Avg. Advertised Price (Time of Sale)	\$ 32,177	\$ 31,914	\$ 32,399
Avg. Transaction Price	\$ 32,177	\$ 31,914	\$ 32,399
Avg. Market Price at 100%	\$ 33,133	\$ 32,702	\$ 33,124
Avg. Price to Market % (Time of Sale)	97%	98%	98%
Avg. Transaction to Market	97%	98%	98%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 2,527	\$ 2,598	\$ 2,467
Avg. Finance Gross	\$ 1,988	\$ 2,094	\$ 1,900
PUVR	\$ 4,515	\$ 4,691	\$ 4,366
Total Gross (Units & PUVR)	\$ 799,169	\$ 380,008	\$ 419,161
GROI	137%	143%	132%
% with Trade	46%	0%	0%
Avg. Over/Under Allowance	-81	78	-228



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	177	68	109
Avg. Days to Sale	36.9	28.7	42.1
Avg. Advertised Price (Time of Sale)	\$ 32,177	\$ 43,383	\$ 25,186
Avg. Transaction Price	\$ 32,177	\$ 43,383	\$ 25,186
Avg. Market Price at 100%	\$ 33,133	\$ 43,308	\$ 26,456
Avg. Price to Market % (Time of Sale)	97%	100%	95%
Avg. Transaction to Market	97%	100%	95%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 2,527	\$ 3,031	\$ 2,212
Avg. Finance Gross	\$ 1,988	\$ 2,308	\$ 1,789
PUVR	\$ 4,515	\$ 5,339	\$ 4,001
Total Gross (Units & PUVR)	\$ 799,169	\$ 363,055	\$ 436,114
GROI	137%	154%	136%
% with Trade	46%	57%	39%
Avg. Over/Under Allowance	-81	-107	-56



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	177	100	77
Avg. Days to Sale	36.9	29.5	46.7
Avg. Advertised Price (Time of Sale)	\$ 32,177	\$ 37,672	\$ 25,040
Avg. Transaction Price	\$ 32,177	\$ 37,672	\$ 25,040
Avg. Market Price at 100%	\$ 33,133	\$ 37,928	\$ 26,440
Avg. Price to Market % (Time of Sale)	97%	99%	95%
Avg. Transaction to Market	97%	99%	95%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front-End Gross	\$ 2,527	\$ 2,993	\$ 1,921
Avg. Finance Gross	\$ 1,988	\$ 2,148	\$ 1,781
PUVR	\$ 4,515	\$ 5,141	\$ 3,702
Total Gross (Units & PUVR)	\$ 799,169	\$ 514,107	\$ 285,062
GROI	137%	167%	114%
% with Trade	46%	39%	55%
Avg. Over/Under Allowance	-81	-80	-84



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	177	87	56
% of Retail Units	100%	49%	32%
% Retailed of Non-New Franchise	44%	36%	64%
Avg. Days to Sale	36.9	33.1	44.9
Avg. Transaction Price	\$ 32,177	\$ 34,155	\$ 24,105
Avg. Transaction to Market %	97%	99%	94%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 2,527	\$ 2,695	\$ 1,928
Avg. Finance Gross	\$ 1,988	\$ 2,039	\$ 1,682
PUVR	\$ 4,515	\$ 4,734	\$ 3,610
Total Gross (Units & PUVR)	\$ 799,169	\$ 411,834	\$ 202,157
GROI	137%	151%	120%
% with Trade	46%	44%	43%
Avg. Over/Under Allowance	-81	10	-198



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
24	6	3	0
14%	3%	2%	0%
29%	50%	0%	#DIV/0!
35.2	36.5	12.7	#DIV/0!
\$ 39,373	\$ 42,748	\$ 43,498	#DIV/0!
97%	96%	101%	#DIV/0!
\$ -	\$ -	\$ -	#DIV/0!
\$ 2,968	\$ 1,366	\$ 8,455	#DIV/0!
\$ 2,246	\$ 2,698	\$ 3,416	#DIV/0!
\$ 5,214	\$ 4,064	\$ 11,871	#DIV/0!
\$ 125,129	\$ 24,384	\$ 35,613	#DIV/0!
136%	94%	776%	#DIV/0!
63%	67%	0%	#DIV/0!
-137	-50	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	1
0%	0%	1%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	28.0
#DIV/0!	#DIV/0!	\$ 41,998
#DIV/0!	#DIV/0!	99%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 52
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 52
#DIV/0!	#DIV/0!	\$ 52
#DIV/0!	#DIV/0!	2%
#DIV/0!	#DIV/0!	0%
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	177	91	30
% of Retail Units	100%	51%	17%
% Retailed of Non-New Franchise	44%	32%	53%
Avg. Days to Sale	36.9	17.0	37.3
Avg. Transaction Price	\$ 32,177	\$ 35,047	\$ 29,364
Avg. Transaction to Market %	97%	100%	97%
Avg. Transactional Discount	\$ -	\$ -	\$ -
Avg. Front End Gross	\$ 2,527	\$ 3,346	\$ 2,933
Avg. Finance Gross	\$ 1,988	\$ 2,090	\$ 1,849
PUVR	\$ 4,515	\$ 5,436	\$ 4,782
Total Gross (Units & PUVR)	\$ 799,169	\$ 494,674	\$ 143,459
GROI	137%	328%	157%
% with Trade	46%	57%	33%
Avg. Over/Under Allowance	-81	-109	-144



46-60 days	61-90 days	90+ days
17	31	7
10%	18%	4%
24%	65%	100%
52.9	71.5	100.9
\$ 33,079	\$ 28,236	\$ 24,769
98%	92%	84%
\$ -	\$ -	\$ -
\$ 1,945	\$ 754	\$ (469)
\$ 1,997	\$ 1,878	\$ 1,738
\$ 3,942	\$ 2,631	\$ 1,269
\$ 67,021	\$ 81,566	\$ 8,882
81%	47%	18%
29%	42%	14%
290	-79	0